

# cranes & access

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March 2009 Vol. 11 issue 2

**Electric  
scissor  
lifts**

New products  
from ARA

**Mini  
cranes**

**Intermat  
preview**

**Non-Powered  
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...Alloy scaffold towers from Haulotte...New telehandlers from JLG and Merlo...Grove to launch City AT crane...

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## On the cover:

A Maeda MC405CRME about to replace C sections on an air Seychelles Boeing 767.



# C & A contents

17

Mini cranes



25

Compact electric scissor lifts



47

Non powered access



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## Comment 5 News 6

New Grove City AT crane, Haulotte/Bil-Jax enters the alloy tower market, Oshkosh agrees credit amendment, EPW to open in the UK, New Genie 360° telehandlers, New Merlo and JLG ag telehandlers, APS and Youngman join to distribute push around, Counterfeit Terex Demags, 2008 financial round ups, Terex may sell construction division, Photos of new Liebherr 350 tonne AT.



## Mini cranes 17

We take a look at the latest developments in the rapidly expanding spider crane and compact self propelled crane market. New applications for these innovative products continue to be found as they become more popular and project planners start to build them into the planning process.

## Compact electric scissor lifts 25



The electric scissor lift celebrates 35 years as a mainstream product, we take a look at some of the pivotal developments in that time and how they have influenced the current product offerings.

## Intermat preview 33

With only a few weeks left until this year's big show opens its doors, we take a look at who is exhibiting and what to expect. Although a number of major manufacturers have pulled out there is still plenty to see.



## ARA - Rental show 41

While this year's Rental show in Atlanta, Georgia was poorly attended, there were a number of interesting new products on display. Cranes&Access was there and reports on what used to be the major launch-pad of new aerial lift products.



## Non-powered Access 47

In what will be the first of our in depth round ups of non powered access, Mark Darwin looks at the latest developments in low-level, non powered access equipment.

## Face to Face 52

Height for Hire/Easi UpLifts, the Dublin-based international rental and sales company, has moved to a new, highly efficient headquarters building. Cranes&Access visited to learn



more about some of the innovative ideas built into the four acre facility.

## regulars

Pasma Focus 55

ALLMI Focus 57

Training 59

IPAF Focus 61

Books & Models 62

Your letters 63

Innovations 67

What's on? 68

On-Line directory 72

## In the next C&A

The April issue of Cranes&Access includes features on All Terrain cranes, self propelled mast booms, a look at this year's SED with Intermat stop press.

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**c&a**  
comment



## Forward planning

We have covered many niche products in recent months - trailer cranes, spider lifts and this month spider and compact cranes. Despite their differences and appealing to totally different customers they have a surprising amount in common. And more importantly, they are fairing better than most in the current climate.

Specialist, niche products are always a 'hard sell' at the outset, with the concept often having to be sold before focusing on the machine. So a good salesman rarely takes no for an answer. It has been heartening to report on companies within these specialist sectors that are expanding their sales and increasing profits, a rare event if you believe the national media's reporting of the economic crisis. The picture gets even better for rental companies, with limited availability and growing demand generating better than average hire rates and good residual values.

### So what's the problem?

Those of us in the lifting/access industry know that such equipment is available and what it can do, But I think we often assume that potential end-users know it as well. WRONG.

A recent visit to a £200 million retail and residential site in the West Country being run by a major contractor highlighted the problem. Several concrete framed buildings were to be clad with window panels and glass, lifted into position by the site's tower cranes. Unfortunately the tower cranes were tied up on the essential task of making sure the frame was still going upwards - no time for windows.

With glazing required to carry out the internal work, a major problem was building. Fortunately a new operations manager had heard of mini cranes and you would think that Robert is your mother's brother. However when the building was designed, there was little thought given to moving equipment around. The layout was exceedingly restricted, with narrow access to each floor and once there, very little headroom in which to operate. Fortunately there was a spider crane small enough with the lifting capacity to carry out the work - but it was very, very close.

In a way this proves how the 'right' equipment can solve such 'impossible' problems. However, I think it highlights a more major issue with the construction industry - both designers and builders - not giving enough thought and planning to material handling up front, particularly with the peculiar shaped structures popular at the moment.

So don't just assume that other people know that such specialist equipment is available and what it can do. Most do not. This negative is also a positive as it shows just how much more potential there still is, even in today's gloomy climate.

Mark Darwin

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

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# New Grove City crane spotted

The 'unknown' three axle 'City' All Terrain crane that our readers spotted last August in Germany was in fact a prototype for Grove's new 45 tonne GCK3045.

Grove's new GCK3045



Details are still sparse, but we believe the Kobelco-built City crane features a six section, 34 metre main boom with a heavy-duty bi-fold swingaway jib. Power is supplied by a Hino engine and it has 12 tonne axle loads. The unit is due for unveiling at Intermat in April.

Grove parent, Manitowoc already has OEM agreements with Kobelco to market its small crawler cranes in Europe, under the Manitowoc badge, while Kobelco has agreements with Grove to market the GMK 5130 and GMK 6300 in Japan. Kobelco launched its first City crane - the RK70M - in 1989.

More details in Vertikal Intermat with a detailed review in the next issue of Cranes&Access.

## Haulotte/Bil-Jax enters the alloy scaffold market



The new ladder frame Tower

Haulotte/Bil-Jax has announced its entry into the alloy scaffold tower market.

It's new ladder-frame product, the company says, is fully compatible with a Youngman Boss tower system which it considers to be an essential requirement to enter the potentially lucrative European market.

The product was unveiled at the recent ARA convention and will be distributed through Haulotte's company stores and independent dealers.

## SGB UK aerial lift fleet sold

UK sales and rental company AJ Access has agreed terms to purchase the SGB UK fleet of self propelled scissor and boom lifts for onward sale. SGB announced its decision to exit the self propelled powered access market earlier this year.

The deal involves more than 700 boom and scissor lifts which will be transported to AJ's head office premises in Caldicot before being sold. It expects the vast majority to go overseas, helping remove capacity from the UK market.

Tony Mort managing director of AJ

Access said: "Over the years we have demonstrated our strength in managing this kind of acquisition opportunity. The process has been made so much easier due to the professional manner in which SGB has run its business, and the high level of maintenance afforded the fleet. The general condition of the assets is excellent."

The deal is for assets only. SGB has said that it intends to continue to offer its clients powered access equipment in the UK, but with the equipment supplied by sub-contractors on a rehire basis.

## Oshkosh agrees credit amendment

Oshkosh, owner of JLG has reached an agreement with its lenders for an immediate \$3.1 billion amendment to its credit agreement including revised financial covenant ratios.

The amendments allow a significantly higher leverage and interest rate coverage ratios, rising until mid 2010, before declining to its current level by mid 2011. In return the agreement requires a higher interest rate margin with a variation factor linked to the deviation from the original leverage ratio. It also includes limits on capital expenditure, acquisitions and dividend payments along with repayment stipulations in the event of excess cash flow generation. Fees for the amendment totalled around \$19 million.

Oshkosh chief executive Robert G. Bohn, said: "We believe the amendment will help provide financial flexibility as we operate our businesses during these difficult recessionary times. We have a strong foundation, a diverse product portfolio, a track record of positive cash flow and a liquidity position reinforced by the amendment. We will continue to concentrate on improving our leading market positions in all the industries in which we compete."

## Trailer mounted Grove

Here is the first photograph of Grove's new 55 tonne trailer mounted GSK55 crane. The crane uses the GMK3055 All Terrain crane superstructure, with its 43 metre main boom on a specially designed articulated trailer chassis fitted with its own Iveco engine powering all of the crane's functions.

The design allows the customer to select a tractor unit of his own choice, the configuration with a two axle tractor unit provides axle loads of no more than nine tonnes with full counterweight of 11.6 tonne.

Frans Vanwinkel, senior vice president of sales and marketing, said: "Because of the trailer's configuration this crane actually has a very small turning circle when it's on site. We think it will be popular with rental companies and also on locations such as refineries where GMKs are regularly used in the same position and rarely moved."

The Grove GCK3045



Part of the SGB fleet ready for collection



# HSE to prosecute Harringtons

The Health and Safety Executive is to prosecute PC Harrington Contractors for alleged breaches of health and safety law following the investigation into the fatal lifting accident at Wembley Stadium in 2004. Patrick O'Sullivan, 54, from Cork was killed and another man was injured when a platform/staging was dislodged and fell about 30

metres after being struck by a crane during a lifting operation. Harringtons, of Southall, Middlesex, employed both men and faces two charges in respect of alleged breaches of Section 2(1) of the Health and Safety at Work Act 1974 and regulation 8(1) of the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER).

## EPW to open in the UK

Aerial lift replacement parts distributor EPW, is to open its first European operation in the UK later this month.

The company has taken over a 600 square metre (6,000 sq ft) warehouse plus yard in Flintshire, on the England/Wales border and has employed Geoff Wray - formerly with Skyjack UK - as its general manager. Martin Davies of MEC UK, will be involved in the new venture both as a shareholder and as a manager.

An initial inventory value of £500,000 will be maintained at the facility and include spare parts for most aerial lift and telehandler brands. The warehouse is located virtually next door to a DHL courier depot, allowing the company to offer next day delivery in the UK or Ireland on all orders placed before 17:00 hours.

## New Vertikal record

Readership of the cranes and access online news and information site, Vertikal.Net broke all records in February, in spite of the fact that it is the shortest month of the year. A total of 94,083 visitors logged on during the month from more than 44,000 different IP addresses. In total 4.84 million hits were clocked with 1.69 million pages viewed - all new records.

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## TVH to distribute Aichi

Aichi aerial work platforms has appointed Thermote & Vanhalst as its 'official importer' for Aichi aerial lifts in Belgium and Luxembourg. Thermote & Vanhalst is part of the TVH group, the Belgian-based replacement parts specialist. The appointment follows that of Ranger Equipment for the UK. (See the February issue of Cranes&Access.)

## Tadano launches at Vertikal Days

UK and Ireland Tadano Faun distributor Cranes UK will use Vertikal Days this year to unveil new cranes. Managing director Joe Lyons said that the company hoped to be able to bring Tadano Faun's new ATF130G-5 130 tonne All Terrain crane with 60 metre main boom, following its unveiling to customers visiting the Tadano Faun plant in Lauf over the next few weeks.

The second new crane to be launched this year will be the 70 tonne truck mounted HK70, which will essentially take the existing superstructure from the ATF 65G-4 All Terrain crane and mount it to a five axle commercial carrier. It will feature the same 44 metre main boom with up to 61 metres maximum tip height.

## New 360° telehandlers from Genie

Genie has launched two new 360 degree telehandlers - the GTH-4016 SR and the GTH-4018 SR - with 16 and 18 metre lift heights and 4,000kg maximum lift capacity.

Designed for the rental market, the GTH-4016 SR has a maximum lift height of 15.42 metres and can handle 700kg at its maximum forward reach of 13.35 metres. The GTH-4018 SR has a maximum height of 17.54 metres and can take 500kg out to its maximum forward reach of 15.53 metres.

A dedicated stability control system is standard, with a hydraulic

accumulator to smooth out shocks while operating the boom. The new machines feature a 74 kW Perkins engine, three steering modes, a multifunctional 5x1 joystick including a turret rotation function and simple display panels showing all operational parameters at a glance.

The GTH-4018 SR is equipped with a patented double effect stabiliser system, which simply creates a wider outrigger stance helping improve its lifting capacity while keeping the unit's GVW down. Each stabiliser is deployed and retracted at a push of a button. The stabilisers retract within the overall width of the machine, keeping it more compact and allowing the operator to manoeuvre the unit in tight spaces without fear of hanging up an outrigger.

*The new Genie GTH-4016 SR 16 metre 360 degree telehandlers.*



# DeFeo declines \$1.7 million bonus

Terex chief executive Ron DeFeo has declined a \$1.17 million annual bonus. A statement said that DeFeo believed that he should lead by example and share some of the economic burden. However, other Terex executives - Tom Riordan, Phillip Widman, Richard Nichols and Steve Filipov - received bonuses ranging from \$143,000 to \$664,000. Terex already amounts 5000 job cuts and may have to make further reductions.

## Bob Francis on the mend



Bob Francis (L) and Neil Roberts, with the company in 2006, with their much loved Hydrocon 8T Marksman bought in 1972.

Bob Francis, founder of UK based Bob Francis Crane Hire, suffered a stroke at the end of February, but is out of hospital and on the mend.

A statement from the company says: "As people who know him would expect, Bob 'bailed out' of hospital after a seven days stay and has returned home. Bob and his family would like to thank everyone for their tremendous support and well wishes."

## Move on up

Bishop's Stortford specialist rental company, Rapid Platforms, has ordered a number of new large truck mounted lifts for its fleet including a 35 metre Multitel/Pagliero along with a 45 metre and 53 metre Wumags all of which should be delivered by the end of August.

# JLG launches three new telehandlers

JLG has launched three new compact telehandlers for the Agricultural market at the SIMA show in Paris.

The L2906H and 2906H both offer 5.8 metre lift height and 2,900kg maximum lift capacity, with the L model featuring a low - two metre - overall height, while the 3507H has a 6.9 metre lift height and 3,500kg lift capacity.



Developed and produced at the JLG production facility in Maasmechelen, Belgium, the models are equipped with Tier III Deutz engines and high-torque hydrostatic transmissions. Robert Monteban, director of marketing for Europe, Middle-East and Africa, said: "The compact range of JLG telehandlers was developed to be a highly reliable and complementary work tool on the farm. The French agricultural market is becoming an increasingly important area for JLG and we are actively acquiring new dealers. We see many business opportunities with the launch of this compact range of telehandlers."

In total there are eight JLG agricultural telehandler models with lift heights ranging from 5.6 to nine metres and lift capacities from 2,500 to 4,000kg.



The new JLG 3507H Ag model



(L-R) Ian James and Jim Daintith of APS with Paul Bentley of Youngman

## APS and Youngman tie up

Youngman and APS, the UK Hinowa and Omme lift distributor, have reached a partnership agreement for the sales and service of the new Youngman Boss X3 push around lift.

APS will provide all parts and service coverage for the product within the UK and offer the lift for sale to its full end user and rental company customer base. Youngman will also sell the X3 through its own outlets and dealers with APS providing the product support.

The Boss X3 has a working height of 4.5 metres putting it head to head against, Pop-Up Plus, Eazzi Lift Midi and the new Power Tower Nano. The new lift is built for Youngman in China, and will be shipped directly to APS which will assemble the guardrails and test it prior to delivery.

## Judgement day

Readers of Vertikal.Net who have been following Jonathan Till of UK-based GT Access and access friends raise money for charity Orchid Cancer will be disappointed to learn that he did not win 'the most creative moustache' competition. However his group of four has so far raised £2,500 and the whole event £7,500.

## Light Hire takes Eddie Lift Duo

Exeter-based access rental company Light Hire has become the launch customer for the new Eddie Lift Duo+ officially launched at the Executive Hire show last month. Built by Edmolift of Suffolk, the machines are sold, marketed and supported by Bravi UK.



Andrew Fishburn of Bravi UK, Brian Light and Stuart Honeywood of Bravi

Light Hire, a member of the Access Link, will offer the Duo for both sale and hire. Brian Light, Light Hire's managing director, said: "We took a demonstration unit around a few potential users in order to test the market and got a positive response from every location we stopped at. We have already sold the first unit, and will be adding to the two units we initially ordered."

## James Jack drivers falsified Tacho records

Drivers working for James Jack Lifting services have been found to have falsified tachograph records at an appearance at a disciplinary inquiry, before the Scottish traffic commissioner. The company runs 14 trucks and 17 trailers, the majority of which are used to move its crane fleet. The appearance follows a VOSPA investigation covering the period from October to December 2007, involving five drivers, some of whom are accused of operating cranes in addition to their driving duties. Inspectors said that the company did not have any systems in place to properly manage the tachograph records, while the drivers said that they had no formal training on how to use them correctly. The evidence highlighted the fact that since the offence the company has been acquired by Ainscough and that proper systems are now in place. The company awaits a decision.



# Counterfeit Demags

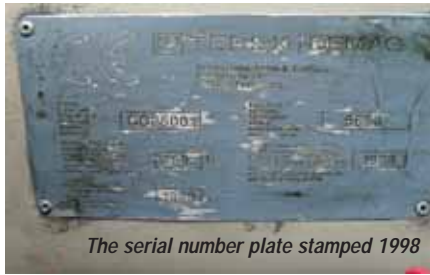
Terex Cranes has identified eight counterfeit models of its lattice boom crawler cranes in the Henan Province of China and is taking legal action in co-operation with Chinese government authorities.

The cranes were being sold as used Terex Demag models dated 1998 in spite of the fact that Terex had nothing to do with Demag until mid 2002.

Terex says its first concern is that of safety as it believes the counterfeits pose a serious safety hazard due to their mix of different design features and unmatched components. Buyers of used cranes in China or further afield should check the authenticity and seek the support of Terex Cranes as the Original Equipment Manufacturer.



One of the cheap copies of a Terex Demag CC2500



The serial number plate stamped 1998

Tadano and Kato truck cranes have also been subject to counterfeiting, with examples found in the Middle East and Australia.

## New Ruthmann for AA

UK truck mounted rental specialist, AA Access, has taken delivery of its latest 22 metre Ruthmann TB220 truck mounted lifts.

The TB220 straight telescopic boom lift, offers up to 200kgs platform capacity and over 13 metres of outreach. Andy Ainsworth of AA Access say that the company now has the largest fleet of self-drive Ruthmann's in the country.



Ruthmann TB220 with AA Access

# Street Crane expands facilities

Crane and hoist manufacturer Street Crane is expanding its Chapel-en-le-Frith facilities. A £750,000 investment is aimed at improving workflow and expanding the production area by 30 percent.

To meet immediate production space needs in the main factory, the company has leased additional warehouse space to relocate its parts storage and some CNC machines. Plans are being prepared for the next development phase, including transfer of hoist production to a new dedicated facility and new hoist test facilities. Street Crane, says it currently produces about 400 cranes and more than 2,000 hoists per year and expects to create around 20 new jobs.



The £750,000 expansion will improve workflow and add 30 percent to the production area.

## ALE establishes new business

UK-based heavy lift and transport company, Abnormal Load Engineering, has set up a new company - ALE Projects Ltd to consolidate its heavy lift and international projects divisions.

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## Lavendon up 34%

Lavendon, Europe's largest aerial lift rental company, owner of Nationwide Platforms, Panther and DK rentals has reported 2008 revenues up 34 percent to £248 million, Pre-Tax profits increased 22 percent to £22.5 million after allowing for one-off integration and restructuring costs.

Revenues and operating profit increased in every region. UK revenues were up 24 percent to £131.4 million while operating profits increased 20 percent to £21.6 million.

## Ashtead holds steady

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK has reported nine month revenues up eight percent in Sterling terms to £799 million while underlying profits fell three percent to £87 million.

A more challenging third fiscal quarter saw profits plummet 41 percent to £11 million.

## Haulotte down 27%

Haulotte has posted its preliminary, full year results for 2008 with revenues down 26.7 percent to €451 million. Like-for-like fourth quarter sales (excluding LEV for 2007 and Bil-Jax for 2008) were down 78 percent to €64.4 million. New equipment sales for the year declined 31 percent while service income increased 24 percent and rental revenues were flat.



## Palfinger looking to grow

Palfinger's 2008 revenues increased 14 percent to €795 million (thanks to acquisitions) but profits fell 38 percent to €63.9 million. Crane sales slipped just 1.8 percent year-on-year to €501 million, while revenues at its hydraulic division - tail lifts and truck mounted work platforms, climbed almost 60 percent due to the acquisition of MBB and Wumag.

## Genie down 12%

Terex AWP/Genie has reported 2008 revenues down just under 12 percent to \$2.1 billion, while profits declined 46 percent to \$246 million due to a poor fourth quarter, when revenues dropped 48.6 percent to \$301.3 million. The operating loss for the fourth quarter was \$6.8 million compared to a profit of \$94.6 million in 2007. The profitability fall resulted from lower volumes, higher material costs and costs associated with restructuring. Genie's order book at the end of December was down 87.3 percent on 2007.



## Skyjack drops 14%

Linamar's industrial division, largely Skyjack, saw revenues for 2008 fall 14 percent to C\$444 (\$345) million with a 46 percent drop in the final quarter to C\$55 (\$43) million.

Skyjack's operating income for the year was C\$36.3 (\$28) million - down 46 percent - while fourth quarter profits dropped 87.7 percent to just over C\$1 million (\$777,000).

The company says that there was a shift in sales from larger IC powered scissors to smaller electric units, although the addition of booms and telescopic handlers helped provide some compensation.



## Bronto bucks the trend

Bronto, part of Federal Signal, has reported a strong year and a strong fourth quarter. Sales for the full year increased 23 percent to \$146 million, while operating profits climbed more than 31 percent to \$10.4 million.

The fourth quarter 2008 remained buoyant for Bronto, with revenues up 18 percent to \$53 million, although order intake was only \$27 million, compared to \$42 million in 2007.

## Terex Cranes up 29%

Terex Cranes posted a 29 percent increase in revenues to \$2.9 billion for the full year 2008 while operating income jumped 56 percent to \$401 million. The divisions order book slipped four percent compared to the end of December 2007, but remained flat over the quarter at \$1.93 billion. However the company did see a large portion of its \$648 million of 'unbooked orders' cancelled during the period. Revenues in fourth quarter increased 10 percent to \$729.4 million compared to the same period in 2007.



## Manitou/Gehl breach covenants

French-based telehandler and access manufacturer Manitou is predicting a fall in revenues of 40 percent for 2009 and is in negotiations with its lenders following a breach of loan covenants at its recently acquired US subsidiary, Gehl.

A company statement said: "The particularly sharp deterioration in activity in the United States has meant that Gehl is unable to comply with certain bank covenants and has opened negotiations with its bankers regarding its syndicated credit lines to avoid the banks pressing for early repayment, which they would be entitled to do." At the same time Manitou has



opened negotiations with its own lenders to modify the terms and conditions of the loans it arranged to acquire Gehl. It is looking to amend covenants relating to financial ratios. So far the group has drawn down €317 million of the €357 million credit line.

## Terex may quit construction equipment

Terex chief executive Ron Defeo has said that it is reviewing its construction and road building divisions with a view to selling them as it focuses on generating cash and positioning itself for the upturn. Speaking at the Reuters Manufacturing Summit in Chicago he said: "My job over the next nine months is to fix, merge or sell" in referring to the two business units.

# Two new Merlo models



Merlo has re-entered the 1,800mm wide sector with its Super Compact P25.6

Italian telehandler manufacturer Merlo has unveiled two new models at the SIMA agricultural exhibition in Paris, intended for production next year. The 1,800mm wide Super-Compact P25.6 is its first Merlo in the 'narrow' sector since the early 1990's and uses the 995mm wide cab from the larger Merlo models.

Overall height is 1,920mm while lift capacity is 2,500kg with up to six metres lift height. The P25.6 uses Merlo's permanent four wheel drive hydrostatic driveline concept, albeit with a single speed central drop box, giving a maximum road speed of 30kph. In order to cater for various markets, the P25.6 was shown with an optional three point rear linkage and hydraulic Power Take Off.

The second new unit - the Multifarmer 40.9 CS - is a third generation Merlo tractor/telehandler and features a 4,000kg lift capacity with a three section boom providing up to 8.8 metres of reach. An optional two-section seven metre boom will also be available. The unit features a seven tonne category 3, rear mounted three point linkage and dual speed PTO.

# Locatelli to launch new RT

Italian crane maker, Locatelli is set to launch a new 50 tonne Gril 8500TL Rough Terrain crane at Intermat.

Featuring a 37.2 metre full power telescopic main boom, the compact machine measures 10.89 metres long, 2.54 metres wide and just under 3.5 metres high.

Other features including a tilting cab, a variable outrigger base that is fully integrated with the cranes control electronic systems that can be specified with integrated GPS and telematics.



# High profile IPAF summit

The IPAF summit, scheduled for April 2nd in Dublin is attracting a far higher profile than usual, with endorsements from the Irish prime minister/taoiseach, Brian Cowen Ball, while Peter Power, Ireland's minister of state for overseas development, will open the one day conference with an address to delegates.

IPAF president John Ball, met up with both men to discuss both the summit and the aims of the Federation. Power joins Pat Cox, former president of the European Parliament who will speak at the conference later in the day.

The summit will take place at the Crowne Plaza Hotel, Santry, Dublin on Thursday 2nd April 2009. Full details are available on the IPAF website.



John Ball with Irish taoiseach, Brian Cowen

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## First for Boekestijn

Dutch crane and access rental company, D.Boekestijn has taken delivery of its first Liebherr LTM 1150-6.1, one of nine new Liebherr cranes the company has ordered from the German manufacturer.

The Maasland-based company already has 30 Liebherr All Terrain cranes with capacities up to 500 tonnes as well as several mobile self erecting tower cranes.

Owner Dirk Boekestijn, his daughter Lianne and son Rene chose the LTM 1150-6.1 for its mobility, planning to use it for taxi crane work, given that it can travel with up to 15 tonnes of counterweight while still complying with 12 tonne axle loads. Other factors included its 66 metre main boom and 19 metre swing away extension along with the Liccon 2 with blue tooth remote controller.



One of 10 CTE Z series platforms added to the EPL Access fleet

Danny Cooper, business development manager at EPL Access

# CTE for EPL

EPL Access has added 10 more CTE Z-Series vehicle mounted platforms to its fleet. The order, placed through CTE-UK, includes four Z20ES and six Z20 platforms mounted on Nissan LCV chassis.

"Machines like these are very popular with our self-drive and operated hire customers," says Danny Cooper, business development manager at EPL. "By offering two different platforms we can provide greater versatility and choice for our clients."

The higher capacity Z20ES has a maximum working height of 18.6 metres, just under a metre less than the Z20. It also benefits from a lower Gross Vehicle Weight, allowing

more tools and equipment to be carried on board without exceeding the 3.5 tonne limit. One group of customers for whom this is especially important are traffic management contractors who often need to carry additional safety barriers and signage.

The Z20ES and Z20 share the same sigma type riser mechanism which provides zero tail-swing, but the Z20 also includes continuous 360 degree slew. The platform on the Z20ES has a maximum capacity of 230kg, enough for two people and up to 70kg of tools, while the higher Z20 is rated at 200kg. The 1,400mm x 700mm baskets on both models includes 150 degrees of platform rotation as standard.

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# First 350 tonne pictures



The new Liebherr LTM1350-6.1

Liebherr has released the first photos of its new 350 tonne LTM1350-6.1 All Terrain crane to be launched at Intermat. The crane has a 70 metre main boom, 10 metres longer than the unit it replaces and says the company, a significantly improved load chart making it the strongest six axle crane on the market when fitted with its Y-boom suspension system which nearly doubles the lift capacities in many areas of the load chart.



The six axle crane includes a 70m main boom

The crane's high capacities on long boom lengths make it ideal for erecting larger tower cranes, work that until now was handled by seven or eight axle machines.

# Spiders in Glasgow

The first 23 metre Hinowa 23:12 spider lift in the UK has been sold to Motherwell-based rental company First Access Rentals. The unit went straight to work on the £14.5 million Toryglen indoor arena and training facility at Toryglen, Glasgow.



The new Hinowa 23:12 at work on the Tory Glen training facility.

The indoor and outdoor astroturf football park - a venue for the 2014 Commonwealth Games - is being built for Glasgow council by CBC building and civil engineering contractors. Distributor APS has also taken orders for the 23:12 from Palfinger distributor Outreach which has taken an order from Falkirk council, while a third unit is destined for the Trafford centre in Manchester.

# HSE targets falls from vehicles again

The UK Health and Safety Executive is re-running a campaign that warns about the dangers of falls from vehicles, following a number of successful prosecutions which it says will become significantly more costly this year under the new Health and Safety (Offences) Act 2008.

The Act raises the lower court penalties to £20,000, while prison sentences are now also possible for such offences. The HSE advises that when companies are investing in new vehicles, buyers should demand basic safe design features such as safety steps, handrails/hand holds and slip resistant floors. This also affects those working on cranes and truck mounted platforms where falls from as high as four metres are possible.





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Spiderlift rental specialist, **The Spiderlift Company**, part of the **Ranger Group**, has made five new appointments including **Paul Blackwell** as rental development manager and **Shelley White** as operations manager.



Paul Blackwell

Belgium-based **DK Rentals'** sales operation has been re-launched as **Lavendon Sales** responsible for the group's used equipment sales efforts.

**Genie** has appointed **Jeff Weido** as the global product manager for its scissor lift line.

**Grant Woodward**, a previous owner of **The Platform Company**, has ended his day to day involvement with the **Lavendon Group**.

UK aerial lift rental company **AFI** has appointed **Daryll Pearce** as account manager for South West England.

**SafeWork SA** - South Australia's Occupational Health and Safety agency - has issued a safety alert to inspect gearbox and hoist tolerances on **Liebherr 200 HC** tower cranes.

Scarborough, UK-based telehandler rental company, **Greenwood Hire** has appointed **Jon Plaskitt**, previously with **JLG**, as its southern area sales manager.



Jon Plaskitt

**New York City** shut down crane operations recently at the site of the **World Trade Centre** after at least one lifting violation.

**Haulotte** has confirmed revenues of €450.8 million down 30 percent on 2007, while Pre tax profits slipped 64 percent to €39 million or 8.7 percent of revenues.

**Terex Aerial Work Platforms/Genie** has appointed **Greg Braukus** director of global customer care.

A **Genie TZ34-20** trailer lift serial number TZ3406-659 belonging to Hire Station, has been stolen from a site in Melton Mowbray, UK, please keep an eye out for it.

**Ainscough Training Services** has moved into new purpose built training facilities in Leyland, Lancashire.

Ainscough facility



**Oklahoma, USA** has decided that crane operators will not need to be licensed.

**Peter Piekarus** a director and shareholder in **Kimberly Access** has left the company.

**Easi UpLifts** is to establish a UK truck mounted lift rental fleet, The company is looking for a hands-on manager to head up the operational side of the new business which will be based in London.

**H&E Equipment**, has reported full year 2008 revenues up 6.5% while profits slipped 34%.

**P Colohan and Company** of Croydon was fined £66,000 after the death of an employee, killed when an excavator bucket fell from a crane.

**IPAF** has published its first US Powered Access Rental Report 2008 in conjunction with the **ARA** and research consultants **IHS Global Insight**.

Dutch trailer manufacturer **Boshuis'** trading statement says that 2008 was a strong year and it is in good shape to weather the current economic downturn.

Aerial lift and telehandler manufacturer **Genie** has announced a new 'one-stop-shop for customer support services' dubbed **Genie 360°**.

Athletes from **Kilbarchan AAC** were able to compete in the Northern Ireland Junior Indoor Championships thanks to help from access company **Active Rentals**.

An innovative wheel rim design, developed by **GKN Wheels** claims to make tyre-fitting easier.

**Ben Bowers** and his wife of UK aerial lift rental company **Lifterz**, have become parents again after the birth of their second son.

**Mammoet's** Dutch-operated 1,200 tonne **Liebherr LTM 11200-9.1** was spotted in Cumbria earlier this month on its way to job.

**Julian Gammage**, 60, has joined **Pyeroy** the Gateshead-based access services, painting and cleaning company, as director industrial services.



Julian Gammage

UK and Ireland Tadano Faun distributor **Cranes UK** will be back at **Vertikal Days** this year and hopes to unveil new cranes at the show.

**United Rentals** has reported full year revenues for 2008, down 12%, while goodwill write-offs created a pre tax loss of \$813 million.

Cork, Ireland-based crane rental company, **Wm. O'Brien Plant Hire** has achieved an upgrade to its Occupational Health & Safety Management System.

**Terex Cranes** says that it will suspend production at its Waverly plant for four weeks from mid March to mid April.

Keep a look out for an **UpRight AB62** articulated boom lift owned by **Nationwide Platforms** - serial number 1346 that has been stolen by a rogue trader - **Irons Design and Build**.

The **Access Link**, the UK association of independently owned access rental companies has held its quarterly meeting in Telford, with a full turnout. The meeting agreed to appoint **Swift Access** of Stoke as its latest member.

**Terex** has agreed an amendment to its credit agreement to ease the fixed charge coverage ratio covenant until the first quarter 2010.

A **UK developer** has been fined £10,000 plus £3,000 in prosecution costs after an electrician fell from a fork mounted work platform.

**Pat Cox** the former president of the **European Parliament** and current affairs presenter will speak at the **IPAF** summit in Dublin on April 2nd. **Michael Kneeland**, chief executive of **United Rentals** will also be speaking.



Pat Cox



Michael Kneeland

**JCB** employee **Paul Howard** has won a competition for engineering apprentices in Wales.

German aerial lift franchise network **System Lift** has reported record revenues for 2008.

**SGB Services** was fined £4,000 plus costs of £6,000 at Birmingham Magistrates' Court, after pleading guilty to a breach of the Work at Height Regulations.

**Demag Cranes AG** has appointed **Aloysius Rauen** as the new chairman of the management board.

The **Manitowoc Crane Group** has laid-off a further 450 employees at its Shady Grove plant.

**Finning**, owner of UK rental company **Hewden**, has reported record annual and quarterly revenues for 2008, although a C\$151 million goodwill write-off at **Hewden** sent profits tumbling.

**Nationwide Platforms**, the UK's largest powered access rental company, has successfully gained the **Achilles Construction Building Confidence Accreditation**.

**Erkki Hokkinen**, managing director of **Dinolift Oy**, has left the company, chairman **Lars-Petter Godenhjelm** has assumed his duties.



Erkki Hokkinen

UK crane, telehandler and access rental company, **Hewden** has won the (BESMA), Sales Team of the Year Award for the second year running.

**JLG** has introduced an online training and training management system for its customers dubbed **LMS**.

Belgium based aerial lift manufacturer, **Sky High**, has appointed **Grant Plant** as its distributor for the UK and Ireland.

**Hiab** has received an order for 292 **Hiab 222ATF-1** loader cranes from **BAE Systems** for delivery to the US Army.

Australian crane rental company, **Boom Logistics** is to significantly reduce its presence in Melbourne, Victoria.

**Manitowoc's** board of directors has elected **Glen Tellock** as chairman, in addition to his role as chief executive.



Glen Tellock

**Terex construction** has appointed **Scotia Plant** as its distributor for the Scottish borders.

Finnish based international rental company **Ramirent's** 2008 results show revenues up 11% to €703 million while profits dropped 65%. The company says that January/February results have fallen substantially.

Aerial lift and telehandler company **JLG** has pulled out of **Intermat**, this year's international equipment exhibition in Paris.

Finnish based international rental company **Cramo** has posted full year 2008 results which show revenues up 17% while profits slipped 16%.

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

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# Small crane market has legs!

Although the market for spider and mini cranes has been growing consistently over the past decade, the European market is still relatively small. This is reinforced by the fact that there are still just two major manufacturers - Maeda and Unic - which account for the vast majority of sales while relative newcomers such as Jekko struggle to carve out a share for themselves.

Like other niche products such as spider lift work platforms, the 'compact' crane sector is still performing quite well in spite of the current climate - but then selling a new concept is always a hard sell whatever the state of the economy. Cranes & Access investigates.

## What's in a name

There used to be some confusion over what to call the various small crane types but at least the machines are now popular enough to have established their own identities - spider cranes with legs, mini cranes without. The recent popularity of small industrial 'pick and carry' cranes - championed over many years by Valla with more recent additions from Galizia with the G20 and the Jekko with its MPK20 - has added another dimension to the compact crane market.

## Lack of awareness

The compact crane sector still suffers from a major lack of awareness among potential users which even extends to major contractors. One recent example of this was at a £200 million development in Bristol where several spider cranes were rented to keep the project on schedule. The spiders were needed to install both glazing panels and prefabricated curtain walling sections. The project planners had 'overlooked' how the



*A Jekko machine on glass handling duties*

site's tower cranes - still very busy with the erection of the concrete frame - were also going to have the time to install the glazing/cladding. Fortunately an experienced and knowledgeable project manager knew of the mini cranes' capabilities and the project is now even a little ahead of schedule. However, it was touch and go, while it was checked if the machine needed to lift the two tonne panels was physically small enough to gain access to the set-up points on each floor and then have enough room - particularly height - to carry out the task. Fortunately several Maeda MC 285s just managed to fulfil the requirements.

Too many developments still are designed and planned without due

consideration to the equipment needed, access and space requirements. And all too often, it results in the panic call to rental companies "can you help us solve this problem....."

As can be seen in the cemetery application on page 20, the spider crane can be of interest to a wide range of end users, although according to Maeda distributor Kranlyft, almost 90 percent of its sales are to hire companies. The cranes give hirers excellent returns on investment - touching as much as three percent of purchase price per week for some jobs.

Estimates of the total numbers of mini/spider cranes in UK hire fleets vary but a figure in the region of 300 would not be too far off. Rental companies that offer spider and mini cranes are now thought to number around 40, almost double the number in 2007. The key factor spurring on growth is the increasing realisation among users of what the cranes can do, thanks to the fact that they can get much closer to the work and set up in what might seem like impossible situations on slopes, stairs and spanning voids. The spider crane is taking work from larger

mobile cranes, but also replacing teams of men with chain blocks, winches and muscle power most of which no longer sits well with current health and safety thinking, with its method statements and risk assessments.

## So who does what?

Japanese market leader Maeda, claims a worldwide market share of over 70 percent. Its European master distributor, Kranlyft was the first to bring spider cranes to Europe. It says that while activity has slowed slightly, the Group continues to grow - perhaps not at the previous rate of 50 percent a year, but still at a decent rate. In the first two months of this year it has already sold about 40 cranes across Europe, not far off last year's figures.

The Maeda range is currently five models strong, four spider cranes - the MC104, MC285, MC305 and MC405 - and the larger 4.9 tonne capacity LC785 mini crane. The range is due to change with the introduction of the MC174 replacing the MC104 and the addition of the six tonne LC1385, both of which should make their first appearance at Intermat in April following their unveiling almost two years ago! UK customers will be able to see them



*Now a familiar application for the spider crane.*

at Vertikal Days show at Haydock Park in June.

"These new cranes have been a long time coming, but there have been a few additional tweaks to them since the initial announcement," says Kranlyft UK general manager Alan Peck. "Maeda does not rush into releasing new products until it is absolutely satisfied that the machine meets its exacting standards. It has been a long time since we first heard about the two new models, but it is better for everyone to have them up to Maeda's usual quality and performance standards before they start shipping."



Jekko's new SPD 1000 with four metre jib

The new MC174 has substantially increased lifting capacity of 1.72 tonnes at one metre rather than the one tonne of the MC104 which it replaces. Maeda has also managed to increase the maximum lift height by 100mm to 5.6 metres, install a more powerful Mitsubishi 6.6kW petrol engine, include a high and low speed transmission and substantially increase the hook speed in a machine that is 110mm shorter in length (1,870mm), 10mm narrower (590mm) and 5mm lower (1,300mm). The crane also has the benefit of a safe load indicator as standard and Kranlyft will also install an LPG conversion if required.

With a weight approaching 16 tonnes and a six tonne lift capacity at 2.6 metres, the LC1385 is a rather large 'mini crane'. Perhaps more a small crawler crane, it has a two tonne 'pick and carry' capability at up to 3.5 metre radius and maximum lift height is 16.7 metres. The weight will be the main cause of concern to those more used to the smaller models, given that it is 6.46 metres long, 2.49 metres wide and 2.965 metres high, although it is quite compact for a crane with its capabilities. The crane has a similar lift capacity to Unic's URW 706 spider but is



perhaps competing with the likes of IHI and Hitachi crawler cranes available to hire and buy in the UK from AGD Equipment and NRC Plant respectively.

### The big spider

Unic's URW 706 - currently the largest spider crane on the market - is a bit of a beast. It lifts its six tonne maximum capacity at three metres, has a 22.7 metre maximum lift height, with extension jib, a total weight of around eight tonnes. Dimensions are 1.6 metres wide, 2.2 metres high and 5.6 metres long, but to achieve this impressive lifting performance it must set its outriggers at maximum extension giving it a whopping 6.5 metre by 6.6 metre footprint.

With a conservative quoted lifting capacity of eight tonnes, the Hitachi 160 LCT weighs 15.4 tonnes but has a footprint of only 2.49 metres wide by 7.36 metres long with an overall height of 2.9 metres and in the right conditions can lift and carry up to six tonnes. After many years on the market these machines are finally becoming increasingly popular and Hitachi has plans for a smaller, five tonne version to be launched this May. End-users in the know realised a while ago how well these cranes performed on site. However the rest

of the industry is now starting to appreciate their advantages.

Unic has made enormous strides in Europe through its master dealer GGR-Unic. Formed in 1996, GGR-Unic was originally a user of Maeda cranes as glass contractor GGR Glass, purchasing several units for its own use and renting them out in between jobs. Seeing a longer term potential for the product, GGR approached Unic's parent, Furukawa in Japan, which was initially uninterested in investing in Europe particularly with the CE approval problems.

GGR went ahead and purchased a few units, obtained CE certification and become the European master dealer, establishing Unic Cranes Europe as a division of GGR Glass. It now supplies, services and develops Unic mini cranes through a distributor network across Europe, the Middle

East and Africa and has done a great deal to expand the overall market for this type of crane.

GGR Unic has been one of the top growing companies in the UK - making it into the 'Virgin Top 100 fastest growing private companies'. The company was 95th this year having posted a compound annual growth percentage of almost 54 percent with revenues for 2007 of £12.8 million. This is the second consecutive year that GGR has made the chart, which measures growth over a three year period.

GGR now operates the western world's largest spider crane rental fleet which is now about 100 machines as well as offering 20 Galizia pick and carry cranes - a marque it began distributing just over a year ago.



Further modifications have been made since this early picture of the new Maeda LC1385.



A Galizia G20 from GGR

GGR chief executive Graeme Riley said: "The focus we put on our customers is at the core of our business, whether it's creating a bespoke lifting solution for a one-off job or ensuring the technical support we provide is consistently second-to-none. We are incredibly pleased to have maintained a place in the Top 100 in what has not been an easy year for the industry. This year has started better than we expected, with good utilisation of the fleet."

The growing market and success of the Japanese manufactured cranes has attracted a number of European producers into the market, primarily Italian and German. Largest of these is Imai with its Jekko range of cranes which were initially built as specials to meet the needs of Italian glass and curtain walling contractors working around the world and in particular, London.

### The Italian touch

IMAI has expanded its business moving from what were custom built units to serial production models which it markets under the Jekko brand. Last year it established Jekko UK in an effort to capitalise on the growth of the product in what is currently Europe's largest spider lift market.

Until recently its largest crane was the SPD500C, a machine capable of lifting a maximum of 1.75 tonnes and 650kg to 10.7 metres with its five section boom. The boom can also be fitted with a four metre, triple extension jib to reach a tip height of 11.5 metres.

However, the company is planning to launch a much larger spider crane - the four tonne capacity SPD 1000 - this spring. As with the other cranes in its range - the 265, 360 and 500 - it can be fitted with a mechanically or hydraulically operated jib up to 72 degrees which can which gives it a maximum working height of 21

metres. Measuring 5.25 metres long, 1.4 metres wide and 1.95 metres high it will weigh 5.5 tonnes.

UK based Peter Hird - the privately held group of crane and access businesses that includes Peter Hird rental and industrial moving in the UK, Valla cranes in the UK and Valla USA - has formed Compact Lifting Equipment to sell and service Jekko spider cranes in the Middle East.

However, it also has Jekko machines in its UK rental fleet and recently supplied Hull-based glazing contractor EYG with cranes and glass manipulators for handling and positioning its larger glazing panels. "Bringing the Jekko glass manipulators into our fleet has enabled us to refine our lifting techniques within the glazing industry," says Hird. "We are seeing our market increase very quickly and we foresee some long-term growth in this niche sector, where in the past a limited amount of companies have ventured into this field. The Jekko range has come along way since we first considered it. The company now builds a quality product with standardisation of components across the range making it a more attractive proposition."

Jekko launched its two tonne capacity 'pick and carry' MPK20W mini crane at last year's Vertical Days and seemed to spark into life several other machines including the similar capacity Galizia G20. These cranes are unlikely to take sales away from spider cranes, but offer a compact, easy to manoeuvre pick and carry capability that will create a market of their own serving industrial and institutional and construction markets.

Italian manufacturer Kegiom Lifting has a limited three model range of spider cranes including the 350E4 capable of being towed by a large 4x4 and able to reach 10 metre working height and lift just over two tonnes. The non-spider 350E4 has a

1.25 tonne pick and carry capability while the 8700E4 features a double articulated boom offering a 16 metre up and over capability and a maximum lift of 2.69 tonnes.

Another company not quite making it into the UK is Reibsamen from Germany again entering the market via the glass handling route but no UK dealers have yet been appointed.

A third Japanese spider crane manufacturer R&B Engineering, which until 2007 was known as TAO, has also been eyeing up the European market and could well dip its toe in the water later this year, if not restrained by the economic climate in its home market. The company currently produces two models, a 1.7 and a 2.8 tonner.

So it's the same old story for the niche, specialist products - the majority of sales to hire companies, slow but steady growth, good returns for hirers and a small number of suppliers in the market. Put like that, I am sure there are many equipment suppliers dreaming of having a product such as that in its portfolio. For the mini crane - the only way is up!



A Gatwick's Unic working for Proquip next to the Millennium Dome

# Cemetery safety

For the best part of two hundred years, Cardiff-based Memorial Services has specialised in the masonry and memorial trade.

Formed in 1821, the company has used traditional stone working and transporting techniques to produce, erect and dismantle stone monuments in cemeteries. However, recent Health & Safety changes affecting the work carried out in graveyards - or more to the point, the decision to enforce this legislation - has resulted in the company looking at safer and more efficient ways of working, resulting in an investment in a spider crane - a Maeda MC285.

Whilst it is difficult to give precise accident statistics, figures over the last five years from the HSE - excluding any collated by local authorities themselves - reveals 21 serious accidents to members of the public, including three fatalities. Those at risk include cemetery visitors as well as workers in the cemetery. Two 'near miss' incidents involved workers where a memorial fell into a grave as it was being dug.

However, most accidents have involved young children.

In 1998 the industry's own research highlighted the problem of unstable memorials, however it was the tragic death of a child in Harrogate in 2000 that has spurred the Burial Authorities (BAs) into taking action. This was given further impetus in 2001 by a report by the Select Committee on Environment, Transport and Regional Affairs that concluded a new approach was needed to cemeteries as a whole.

Current legislation that applies is the Health and Safety at Work Act 1974 (HSWA) which requires BAs (as employers), to ensure not only the safety of their employees but also members of the public who might be affected. Also, the Management of Health and Safety at Work Regulations 1999 require all employers to assess the risks to employees and non-employees. The HSE is currently satisfied that most of the 3,000 BAs across the UK are, in the spirit of self-regulation, dealing with the



issue effectively. However, a group representing the whole of the industry - and including the HSE - is looking to produce very simple guidance in the near future.

Modern monuments tend to be much smaller in size and weight compared to the impressive Victorian monuments' whose sheer size and weight poses potential safety problems for workers during repair and dismantling. Some monument stones can weigh up to half a tonne and may need to be raised several metres high. The taller needle type monuments can weigh over a tonne. However, it is not the older Victorian memorials that causing most of concern rather headstones poorly erected within the last 30 years. The industry is now addressing these failures and giving guidelines to stonemasons and cemetery managers on the installation of new headstones.

The cause of the toppling of memorials has in the great majority of cases been linked to inadequate cemetery upkeep and maintenance regimes. But poor design and installation of relatively recent memorials are also a factor. Traditional methods of lifting the stones such as block and tackle gave way to truck-mounted loader cranes but the size and weight of a truck doesn't always suit the narrow paths of many cemeteries, causing damage to both graves and access routes.

"We realised that we had to provide our staff with a safer method of working and after looking on the web at other countries with a similar cemetery problem, began to focus on the spider crane," says Simon Morgan, Mossfords managing director.

"We contacted Kranlyft and arranged for a demonstration of a Maeda crane which with its narrow width, low ground pressure and ability to get into very tight spaces,

was ideal for this application. The crane needed to be able to deal with the largest monument - about four metres tall - and weighing more than 1.25 tonnes," adds Morgan, "so we decided on the Maeda 285 which has a lift capacity of almost 2.9 tonnes, is just 750mm wide and can lift to 8.7 metres, more than enough for our needs."

"We were also impressed with the service from Kranlyft, being able to do a thorough examination and train our staff. The crane will mean that work is carried out more safely, quicker and because of its compact size, less inconvenience to cemetery users."

"This is a departure from the usual way we do things, but I think that it is the way we must progress, especially with the HSE taking more interest in cemetery work. If this machine is as useful as we think then we will be looking at purchasing a few more."



Being trained at Kranlyft

The Maeda MC285 at work in the cemetery



Headstones have been deliberately toppled for 'safety' Now perhaps a trip hazard?



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# Pontoon lock renovation

The lifting ability of the world's largest spider crane - a Unic URW 706 - was used to its full extent recently to lift the 4.8 tonne lock gates at Hatton Locks, Long Itchington for British Waterways.

The crane was moved to the site using a pontoon for several reasons. First the allowable load limit on the canal tow path - originally designed just for horses - is one tonne. Larger machines - including the 706, which weighs eight tonnes - are generally a struggle to move on the tow path, not to mention the weight restrictions on the bridges. By using the pontoon, devised by GGR, it avoids these issues as well as avoiding damage and subsidence to the path. Some lock gate refurbishment is also in remote areas so that the machine can be loaded in an accessible lock chamber and floated off to the work area.

Canal lock chambers generally have two widths - 4.6 metres and three metres - while the largest gates weigh more than four tonnes. In some instances, including this

case, the lock and a length of the canal needs to be drained to gain access to the cup (bottom hinge of the gate) and cill board (the bottom seal). In order to carry out the lift, the URW 706 straddled the width of the lock with its outriggers - which can extend to 5.7 metre centres. In order to get the crane into position the pontoon floats the crane into the lock which is then filled, taking the crane to the top. The crane then sets its outriggers on the bank on each side and lifts itself off of the pontoon.

A temporary coffer dam is rigged up across the canal and the lock and part of the canal drained ready for the lift. The 706 raised the old lock gates off their hinges using 10.6 metres of boom and working between three and four metres radius. Once the gates were removed the cill board was able to be removed and replaced.



*Lifting out the lock gate from the drained lock chamber*



*Using the pontoon reduces damage and subsidence to the tow path*



*The Unic URW706 moves into place on a pontoon*

## Spiders at Luton Airport

The UK's third largest airline Thomsonfly has become the latest carrier to invest in spider cranes for aircraft maintenance. Its new Unic URW 706 will be used to assist in servicing the company's fleet of 65 aircraft at its maintenance depot at Luton Airport.

The crane was selected by Thomsonfly after a visit to the Vertical Days 2008 exhibition at Haydock Park. Base maintenance group leader Dave Brundell says the class leading capacity and reach of the spider gave it an edge over rival machines.

"The machine was the only spider crane with enough lifting power for rudder removal," adds Brundell.

"The flexibility of the crane allied to

its radio remote control capability means we can position it very close to the aircraft for precise operation which is all important in aircraft maintenance."

Replacing Thomsonfly's ageing Coles mobile industrial crane, the 706 will carry out precision lifting work of aircraft components including tail fins, flaps, rudder and exhaust systems as part of the fleet's regular service schedule.



*The Unic URW 706 replaces an ageing Coles mobile crane and will lift aircraft components including tail fins, flaps, rudder and exhaust systems.*



1. The Jekko removes the glass panel from the van



2. Slews around ..... 3. And pops it into position



# c&a spider cranes Hird manipulations

EYG, the Hull-based glazing contractor, is now using Jekko spider cranes equipped with glass handling manipulators supplied by local crane and access rental company, Peter Hird for handling and positioning its larger glazing panels.

"Bringing the Jekko glass manipulators into our fleet has enabled us to refine our lifting techniques within the glazing industry," said Hird. "We are seeing our market increase very quickly and we foresee some long term growth in this niche sector, where in the past a limited amount of companies have operated in this field."

Italian-based Jekko cranes and glass manipulators is a sister

business of Imai cranes which has been expanding rapidly in the sector with the addition of new products, including new spider crane models and a new two tonne pedestrian operated pick & carry crane.

Hird initially bought six Jekko spider cranes last year but expects the figure to double. The units have all been ordered with the 'Multi-Power' option of DC/AC and Diesel power, with glass manipulators and hydraulic fly jibs.

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# Electric workhorses

The battery electric scissor lift, including its close cousins that use a Z/Sigma or telescopic mast lift mechanism, is by far and away the most prolific form of powered access equipment in use today and the vast majority of these are compact models designed to pass through single doorways. They are ideal tools for a wide range of applications from internal installation work on construction projects, to refurbishment, cleaning and industrial maintenance.

In spite of its relative simplicity, the electric scissor lift was far from being the first form of self propelled access equipment. That honour goes to the self propelled boom, soon followed by a gasoline powered scissor lift for outdoor use. Once the concept of a self propelled scissor lift was conceived, it took little time for the first battery powered versions to arrive, followed some years later by what was called the 'skinny mini' scissor lift, initially with 20ft platform heights and 8ft/2.4 metre long platforms.

These early machines were not exactly paragons of reliability, with poor battery life and a tendency to leak. In spite of this they were rapidly adopted, particularly in the USA. A number of manufacturers made their name with small electric scissor lifts, including Marklift, Economy, MEC/Mayville, UpRight, and Skyjack.

Interestingly, the three largest self propelled aerial lift manufacturers today made their fortunes with boom lifts and were either latecomers to the small electric scissor lift market or have struggled with the concept, suggesting that boom lifts are the surest route to long-term market leadership.

Small electric scissor lifts began to take off in the mid to late 1970's. Although approaching 35 years as a mainstream product, it is still relatively young in comparison with other types of equipment. During that time there have been a number of notable technological breakthroughs, although on the surface the modern electric scissor is remarkably similar to the original products of the 70's.

Marklift - eventually absorbed into Terex and Economy which became part of Snorkel - did much of the early running with highly popular products that had a strong reputation for reliability and affordability, appealing to the rental industry making the concept affordable to end users.

*Bulky scissor guards were the norm in much of Europe until the mid 1990's - they destroyed some of the benefits of compact scissor lifts*



*Aichi has launched a range of 'Global' scissor lifts in its quest to win a share of the European and US scissor lift market. Its latest are 15 and 19ft elevator models*

The North American market took the concept to heart, rapidly appreciating the massive potential for productivity gains, not only by taking skilled tradesmen quickly to their work with all the tools and equipment they needed, but also by having the ability to move to the

next work area without returning to the ground, making it ideal for jobs such as overhead wiring, lighting and sprinkler installation, saving time spent climbing ladders or towers and the passing up tools and equipment.



*The JLG ES range of compact electric scissor lifts are arguably the most advanced in terms of specification - although Aichi aims to challenge that*



*The original Skyjacks in 1985 created the modern compact electric scissor*

While units soon arrived in Europe, several factors helped prevent such a rapid adoption on this side of the Atlantic. Firstly the price - in the USA manufacturers sold directly to rental companies and could be collected from the plant where they were made. In Europe, the price escalated with high shipping costs, import duties and the often substantial mark-ups of local distributors, who sold to rental companies. The higher costs were compounded by the misguided notion, originating in the UK, that the scissor mechanism required a two metre high guard, further adding to the cost, making the units bulkier and creating a high cost maintenance item.

Outside of the UK, Scandinavia and Benelux there was a far more significant barrier to the adoption of aerial lifts because of the absence of a non operated equipment rental market with most contractors preferring to own their own equipment. Distributors also tended to treat aerial lifts as a niche product and therefore set their

margins accordingly. The result was the widely held notion at the time that such machines were a 'bit of a luxury'. As a result the concept tended to be sold on the basis of safety rather than efficiency, a notion that has dogged the European industry until quite recently and still persists in some areas.

Another brake on the early development of the European market, which still causes additional rental rate volatility, is the short contract period for access equipment in Europe. The UK and Ireland tends to revolve around weekly rates, while many continental markets focus on daily rates. North America by comparison has always based aerial lift rental rates on a monthly term.

The result in the early days was that the cost of delivery was a significant factor in the average contract, compared to small truck mounted or trailer lifts. In spite of this the market for electric scissors steadily gathered momentum, particularly from the mid 1990's on, helped by a number of product developments and falling real prices.

## Swing out trays and rental friendly.

A major breakthrough in the market came when Skyjack - a relative latecomer to the market from Canada - developed its first SJ series in 1985, launching in 1986. It took the market by storm by releasing a relatively wide range in terms of widths and heights, with a strong family approach - all sharing the same components - but most importantly of all, the key internal components were all located in swing-out chests, making access for service and maintenance or repair, a breeze, while simplifying production.



*They included the first swing-out component trays.*

Although Skyjack's new products introduced some completely new ideas, the key to their success was through incorporating the best ideas from competitors into what were considered at the time to be state of the art machines. As an overall package, the products had enormous appeal for rental companies, at a time when some other manufacturers were struggling. The fact that the smaller Skyjack electric scissor lifts have changed little over the years, is a testament to those first products. Skyjack has been able to refine and evolve its small scissor lifts rather than start all over again, as has been the case with some other producers.

## Pothole protection

While the overall concept of the small electric scissor lift has not changed a great deal over the years, a more detailed look highlights massive improvements and enhancements.

A major development that is now obligatory on narrow lifts is automatic pothole protection, conceived by Mayville engineering in the mid 1980's, initially to provide some of their lighter scissor lifts with enough stability to meet the ANSI five degree side slop test. The company quickly realised that a version fitted to its heavier scissor



*MEC/Mayville began using the pothole protection bars as a marketing tool from the late 1980's.*

lift would help prevent one of the most common causes of accidents with small scissor lift, that of inadvertently driving into a pothole or off a kerb. First introduced around 1987, it took almost 10 years until this development became the 'norm' rather than the exception.

## Turning on a dime

Another key development, over centre steering, also started in the mid 1980's from California-based UpRight. Already well known for its larger Flying Carpet scissor lift, the company had struggled to turn a profit on its smaller Flying Tiger scissors. In the mid 80's it re-entered the market as a manufacturer of small scissors, while launching the 20ft platform height SL20, which used a sigma linkage rather than a scissor stack. Priced very competitively, the SL20 concept found particular attraction in parts of Europe, where it generally escaped the guarding rules that spoil the appeal of narrow scissor models.



*Iteco quickly adopted UpRight's over-centre steering design and more recently followed JLG with direct electric drive.*



Mayville patented the lift geometry that most modern compact scissors use today.

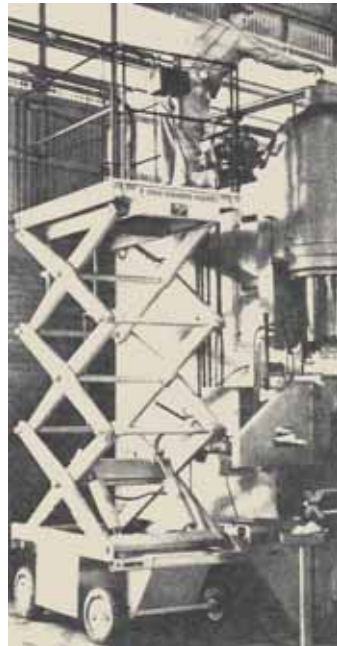
Following its success, the company introduced its US-built XL range of scissor lifts which included a patented over-centre stub-axle steering design with hydraulic front wheel drive. This shift, from regular Ackermann type steering, permitted an almost 90 degree crank angle for the front wheels, allowing its new XL19 and XL24 lifts to turn within their own length. Traditional Ackermann steering reduces the effective overall width of a vehicle as the wheels are turned, especially beyond 45 degrees. This presented competitors with the option of either making their lifts heavier to compensate for the narrower width in sharp turns, or remaining with significantly larger turning circles.

The design was soon copied by Marklift and Iteco and as the company was on the verge of agreeing a licensing deal with Mark, JLG joined the fray. UpRight decided that it was too expensive to fight the infringements - particularly against JLG - with no guarantee of success and the design has become standard on all small and most electric scissor lifts.

### Smooth efficient low pressure lifting

Most three or four stack electric scissors now use a single long lift cylinder that runs diagonally from one end of the bottom stack through the centre of the next stack to the other end of the stack above. While this might sound obvious, early small scissor lifts used all manner of configurations, from horizontal screws and cylinders that pushed the lower arms together, to those lift cylinder geometry's that could not get the

lift started and needed helper cylinders or big springs to achieve lift-off from the fully stowed position. Mayville engineering was the first volume producer to push diagonally between two pivot points, a design that it patented and defended over the years. The design provided smoother lift throughout the lift cycle and by avoiding peak hydraulic pressures saved power. Attempts to defend the patent were mixed, as prior-art had existed on a number of niche products, including aerial lifts, however it did cause many manufacturers to modify their designs slightly in order to sidestep the patent.



The first elevator scissor? The Manlift MSM21 was short and weighed under 1,000kg - but it was wide at 42". Launched in 1973 it was probably ahead of its time.

### The elevator scissor

In 1994 another development was the 'elevator scissor lift'. The idea for a shorter lift had been around for many years, with Selma Manlift's very short 15ft platform height MSM21 possibly the first in 1973, followed later by the 19ft MSM25B complete with rolling stabilisers. Considerably later Mayville also launched a small product into the sector, although with lower platform heights. UpRight combined a number of new developments into its new ranges and with the USA and UK coming out of the recession of the early 1990's the new products took off.

In the States, the idea of providing each man with his own scissor lift so that no one was left twiddling their thumbs while they waited for a lift, became the norm but has yet to be widely adopted in Europe where



The MEC Dynamite - 1992 - was probably the first modern elevator lift but at 16ft it never really took off.

contractors still mess around off-hiring or changing supplier mid-project in order to benefit from saving a few weeks rental and obtain a slightly better rate. As countless studies have shown, this 'penny wise Pound foolish' attitude is one of the key reasons why European construction costs are consistently higher than in North American.

The original UpRight MX19 was only 1.6 metres long and weighed just under a 1,000kg. Changing regulations over the years has added bulk to these products, to the point where some of them are now nudging 1,500kg while lengths have increased in some cases to almost two metres. For most users however it is the compact and manoeuvrable nature of the machine that is its leading attraction, being less expensive and more compact to transport and store, rather than the specific one tonne elevator test.

### The Ream Limiter

Another breakthrough for the small European scissor lift was the adoption of the descent interrupter/cut-out - or Ream Limiter as it was known - rather than scissor guards ensuring that people did not get their hands or other bits inadvertently trapped in the closing scissor pack. It took a number of battles to get the system widely accepted by local Health and Safety inspectors, but rental companies were ready to adopt it, given that the largest single repair cost and cause of downtime was damaged scissor guards. The idea to use such a system was later written into the EN280 standard for

all machines of 1.20 metres or narrower - the standard overall width of a hospital gurney or bed - a typical EU and slightly bizarre, compromise.

### Controlling the motor

By now the components used in small scissor lifts had been significantly refined and improved, helping reduce an early problem of poor battery life. The owner of a UK rental company, Peter Hird, helped encourage design improvements in this area by introducing his Hird test - a standard test for comparing the battery life of electric powered lifts.

The introduction of motor controls in the mid 1990's not only quietened scissor lifts down and made them smoother, but significantly extended battery life. By controlling the speed of the electric motor driving the machine's hydraulic pump, the system only uses the exact power required. Motor controls had already become a standard in the forklift industry and had already been used in the access industry by niche German manufacturers. However it was JLG that brought the concept to the volume aerial lift market, with the HA30N, a 30ft non telescopic articulated boom lift. The product itself was not a success but it did bring in motor controls along with direct electric drive for the wheels. Most, if not all small scissor lifts use motor control today, but link them to hydraulic wheel motors.



UpRight X series pioneered the descent cut-out liberating small scissors from expensive and cumbersome guards.



JLG introduced the first direct electric drive on its ES series scissors in 2003.

## Direct electric drive AC-DC

Not only did the motor control systems save energy, they also reduced wear on the pump and simplified the hydraulic controls. The next step for the electric scissor lift drive systems was clearly going to be the adoption of direct electric wheel drive motors. While this is now standard on electric booms it is still the exception rather than the rule on small scissors. The easiest way to add direct electric drive is to fit electric wheel motors to the rear, non steering axle. Easy except for the over-centre steering that that is capable of turning the front wheels 90 degrees causes a problem as the rear wheels try and push wheels that are diametrically opposed to the line of force. Even with regular steering the fact that the two rear drive motors are rotating at the same speed causes strain and tyre scrub.

One solution is to sense the position of the front wheels and then operate the speed of each rear wheel independently according to the steering angle selected, almost counter-rotating them in an extreme turn. The problem with this is the cost and the complexity - hard to justify on small low cost machines and just one more thing to go wrong. Electric wheel mounted motors did become available for the steered axle, but initially they were way to costly and too large for a narrow scissor lift. Finally in 2003 JLG 'cracked it' and developed a compact electric wheel motor for its new range of ES mini scissor lifts. The resulting products do have significantly greater battery life, particularly in applications involving a good deal of travelling/driving. A number of rental companies charge a premium for bookings

specifically requesting these models, which range from the 1230ES - with its mast lift mechanism, to the 32ft platform height. 3246ES.

### ....No rush....

Until recently the only other company to adopt this technology on small lifts has been Iteco, although last year Japanese manufacturer Aichi, unveiled its new 'Global' small scissor range complete not only with direct electric drive, but a direct AC motor drive system rather than the DC system used by JLG.



Aichi has now introduced an AC motor version.

Aichi is not the first mass producer to introduce direct AC drive. Genie has that title, having launched the system on its Z40/23N, 40ft narrow aisle boom lifts in early 2007. The new Aichi scissors have now been out in the market for almost six months and apparently working well.

Interestingly unlike the other 'breakthroughs', the world is not rushing to adopt direct electric drive. Some six years on, JLG is still the only major scissor lift producer to fit it. Why? Firstly there is almost certainly a manufacturing cost penalty. While JLG does try to obtain a premium, only a few buyers are prepared to pay more for its ES range. The key benefit of electric drive is for applications that involve extensive use of the travel/drive function. Unlike boom lifts or larger scissors, mini scissors are rarely driven over large distances. In Europe most are used indoors and are not suited being fitted with solid tyres and a narrow chassis.



Consideration is increasingly being given to attachments to make work easier, such as this clip-on plaster or ply board carrier



The largest electric scissor lifts from Holland Lift are now being equipped with four wheel drive and four wheel steer in order to provide better manoeuvrability.

## Higher and narrower

Unlike larger machines it is much faster and easier to lift them with a fork lift if they need to be moved over any distance. Under these circumstances, the battery life of most scissor lifts is more than adequate for most applications. Finally several manufacturers sell on simplicity, familiarity and low-cost, easy repairs and the traditional hydraulic drive system suits this mind-set perfectly. Having said this in 10 years time most small scissors will almost certainly be equipped with direct electric (probably AC) drive but, for now its uptake is very slow indeed.

### What brings the future?

Currently, the small electric scissor has been refined and improved to the point where most of the products on offer are first class, reliable workhorses with similar specifications and performance. The problem for most manufacturers is fleet renewal because the products today - as far as the user is concerned - are very similar to those six or more years old. So what can we expect in the years ahead?

The next stages of development might well involve reducing the production costs rather than adding more features. The lower the acquisition and running costs, the lower the rental rate and the more people will use them. Prices have already fallen substantially over the years, both in real terms and even more so after allowing for inflation. Twenty five years ago it was still possible to sell a 20ft scissor lift to a regular rental company buyer for \$12,500. Today you will be lucky to get \$9,000 for a far better machine. The key question is at what level would a lower price trigger significantly more volume?

One significant idea has been to take the narrow aisle concept ever higher. Until relatively recently this was the domain of companies such as Holland Lift which now offers 1.2/1.3 metre wide electric scissor lifts with working heights of up to 28 metres. However if we focus on small scissors, the target has always been how high can you go and still pass through a single doorway, initially this was the domain of the 20ft platform height



Holland Lift's 28 metre 1.3 metre wide top of the range narrow aisle electric scissor lift

scissor lift, but Skyjack quietly broke through this barrier more than 10 years ago with its SJIII3226, a 26ft platform height 32 inch/820mm wide machine. Genie and UpRight followed suit along with Haulotte and JLG. For many, if not all applications, the wider -1.2 metre (46 inch) double door lift is still preferred for its larger deck, better stability and higher lift capacity.

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## Smaller and smaller

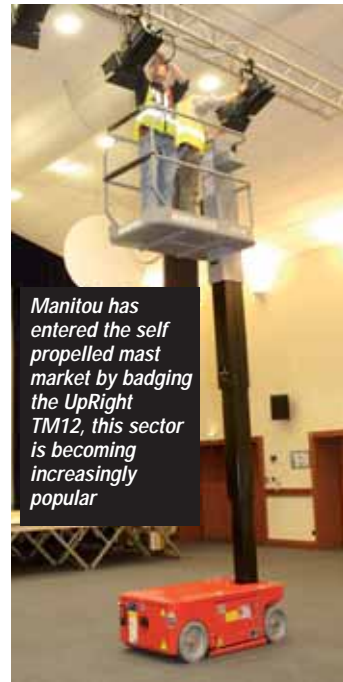
When small electric scissor lifts first came on the scene they replaced other forms of access, such as scaffold towers and large step ladders for work of four metres and more. However these days they are also widely used for even the lowest-level work and it is not unusual to see a small scissor at work with the lift mechanism hardly extended at all. In North America this has come about as it is simply

*While the GS3232 concept has yet to spread to other manufacturers, the idea of inboard levelling jacks has taken off among the manufacturers of big electrics such as PB, which now offers them as an option on all of its models.*

## Hello Jack

Two years ago Genie announced its GS3232, a 32ft platform height, 32 inch wide electric scissor lift. In order to reach the full height though, the machine must level itself, using four built-in jacks, thus avoiding the extra weight required to cope with slopes and driving at full height, while using the same drive components as the smaller models. The result is a machine that is no bigger and not a great deal heavier than the narrow 26ft models. The key question though is how often do you need to pass through an opening of less than a metre and then have working heights of 38ft/11.5m? Rooms of this height tend to have double doors. There is a benefit of more compact transport and storage space, but for many end users a wider more stable platform is more important. So while the 3232 concept has not taken off, the inboard levelling jack concept has, mostly on larger heavier specialist scissor lifts built by Dutch and German manufacturers. The benefit on these behemoths is to meet outdoor stability criteria will also offering the ability to level up on slopes or even small steps or kerbs.

*The Genie GS3232 takes the single door concept up to a 12 metre working height.*



*Manitou has entered the self propelled mast market by badging the UpRight TM12, this sector is becoming increasingly popular*

a great deal easier and often cheaper to rent a scissor lift than a tower. In parts of Europe, particularly the UK, it is driven by contractors of developers misunderstanding the Work at Height Regulations or wanting to keep things simple by banning the use of ladders on their projects.

This phenomena is creating a great deal of interest in smaller lifts, partially for cost reasons, but also practicality, as smaller units are lighter and usually more gentle on floor surfaces, while offering a lower entry height. In the UK this has led to the introduction of an increasingly wide range of push-around scissor lifts which are also less costly to buy or rent. In other markets, particularly Scandinavia, the 12ft mast type self propelled lifts, such as the UpRight TM12, Genie Runabout and JLG 1230 ES are increasingly popular and doing work that in other countries is carried out with 19ft scissor lifts. Where they are widely adopted, they are steadily replacing all but the smallest step ladders and towers.



*Most mini scissor lifts now have ample gradeability for driving up fairly steep loading ramps.*



*Skyjack's SJ12/16 concept at Apex*

At Apex last year, Skyjack showed a concept machine with took the more popular steel-masted, self propelled lift to a 16ft platform height, complete with a traversing deck. The innovative new lift, retains most, if not all of the sectors key attributes of light weight, short overall length and very low entry height while offering an extra 1.2 metres of working height. Expect deliveries to begin later this year or early next year.

## Custom Equipment

Another low level product that has done well in North America, yet slow to be launched in Europe, is the Custom Equipment 10ft platform height Hy-brid 10. Essentially the platform is a lower height, lighter weight scissor lift with very low level entry with dual caster type steering axle that allows it to turn on carpet while stationary without 'rucking'. The company has introduced a CE version of the product and been discussing distribution for what seems an eternity. With the dollar having strengthened and

larger push-arounds coming on the market, Custom may well have 'missed the boat', at least for now.

At the recent Rental show the company unveiled what it described as a concept machine, the five foot platform height self propelled Hy-Brid 5530. The new model uses a traditional, albeit tiny, scissor pack, rather than a mast, but benefits from similarly compact dimensions to the other mast lifts. The company says that the 5530 will weight less than 400kg and is likely to cost around \$5,000/£3,750 complete with a full roll-out deck extension. The company says that it is seriously looking at a higher model, possibly with a 10ft platform height. Custom Equipment owner Steve Kissinger told C&A that during recent renovation work at its head offices contractors staff all preferred the 5530 to the regular scissor lifts, a phenomena also seen when both 12ft steel mast lifts and 19ft scissor lifts are on site with many gravitating towards the 12 foot units possibly due to their better manoeuvrability and lower entry height.



*Custom Equipment is launching a 5ft self propelled mast lift later this year*

Other new ideas beginning to find their place, include electric powered four wheel drive scissors, firstly on big industrial machines such as the 28 metre Holland Lift, which also boasts four wheel steer and secondly on true Rough Terrain scissor lifts, pioneered so far by MEC, which recently introduced an electric version of the Speed Level. More on this in a future issue.



*The mast lift idea is topped out by the Bravi Leonardo with its dual deck extensions and big gradability*



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# Crunch time for Intermat

There was a lot of talk between equipment manufacturers at the last Intermat in 2006 about whether the show was able to maintain its 'international' position given the meteoric rise of Bauma and the increasing importance of Bauma China. Many were saying the show had become more regionalised and less important even within Europe and that a move to one big show in Europe, on a cycle with a big Chinese and American exhibition is inevitable. The current economic climate is not helping the situation with several major manufacturers not attending this time because of financial cut-backs.

Intermat may well feel the effect of both of these factors but it will still be a huge show with plenty of equipment including many new crane, access and telehandler products to see. The following is merely a taste of what to expect.

In spite of an anticipated 10 percent fewer exhibitors, there will still be more than 1,100 companies at this year's show. Within the boundaries of our coverage, there are some notable absentees including Terex/Genie, Tadano, JLG, Bronto, Aichi, Niftylift and Alimak Hek. Perhaps most surprising is Manitou, not tuning out for its home show.

The largest remaining access manufacturer, Haulotte, will hope to drive home an advantage being able to show off its latest equipment without two of its main competitors in sight.

The following are just some of the many new products that will be on display. As usual with major shows, there are bound to be a few unexpected surprises. Check out Vertikal Intermat, the comprehensive guide to cranes, access and telehandlers at the show, both before and during the event.

## Liebherr

Liebherr has two new crane launches, the 350 tonne LTM 1350-6.1 - a six axle All Terrain with a 70 metre telescopic boom 10 metres longer than the LTM 1300-6.1, which it replaces - and the MK88 mobile self erecting tower crane.

The 350 tonne AT has increased lifting capacities, particularly when fitted with the Y suspension system that doubles capacity in many areas which Liebherr says makes it the strongest six axle crane on the market and capable of performing work previously handled by seven and eight axle cranes.

When equipped with a 78 metre luffing fly jib, the crane has a maximum hook height of 132 metres, 16 metres more than the 1300. Other features include the ability to self-assemble the Y suspension system, a design that has already proven itself on the LTM 1400-7.1.

For easier transportation, the counterweight frame complete with baseplate, some counterweight blocks and the luffing winch for the fly jib can travel complete as a 60 tonne package. The maximum counterweight is 140 tonnes.

Power comes from an eight cylinder Liebherr diesel engine driving a 12-speed ZF TC-Tronic gearbox with torque converter for drive-off and sensitive manoeuvring. The 1350-6.1 is equipped also with air-operated disc brakes, first introduced by Liebherr at Intermat 2006. The four rear axles of the six-axle chassis are steered actively, dependent on road speed, 'improving manoeuvrability and greatly reduced tyre wear' says Liebherr. During crab steering, all six axles are steered, eliminating the need for axle lift.

The new crane features an improved, more powerful version of the Liebherr LICCON2 crane control system, with BTT Bluetooth mobile multi-functional control and display unit which can be used for easy set up, including attaching the counterweight and for self-assembly of the Y suspension system.

## And the MK 88 mobile tower

The four axle MK88 mobile self erecting tower crane, replaces the MK80 of which almost 150 were sold. Transport dimensions are similar to the MK80 but the superstructure features a completely new, two-section lattice-construction telescopic tower design, which,

says Liebherr, is exceptionally rigid. Three steep-angle jib settings: 15, 30 and 45 degrees are standard, allowing a maximum hook height in the 45 degree 'super steep' angle position of 57 metres, while the maximum radius increases to more than 44 metres.

The MK88's four-axle chassis is new with variable-action steering concept, active rear-axle steering and air-operated disc brakes.

The electric power supply for crane erecting and operation can be taken either from the standard, on-board, super quiet 48-kVA generator or by connecting to an outside source. The MK 88 can also be equipped with radio remote control, complete with display of all critical load information, including actual working radius, hook height, lifting speeds and the load on the hook.

## Manitowoc

Manitowoc will launch several new cranes, the most eye catching of which has to be the 55 tonne Grove GSK55, which is essentially a large trailer crane, merging the superstructure from Grove's GMK3055 All Terrain crane with a specially-designed trailer chassis allowing customers to use a tractor unit of their own choice.

Manitowoc says that the new crane will be both less expensive and have lower running costs than an

*The MK88's new four-axle chassis has variable-action steering concept, active rear-axle steering and air-operated disc brakes.*



Liebherr's new 350 tonne, six axle LTM 1350-6 All Terrain crane has a 70 metre telescopic boom, 10 metres longer than the LTM 1300-6.1 it replaces.

equivalent sized All Terrain, while boasting axles loads of just nine tonnes with full 11.6 tonnes of counterweight. It is being targeted at Europe - particularly emerging markets such as Russia.

The load chart of the GSK55 will match the GMK3055, and share the 43 metre main boom and swingaway extensions, giving a maximum tip height of 60 metres.



*The Grove GSK55 merges the superstructure from the GMK3055 All Terrain crane with a specially-designed trailer chassis.*

Manitowoc Crane Care centre worldwide, allowing fast and accurate diagnosis and rapid repairs.

Manitowoc claims its new CraneSTAR is the most extensive OEM-produced fleet management system in the crane industry, helping owners get better productivity and profitability from their cranes. Visitors to the company's stand will be able to see live demonstrations of the system in action.

The system provides customers with up-to-date information on their crane fleet, no matter where they or their cranes, are in the world. A Manitowoc engineered Telematics Control Unit monitors major crane functions and provides operational

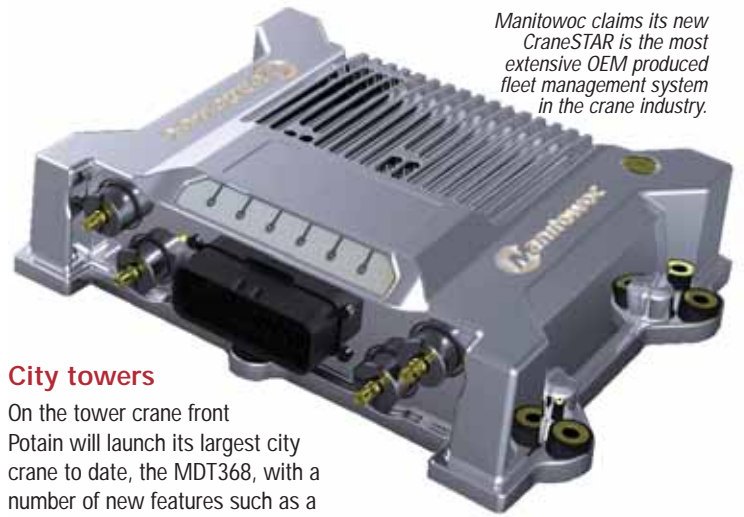
Other new products will include the GMK5110-1, and upgraded version of Groves best selling AT, the GMK5100. The new 110 tonne, five axle All Terrain, includes all of the updates from the most recent Grove AT's, including the company's new carrier cab, along with a stronger load chart and improved 50.6 metre main boom. An 18 metre swingaway extension has two additional eight metre sections, giving a maximum tip height of 87 metres, while maximum radius is 46 metres.



*The new 110 tonne five axle All Terrain GMK5110-1 has a maximum tip height of 87 metres.*

Also new on the crane is a two-speed transfer case for better manoeuvrability at slow speeds. All crane operations, including both superstructure and carrier functions, are controlled via Manitowoc's ECOS system. Working in tandem with the EKS 5 Light load monitoring system. EKS monitors the crane's lifting operations at all times, providing a warning alert for faults or errors while able to transmit data to any

data taken from the proprietary CANbus network or RS232. It is also able to provide information from the Load Moment Indicator which can be transmitted to a secure database linked to a web server, allowing the crane owner to access the information online, from any Web-connected computer or handheld device. Unlike many other systems, CraneSTAR can transmit data over both GSM and Satellite networks.



*Manitowoc claims its new CraneSTAR is the most extensive OEM produced fleet management system in the crane industry.*

**City towers**

On the tower crane front Potain will launch its largest city crane to date, the MDT368, with a number of new features such as a folding counter jib section to help make it easier to transport and erect. The MDT 368 is available in two versions, the MDT 368 L12, with a 12 tonnes maximum capacity, and the MDT 368 L16, with a 16 tonnes maximum capacity.

The new model has many similarities with the current HA12PX, but has a wider 1.5 metre platform with 230kg capacity, redesigned chassis, and improved multifunctional controls, allowing up to four simultaneous functions and reaching full height in just 30 seconds.



*Potain's largest city crane to date - the MDT368.*

**Igo 30**

The new Igo30 self erecting tower crane is available either with a 30 metre jib that has a tip capacity of 900 kg or a 28 metre version that lifts a tonne at its jib tip. Maximum capacity for both versions is 2.2 tonnes, which the crane can take out to 14.6 metres.

The Igo 30 has a total weight of less than 26 tonnes, meaning it can travel on a single truck in most markets. Deliveries are scheduled to start in April.

**Haulotte**

Haulotte is launching its new HA120PX a 10 metre (34ft) platform height compact boom lift, incorporating features from the popular HA16PX including four wheel drive and steer, 45 percent gradeability, zero tail-swing, pure parallel lift to almost eight metres and a jib with 140 degrees of articulation.

The company is also expected to unveil an upgraded 'green' version of its large scissor lift range, which will incorporate a number of environmentally friendly aspects, including recyclable components and a new cleaner engine.



*Haulotte's new 10 metre HA120PX features four wheel drive and steer, 45 percent gradeability, zero tailswing, pure parallel lift to almost eight metres 140 degrees jib articulation.*

## Two new mini's from Maeda

They may have been announced almost two years ago, but the two new Maeda mini cranes - the MC174 and the LC1385 - WILL be on the company's stand at Intermat. Japanese manufacturers are known for not rushing products to market prematurely and these machines reinforce that view.

The 1,270kg spider MC174CRM replaces the MC104 and is just 590mm wide yet has a 1.72 tonne lift capacity and 5.6 metre maximum lift height. A major feature of the machine is the programmable moment limiter with optional equipment including searcher hook and remote control.

The larger LC1385M-8 'mini crane' has a six tonne maximum lift capacity with a two tonne 'pick and carry' capability. Lift height is up to 16.7 metres and standard equipment includes steel tracks, four fall and two tall hook blocks, dozer blade and rear view camera.

## Multitel Pagliero

Italian truck manufacturer Multitel is taking a larger stand to show more of its range, along with a new product launch, the MX225 mounted on a 3.5 tonne Nissan Cabstar chassis. The new articulated lift has a 22.5 metre working height and 'straight Line' outriggers that remain within the vehicle width at all times. Multitel says: "The outreach is quite exceptional for a unit with straight down outriggers, due to a new technological approach for this type of machine and will even challenge straight boom models. More will be revealed at the launch."

Also on the stand will be its 65 metre, J2 365 platform destined for a Dutch customer, a 60 metre J360 mounted on a 32 tonne GVM Scania, several models from the company's MX articulated boom range, the 160 ALU, MT222 and the new SMX 170 spider lift.

## Oil&Steel

Oil&Steel will use Intermat to unveil four new aerial lifts, including two Snake Compact models. The Snake 1770 Compact and the Snake 2512 Compact, join the recently launched 2010.



One of four new Oil&Steel launches - the Snake 1770 Compact.



The Multitel Pagliero MX range is expanding with the introduction of the MX225.

Both new models use the new sigma dual riser system from the 2010. The 1770 is mounted on a 3.5 tonne chassis with stabilisers that remain within the vehicle chassis width. It has a working height of 17 metres and an outreach of seven metres. The 25 metre Snake 2512 Compact is mounted on a six tonne Iveco Daily chassis and offers up to 12 metres outreach.

The company is also planning to show the Octopussy EVO series of spider lift including the 1500 EVO and the Octopussy 1800 EVO with an entirely new outrigger system.

Large truck platforms will be represented by the 62 metre Eagle S6232 owned by French rental company Revel SA.

## Dinolift

Finnish-based Dinolift, is largely using the show to find new distributors, particularly in France, following the ending of its trailer badging deal with Haulotte. It will unveil a number of new lifts, including battery powered versions of all of its trailer lifts, which until now were all AC powered. It will also show its highest lift to date, the self propelled, 80ft/26.5 metre working height 265RXT.

Weighing just 4.5 tonnes it is over 10 tonnes lighter than a traditional self propelled articulated boom and yet measures just 2.1 metres wide in travel mode and offers 35 percent gradeability with four wheel drive, four wheel steer and an oscillating axle. Once in position the outriggers can be set in 40 seconds and the machine is ready to work.



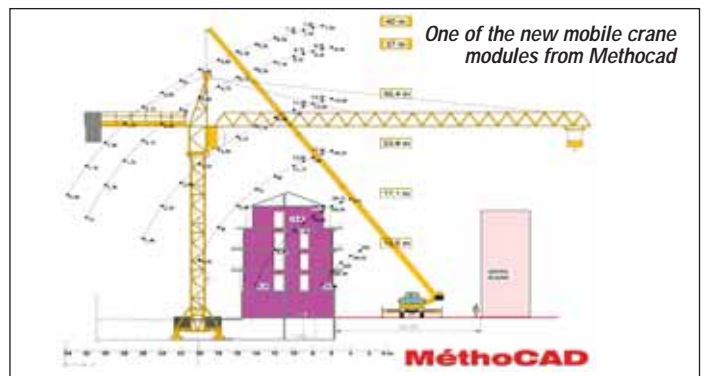
Dinolift will also be showing off its new narrow trailer.

## MethoCAD

Creative Business Solutions - celebrating 20 years of MethoCAD software - will be showing version 9.0 which will include 20 modules offering customers solutions needed to prepare a site such as site layout with the new modules of mobile cranes and environmental standards in addition to 3D site modelling, tower cranes, walls and formwork planning, slab forming and shoring towers.

## Hinowa

Hinowa's recently launched 23 metre Light Lift 23.12 spider lift will be on show along with the Light Tower Kit, which can be mounted in place of the basket on the whole range of Hinowa spider platforms. Also take a look at the new tracked fork carriers, one of which will include a four position jib attachment that fixes over the forks giving a lifting capability of 1.6 tonnes at 1.29 metres and 340kg at the end of the 3.69 metre jib.



One of the new mobile crane modules from MethoCAD

### Made - Power line detection

French manufacturer Made will be showing its improved, high voltage power line detection system - Sky Radio 2.0. Features include failsafe check systems, new software, antenna removal and more sensors.

Up to 13 sensors are installed along the machine's boom or basket, and when any one approaches a high voltage line, it transmits an audio/visual warning to the operator's cab and can include a function lockout.

The previous version, launched seven years ago, is fitted to more than 1,500 machines but the company is looking for dealers to penetrate the aerial lift, crane and telehandler markets.

### Iron Planet

The world's leading online auction company - Iron Planet will be showing off its unique 'inspected and guaranteed' equipment sales platform conducted solely online. Its first European sale took place at the end of January selling €3.22 million of equipment.

### Ruthmann

The German truck mounted lift manufacturer Ruthmann will exhibit its 47 metre T470 in the metal for the first time. Mounted on a compact 18 tonne, 10.5 metre long chassis it offers 32 metres of outreach. The company says its performance is attributable to its new lightweight orbital boom system. The jib offers 90 degrees of articulation in each direction and hydraulically extends from 2.3 to 3.6 metres. The display unit has been sold to French rental company Joly Location near Dijon.

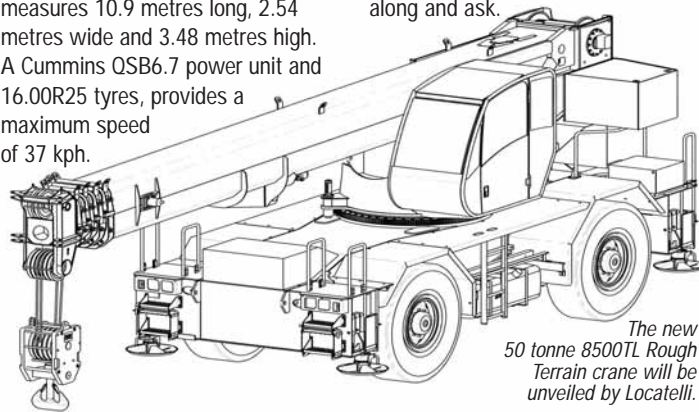


The 47 metre Ruthmann T470 will be seen in the metal for the first time.

### Locatelli

Italian crane maker Locatelli will show an all new 50 tonne Rough Terrain crane, the Gril 8500TL. The new crane features a five section 37.2 metre main boom, an innovative control system for

outrigger and load conditions that is said to eliminate errors from poor outrigger positioning, while incorporating a GPS system and a tilting cab for improved operator visibility and comfort. The crane measures 10.9 metres long, 2.54 metres wide and 3.48 metres high. A Cummins QSB6.7 power unit and 16.00R25 tyres, provides a maximum speed of 37 kph.



The new 50 tonne 8500TL Rough Terrain crane will be unveiled by Locatelli.

### SMIE

French tower crane anti-collision specialist SMIE is launching two new products - the AC243 which claims to be the only anti-collision system able to manage 14 cranes by radio on the same network and the SGC240 data logging system for site supervisors.

The SGC240, which can monitor up to 20 tower cranes at once, relays information in real time to the site supervisors PC, including position, system overrides, movement cuts due to interference, whether the crane is powered up or down and full reporting of any internal system faults of each crane. The system

retains all such data complete with a time record in its data log. SMIE also says that it is working on a completely new, although associated product, which it hopes to be able to unveil at Intermat, so do go along and ask.

### AGS

Another French-based tower crane safety systems producer AGS will show off its AC3 ID, a full function security management system for tower cranes. The all-in-one colour graphic touch screen gives information on load control, anti-collision and zoning systems, wind speed, as well as logging data.

The new data logging software provides the user with continuous information on a crane for up to two years before overwriting. It has three main functions - the use of reply tools to review data, statistics on operation time and movement, accumulated load and number of lifts as well as load distribution, and tools to create a load chart and ability to manage them in a library by type.

### Palfinger Wumag and Bison

Palfinger will combine its crane and access products on the single stand, displaying a PK 150002 Performance loader crane alongside the top of the line Wumag Palfinger WT1000, the

Sky Radio utilises up to 13 sensors along a boom or basket to detect the proximity of high voltage power lines.

103 metre All Terrain carrier mounted lift, the 45 metre WT450 the 28 metre Bison Palfinger TKA28.

### Ausa

Spanish producer Ausa will unveil its new Taurullift T276H telehandler, with 6.1 metres lift height and 2,700 kg capacity, permanent four wheel hydrostatic drive and Kubota power.

### Kobelco

The world's leading crawler crane manufacturer will unveil its all new 400 tonne capacity SL4500 crane as well as the 60 tonne CKE600 and 250 tonne CKE2500-2.

Kobelco says that it developed the SL4500 in close co-operation with several key buyers around the world. Maximum configuration in SHL format is an 84 metre main boom with 54 metre luffing jib, or 78 metre main boom with 66 metre luffing jib, resulting in a 144 metre total boom/jib length.

UK-based crawler crane rental specialist, Weldex, ordered an SL4500 with full specification, while the crane was still on the drawing board. It is equipped with a 320kW engine which complies with Stage 3 (EUR 3) emission regulations. Engine speed, hydraulic flow and pressure demands are coordinated by the computer-controlled Engine Speed Sensing (ESS) system, reducing speed changes in simultaneous operations to provide a smoother, more efficient performance.

Large, extra-wide main and auxiliary winch drums enhance the ultra-smooth operation and improve component service life, especially of wire rope and drum. The multi-disc brakes are self-adjusting and self-equalizing. Making the winches almost maintenance free. Forced oil circulation keeps brake temperatures cooler during long, continuous operations and maximizes smooth brake operation.

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*The new 400 tonne Kobelco SL4500 with SHL and luffing jib will be one of the largest exhibits at the show.*



**Cab Glazing Services**

The UK's market leader for the supply of curved and flat safety glass for specialist vehicles is gearing up to offer a serious alternative to OEM supplied glass in Europe. Cab Glazing Services has been supplying high quality replacement glass to equipment owners in the UK for over 30 years. It is now looking for new dealers and distributors in the rest of Europe.

**Loadwise**

UK-based Hawkeye Group is introducing a new range of Crane Safety products under its Loadwise brand. Three new product lines will be unveiled including a re-engineered version of its flagship 5000 series Load Moment Indicators, a new range of wireless products and a new, on board detection and alarm system for overhead high voltage cables.

**Dana**

The Dana Off-Highway Products Group which produces Spicer axles, transmissions, torque converters, electronic controls, and brakes will be showing a new driveline system for telehandlers. The new system is designed to provide increased productivity and enable manufacturers to achieve higher reach and lift capacities, and greater versatility. With up to a four-tonne lift capacity, the system is composed of two Spicer Model 212 (23S027) axles, a Spicer HSY08 powersynchro

transmission, and two Spicer 1410 Series driveshafts.

**Michelin**

Michelin will feature the new Michelin X-Crane AT All Terrain crane tyre, which it claims provides a superior performance on both road and job site, with greater wear characteristics and smoother, more economical road performance.



*Dana's new four tonne axle, synchro transmission and driveshafts.*

**Practical information**

- **When?:** Monday 20 to Saturday 25 April 2009
- **Where?:** Nord Villepinte Exhibition Centre, Paris, France
- **Opening hours:** 9 am to 6 pm every day
- **Entry cost:** €50

**Getting to the Exhibition Centre**

**By Air,**

Fly to Roissy Charles de Gaulle airport, it is around 15 minutes away by road, traffic willing, best bet is to take RER train Line B one stop north and get out at the Parc des Expositions station.

**By Rail/Eurostar**

The TGV (high-speed train) station at Roissy-Charles de Gaulle airport is located 15 minutes from the Parc des Expositions accessible via RER train.

**By Road**

Located north of Paris on the A1 - the road to Lille and the channel ports, the Parc des Expositions - Visitors exit, is just north of the Airport.

**From the city**

Best bet is the RER Train, fast, predictable and inexpensive: take RER Line B towards Roissy-Charles de Gaulle, make sure that the one you get on stops at the Parc des Expositions station. It will be listed on the platform display.

**Alphabetical listing of Crane, Access and telehandler related exhibitors**

Aerial Parts Europe	Falck Schmidt	Iteco	Minet	Secatol
Altec	Faresin	Jaso	Moba	Sennebogen
ATN	Fraco	Jay Electronique	Multitel -Pagliero	Skyjack
Ausa	Furukawa Unic	JCB	New Holland	Smie
Autec	Gelco Gru - Clever crane	Kinshoffer	Nicolas	Socage
Avant Techno	Gemmo	Kobelco	Nooteboom	Soosan
Bauer	GGR - Unic	Komatsu	Oil&Steel	Teupen
Bison	Giraf Track	Kosran	Orlaco	Thomas
Bizzocchi	Goian	Kranlyft	Pagliero - Multitel	Time
Bobcat	GP Mat	Leguan	Palfinger	TT Control
Böcker	Haulotte	Liebherr	Palazzani	UpRight
Camac	HBC	Lionlift	Pichon	Unic
Case	Helac	Loadrite	Platform Basket	Versalift
Caterpillar	Hetronic	Luna	PM loader cranes	Worldlift
Chastagener Levage	Hinowa	Maber	Probst	Wumag
Cobo	Hirschman	MADE	PVE Cranes and Services	Wynne Systems
Comansa	Hydraforce	Maeda	Remorques Louault	XCMG
Comilev	Ikusi	Manitowoc	Ruthmann	Yongzhou Yixiang
CTE	Iron Planet	Marchetti	Saez	Machinery
Denka lift	Imet	Materbat	Safi	Zoomlion
Dieci	Imer	Merlo	Sany	
Dino Lift	IPAF	Method Cac	Scanclimber	
Effer		Minelli		

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## Universal

### New Spider widens the fleet

The new Falcon Spider FS290 has arrived and is ready to hire. With 29 metres of working height and able to enter through a doorway of 0.8 by 2m, it allows internal applications rarely available. Not only will the spider FS290 set up on uneven ground conditions but can give outreach of 14m with one man operation.

Universal Aerial Platforms now runs the UK's widest range of narrow access equipment for hire or purchase. For more information on the spider and any of our machines call today or visit [www.universalplatforms.co.uk](http://www.universalplatforms.co.uk)

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# The Georgia doldrums

This year's ARA convention and Rental Show was held in Atlanta, Georgia, a venue not popular it seems with many aerial lift buyers.

The show was last in Atlanta just two years ago after it was switched from New Orleans. Other moans from exhibitors in the 'Heavy Construction' hall, included the fact that the hall was 'cut off' or separated, from the Light Construction exhibits by a bridge therefore limiting passing traffic. Some exhibitors estimated visitor numbers were down by as much as 50 percent.

In spite of this and the 'no show' from JLG, there was still quite a bit to see and most exhibitors relayed the classic fall-back regarding visitor quality being good. Many companies however - particularly the niche product manufacturers - reported some good leads and a number of decent orders. The following is a brief overview of the principle new products on show.

IPAF, in the form of AWPT, kicked off the show with the launch of its first study of the American rental market for aerial lifts. The study - carried out in conjunction with the American Rental Association and research consultants IHS Global Insight - estimates that aerial work platform related rental revenues in the USA reached \$8.8 billion in 2007 before dropping back three percent to US\$8.5 billion in 2008. The survey expects a further 10 percent drop in 2009 to \$7.7 billion, before picking up again, but warns that a full scale pick-up may be delayed until 2011, although it is highly likely that more contractors will shift from owning to renting their equipment in the interim.

The first stand in the Heavy Construction hall was Genie - attending what will possibly be its only trade show this year - it used the event for the US launch of products that were unveiled at Apex in September, including its new steel masted GRC12 Runabout Contractor lift.

## New from Nifty

Niftylift had one of the most successful shows of any major aerial lift exhibitor, with a fairly busy booth throughout the show, right upto the close on the final day. It launched two new products, a 12 metre lightweight SD self propelled boom lift, the SD34T (SD120T in Europe) and its revamped 21 metre 210 top of the line trailer lift.



Nifty SD34T 4X4

The compact SD34T measures just 3.9 metres long, 1.6 metres wide and two metres high. It weighs 1,850kg while its working width, with outriggers set is 3.2 metres. Add this to four wheel drive with 45 percent gradeability and a wide choice of power options including diesel, bi-energy, dual fuel and battery

electric and it is easy to see why it aroused a good deal of interest.

Nifty's 210 trailer lift has had a thorough engineering review and now shares more components with the company's highly popular SD210. The most visible change

has been the adoption of a far simpler and lighter weight outrigger configuration.

Although not on the stand, the company also confirmed that it has now started to produce a 15 metre Trax spider lift, to complement its 12 and 17 metre models.



Nifty 210 trailer lift



The IPAF/AWPT stand

## Most new products - Haulotte/Bil Jax

The company with most new products to talk about at the show was without question Haulotte/Bil Jax. With the two brands now coming together, the company announced that Brent Hagedorn would move up to the position of vice president of sales for powered access products in North America, while Chuck Hutchinson would carry out the same role for scaffold related products worldwide. Among the new products was the first locally built Haulotte machine, a North American version of its 19ft Optimum scissor lift. The Bil-Jax engineering team has done more than just adapt the design for local production, it has also tweaked the specifications to better suit the local market.

This includes improved guardrails and most dramatically of all a three inch wider platform, which takes it out to the edge of the chassis, for improved working alongside walls and more working space. Overall machine width remains at 30 inches.



Haulotte 1930

The company also unveiled a new higher Bil-Jax XA model - the 55ft 55XA articulated boom. The 55 takes the superstructure from the 5533A trailer lift and mounts it to an improved version of the 45XA self propelled chassis, with four wheel steering, including crab and a larger machinery chest to cope with the extra hydraulics and an on-board generator.

The new 55ft. Bil-Jax 55XA



On the trailer lift front it rolled out a new Summit telescopic straight boomed model - the 4642T - which essentially adds a third, aluminium, telescopic boom section to the existing 3632T, offering additional outreach and a shorter overall length at less than six metres.

The company also launched a raft of radically new non-powered products, including its first alloy scaffold tower, a ladder frame design that is compatible with Youngman's Boss tower. The company plans to launch

the scaffold range internationally through its existing distribution outlets. The other major new product that caught the eye was the AS 2100 aluminium framed event staging system.

**Low level self propelled**

Custom Equipment, the manufacturer of low level light weight scissor lifts, showed off what it says is a concept machine, the Hy-Brid 5530. While no detailed specifications were available, it is clear that the unit has been through an extensive test and evaluation programme and is likely to make it to market relatively soon. It boasts a five foot platform height, overall width of 30 inches, roll-out deck extension and GVW in the region of 370 - 400kg. Unlike other ultra-compact self propelled lifts, the new Hy-Brid utilises a tiny scissor lift mechanism rather than a telescopic mast. The company says that it plans to add a higher version, possibly with a 10ft platform height and may reduce the width of the platform to 24 inches in order to pass through the tile width of a standard suspended ceiling. The guide price for the model on display was \$5,000.

**MECing it up**

The prize for the most provocative exhibit, has to go to Californian-based MEC, which showed two brand-new products, its largest scissor lift to date, the 5490RT with 7.3 metre 'Ultra deck' and its version of the Speed Level.

The big scissor lift is modelled closely on the big Genie Rough Terrain scissor lifts, but with more power. In fact the company claims that it is the first turbo-charged scissor lift.

Whereas the 5490 is just 'based' on a Genie concept, the Speed Level is a blatant copy of UpRight's unique Speed Level product, the patent of which has now expired. While the



Bil-Jax is entering the alloy tower market with a Youngman compatible ladder frame product



The new Hy-Brid 5530



With roll out deck, a higher version may follow

new MEC Speed Levels replicate the UpRight units in terms of overall width, platform heights and concept, almost everything else has been changed.

**Electric level**

The machine on display, the second unit to be built, was a 30ft electric model, a version never offered by UpRight. Going over the lift with MEC president David White - formerly of UpRight - it is clear that the company has done its very best to produce an improved and updated version of the

product. The changes include a greater degree of levelling - 14 degrees side to side and 10 degrees fore and aft - thanks to slimmer equipment chests - a tighter turning circle, a more rigid platform thanks to an extended platform support strut and on the 30ft model, a higher lift capacity thanks to a stronger set of gears in the arm articulation. The electric model, which retains the four wheel drive and top level gradeability, will take the concept into new areas, such as indoor arenas.



The new Bil-Jax 4642T



MEC Speed Level

*MEC's biggest scissor to date with 54 metres of platform height and a 7.3 metre Ultra Deck*



Aichi exhibited its latest products on the Toyota stand - its master distributor for North America - with most units painted in Toyota fork-truck orange. In addition to Aichi's latest 46ft wheeled and crawler mounted booms the latest 15ft and 19ft micro scissors, first seen as prototypes at Apex were on display. Judging by the fit and finish, the units have yet to reach final production.



*Aichi showed of a full range of its new products including the new 15 and 19ft micro scissors*


One of the largest and most impressive stands at the show was that of Snorkel, which was launching the full amalgamation of the UpRight and Snorkel product lines in North America under the Snorkel brand. The company had initially planned to

continue to sell the UpRight portable UL lifts and trailer lifts under the UpRight name though a separate sales team, but has subsequently decided to merge everything into Snorkel. The company reported a number of sales from the stand,

including a substantial order for its popular TM12 mast lift and AB38 boom lifts. The company has also resumed the distribution of UpRight-Instant scaffold towers in North America.

*Snorkel is also now badging the PLE 24ft trailer mounted scissor lift*









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**Spiders spiders everywhere**

Worldlift Industries, which produces the Denka and Falck Schmidt trailer and large spider lifts, exhibited under the banner of its US subsidiary Reachmaster which now also distributes Hinowa spider lifts in North America and it showed the recently introduced 23:12 Light Lift for the first time. It says the 23 metre working height lift is showing great promise in the North American market.

Other spider lifts at the ARA included: - the latest Octopussy on the Oil&Steel stand, where the company was launching its new 17 metre model for North America slightly tweaked to suit ANSI and local market preferences.



*Teupen is opening company store in the USA*

Teupen, exhibited for the first time in North America under the factory banner, following the decision to establish a master distribution affiliate in Charlotte, North Carolina. The operation will be led by Roderik Wiedemeier, who becomes president and chief executive of Teupen USA...

...And on the Omme lift stand, where the Danish company was showing one of its big 2900 trailer lifts alongside a Platform Basket Spider 18:75. Omme is still a relatively recent arrival in North America but says that it is beginning to carve out a space for itself and has been surprised at the levels of interest in its larger trailer lifts.



*Omme and Paltform Basket have teamed up for the US market*

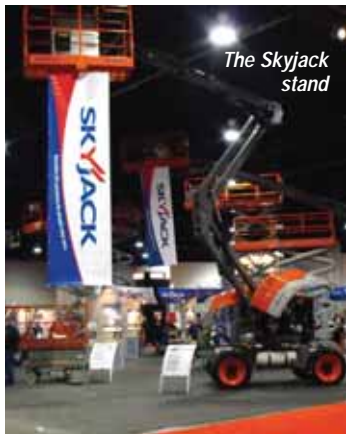
Finally a product not yet adapted for the European market or CE'd is the 70ft MLE A70TD spider lift. The company best known for its custom solutions to difficult powered access applications, says that it is increasingly building fully insulated boom lifts, and has a design for a fully insulated spider lift.



*The MLE - A70TD*

**Skyjack**

Skyjack was out in force with its new 46ft articulated boom lift in pride of place on the stand. The new unit was first seen at APEX and is now starting to ship. The company said that it felt the show was important because it



*The Skyjack stand*

gave it the opportunity to meet with existing and potential customers while obtaining some first hand feedback from a wide variety of buyers and users. The company also confirmed

**Worldlift**



that its self propelled 12ft and 16ft mast type lifts shown at APEX as concept units, are progressing well, so expect to see them some time later in the year or early next year.

**Spider crane with a platform**

Unic spider cranes was one of the few crane stands at the show, with a 376 and a 295 on display. The most notable part of the exhibit was a boom-nose mounted work platform on the 295, which is gravity suspended with a hydraulic brake to provide rigidity and stability while working. The platform is produced by Unic's US distributor - Spidercrane, in response to requests from its customers.

The company was lamenting the fact that the Spiderlift and Spider crane names were now in danger of becoming generic terms rather than a trademark which it has registered.



*The Unic stand, note the boom nose mounted work platform.*

**Glaslifter**

While not quite a crane or a platform, Valla UK and USA owner Peter Hird had a stand at the show to launch the Glaslift 250, a Danish-built, self propelled glass handling machine. The three wheeled - four actually, but the steering wheels are close coupled - can lift, manipulate and travel with

glass or cladding panels weighing up to 250kg. Battery power runs all of the lifting and drive mechanism as well as the vacuum pump that powers the suction pads.



*The Glaslift250*

**Telehandlers**

There were a good number of telehandler companies exhibiting, including Skyjack/Carelift, Manitou, Extreme, Genie, Haulotte and others, but Spanish company Ausa used the show to launch its second machine as it returns to the telehandler market with its own products. The unit on display was the new compact T204. Ed Uglioni, who previously headed Manitou North America, is leading the company's American operations.



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# The rise and falls of access

The spectacular rise in the development and usage of powered access equipment has to some degree, overshadowed the non-powered access sector. Many of you have also reminded us that this magazine is called *Cranes&Access*, not *Cranes&Powered Access*.

In an effort to re-dress the balance particularly with the impact legislation is having on the non-powered sector, we are stepping up our coverage, particularly in areas that are undergoing dynamic development such as alloy towers and low level access equipment. This feature

that predicted the end of alloy scaffold towers and ladder usage. And yet there are still more than two million ladders in regular use in the UK alone and more towers are sold today than ever before. Surprisingly, the largest markets for alloy towers are the same as

the largest European markets for powered access - the UK, Ireland, Scandinavia and Holland not to mention the large emerging markets for both forms of access in Spain and Dubai, at least until recently.

So what do these countries have in common? A strong rental sector and a habit, even among smaller companies, of renting equipment rather than buying it is one factor. They are also countries where high efficiency and safe forms of access are preferred

over traditional, more labour intensive methods. A further reason in most of them is the degree that the relevant work at height regulations are enforced encouraging employers to use 'safe' methods of access.

We all know - and can see from the Death Wish series on Vertikal.net -



*Correct training is essential - even for a ladder*

will be a regular item in the editorial calendar and there is also a major pull out insert planned for the September issue in co-operation with PASMA.

When booms and scissor lifts really began to catch on in the late 1980's and early 1990's there were many



*A Planet platform rail access solution*



**C&a non powered access**

that there are still many companies and tradesmen who don't put their brain in gear before tackling a job at height. This is reflected in the fact that every month, more than 1,000 workers in the UK suffer a serious injury following a slip, trip or fall.

These injuries can be avoided by sensible and proportionate management of the risks, including the use of the most suitable piece of equipment for the job. Despite the increased use of powered access products in use, a huge proportion of work is still carried out using ladders, podiums, towers and scaffolding, and for a large number of jobs they are still the most suitable method.

## Work at Height

Accident reports showing common situations where falls from height occur illustrate that incidents are usually due to poor management, rather than equipment failure. Tasks tend to be the more regular and mundane such as gutter and window cleaning, erecting signs and displays, low-level roof work, shelf stacking, unloading a vehicle and machine maintenance.

The most common cause of accidents include failure to recognise a problem and not providing or ensuring that the correct equipment is available; not providing adequate information, instruction or training on how best to do the job, or using unsafe equipment, in effect making-do with something that is immediately at hand, no matter how unsuited it might be for the job.

The Work at Height Regulations 2005, which came into force on the 6th April 2005, apply where there is a risk of a fall liable to cause personal injury. In reality, this

means working at any height as injuries can be sustained by falling a few inches. The regulations place duties on employers, the self-employed and any person that controls the work of others (for example facilities managers or building owners who may contract others to work at height).



*Specialist access solutions from Semmco*

These 'duty holders' must ensure that all work at height is properly planned and organised and that those working at height are competent to do so.

In addition they must ensure that the risks from work at height are fully assessed and the appropriate equipment is selected and used.

In choosing the correct equipment a simple hierarchy should always be followed, the first of which is to completely avoid working at height where possible, if it cannot be avoided then equipment that prevents falls should be used, if this is not possible then and only then should the choice revert to the use of equipment that minimises or eliminates the consequences of a fall should it occur.



*A tail docking system at Heathrow airport*

What this means in plain English is that once it is clear that the only way to do a job is to get up in the air the first choice must be a piece of equipment that eliminates the risk of falling (if used properly). A lift that takes a person from the ground directly to the job clearly achieves this, as the person is protected at all times by the guardrails of the platform. However it is not always practical to bring in a powered platform, and in some cases it can create its own hazards - for example on ground that has a very low load bearing capacity. An alloy tower or

podium step can be ideal for such jobs and it can be argued that it is almost as safe for most jobs, in that the only additional risk is erecting it and then climbing to the platform. However it eliminates risks such as elevating the platform into obstacles or driving off a kerb.

Finally if there is a reason why a product such as a tower cannot be used, a regular ladder or step ladder comes into play. They do not have the guardrail protection but they are light and for very short work that does not involve the use of two



*This tower was specifically designed for a TV crew and equipment*

hands, they can be perfectly suitable, safe and satisfactory.

According to the Health and Safety Executive, the introduction of the Health and Safety (Offences) Act 2008 on 16 January this year will act as 'a real deterrent' to those who do not take their health and safety responsibilities seriously.

### Tower power

The reasons why towers are so popular are similar to those for using a ladder. Firstly towers are relatively cheap and a tradesman can pick up a four or six metre tower from a tool hire shop along with other items, arrive at site and have it set up and ready to go in 15 minutes or so, without the need to wait for an aerial lift to be delivered, while saving the delivery cost involved with short term aerial lift hires. On top of that the tower can go anywhere - up stairs, through a window opening, over a fence into a back yard or onto a roof - all without the need of an elevator or lifting equipment. There is also the benefit of an extremely light foot print, and the fact that they can be set up on stairs or over voids.

### New ideas to the fore

Since the Work at Height regulations first came into force, a number of contractors have been frightened away from ladders and many have ended up on towers or low level access equipment for working heights of up to six metres. Manufacturers have satisfied this new demand by producing a raft of new products from plastic building blocks to stand on, to heavy-duty, relatively expensive podium steps. Since then the sector has matured a little with new ideas and products coming to the fore, including push around scissor lifts, low level mast lifts and efficient, lightweight podium-type steps and platforms.

Even the leading non powered access equipment manufacturer, Youngman, has dipped its toe into this market with the introduction of a push around scissor lift last month.

The ladder manufacturers are also fighting back with new ideas, new products and good practical training courses covering the safe use of ladders.

When used properly



*An Instant tower*

and for the right application the ladder is still the most efficient form of access - fast and easy to set up, lightweight, easy to transport, inexpensive and easy to use. But when used by the uninitiated and for the wrong application it is an inefficient death trap.

### Ladder training

The Ladder Association has a clear message if it's right to use a ladder, use the right ladder and get trained to use it safely. Despite the many myths, the HSE has not banned ladders and for straight forward, short duration work, ladders and stepladders remain a good option.







"The key to competency is training," says Don Aers, chairman of the Ladder Association. "Significantly, many users have never received any formal training in the way ladders should be inspected, positioned, used and maintained. The importance of training was brought home last year when a school caretaker who suffered injury as the result of a fall from height, successfully sued his employer for failing to provide adequate training in the safe and proper use of a stepladder."

According to the Ladder Association, training should enable a competent person to identify hazards and minimise risk; assess and determine when it is appropriate to use ladders and stepladders; correctly position and safely use the equipment; and finally, carry out basic inspection and maintenance.

"Under the regulations the small contractor needs to confirm competence on the part of himself or his personnel. If he was to use a different piece of access equipment, such as a cherry picker, he would naturally look to train his staff, so what's different about using ladders? We all think we can use one, but it's surprising, even the hardened 20-year user is likely to come away from a course having earned something new. Following the

introduction of the new legislation, it's more important than ever that you shouldn't decide if a ladder is the right piece of equipment when you're climbing up it!"

The fact is that no one piece of access equipment is suitable for every type of job, whether scissor, boom, truck or trailer mount, spider lift, alloy tower, ladder or mastclimber each and everyone

is a superstar in the right application - safe, efficient and cost effective. As always the key is choosing the right tool for the job and then making sure that you now how to use it properly.



A Clow fibreglass Folscaf



An Instant Span Tower



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# AMP and Folscaf from Clow

The Clow Group has launched two new products designed to meet all the requirements of the Work at Height Regulations 2005 - the Adjustable Magic Platform (AMP) and the Clow Fibreglass Folscaf.

The AMP offers three different working heights up to 3.6 metres in a convenient, flexible and portable one-man working platform.

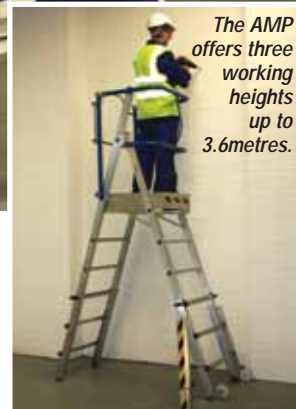
With no loose components to be lost, the AMP is easily moved on large diameter wheels through most standard doorways and can be assembled by one person in seconds. Integral locking stabilisers can be

adjusted to allow working against a wall and the large platform area, complete with toe boards, full guardrail and self closing gate allows safe and stable 360 degree working.

The Clow Fibreglass Folscaf is a fully insulated, lightweight folding scaffold platform for use where there is any risk of exposure to electrical power or chemical agents.



Once folded, the unit can be moved through most standard doorways.



The AMP offers three working heights up to 3.6metres.

Assembly is quick and easy thanks to a one-piece folding base section which ensures the platform is always erected correctly and safely. The platform height can be adjusted in 500mm increments up to a height of 1.86 metres on the standard unit.

Optional guardrails and an extension section are also available to increase the overall platform height

to 2.86 metres. Safe access to the platform is provided by means of a side frame which is fitted with serrated non-slip rungs at 250mm intervals.

## Layher world record

German system scaffold company Layher erected a record breaking structure in the middle of Moscow this January, to support a massive ski ramp used to promote the 2014 Winter Olympics in Sochi.

Fourteen world class skiers and two Russian champions competed in a parallel slalom down the 37 metre wide, 150 metres long, 56 metres high ski slope. Situated in front of the main building of Moscow State University, the event was organised by the International Ski Federation (FIS), Russian Alpine Ski And Snowboard Federation (RASSF) and the New League Sport Club which was responsible for the ski slope.

When the order was placed for this huge structure, the main factors were flexibility in the use of the material and the capacity to deliver. The scaffolding system

for the ski ramp will be used in February and March in other freestyle and snowboard competitions and therefore had to be quick to assemble and dismantle, and yet very strong. The Layher Allround system proved ideal thanks to the versatility of of the Allround connector with eight connections allowing variable angles on a single plane. Another deciding factor was the high strength of the system as the ski ramp is exposed to high wind loads.

In addition, stringent requirements were placed on the design for snow loads. The load of 1,000 kg per square metre meant a small and expensive grid configuration of 1.09 x 2.07 metres. To permit building with the larger grid size of 2.07 x 2.07 metres, Layher's planners halved the load by inserting



The structure needed 1,300 tonnes of scaffolding, 70 trucks and 40 men to erect in less than two months.

double rosettes in the transverse direction, i.e. two Allround standards, each connected using a double wedge coupler. To transfer the loads from the ramp superstructure into these standards, a special part was also designed and manufactured. A total of 1,300 tonnes of material was used in the structure requiring 70 trucks and 40 men working less than two months to assemble the ramp.

Entire sections were preassembled on the ground and installed by crane. The only thing that Layher was unable to manage was the weather - so snow from the Kemerovo region of Siberia 3,500 km away was brought to Moscow in around 100 trucks.



Layher erected a record breaking structure in the middle of Moscow to support a massive ski ramp used to promote the 2014 Winter Olympics in Sochi.

## Klik 232 tower

Northampton-based Euro Towers has introduced the new Klik 232 tower. Available in two widths - single 700mm and double 1,350mm - the tower has a 232mm rung spacing which enables climbing access on either side of the tower. The new Tower contains three types of frames, six rung, eight rung and 10 rung to ensure a maximum range of platform heights and is available in three different lengths - two, two and a half and three metres. Features include multi-start square threaded adjustable legs, heavy duty splined spigots, unique 10-implosion crimped joint, specially designed to improve resistance to abuse, and reduce repair costs, a brace hook assembly that incorporates a double torsion stainless steel spring for durable and reliable use and bolted hook extrusions on platforms for easy low cost repairs.



Euro Towers' new Klik 232 tower is available in two widths and three types of frames.

# An Instant solution

UK heavy plant and machinery specialists Fox Plant approached Instant UpRight to find an access solution to help maintain its earthmoving equipment.

Access was needed to reach up and over the tracked machines to carry out maintenance and repairs on the engines. The Instant engineering team quickly designed the Terratower, a lightweight, high tensile tower system which is fast and easy to assemble.

Using two cantilever frames it has adjustable legs which can be lowered onto the tracks to support the structure and provide guarding while the mechanic works on the engine. In addition, an extra slide-out guard on each frame is used which can be positioned to cover any

additional space between the cantilever frame and engine cowlings of different machines.

The Terratower can be used in both the workshop and on-site and is completely weather proof due to its aluminium construction. Instant says that this concept can be adapted to provide maintenance stands for all types of plant and equipment including cranes, access platforms and telehandlers and because the design is made up from standard components tailored to suit particular applications, it provides a cost effective solution from as little as £2,000.



*Terratower from Instant UpRight is a lightweight, high tensile tower system which is fast and easy to assemble.*

*A four strong team from DSJ had five days to fit lights 50 metres above the deck on each of the bridge's four pillars and a further light on the upper levels 100 metres above deck level.*



Accessing the pillars of one of Britain's busiest road bridges to install a new aircraft warning light system is no easy task, especially when they are hundreds of feet above the River Thames Delta International Steeplejacks (DSJ) recently replaced the system on the Queen Elizabeth II Road Bridge across the Thames at Dartford. At 137 metres high, the QEII is

## Bridge over the river Thames

Britain's second highest cable-stayed road bridge but it is easily Britain's busiest, with 180,000 cars passing over it daily. When renovation, cleaning or maintenance work is required careful consideration needs to be taken to ensure access is quick, effective and safe.

Its location under the flight-path of nearby London City Airport means its visibility to descending pilots is paramount, particularly at night. Since 1991, its pillars have been illuminated by an arrangement of white xenon flashers but recent changes to Civil Aviation Legislation have banned their use prompting the need for a full system overhaul. DSJ's sister company 'Delta Obstruction Lighting' (DOL) which specialises in designing and manufacturing Aircraft Warning

lighting systems won the tender with a brief to design, manufacture and install a lighting system that was compatible with the bridge's remote-controlled SCADA (Supervisory Control and Data Acquisition) framework with six lights at each fixing point lasting at least 100,000 hours. DSJ was then commissioned for the installation work. With six light units ready to be installed, a four strong team from DSJ had five days to fit a single light at mid level - 50 metres above deck - on each of the bridge's four pillars and a further light on the upper levels of the Southwest and Northeast towers - 100 metres above deck level.

Access to the bridge was particularly tricky. A service lift inside each tower and a hand-railed platform

at each level made work up the tower relatively safe but the only way to get to the pillars was from the A282's inside lanes and, with such incredible volumes of traffic crossing the bridge daily, that was no easy task.

For 10 minutes each morning and evening, one lane of the four-lane carriageway was closed to protect the team. Beginning on the South west tower the four men used ropes and harnesses to access parts of the tower unreachable from the platform. Despite bitterly cold and windy conditions, the job flowed without snag as the lights were attached to the bridge with a bracket and a pole.

The system has now passed its function tests and was signed off by the client in early March.

## On a different Planet

The current economic crunch does not appear to be affecting the rail industry with more business travellers conscious about the rising cost of fuel, opting for rail journeys instead of driving to meetings, while rail freight has grown rapidly over the last 10 years.

2007's Freight Route Utilisation Strategy published by Network Rail forecasts further growth of 30 percent - the equivalent of extra 240 freight trains per day - over the next 10 years. Work at height specialist Planet Platforms' has designed a number of

rail solutions, focusing not only on work at height but also on work below ground. Planet's Alutec, aluminium access tower system and Protec, Glass Reinforced Plastic (GRP) towers, are used to design bespoke access solutions such as carriage door access steps, door safety barriers, roof access systems, pit boards and cab-end roof access systems.

Protec is becoming increasingly popular due to its non-conductive, non-corrosive, spark resistant properties as well as its cleanliness. Protec access solutions also include spanned windscreen

wiper access staging, while Protec towers have been mounted on an insulated rail bogey. Planet has also supplied 13 GRP steps to Bombardier Transportation where they are used to test the new carriages at one of the testing facilities in Derby. The GRP access steps were developed to enter and exit access points in the carriages as opposed to having a single point of entry at the end or beginning and having to walk along the length of the carriage to reach a specific point.



*Planet Platforms supplied 13 GRP steps to Bombardier Transportation where they are used to test the new carriages at one of the facilities in Derby*

# State of the art premises

At the end of last year Height for Hire, the Irish-based international sales and rental company, moved into its new greenfield headquarters. The new premises have been designed from scratch

to suit the company's operations, as well as to be as environmentally friendly as possible.

Trading as Easi UpLifts outside of the 'Emerald Isle', the company is by far the largest and longest established powered access specialist in Ireland and had the fourth largest UK/Ireland rental fleet in the 2008

Cranes&Access Top 30 rental company report. In terms of fleet size, its Dublin regional depot is possibly the largest single aerial lift location in the UK or Ireland and the second or third largest in Europe with more than 700 aerial lifts.

For many years the company had managed with the original premises which although expanded in terms of adjoining fields and an increasing number of cabins and temporary accommodation, were woefully inadequate for so many daily equipment movements.

situation it might not be the best time to be moving to such large new premises, but we really needed to have done it four years ago, we



Harry McArdle, John Ball and Fergus McArdle



The company had outgrown the old premises years ago

The premises also had to cope with the rapidly expanding demands as headquarters for its growing international sales and rental operations. All new machines for the group pass through the Dublin location before they are either sold or shipped onwards to the company's rental operations in the UK or Slovakia. Company founder and chairman Harry McArdle said: "Given the current economic

could not have continued as we were."

The new facility covers a total of four acres, plus an archaeological buffer zone between the useable part of the yard and the site of an ancient church and graveyard. The covered area totals 4,500 square metres/50,000 sq ft, comprising a large, high cube warehouse and workshop area, plus two floors of integral offices a third floor open storage area and a large ground floor training centre.



The new facility

## Green workshop and warehouse

The warehouse includes three large, fully equipped hi-tech pits, one of which is more than 12 metres long. All oil, air and grease is plumbed into the pits, along with oil drainage and vehicle exhaust extraction hoses. The facility includes a rainwater

Any oil changes are carried out over or close to the pits, with the oil passing through built-in plumbing to a special built-in recycling tank, with an access outlet to outside of the building for easy extraction by the collection vehicle. New oil is delivered in to the building's storage tanks via the same method.

A full-size paint booth - long enough for the company's vehicles and numerous small machines at the same time - is included. The booth is capable of full resprays but is intended for touch-up work on the rental fleet and to refresh used equipment before it is put up for sale. The company's policy of replacing its rental machines every three to four years, means that full resprays are a rare.



The paint booth is largely used for touch-up work

collection system using the building's large roof as a catchment area. Water passes through a centrifugal filter to a 30,000 litre storage tank, which is then used for all non-drinking water applications such as floor washing, toilet flushing and for the equipment wash-down point in the yard. The yard is fully concreted and all run-off water is collected, cleaned through separators and returned to the recycle tank.



The workshop includes three fully equipped pits

## Keeping the air warm

The air in the building is constantly circulated and passes through a heat exchanger as it exits the building. In the winter it passes on its warmth to the fresh air coming in and vice versa in the summer. The workshop areas use radiant heat which adjusts automatically and only heats objects below, rather than wasting energy heating the air at the top of the building. A fast-action automatic door helps retain heat within the building while a large baffle curtain separates the top third of the high building between workshop and showroom, again helping to save energy.

mistakes are made, not to mention the overall appearance that such clutter creates. A showroom area - for both new machines and a separate area for used equipment - is included in the warehouse.

## Functional offices

Moving into the offices, the entrance lobby comes complete with a large flat screen that includes all the visitor welcome information, as well as an overview of what the company does and a live news ticker tape service, making any wait more tolerable than usual.



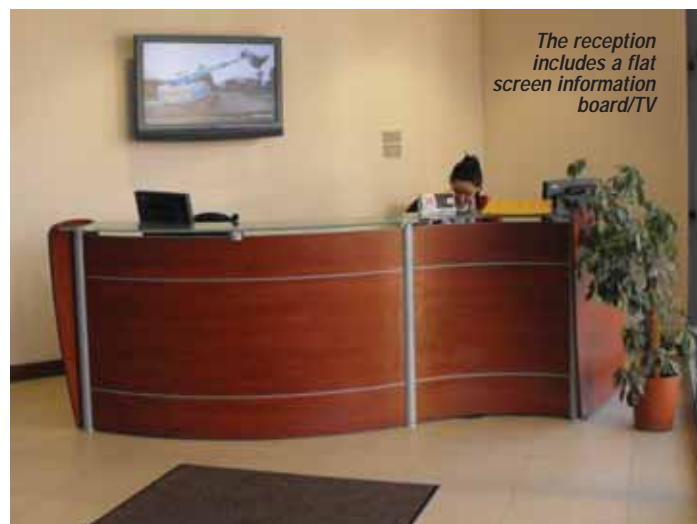
*The high cube warehouse and workshops are light and airy*



*The workshops are divided into sectors*

Lighting is also automated. The day C&A visited no artificial lighting was required at all in the warehouse/workshops. Vapour lighting system is variable, adjusting to the available natural light moving up from zero to 40 to 60 to 100 percent power as required.

The workshops include separate hydraulic and electrical rooms, complete with testing equipment. Any in-depth work on hydraulic or electrical components is moved into these rooms. This allows the main workshop to be virtually free of any work benches, which says Fergus McArdle, always end up as clutter areas, where things get lost and



*The reception includes a flat screen information board/TV*

The offices zoned, with special electronic fobs that each employee carries, providing them with access to permitted zones only. They also keep a track of everyone in the building in case of a fire or other emergency.

The offices have been kept as open-plan as possible, although they are split between rental, sales, parts and service, with only one of two enclosed individual offices one of which is for visitors to use. The 'feel' of each open plan office is that of a small nerve or call centre, with everyone in earshot and able to compare notes, keeping in tune to



*The warehouse includes a display area for new machines*



*And for used machines that have been inspected and prepared for sale*

what is going on and able to work as a team. While the entire fleet tracking system is computerised, Height for Hire also likes to keep track of depots machines on a traditional board, which is probably the largest in Europe spanning one entire side of the large open plan office.

Upstairs there are a few individual offices as well as a well-planned boardroom/meeting room. All offices include sensor controlled automatic lighting and heating in order to reduce power consumption and waste. They are all furnished to the same standard, being professional and functional without any feeling of unnecessary extravagance.

The third floor above the offices is currently a massive storage space, accessible via forklift from the warehouse, but it is also equipped with full stairs and elevator access as well as fire escapes, so that it could easily be converted to additional offices or training space, should that be needed in the future.

The training area was not fully complete when we visited, so the company's training operation still remains at the old premises. When complete it will include a large, fully equipped training room plus canteen and break-out area with access

*The refuelling point is located in the centre of the yard directly in line with the main gates*

directly to a separate yard and to the showroom part of the warehouse for practical indoor and outdoor hands-on sessions.

Outside in the main yard there are loading and unloading zones for trucks, but also a variable height ramp into the workshop for any trucks that arrive without a method of offloading their loads, including containers. One unusual idea is the diesel fuelling point which is located almost smack band in the middle of the yard. One side has white road-going diesel and the other green rebated diesel. The fuelling point is only an outlet point for the

*The rental office includes one of the largest machines boards in the industry*

fuel, the diesel storage tanks are located in buildings on the perimeter of the four acre site. John Ball says that the location was chosen for two reasons. First it allows the delivery trucks and truck-mounted lifts to drive straight in the gate to the fuelling point on either side, depending on their tank location, then turn and are ready to go straight out again. The second reason is that being placed in full view of everyone in the middle of the yard, it is far more difficult for anyone to surreptitiously fill a private vehicle or jerry can, reducing the likelihood of theft.

It is clear a great deal of thought has gone into the premises and set a standard for the equipment rental industry.

*An industrial style loading ramp is built in for unloading containers*



# Building the future

PASMA's move to new premises in Woodside Crescent, Glasgow, marks the next phase in the development of the association. For the first time, it has its own offices and staff - resources that will now be used to enhance the quality of service it provides and the range of benefits it offers to its members.

Situated in the commercial and professional heart of the city, the offices provide modern, spacious accommodation for the new PASMA

team and include a conference/board room ideal for meetings and presentations. Managing director, Peter Bennett said: "We hope as many members as possible



will visit us here in our new home as we begin a new and exciting stage in the growth and evolution of the association."

PASMA's new address is 19 Woodside Crescent, Glasgow G3 7UL. The telephone number remains the same: **0845 230 4041.**

## PASMA People In brief

### Paul deChastelain retires

Paul deChastelain, regional training scheme auditor for the South of England, has announced his intention to retire. A past chairman of the association, he has made a consistent and influential contribution to PASMA's progress over many years.

His knowledge and enthusiasm will be greatly missed and we wish him a long, healthy and happy retirement.



Paul deChastelain

### Ronald Upton

The association was saddened to hear of the death of Ronald Upton, better known to his friends and colleagues throughout the access industry as 'Big Ron'. He began his career in the then fledgling access industry with Access Equipment Ltd of Hemel Hempstead before, in the late 1980's, transferring his considerable experience and expertise to W C Youngman from where he eventually retired.



Ron Upton

### PASMA Database

Following the appointment of PASMA's first membership communications officer, Jill Coultie, work has begun on updating the association's database to speed and simplify member communications.

### Don't Miss This!

Mark your diary and don't miss PASMA's major contribution to the Access Industry Forum's activities at Safety & Health Expo 2009, 12-14 May, at the NEC.

### Access Tower Supplement

PASMA and The Vertical Press, publishers of Cranes & Access, are planning to produce a major supplement devoted exclusively to mobile access towers in September. More details to follow.

## PASMA Planner

Events and meetings currently planned for 2009.

**April:** Regional Instructor Workshops

**May:** PASMA at Safety & Health Expo, NEC, Birmingham

**June:** Training Committee; Hire Assembly Sub-Committee, Regional Instructor Workshops

**July:** PASMA Annual Members' Meeting

Workshops for revised and updated Work at Height (basic); Low Level Access; Manger/Supervisor and Advanced modules - regional dates to be advised.

**October:** Training Committee; Hire Assembly

More information from [stuart.hopkins@pasma.co.uk](mailto:stuart.hopkins@pasma.co.uk)

## Tower Tips: Tying Mobile Access Towers

There are often times when for various reasons a tall mobile access tower is the most suitable piece of access equipment to reach heights that are above the free standing capability of the tower. The manufacturer's current instruction manual for the tower will indicate the maximum free standing height (both indoors and outdoors), to which the tower can be safely assembled, under normal conditions. There are a number of solutions to take a tower safely above this height, one of which is tying it in to an adjacent structure.

### Before tying-in

Before tying in to any structure, you must establish that the structure is capable of sustaining the loads transferred to it by any form of tie.

### When to position ties

It is essential during the erection of all tied tower structures that the ties are fitted as soon as each tie level is reached. When dismantling, the same principle applies in reverse - ties must only be removed progressively as the upper sections of the tower have been removed and the tower height has been reduced.

### Tall structures

When erecting such tall towers, you also need to ensure that the maximum design load of the structure is not exceeded, regardless of whether it is tied in or not. Additionally should the tower need to be moved or relocated, the height of the tower must be reduced according to PASMA recommendations (refer to the PASMA Code of Practice).

A four page technical/safety guidance note 'Tying Mobile Access Towers' is available from the association. More details at [www.pasma.co.uk](http://www.pasma.co.uk)

## Access in Action



Access tower by Euro Towers Ltd, Northampton

## Zero Tolerance on Cards

Whilst the overall number of incidences remains small, in recent weeks there has been a spate of reports concerning the use of fake PASMA ID cards. They have all been rigorously investigated and at least one will result in the association taking legal action. Maintaining the integrity of the training scheme is fundamental if it is to remain the recognised industry standard for tower training and competency.

The association is closely monitoring the situation and asks all members to be especially vigilant when validating and issuing cards. In the interests of everyone associated with the scheme, PASMA will not hesitate to take vigorous action where a report is investigated and subsequently proven.

### Contact details



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Fax: 0845 230 4042  
Email: [info@pasma.co.uk](mailto:info@pasma.co.uk)  
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# New Technical Manager for ALLMI

ALLMI recently appointed a new full time technical manager, Alan Johnson, who comes with a wealth of experience in the loader crane industry, Johnson is responsible for the technical aspects of ALLMI's activities, which includes managing all technical projects and playing a significant role in the auditing of ALLMI's training providers and membership applicants. He has also taken charge of ALLMI's buyers' co-operative in order to further enhance commercial services to members.

ALLMI chairman, Mark Rigby, said: "we're very pleased to have secured the services of someone as experienced and competent as Alan in a full time technical role. His loader crane experience spans more than 20 years, including a spell running a UK loader crane importer and a service / repair company, Alan is not only the ideal person in terms of expertise and technical knowledge, but also for his ability to empathise with member companies and the issues that they face on a day to day basis. We're extremely confident that Alan's appointment will help us to significantly build upon the progress we've made during recent years."

Johnson, adds: "My job will involve working closely with the ALLMI board and committees, as well as communicating effectively with



ALLMI's members and training providers in order to tackle any relevant technical issues and to drive the Association forward in terms of its work on setting standards for the industry. I'll also be developing the Association's buyers' co-operative, which is becoming increasingly important to members given the current economic climate."

## Chairman election results

Following the recent elections for chairman and Operators' Forum chairman. Mark Rigby of Palfinger importer, T H White, will serve a third consecutive year as chairman of the association, whilst Steve Frazer-Brown of David Watson Transport makes it three years in a row as chairman of the Operators Forum.

Frazer-Brown, said: "I've been in the role of Forum chairman since its formation in 2006, during that time, with excellent support from Forum members and the ALLMI board, we've been able to take some significant steps forward in terms of developing standards for fleet owners and increasing the Forum membership. However, there's still a great deal of potential for further progress in these areas and I'm looking forward to playing a key role in addressing these issues while continuing to raise the profile of ALLMI throughout the industry.

Rigby said: "Over recent years we've seen ALLMI make a tremendous amount of progress and the Association is really gaining momentum on a number of fronts. It's my wish to see this phase of development through to completion and to therefore leave ALLMI in an even more robust position for my eventual successor."



## ALLMI General Meeting

The next General meeting for ALLMI's manufacturer / importer and service agent members will take place on the 21st April in Coventry. Members will receive the usual updates on ALLMI's trading performance and project activities, along with presentations from Serge Cren of business communication specialists, Difference Corporation and ALLMI technical manager, Alan Johnson, covering the projects he has planned for 2009.

Tom Wakefield, ALLMI executive director said: "Whilst our priority will always be to focus on the setting of standards for the industry, we feel that it's more important than ever to develop the commercial services that we offer to members via the ALLMI buyer's co-operative, and we're confident that Difference Corporation can play a part in this. Of course the General meeting will also provide the ideal opportunity for Alan Johnson to address the members and to not only tell them of his plans for his first year in the technical role, but also to get their feedback in terms of what they feel the priorities should be.

## BS7121 Part 4 at Review Stage

Following seven meetings held throughout 2008 and early 2009, the BS7121 Part 4 Working Group has recently submitted the first draft of the revised standard to the British Standards Institution (BSI).

The process for publication of the standard will be as follows:

- The document will be submitted to the BSI loader crane committee, MHE/3/11, for approval.
- MHE/3/11 will send the draft to the BSI editor for formatting into a draft for public comment.
- The BSI editor will send the draft to the main BSI crane committee, MHE/3, for approval to go to public comment.
- Once approved, the draft will be put out for public comment for a period of three to six months.
- At the end of the public comment stage, MHE/3/11 will meet to consider and resolve the public comments that are received.

- Once all the comments have been dealt with, the BSI editor will produce a final draft, which will go to MHE/3 for final approval to publish.

Given the extensive process the document has to go through before it's officially approved by BSI, the new standard, is unlikely to be published until sometime in 2010.

ALLMI chairman, Mark Rigby, said: "we're very pleased that the draft is now complete and we'd like to thank the working group members and their employers for all their time and hard work over the last 12 months."



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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

# JLG introduces on-line training

JLG has developed an on-line Learning Management System to deliver training. In addition to taking on-line courses, customers can also maintain their training history for both on-line and classroom courses.

Todd Truax, JLG Industries director of training said: "On-line training is the fastest growing venue for training in education and business offering a convenient and effective means for customers to build their skills and knowledge in a variety of functional areas pertinent to their business.

On-line training reduces travel expense, time away from work and enhances the learning experience."

JLG currently has four courses available online: Basic Electric, Basic Hydraulic, Warranty Fundamentals and Service Bench.

The company says that it plans to develop its on-line training to complement its existing instructor-led courses, which in future will require an on-line component to be taken prior to going on a JLG training course, helping make the courses more efficient with increased hands-on time and instructor interaction.



JLG training

## Fork lift platform costs £13,000

UK building developer, Wynbrook, of Stapleford, Nottingham has been fined £10,000 plus £3,000 in prosecution costs after an electrician fell more than two metres from a fork mounted work platform mounted to a telehandler. The operator of the telehandler had not been trained in the correct use of the non integrated platform and had failed to secure it to the forks.

The platform became unstable and fell off of the forks, causing the electrician injuries which left him unable to work for more than eight months. The telehandler operator failed to use the retaining pin to prevent the forks from being dropped accidentally.

Health & Safety Inspector Martin Giles said: "This incident could have been avoided if the company had managed this risk by ensuring the telehandler driver had the appropriate training required to carry out the lifting operation safely."

## Moving a big mobile

A 250 tonne Demag AC665 All Terrain crane tipped over at the Laverton Power station, on the outskirts of Melbourne, Victoria, earlier this month while it was being moved with boom raised and full counterweight installed.



The owner of this crane was lucky, had he been properly trained in how to move a fully rigged crane?

With no mechanical slew lock, the slew brake was unable to hold the superstructure, which slewed over the side after the chassis tilted as it moved. The shifting counterweight caused the crane to tip until fortunately it came to rest on its counterweight. Why the boom was raised rather than stowed in the boom rest we do not know.

## Harness saves life

When one end of a suspended platform parted company with its hoist line some 20 metres up in Sydney earlier this month, it dumped its two young occupants.

One was wearing a harness attached to the safety line and escaped any injuries, the other who was reported not to have been wearing a harness, fell to his death. The two - apparently teenagers - were helping paint the four-storey Maroubra Seals Sports and Community Club building when the accident occurred. The survivor was pulled into the building through a window. 12811-1, which supersedes BS 5973.

Some main contractors want the guidance to be implemented immediately although the HSE has agreed not to fully enforce it for the first two years.



The survivor is pulled through an open window to safety.



## Tower crane rescue training

Construction company Morgan Ashurst joined forces with East Sussex Fire and Rescue Service earlier this month to carry out a simulated rescue from a tower crane at the University of Brighton's Moulsecoomb campus.

Trained rescuers from the Rescue Service scaled the 50 metre high tower crane to simulate an operator rescue from the crane's cab. The procedure is one that would be performed if the

driver suffered a heart attack or collapse. Morgan Ashurst is building a new £17 million centre for pharmacy and bio-molecular science.



The crane operator gets 'rescued' in this training exercise



## Who trained him then?

Spotted on a roof in the UK, this man and his friends have clearly had little training on working efficiently at height. They are using a roof ladder, but nothing else to work on the chimney which is being rebuilt. Our man is obvious not oblivious to safety, as he is sporting a face mask, and he has a man 'footing' the ladder. One wonders though why not a chimney scaffold or a small trailer or spider lift?

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# Independent and impartial MEWP inspections

IPAF has produced guidance for second party inspection bodies that carry out periodic in-service inspections (also known as thorough examinations) of mobile elevating work platforms (MEWPs). It is common practice in many countries to employ second parties - typically in-house engineers - to carry out these inspections.

"This guidance should help companies demonstrate the independence, impartiality and integrity of the second parties that they employ," says IPAF technical officer Gil Male. "These are important attributes which help second party inspection bodies to demonstrate independence from competing pressures that could influence the results of the inspections/thorough examinations that they carry out."

The guidance defines the essential characteristics of a second party inspection/thorough examination system. It can be downloaded from the Publications/Technical Guidance section of [www.ipaf.org](http://www.ipaf.org)

In the UK, access equipment used to lift people must be thoroughly examined by a competent person every six months. IPAF's CAP Card (Competent Assessed Person) programme certifies that the holder has been independently assessed as being knowledgeable and able to carry out thorough examinations of platforms in the context of current legislation. The assessments focus on machine safety and are for experienced engineers. More information on the CAP programme can be found at [www.ipaf.org/cap](http://www.ipaf.org/cap)

## Countdown to the International Awards for Powered Access

The IPAF Summit and the first International Awards for Powered Access (IAPA) is now just a couple of weeks away. The Summit and awards dinner will be held on April 2nd at the Crowne Plaza Northwood in Dublin, Ireland.

For IPAF members arriving the day before, there is a networking event on the evening of April 1st at the Guinness Brewery, including buffet supper. Numbers are limited so please register in advance.

The IAPAs celebrate and reward best practice. Categories include the IPAF Safety Champion of the Year, the Access Rental Company of the Year, and the New IPAF Training Centre of the Year. Almost 55 entries have been received, spanning world-leading companies in manufacturing and rental, as well as smaller, innovative companies.

The five-person IAPA judging panel includes individuals with particular areas of expertise on aerial platforms, rental, training and safety. All five are experienced professionals in their fields and all have extensive knowledge of the access industry. All judges have agreed that companies in which they have an interest will be excluded from participation in the 2009 IAPAs. The judges are:

- John Ball, IPAF president and managing director of Height for Hire Ireland
- Lars-Petter Godenhielm, executive chairman, Dinolift, and an ex-IPAF President
- Dan Kaplan, Dan Kaplan Associates
- Tony Mort, managing director of AJ Access Platforms
- Murray Pollok, managing editor, Access International

Visit [www.ipaf.org/iapa](http://www.ipaf.org/iapa) to book your place in Dublin.



## IPAF manager heads ERA training group

Rupert Douglas-Jones, IPAF international training manager, was appointed head of the ERA Sub-Group on Operator Licences & Training at its meeting in Brussels in January.

The sub-group is part of the European Rental Association (ERA) EU Affairs Committee. It is tasked with formulating proposals with regards to operator training within the European market.

"The IPAF training programme has been tremendously successful and we have unique insights on how training works in different countries," said Douglas-Jones. "We have the benefit of experience and can help steer the group towards a common policy on operator licences and training."



Rupert Douglas-Jones



C&a

IPAF focus

## United Rentals CEO to speak at IPAF Summit: Dynamic powered access solutions in difficult times

This year's IPAF Summit will focus on the theme of "Rent clever: Dynamic powered access solutions in difficult times". The Summit is free and open to all interested parties. It will be held on April 2nd 2009, at 13.30, at the Crowne Plaza Hotel Northwood in Dublin, Ireland.

The keynote presentation will be given by Michael Kneeland, chief executive of United Rentals, the world's largest construction equipment rental company. Kneeland will deliver straightforward strategies for rental companies and observations on differences between the US and European markets.

See the full programme at [www.ipaf.org/events](http://www.ipaf.org/events)

## Access Live at Safety & Health Expo



IPAF auditor Chris Smith at last year's Access Village.

IPAF, as part of the Access Industry Forum (AIF), will be at the Safety & Health Expo 2009 with "Access Live", the Access Village and the Work at Height Seminar Theatre. The event runs from the 12th to 14th May at the NEC Birmingham.

The popular "Access Live" features professional actors who will perform a range of scenarios designed to reinforce the Health & Safety Executive's (HSE) ongoing "Shattered Lives" campaign. Using MEWPs, scaffolding, mobile access towers and ladders, the Forum will take as its theme "Act now before it's too late" as a call to action to combat the risk of injury or death as the result of a fall from height.

The Work at Height Seminar Theatre will be packed with key topics, themes and top-level speakers, delivering key

advice and insights from industry leading experts. All seminars are free-of-charge and a full programme will be announced soon.

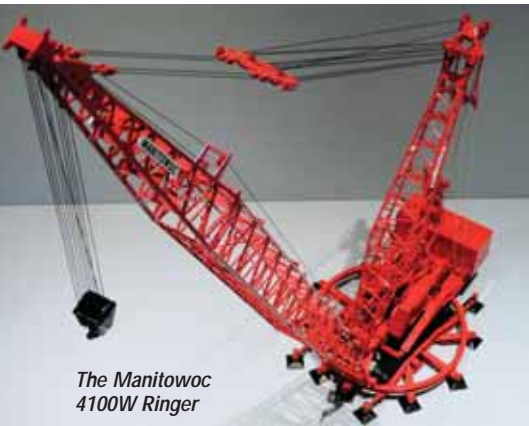


IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK  
Tel: 015395 62444  
Fax: 015395 64686

[www.ipaf.org](http://www.ipaf.org) [info@ipaf.org](mailto:info@ipaf.org)  
Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.

IPAF Summit 2009 on 2 April in Dublin

# Retro ringer



The Manitowoc 4100W Ringer

Most diecast models in the construction sector are commissioned as promotional items representing equipment currently for sale. Recently though there has been a trend towards producing models of famous machines of the past.

TWH Collectibles has now produced a series of four different versions of the historic American Manitowoc 4100W crawler crane modelled in 1:50 scale. This third version is a model of a heavy lift crane with its famous Ringer attachment that allowed the capacity of the basic crane to be increased significantly so that it could lift 100 tons at almost 100ft radius.

The model comes in a nice box and is complete with an instruction booklet and an interesting reprint of an original Manitowoc marketing brochure. It takes a couple of hours

to assemble the model using the screwdriver that is provided, while a couple of keys are included that are used to operate the model. Manitowoc has commissioned a high quality detailed model, the ring is well made with working levelling jacks complete with appropriate hydraulic hoses, and the metal

crawler tracks are excellent with realistic working chain drives. At the side and rear of the crane, a heavy structure supports the additional six large counterweight boxes which rest on the ring.

The crane body impresses because of the fine paintwork and graphics and the cab is fully detailed inside with seat and control levers. Both sides of the model feature very good sliding doors which can be easily opened. The roof of the crane superstructure has an exhaust with chrome muffler, and the gantry structure is very well detailed with step irons leading to a ladder which provides access to the top of the gantry. All sheaves are metal and the model engineering in this area is of a very high quality.

Turning to the booms, they are very well made with the main chord members cast to replicate the



Very detailed cab

inverted angled sections of the original, and the boom sections have internal bracing. The screwed connections between sections are good and positive, and the sheaves in the boom tip are metal and free rolling. A pair of hook blocks is provided which enable a variety of rigging options.

The model functions all work well. Rotation of the crane on the ring is very smooth, and the luffing and winch drums work fine, and do not slip under reasonable loads. The only compromise is that there is not sufficient thread/cable on the model to enable the boom to be laid out horizontally, but most collectors will be happy to pose the crane in a normal operating mode.

Overall this is a very good model of an historic crane, and anyone receiving it will be pleased with the excellent



With the extension kit it reaches for the sky

detail and high quality of manufacture. For those wanting an even more impressive model an expansion kit is available which enables the crane to be extended to around 2.3 metres/7ft high moving it into the 'super model' category where it will impress all who see it.

To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)



Heavy ring structure

#### Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	27
Features (max 20)	15
Quality (max 25)	22
Price (max 15)	12
Overall (max 100)	85%

## New JLG models

At the New York Toy Fair in February TWH Collectibles presented prototypes of a new range of JLG models in 1:50 scale. There will be five models including three aerial work platforms and two telehandlers, and they promise to be the most detailed models of this type yet produced.

The first models in the series, an 860SJ straight boom and 3394RT Rough Terrain scissor lift, are expected to be released later this year, the pricing is not yet known. This model range will compliment the larger well established range of JLG models made in 1:32 scale and will please the many model collectors that follow the 1:50 scale.



JLG 3394RT

JLG 860SJ

## Stuck booms

We reported on VertikalNet that two Niftylift booms that had been delivered to a local council for work on a sculpture in the middle of a large and very busy roundabout. They then proceeded to get the machines stuck up to their axles and told the rental company owners - Elavation - that the units were off-hired and presented them with no solution to extract them. They were too badly stuck in the mire to drive out, and closing the roundabout while a recovery vehicle extracted them requires a road closure permit which usually takes around eight weeks. In the meantime the council refused to pay. We received numerous letters regarding the report here are just a few.

Dear Leigh

I read with interest your story on the Elavation booms stuck on the roundabout at Hemel Hempstead. As you are aware this is something local to me and has been in the local press for some time.

The one thing I would add to your comments is 'did anybody do a site survey prior to the hire, be it the hire company or the Council, if they were the people doing the work'. If so I would say they chose/recommended the wrong machine. If no-one did a site survey and the Council just hired a couple of self propelled booms, then they get what they deserve.

Although we could be accused of a biased opinion - being agents for Multitel truck mounts - when I first drove past this roundabout (before I was even aware of the on-going saga) my reaction was why do people put self propelled machines on jobs that are much better done by a truck mount or even a spider type machine. The roundabout in question is two lanes wide so to use a truck mount on say a Sunday morning would appear to have been a realistic option without causing major traffic congestion.

At a more general level I am surprised by the number of self propelled machines that are used on bridge maintenance and other such tasks on the highway. I see ever more self propelled booms and scissors on the side of the road. Why are the customers not using truck mounts? Are the companies with truck mounts not selling them into route maintenance associated tasks, or are the self propelled booms and scissors just so much cheaper, even where they are not the best tool for the job?

Yours sincerely, Melvyn J. Else, Access Industries

Leigh,

Re: Death Wish 51, my comment is "Totally unsafe working practices".

For a start, all teaching, Operator Manual instructions, and BS8460 state that once the platform (sic basket, bucket, cradle) has left the ground, nobody gets in or out. A MEWP is not designed to cope with either the side loads or vertical change in platform load with the boom elevated and/or extended. BS 8460 Annex C gives guidance on how an acceptable Risk Assessment for leaving the platform might look, and it would be virtually impossible to meet the requirements.

So, golden rule number one is that if the manufacturer states in his Operating Manual "Don't leave the platform when elevated", don't do it.

You are totally correct in your estimate that if the roof walker fell, the fall arrest or whatever lanyard to which he was attached would overload the MEWP by a factor of at least 20. Based on the calculation that the average male falling two metres would generate a shock impact load of approx 1,500kg, the lanyard worn by the roof walker looked considerably longer than two metres, therefore the load generated would be considerably greater. The end of his lanyard is attached to a "restraint only" anchor point, built into the MEWP platform, where the maximum SWL of the platform is probably circa 220kg. We can conclude that a fall would generate forced vastly in excess of the MEWPs strength.

He should be using a suitable restraint system attached to a ground anchor, or running anchor line, fixed to the roof. Failing that, the use of a suitable Fall Arrest system. (Restraint always has priority over fall arrest).

So, No. If an accident had occurred, the HSE would have had a field day, and many options of which Regulations and Sections against which to prosecute.

Yours Sincerely

Name supplied but permission to publish under his name not received at time of going to press.

## Ladder abuse

We published a photograph of two men in Glasgow using ladders at dangerously low angles and protruding out into a busy street with no efforts to cordon off the ladder footings. The following letter was received from a reader in Australia.

Dear Sir,

It's amazing how some people just don't learn, or are too lazy to care, or just in too much of a hurry. I just wanted to highlight another problem you have not realised (although if you did a proper risk assessment you would end with a few more on top). What about safe pedestrian access past the ladders? Given the set up they would have to walk out onto the busy road to get around these clowns.

I'm forwarding this article to a friend in the sign erection game over here as a reminder as unfortunately it seems to be a very common problem in the industry, with everyone trying to do it cheaper than the others, more so now with the current economic decline. Hopefully if people like yourselves keep reporting these unsafe acts and the rest of us keep circulating them we might finally get through to at least some of them, and it could save a lot of suffering or even lives.

Keep up the great work and thanks once again.

Warwick,

Perth Western Australia.

## Safe or unsafe?

Our Death Wish series on Vertikal.Net number 51 highlighted men using self propelled boom lifts to gain access to the glass roof of a bridge over a road at Manchester's Trafford Centre. Two men had exited the platforms and using harnesses with long lanyards attached to the platforms were replacing light bulbs. We observed that the contractor had taken some in depth steps in a bid to make the job safe and asked was this really safe? A number of letters were received all of which said No. Here is one which sums up the overall tone of the responses. To see the report go to [www.vertikal.net/en/stories.php?id=7537](http://www.vertikal.net/en/stories.php?id=7537)

Dear Leigh,

We noted in a recent report on the failure of the telescopic boom on a crawler crane in Australia, that you made the following comment:

*"Most modern telescopic booms, including that of the Liebherr LTR1100 are not designed for excessive side loadings, to ensure this the crane needs to be set up as close to level as possible, especially when the load is a significant percentage of the cranes capacity. Also looking at the ground the spreading of point loads is required.*

*Such a telescopic crawler is not the ideal machine, unless it can sit on a prepared base which is both level and stable.*

**We would take issue with this comment:**

Cutting edge designs like the LTR1100 boom are made of extremely high tensile steel, (for example 1100 N2/mm).

When combined with the modern mono cylinder telescope systems these booms offer very good lifting duties.

However it is a fact that resistance of a boom against twisting, torsion and bending is hardly related to the tensile strength of the material being used (elastic modulus 'sigmaE' of steel). Because of the very high material strength and the wish for even better performance, from these booms thinner wall thicknesses are chosen.

As result such cutting edge boom designs offer exceptional lifting capacities, but can be easily damaged when they are used to handle off centre loads such as those introduced by an inclined machine or the excessive swinging of the load.

**A mobile crane has;**

- a) Flexibility in the outrigger system,
- b) The possibility to level the machine on uneven ground.

A crawler telescopic crane however is often used on slightly uneven or sloping ground in the same way as crawler mounted conventional lattice type cranes. We recently introduced a range of telescopic cranes under the Logicranes brand. With the above factors in mind we have adapted the boom design and construction and the choice of materials used to best cope with the real life circumstances of such cranes.

**I have to say that we therefore disagree with your conclusion that:**

'A telescopic crawler is not the ideal machine, unless it can sit on a prepared base which is both level and stable'

A telescopic crawler is an ideal machine, because it offers the telescopic crane benefits of speed, retractable boom and versatility, combined with the benefits of a crawler undercarriage - stable, low ground bearing pressures and excellent off road ability.

Of course you can't use the crane on a slope - no crane, forklift, reachtruck or even a barbeque can be safely used in excessive inclines. We believe though that crawler telescopic cranes are the future. That is why we are working very hard and quite successfully with our range of Logicrane machines, with capacities of 25, 55 and soon 90 tonnes capacity.

With kind regards,

**Hemmo Luijterink**

Our point was that the highly sophisticated modern lift crane booms are not designed for the typical rough and tumble of duty cycle crawler cranes. And that while crawler cranes fitted with such booms, such as the Liebherr LTR1100 have there applications, they cannot be subjected to substantial side loadings that rapid cycle work on uneven ground is likely to produce.

Ed

**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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# Snake oil for your batteries

c&a

innovations

Although not new, this product is a great innovation and until now a bit of a secret. The company, Thermoil, produces an additive for lead acid batteries and claims it can double or even treble their life, while making them safer and maintaining performance for longer.

The way the additive works is simple enough, but its formulation has taken quite a while and on which the patent rests. Essentially the product 'Battery Demister' lays down a layer of inert oil on top of the batteries electrolyte (acid/water mix) so that the hydrogen and oxygen bubbles which rise rapidly through the electrolyte particularly when over-charging, are slowed before reaching

the top, virtually eliminating the sulfuric acid mist forced out the vent during the charging process.

The oil condenses the hydrogen and oxygen gases, returning the water molecules back into the cell.

With virtually no mist and much less gassing, the battery top remains free of acid deposits, whilst the chemistry of the electrolyte is maintained, greatly reducing water consumption, toxic fumes, explosion risk and post and cable corrosion, while reducing the need to clean the battery, cables and battery tray as often.

Adding the solution is extremely easy, taking just a few minutes, while the cost per battery depends on how much

Battery Demister helps maintain electrolyte chemical composition.



of the additive you purchase, but averages around \$14 (£10) with a full money back satisfaction guarantee. In fact the company encourages you to run a trial by treating only half the batteries on a machine and watching the difference.

Battery Demister additive claims to double or triple battery life.



## Scissor lift security

The Equipment Lock Company has launched a new anti-theft product for small electric scissor lifts.

Dubbed 'The Cushion Tyre Lift Lock' it is intended for use with all scissor lifts or fork trucks that use hard rubber cushion-type

*The Cushion tyre lift lock prevents a lift from being stolen.*

tyres. By clamping on to one of the steered wheels, it secures it in a turned position, preventing the lift from being stolen or 'borrowed'.

The new lock can have multiple units with the same key or keys to suit customer preference. It is also planned to offer a combination lock version later this year.

## RFID Security and tagging

Enigma Vehicle Systems has introduced a new RFID (Radio Frequency Identification) tagging and control system that could be ideal for multi-operator products such as telehandlers and aerial lifts.

The new e-driver and e-pass systems use passive RFID technology to track vehicle users utilising RFID tags in a variety of formats such as plastic teardrop, stick-on or credit card/ID cards.

Both systems are based on Enigma's Skyline v6.1 satellite vehicle tracking, security and telematics system and have been designed originally for bus use.

The vehicle will not start unless the

driver's tag is presented and once the tag ID is read and accepted, the driver's name is mapped onto the Skyline server clearly identifying the operator for the period the vehicle is being used.

Not only can the system track the operator, but it can also prevent unauthorised use. The reporting suite in Skyline V6.1, keeps a log of who was in a vehicle, for how long and where it was taken. For road vehicles the e-driver system also provides a useful audit trail to enable traffic violations and accidents to be traced to the driver.

All e-driver tags are compatible with e-pass tags allowing them to be deployed site-wide. The systems



*The Enigma e-driver was originally introduced for bus control on sites in the middle east*

have been designed for use with site buses, providing the identities of both the drivers and passengers, allowing companies to monitor and optimise fleet use based on utilisation data.

In the case of the passengers, site managers have a dedicated passenger manifest for each trip by vehicle, with the knowledge of who is at work and who has left site. In the case of an accident, knowledge of the passengers' identities allows

notification to be passed to relatives and access to employee health records.

**Other options available on the Skyline system include:**

- Optional keypad immobiliser with remote immobilisation feature.
- Text polling from mobile phone.
- PDA access with street level images.
- Lone Worker Protection.
- Portable, personal tracking with voice capability.

enquiries →

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

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

# Whats on?

Visit [www.Vertikal.net/en/events](http://www.Vertikal.net/en/events)  
for a full listing of events with direct links to the organisers.

## Baumaschinenmesse Bern

Switzerland's largest construction equipment show March 17th - 22nd 2009 Bern, Schweiz  
Tel: +41 (0) 31 340 11 11  
Fax: +41 (0) 31 340 11 10  
E-Mail: [baumaschinenmesse@beaexpo.ch](mailto:baumaschinenmesse@beaexpo.ch)

## MAWEV-Show 2009

Austrian equipment show March 25th - 28th 2009 Enns, Austria  
Tel: +43 / (0) 1 216 65 26-0  
Fax: +43 (0) 1 216 65 26-22  
E-Mail: [office@praesenta.com](mailto:office@praesenta.com)

## IPAF Summit

Annual Summit for International Powered Access Federation April 2nd, 2009 Dublin, Ireland  
Phone: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
E-mail: [info@ipaf.org](mailto:info@ipaf.org)

## Intermat 2009

International construction equipment show April 20-25th, 2009 Paris, France  
Tel: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: [info@intermat.fr](mailto:info@intermat.fr)



## SED 2009

UK's premier construction equipment exhibition May 12-14th, 2009 Rockingham Speedway, Corby, UK  
Phone: +(44) 020 8652 4810  
Fax: + (44) 020 8652 4804  
E-mail: [jackie.hanford@rbi.co.uk](mailto:jackie.hanford@rbi.co.uk)



## Safety & Health Expo

Health and safety show May 12-14th, 2009 Birmingham, UK  
Phone: +44 (0) 207 921 8067  
Fax: +44 (0) 207 921 8058  
E-mail: [tbond@cmpinformation.com](mailto:tbond@cmpinformation.com)



## CTT

Russian equipment show June 2-6, 2009 Moscow, Russia  
Phone: +49 89 949 22 116  
Fax: +49 89 949 22 350  
E-mail: [miedaner@imag.de](mailto:miedaner@imag.de)

## Vertikal Days

Meeting for the UK crane and access industry Haydock Park June 24-25th 2009  
Tel: +44 (0) 8707 740436  
Fax: +44 (0) 1295 768223  
E-mail: [info@vertikal.net](mailto:info@vertikal.net)  
Web: [www.vertikaldays.net](http://www.vertikaldays.net)



## Platformer Days

A specialist lifting event for the Benelux region September 28-29th, 2009 Safaripark Beekse Bergen, Netherlands  
Phone: +31 (0)6 30 421 042  
Fax: +31 (0)84 710 0518  
E-mail: [info@verticaaldagen.net](mailto:info@verticaaldagen.net)

## Verticaaldagen Benelux

Bologna Fair, Italian Building products exhibition. October 28-31st, 2009 Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: [saie@bolognafiere.it](mailto:saie@bolognafiere.it)

## SAIE 2009

Bologna Fair, Italian Building products exhibition. October 28-31st, 2009 Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: [saie@bolognafiere.it](mailto:saie@bolognafiere.it)



## Conexpo Asia

An American show in China November 16-19th, 2009, Guangzhou, China  
Phone: +1-414-298-4123  
E-mail: [pmonroe@aem.org](mailto:pmonroe@aem.org)

## Big Five 2009

Middle East construction show in Dubai November 23-27, 2008 Dubai, UAE  
Phone: +49 (0) 89 949 22 0  
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E-mail: [info@imag.de](mailto:info@imag.de)

## ARA / Rental Show 2010

Atlanta Georgia Feb 8th to 11th 2010  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: [info@therentalshow.com](mailto:info@therentalshow.com)



## Bauma 2010

World's largest construction equipment show April 19-25th, 2010 Munich, Germany  
Phone: +49 (0) 89 51070

## Conexpo 2011

The leading American equipment show March 22-26th 2011 Las Vegas, Nevada, USA  
Phone: +1 414-298-4133  
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Make / Type	y. o. m.	Drive	Boom / Fly Jib
20 t Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
25 t Demag AC 25	1998	4x4x4	25,00m + 1,20m
25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30 t Kato KA 300 E	1990	4x4x4	26,40m + 7,30m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 8,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
35 t PPM ATT 400/3	2002	4x4x4	30,40m + 15,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50 t Liebherr LTM 1050/1	1995	6x6x6	40,00m + 16,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
55 t Liebherr LTM 1055-3-1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Demag AC 205	1996	8x6x6	50,00m + 17,60m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
80 t Demag AC 80-1	1998	8x6x6	50,00m + 17,60m
90 t Liebherr LTM 1090/2	1998	8x8x8	52,00m + 18,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
120 t Demag AC 395	1996	10x8x10	60,00m + 17,60m
120 t Faun ATF 120-5	1997	10x8x10	49,00m + 16,20m
250 t Demag AC 665 SL	1996	12x8x8	57,80m + 65,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m

**REACHSTACKER**

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

**BOOMLIFTER**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3 t JCB Telehändler 535-95	2003	4x4x4	9,50 m
3,3 t JCB Telehändler 535-105	2006	4x4x4	10,50 m
3,5 t JCB Telehändler 535-125	2007	4x4x4	12,50 m

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CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Denka Lift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
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Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Nifty Lift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
PB Lifetechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
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Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.uprighteuro.com">www.uprighteuro.com</a>
Versalift distributors (UK) Ltd	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Worldlift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>

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LTC Hoists	<a href="http://www.ltcscuff.co.uk">www.ltcscuff.co.uk</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

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AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Aerial Platforms Ltd	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI- Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Bucks Access Rentals Ltd	<a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
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Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Access Sales International	<a href="http://www.accesssalesint.co.uk">www.accesssalesint.co.uk</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
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Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Don Maq Inc	<a href="http://www.donmaq.com">www.donmaq.com</a>

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Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Instant Holland	<a href="http://www.instant-holland.nl">www.instant-holland.nl</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Kunze GmbH	<a href="http://www.KUNZEGmbh.de">www.KUNZEGmbh.de</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Mech-Serv (GB) Ltd	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
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Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Platform Sales Europe	<a href="http://www.platformsaleseurope.com">www.platformsaleseurope.com</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbaction.com">www.rbaction.com</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Thanner	<a href="http://www.USFD-Worklift.com">www.USFD-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

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Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>

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Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
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Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
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Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
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Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>



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AWPT [www.awpt.org](http://www.awpt.org)  
IPAF [www.ipaf.org](http://www.ipaf.org)  
National Access and  
Scaffolding Confederation [www.nasc.org.uk](http://www.nasc.org.uk)  
Pasma [www.pasma.co.uk](http://www.pasma.co.uk)

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Liebherr [www.Liebherr.com](http://www.Liebherr.com)  
Maeda [www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
Tadano Faun [www.tadanofaun.de](http://www.tadanofaun.de)  
Terex-Demag [www.terex-cranes.com](http://www.terex-cranes.com)  
Unic Cranes [www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)  
Unikran [www.unikran.ru](http://www.unikran.ru)  
Valla [www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
Vanson [www.vansoncranes.com](http://www.vansoncranes.com)

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Ainscough [www.ainscough.co.uk](http://www.ainscough.co.uk)  
Berry Cranes [www.berrycranes.co.uk](http://www.berrycranes.co.uk)  
Bob Francis Crane Hire [www.bobfranciscranehire.co.uk](http://www.bobfranciscranehire.co.uk)  
City Lifting [www.citylifitng.co.uk](http://www.citylifitng.co.uk)  
Hewden [www.hewden.co.uk](http://www.hewden.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
McNally crane hire [www.cranehire-ireland.com](http://www.cranehire-ireland.com)  
Port Services Ltd Heavy Crane division [www.portservices.co.uk](http://www.portservices.co.uk)

## MINI CRANE HIRE

JT Mini Crane Hire [www.jtminicranes.co.uk](http://www.jtminicranes.co.uk)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
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Tracked Access [www.trackedaccess.com](http://www.trackedaccess.com)

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Cranes UK [www.cranesuk.net](http://www.cranesuk.net)  
Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
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Jones-Iron Fairy [www.jonesironfairy.co.uk](http://www.jonesironfairy.co.uk)  
Kobelco [www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
M. Stemick [www.stemick-krane.de](http://www.stemick-krane.de)  
P.V. Adrighem BV [www.adrighem.com](http://www.adrighem.com)  
Terex Demag [www.terex-cranes.com](http://www.terex-cranes.com)  
Used Cranes CCK [www.used-cranes.de](http://www.used-cranes.de)  
Valla UK Ltd [www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
UCM [www.ucmholland.nl](http://www.ucmholland.nl)

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Airtek safety [www.airteksafety.com](http://www.airteksafety.com)  
City Lifting [www.citylifitng.co.uk](http://www.citylifitng.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
London Tower Cranes [www.londontowercranes.co.uk](http://www.londontowercranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
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Genie GS-2632	9.9m	2005
Genie GS-2646	9.9m	2004/5/6/7
Genie GS-3246	11.7m	2004/5/6/7
Lifflux SL153-12	17.3m	2001/7

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Skyjack SJ-6832 RT	11.5m	2007
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Skyjack SJ-7135 RT	12.5m	2007
Skyjack SJ-9250 RT	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7
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### Battery Boom 9.4m - 13.5m

Genie Z-25/8	9.4m	1999/2000
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Genie Z-45/25RT  
Articulated Boom  
16m - 2004/5/6/7/8



Genie Z-80/60  
Articulated Boom  
26.4m - 2004/5/6/7/8



Genie GS-2646  
Battery Scissor  
8.1m - 7/6/2005



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



Skyjack SJ-7135 RT  
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Genie GS-5390 RT  
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