

cranes & access

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June/July 2009 Vol. 11 issue 5



**2009
UK/Ireland
Dealer guide**

**Industrial
access**

Pick & Carry cranes

**Vertical
days
review**

Spider lift from Dinolift... Bigger PTC crane from Mammoet... 40 years at Liebherr Echingen... Riwal acquires... EP



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On the cover:

The Pink Ladies? Not quite - the two winners of the Pink eazzi lift auction at Vertikal Days - Dave Williams of Platform Hire (centre) and Tony Crawford of Mr Plant Hire (right) with Russell Rowley of R2 Access who, along with eazzi, donated the machines.



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Crane down in Liverpool, Dinolift launches spider, EPL appoints administrator, New Bluelift dealer in the UK, Riwal expands in Holland and UK, 40 years of Liebherr EHINGEN, Oktopus sold, Allan Access Hire in administration, Access Link joins Partner Lift, Bigger PTC from Mammoet, SEV and Altec team up, New truck mount from CMC, Broderson moves into UK, Sarens buys Rigging International, Link Belt expands.



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The beginning of the summer holidays means plant shutdowns for annual maintenance and production line restructuring. This year may be busier than ever given despite of the economic situation, as many companies look to consolidate production. We take a look at some of the latest and more traditional equipment for industrial lifting and moving duties.

47 Vertikal Days review



Industrial access 23

Is the message finally beginning to sink in that using the right access equipment for the job will also increase productivity, reduce costs, as well as being safer? We take an overview of the market and then see how real savings can be made.



Face to face 35

Sennebogen was the first company to launch a fully hydraulic, lattice boom crawler crane and yet today, is probably the most traditional crane manufacturer still producing in Europe. Mark Darwin talks to Erich Sennebogen Jnr, son of the founder and head of the Straubing-based family company.



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Tel: +44 (0)8707 740436 Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

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Bigger than ever before, our UK and Ireland dealer reference guide provides a comprehensive listing of lifting and access products along with local contact local.

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What a show! Loads of new equipment, a number of deals and loads of sun! We try and squeeze all the news and new products into a six page review.



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The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
web: www.vertikal.net

Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,
Sundgaualle 15, D-79114, Freiburg, Germany
Tel: +49 (0)761 89786615
Fax: +49 (0)761 8866814
email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,
Corte Lambruschini,
Corso Buenos Aires 8, V Piano-Interno 7,
I-16129 Genova, Italy
Tel: 010 570 4948 Fax: 010 553 0088
email: mediapoint srl.it

The Netherlands

Hans Aarse
39 Seringenstraat, 3295 RN,
S-Gravendeel, The Netherlands
Tel: +31-78 673 4007 Mobile: +31(0) 630421042
email: ha@vertikal.net

Russia

Cranes&Access Russia
DM Publishing 127287 Pocc
Moscow
tel. +7 (495) 685 94 28
fax +7 (495) 685 94 29
e-mail: matrosova@vertikalnet.ru

UK and all other areas

Pam Penny
PO box 6998 Brackley NN13 5WY. UK
Tel: +44(0)8707 740436
email: pp@vertikal.net

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email: studio@bpdesign.info

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Editors:

Leigh Sparrow
Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)
Alexander Ochs (Freiburg)
Andrew Klinachev (Moscow)

Sales & customer support:

Pam Penny
Karlheinz Kopp
Claire Engelke

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

**Vertikal
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Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,
cranes & access,
PO Box 6998, Brackley
NN13 5WY, UK

Tel: +44(0)8707 740436

Fax: +44(0)1295 768223

email: editor@vertikal.net



c&a comment

Safety by degrees?

In our industry we have some strange contradictions.

Aerial lifts, which have saved hundreds of lives and eliminated thousands of serious accidents since introduced, are

classified for CE approvals as 'dangerous equipment' on a par with powered meat cutters and pyrotechnics. Cranes on the other hand, which can cause catastrophic damage and multiple fatalities when they fall, are not.

The plain fact is of course that as long as they are both used as intended, ideally by properly trained people, they are exceptionally safe and reliable.

Tower cranes have come under the microscope recently, primarily due to a number of high profile accidents. Tower cranes in themselves are no more dangerous than other cranes, but being reassembled for each job they are more exposed to human error than other equipment. And if they do fall, their height and typical city centre habitat can cause chaos, almost certainly impacting on members of the public.

With intense pressure to 'do something', authorities in both the USA and the UK have come up with the idea of a 'register', as though recording the owners name, crane identification number, site address and any serious defects found during inspections will make them safe.

Let's put it into perspective. Last year 2,538 people died on UK roads. Almost 240,000 were injured, 25,000 or so seriously. Everyone of those quarter of a million statistics had a name, the vehicles were registered, tested and certified. Did that information in any way make them 'safer' or reduce the number of accidents.... I don't think so.

At the end of last year, the UK Health and Safety Executive snubbed calls for a national register on the grounds that it would involve 'too much paperwork'. If there really was a case for increasing safety, why would paperwork stand in the way? No, it has obviously buckled under public/political pressure, unveiling its proposals for a National Register this month. Self erectors are not included partly due to cost. Ah so being (or appearing) safe has a price tag!

Every top slewing tower crane that is erected in the UK would need to be registered within 14 days of every thorough examination/erection. How this might make tower cranes safer is a mystery - most of this information is already available on site from the main contractor, without the £20 fee. This register idea owes more to providing a faster way to apportion blame or whip up fear than to help improve safety.

Of course we want a safer industry but this register will not achieve it. As it stands we are probably a 100,000 times more likely to be killed or injured on the road getting to site and we all have the paperwork to prove it. I think we are missing the point somewhere?

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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The crane appears to have failed at or close to its foundation

Another Liverpool crane collapse

A luffing jib tower crane collapsed onto a block of flats in Chandler's Wharf, Liverpool, on July 6th. Although the crane's five tonne counterweight dropped from roof to basement, only the crane operator was injured and is reportedly in a stable condition.



The jib was thrown over the back of the crane.

The crane - a Wolffkran 500B rented from HTC - was said to be lifting 'well within its design capacity' at the time of the accident at the £28 million Bowmer & Kirkland canal-side hotel and apartment complex.

Two loud 'bangs' were heard from, or close to, its base/foundation before the crane fell backwards onto the adjacent apartment building. The jib went over the back of the crane and penetrated the roof. Residents were safely evacuated, with half having now returned following the removal of the crane. Ainscough Crane Hire used a Demag AC700, a Liebherr LTM1500-8.1 and a Liebherr MK100 self erecting mobile tower crane to recover the fallen tower crane after it was cut into three pieces.

A Wolff 7031 saddle jib was also on site and was given a clean bill of health after an inspection following the accident. Bowmer & Kirkland said that it operates its tower cranes in accordance with the 'Safe Crane Campaign' Codes of Practice and that the fallen crane was given a full safety audit following its erection on April 21st 2009.

Tower crane register?

The HSE has launched a consultation process for its proposed UK National Tower Cranes Register which could oblige all tower crane owners to register every crane each time it is erected. Information needed would include:

- The name and address of the crane owners
- The site address
- Details needed to identify the crane
- The date of its thorough examination
- Details of the employer for whom the examination was made
- Details of any defects detected that might pose a risk of serious injury

Crane owners will be required to pay £20 each time they register, in order to fund the scheme.

A full copy of the proposal and a link to comment are all on www.vertikal.net

Q-Plant takes six

Manchester-based rental company, Q-Plant Hire has ordered six more Kobelco crawler cranes for its fleet with a combined value of £2.5 million.

The new cranes include four 80 tonne CKE800s, a 110 tonne CKE1100 - the first in the UK - and a 135 tonne CKE1350.

Anthony Quinn, managing director said: "In spite of the downturn, there are still a number of key projects, particularly in the utilities, power generation and major infrastructure sectors which are essential to the economy and which have to go ahead. Most of these projects need professional, efficient lifting services,



Q-Plant's new 135 tonne Kobelco CKE1350 at the Abbey Mills pumping station in East London.

and the modern hydraulic crawler crane fits many of them perfectly. They offer ease of assembly and operation, an excellent range of lifting duties with flexibility and precision, and are extremely cost-effective in operation."

Haulotte takes Access Rentals

Haulotte finalised its purchase in June of UK rental company Access Rentals from the administrator. The deal includes all permanent staff under their current terms and conditions of employment. Haulotte says that the company will continue to trade under its existing name and the business will be run as a separate entity within the Haulotte Group. Access Rentals operates from nine locations with 70 staff and a fleet of more than 1,000 lifts.

Dinolift launches spider

Finnish-based manufacturer Dinolift has unveiled its first tracked spider lift - the 18.5 metre Dino 185XTC.

The new lift has an outreach of up to 10.9 metres with 80kg in the platform - maximum capacity is 215kg. Travel width is 1.15 metres while its operating footprint is just less than 3.5 metres wide. Total weight is just 3,000kg for the diesel model - electric power is optional - which provides 43 percent gradeability. Features include 360 degrees continuous slew and the 1,300mm x 700mm basket not only offers 180 degrees of rotation but can be tilted while rotated to fall within the machine's retracted width.

The 185XTC uses the heavy duty XT dual parallelogram linkage from the company's wheeled self propelled models, while the spider outriggers are capable of lifting the machine up to a metre off the ground, for excellent levelling capability on slopes or rough ground, while also allowing it to self load onto a flat bed truck.

The new Dinolift 185XTC



EPL enters administration

One of the longest established powered access rental companies in Europe, EPL, has appointed an administrator. The Sandy, Bedfordshire-based company specialises in vehicle mounted lifts, but also runs a number of self propelled lifts in its fleet of 454 machines.

The company was the subject of a management buy out from its previous owners, Laing, and has operated in its current form since 2001.

EPL had revenues of £8.1 million last year and employs 105 across seven further locations, Bristol, Birmingham, Carlisle, Enfield, Falkirk, Manchester and Winchester. Administrator KPMG is looking at several options including restructuring its debt and/or selling the business as a going concern.

New premises for Manitowoc UK

Senior Manitowoc Crane managers including president, Eric Etchart, attended Manitowoc UK's open-day to officially open its new premises at Gawcott near Buckingham and demonstrate its latest products.

The stars of the show were the GCK 3045 City crane, the TMC540 commercially mounted truck crane and the new Crane Star system. The facility boasts 1,700 square metres of workshops and parts

warehouse, 600 square metres of offices and a substantial yard. In addition to preparing new and used cranes for delivery, it also offers rebuilds and refurbishments.

The new premises replace four UK locations - the Potain facility in Cowley, Grove offices in Sunderland, a warehouse in Washington, Tyne and Wear and a rebuild operation in Manchester.

..and amends debt

Manitowoc has successfully negotiated an amendment to its credit agreement. The amended \$2.63 billion senior credit facility includes revised covenant ratios through the remaining life of the agreement.

Glen Tellock, Manitowoc's chief executive said: "Our amendment was not driven by liquidity issues,

but rather due to the financial ratio impact of lower sales volumes and reduced profitability during these challenging economic times. The new agreement not only gives us the flexibility to manage our businesses during this downturn, but also enables us to strongly position the company to take full advantage of the next upturn."



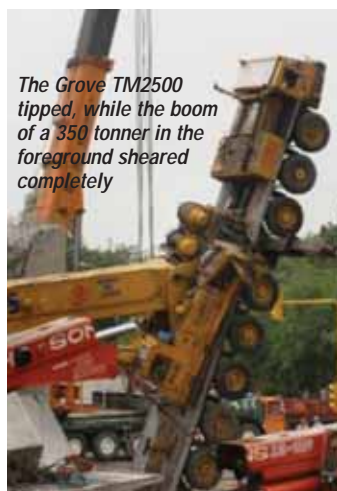
Inside Manitowoc UK's new facility

Three cranes go down in India

Three big cranes - two 250 tonners and a 350 tonner - collapsed during a four crane tandem lift in New Delhi in mid July.

Four cranes, the three above and a 400 tonner, were attempting to lift the main beam of a launcher crane that had collapsed the day before killing six people and injuring 13. As soon as the full weight of the beam was taken by the four cranes the boom of the first crane in the line up, a 250 tonner, literally 'snapped', passing a greater share of the load onto the next crane a 350 tonne Krupp whose boom also completely sheared off. The next crane along, a 250 tonne Grove TM2500 tipped throwing its counterweight slabs to the ground. The fourth crane, the 400 tonner remained upright as its

end of the beam had only lifted half a metre or so when the accident occurred. See video footage on www.vertical.net



The Grove TM2500 tipped, while the boom of a 350 tonner in the foreground sheared completely

The sun shines on Vertikal Days

Excellent weather attracted record numbers of visitors to Vertikal Days at Haydock Park. Now in its third year, visitor attendance was up more than 11 percent, with over 130 crane, access and telehandler and associated equipment brands represented. Most reported good enquiry levels and show orders. (See Vertikal Days review on page 47.)

A charity auction at the evening event raised almost £7,000 and included a pink eazzilift mini scissor lift donated by R2 Access and Eazzi Lift. Other items auctioned included two crane models from Liebherr and two PPE kits from Kingfisher Access. Martin Davies of MEC, Thermoil and EPW, did an outstanding job as auctioneer selling one of the models three times to raise £475.

A Kingfisher PPE/harness kit raised £210 with Higher Concept Software clearly looking to get more hands-on with the equipment. Finally it came down to the Pink scissor with Dave Williams of Platform Hire making the winning bid at £2,800. However, as the machine was 'knocked down', Tony Crawford of Mr Plant Hire got approval to bid £3,000. A quick conference with R2 and eazzilift obtained an agreement to add a second unit to the auction.



Dave Williams (L) of Platform Hire and Tony Crawford of Mr Plant Hire.

Bluelift appoints Bravi

Italian spider lift manufacturer Bluelift has appointed Leeds-based Bravi UK as its UK distributor, trading as Bluelift UK. The two companies have signed a five year agreement covering the complete range of Bluelift spider lifts.

The Bravi UK team has been expanded to cope with the additional products, which also include EddieLift push around lifts, including the new two man, 300kg capacity, 1.65 metre platform height push-around scissor the EddieLift Phat. Weighing just 260 kg the unit has an 800mm x 1,000mm platform with dual entry gates.



(L-R) Stuart Honeywood and Andrew Fishburn of Bravi UK with Paolo, Gianni, Roberto and Gianpiero Marti of Bluelift.

PC Harrington hit for £175,000

PC Harrington Contractors has been fined £175,000 at the Old Bailey, for the fatal accident at Wembley Stadium five years ago in which a crane dislodged a scaffold platform which then fell onto the men below.

PC Harrington - part of the Harrington group that owns HTC tower cranes and hoists - pleaded guilty to a breach of Section 2 (1) of the Health and Safety at Work etc Act 1974 and was fined £150,000 plus costs of £25,203.



Ainscough keeps buying

Ainscough Crane Hire - the UK's largest crane rental company - has ordered 20 Liebherr LTM1150-6.1, 150 tonne All Terrain cranes the first in the UK was shown at Vertikal Days. The purchase comes on top of the company's recent expansion into the heavy lift crawler crane market. Eight of the new cranes will be delivered this year, with the remainder to follow in 2010.

The six axle LTM1150-6.1 is one of Liebherr's 'all-in-one' cranes featuring a 66 metre main boom and the ability to carry a good part of its counterweight on board.

Neil Partridge, managing director of Ainscough said: "While demand for lower capacity mobile cranes is particularly depressed, the requirement for larger mobile and heavy crawler cranes is buoyant and we are shifting our fleet emphasis accordingly."

Oktopus appoints administrator

Bromsgrove-based Oktopus UK - distributor for Klaas trailer and aluminium cranes and Oktopus suction lifting equipment - which went into administration last month has been purchased by previous owner and director Richard Gould through a newly formed company Oktopus Plant Hire.

The administrator says he was unable to continue to trade the business and that several interested parties who had previously been in negotiations to buy the business showed no interest when contacted. He added that: "Gould provided substantial personal guarantees to creditors and is seeking to mitigate his liability by continuing the business."

Gould paid £30,000 for the business and assets, payable in three monthly instalments of £8,000, with a final payment of £6,000. The administrator will retain title to the assets until the final payment is received.

Tadano unveils robocrane

Tadano unveiled a dual-armed, quadrupedal robotic crane - Rototops - at the 60 year anniversary celebration for the Robotops company. The idea for the crane was first mooted two years ago and it took a year to develop the finished machine in conjunction with Okayama University. Tadano said the next step is to commercialise the technology.

The device features dual treads, four legs and two arms. The appendages are designed with 29

movement joints (six for the hand and arm, two for the shoulder, 12 for the feet) in its body, allowing it to walk and carry a load at the same time. Each hand has a 100kg capacity. The remote controlled crane, which measures 2.1 by 3.84 by 2.1 metres and weighs 2,700 kg, was designed for operation in hazardous environments and incorporates three cameras (one in each arm and one in the centre of the body) to monitor its movements.

Access Link teams up with Partner Lift

Access Link, the UK/Ireland association of independent aerial lift rental companies which work together to provide national coverage, has reached a partnering agreement with Partner Lift the German-based group of independent access rental companies that work together in a similar way.

Discussions have been taking place for more than a year and the agreement was finalised and ratified after Oliwer Sven Dahms of Partner Lift addressed members of the Access Link at their meeting at Vertikal Days.

Access Link members operate a fleet of around 4,600 units from 29 depots throughout the UK and Ireland, while Partner lift members have a total of 7,500 platforms available from 135 depots in three countries.

Access Link chairman Malcolm Bowers who is also a joint owner of Lifterz said: "We are seeing an increasing number of contractors working throughout Europe and this alliance will allow both Partner lift and Access Link members to offer their customers a better geographical coverage."



Oliwer Sven Dahms of Partner Lift (L) and Brian Light of Light Hire together with other Access Link members at Vertikal Days

Riwal on the march

Dutch-based international access specialist Riwal has acquired, Badhoevdorp (Amsterdam) based Instant Holland Group. The acquired business comprises Instant Holland - powered access equipment rental, Instant Steigers - scaffold sales and rental, Stammis Verhuur - power generators and construction equipment rental and Ti-Rent - Construction equipment rental with operators.

The Group operates from four main locations, two in the Amsterdam area, one near Den Bosch and one in Heerhugowaard. Its powered access rental fleet includes 845 aerial work platforms and 29 telehandlers, most of which are JLG and supplied by Riwal. The company has 170 employees and was owned and managed by Allard May who, we understand, will remain with the business.



Designed for operation in hazardous environments, Robotops can walk and carry a load at the same time

Mammoet to launch PTC120DS

Dutch-based heavy lifting company Mammoet has released plans for a new 100,000 tonne/metre plus version of its Platform ringer Twin boom Containerised (PTC) crane - the PTC-120DS.

Still at the design stage, the massive crane - which has a 45 metre diameter footprint - is said to be able to lift 3,000 tonnes to 48 metres, 2,000 tonnes to 53 metres and 1,000 tonnes to almost 100 metres radius. The main boom measures up to 130 metres while a 43 metre jib will also be available.

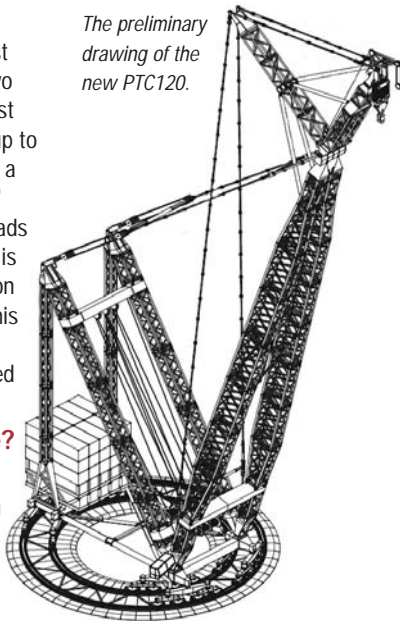
The PTC is designed to regular mobile crane standards with regular winches and 360 degree slewing. Mammoet's own MSG 'cranes' use strand jacks for heavier loads, which are considerably slower. The hoist speeds on the PTC120 are two metres a minute for the largest winch which can cope with up to 3,200 tonnes and five metres a minute on the smaller 'runner' hoist which can cope with loads of up to 250 tonnes. Slewing is via rollers with one full rotation taking 30 minutes - fast for this size of lifting machine. The PTC120 can also be rigged to run on straight tracks.

How does it compare?

The new crane substantially outperforms Mammoet's own current PTC and MSG heavy lift machines and goes head

to head with the SK heavy lift machines produced by ALE, which are equipped with up to 1,000 tonnes more counterweight. A direct chart comparison is not possible as the ALE machine does not have a traditional slew ring, and uses outreach - the distance from the heel pin of the boom - rather than radius in its load chart figures. Using outreach therefore here is how the two stack up with four big loads.

The preliminary drawing of the new PTC120.



Radius metres	Outreach metres	Mammoet PTC120*	ALE SK90	ALE SK120*
48	27.5	3000	3152	4518
54	33.5	2000	2793	3750
98	77.5	1000	1005	1682
122	101.5	500	573	1079

*Not yet built



The new Liebherr LTR 11200

Liebherr Ehingen celebrates 40 years

Liebherr celebrated 40 years of manufacturing cranes at its Ehingen mobile crane plant with several spectacular customer days in mid June, showing off its new facilities and new crane models.

About 2,500 customers and guests from all over the world enjoyed the hospitality and guided tour of the plant which produces around 40 percent of the world's All Terrain cranes - about 1,750 a year.

Several new cranes were unveiled including the 1,200 tonne LTR 11200 telescopic crawler and the 60 tonne LTF 1060 truck crane on a commercial truck chassis, which completes its LTF product line-up. This superstructure will also be used on the new 60 tonne capacity LTR 1060 telescopic boom crawler crane - joining the 100 tonne LTR 1100 introduced four years ago.

The LTR 11200, the world's largest telescopic crawler, combines the boom from the LTM11200-9.1 and the narrow track crawler chassis from the LR1350-1 making it ideal for work on wind-power projects.

Brief details were also given on two further cranes to be launched at Bauma next year at the earliest, the 45 tonne, three axle, conventional

drive LTC 1045-3.1 city crane and the company's largest crane to date - the 3,000 tonne LR 13000 crawler crane. Liebherr says that this will be a 'conventional' crane capable of moving on site with all of its counterweight. In other words similar to its other big crawler cranes - just bigger. The crane will use 25 tonne slabs that fit into 20 foot containers for transport to make up its maximum 1,850 tonnes of ballast.

More information and pictures from the 40th anniversary celebrations - including how to track the LTR 11200 over a six metre wide void - visit www.Vertikal.Net



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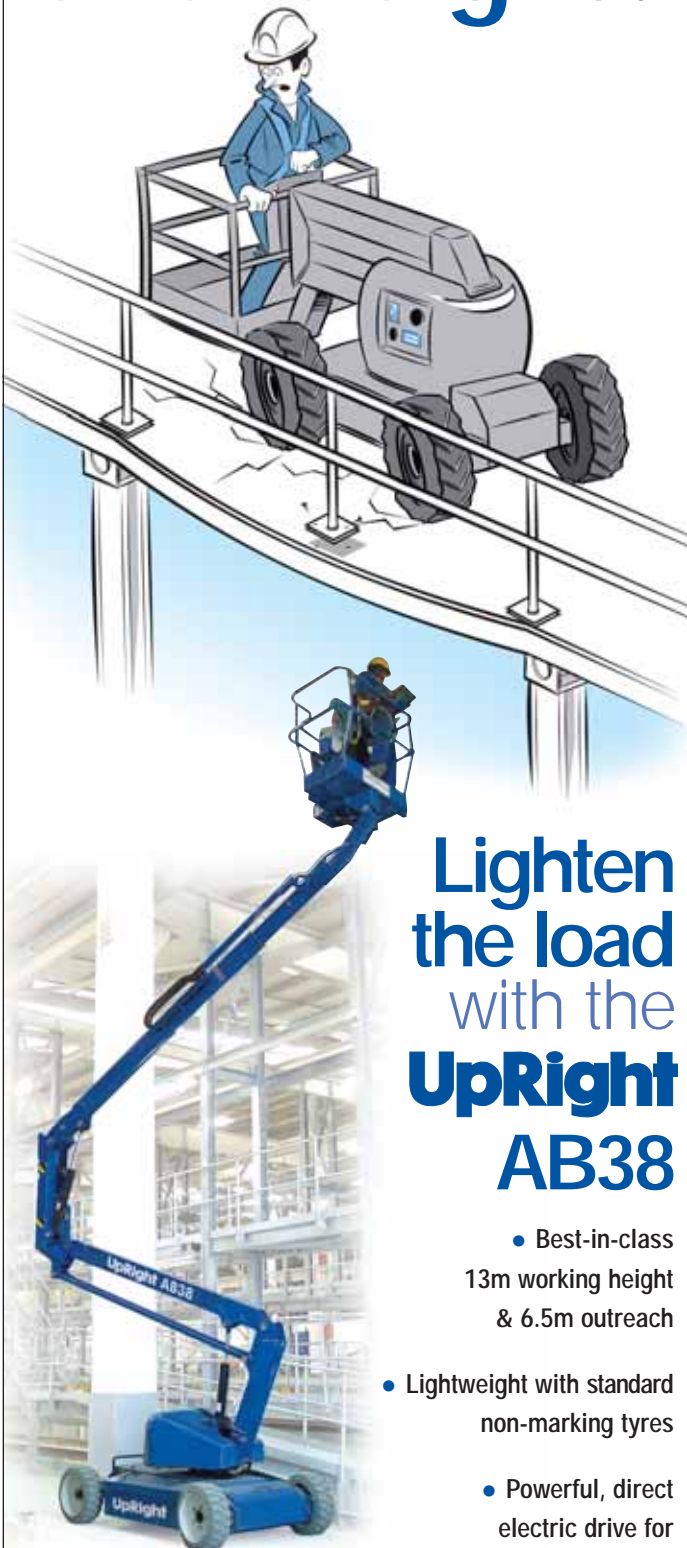
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All-electric utility truck



The SEV/Altec joint venture all electric lift.

Smith Electric Vehicles (SEV) of Kansas City, has teamed up with Altec to offer America's first all-electric utility truck and aerial lift. Unveiled at the Electric Utility Fleet Managers Conference in Williamsburg, Virginia, the truck is a battery powered Smith Newton 7.5 tonne truck produced by SEV in partnership with Tanfield's SEV UK, while the work platform - an insulated Altec AT37-G articulated telescopic boom - has a working height of 37.8 ft (11.5m) and an outreach of 28.3ft (8.5m).

Pacific Gas and Electric (PG&E), one of the largest utilities in the USA, will play a critical role in the development of the vehicle. The first test unit will be added to PG&E's for routine and emergency overhead line work in its northern/central California service area. The truck has a range of around 100 miles at speeds of up to 50mph.

Broderson moves into UK



The Broderson IC80 has arrived in the UK.

Broderson, the Lenexa, Kansas-based pick and carry crane specialist, has appointed South-Yorkshire based Cranes UK to distribute and support its products in the UK and Ireland.

Broderson's eight tonne IC80 is expected to be one of the most popular models in the UK, offering more than five tonnes pick & carry capacity, a maximum tip height of up to 14 metres, 360 degree slew, four wheel steer and optional four wheel drive. Broderson has been building pick & carry cranes for almost 40 years and has a range of eight models from the two tonne capacity IC20 to the 13.6 tonne IC300.

CMC unveils new 21m

Italian vehicle mounted platform manufacturer CMC unveiled its new 21 metre straight telescopic 3.5 tonne truck mounted lift, the PLA212 at an open-day to show off its recently upgraded facility in Bari Modugno.

CMC says that the compact outrigger base, 12 metre outreach PLA212 is a result of closer working co-operation between its engineering and sales teams, with feedback from its distributors and users.



The new CMC PLA212 telescopic

CMC has been actively expanding its product range, production capacity and market coverage through the appointment of new international distributors in order to cope with the current economy. The first PLA212 has been sold to local customer, Mariano Light in Maglie.

Big Genies



Five of the Easi Uplifts new Genie booms

Irish-based Easi Uplifts has placed an order with Genie that includes 10, 135ft Z135/70 self propelled articulated boom lifts.

With the UK economy showing signs of improvement, the international rental company has opened its fifth UK depot in London and is continuing to build on its strategy of offering larger specialised equipment for both rental and re-hire.

Blade continues to grow

Blade Access' new CTE Z21J



Fast growing Yorkshire-based truck mounted aerial lift rental company Blade Access has added a 70 metre Wumag WT700 to its fleet, its biggest lift yet. The new lift was handed over at Vertikal Days and follows quickly on the heels of a 45 metre Wumag WT450, and a 53 metre WT530 delivered at the end of May.

The company - which began as a window cleaning specialist - has also recently moved into new premises in Bradford and is building its vehicle mounted lift business at a rapid pace, also taking delivery of the first of a number of CTE Z21J platforms for its self-drive and cross-hire business. Watch out for even larger new Wumag platforms joining the Blade fleet in the months ahead...

Loxam lift found

The second truck mounted platform stolen from Loxam's Pontefract branch in April - a 2007 34 metre Bronto S34MDT on an Iveco chassis - has been found.

Loxam offered a £1,000 reward for help in recovering the platform. The first stolen truck recovered at the end of May was a 22 metre GSR/Skyking 198PX mounted on a Nissan Cabstar chassis.

Megastars for Hi-Reach

UK-based aerial lift rental company Hi-Reach has taken delivery of its fourth big Holland Lift scissor this year.

The platform - a 34 metre working height, Rough Terrain Megastar G-320 - went straight to work on the Media City project at Salford Quays in Manchester. The order included two, 22 metre and two, 34 metre Megastars. The G-320 features a 9.66 metre extended platform, 1,000 kg lift capacity and 35 percent gradeability.



The three metre deck extension creates a 9.66m long platform

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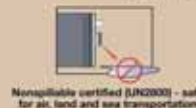
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Gehl agrees credit amendment

Gehl, the US affiliate of Manitou, has agreed an amendment to the terms of its credit lines with its lenders, providing a total commitment of \$105 million for a 24 month term.

The agreement includes two separate facilities: a revolving credit line of \$80 million based on the company's North American inventories and receivables and a term loan of \$25 million payable in quarterly instalments. As part of the agreement, Gehl has granted its lenders security over its North American assets. The new loans replace an earlier, \$125 million unsecured credit line and addresses all matters that gave rise to the Forbearance Agreement the company entered into with its US banks in April.



GEHL



Port Services' TC2800 finally goes to work in its home market.

TC2800 at work in Scotland

The 1,000 tonne Terex Demag TC2800 owned by Port Services of Scotland has finally gone to work in the UK. The new crane, delivered at the end of last year, has been busy in Ireland lifting 300 tonne umbilical reels for an offshore oil company as well as placing two motorway bridges and working in a refinery in Cork. The crane has gone to work in Invergordon on an oil rig upgrade project.

The TC2800 was initially rigged with a 48 metre main boom, 54 luffing jib and 160 tonnes of superstructure counterweight. A suspended counterweight of 100 tonnes will be added for some later lifts.

Allan files again

Allan Access Hire, the company that took over from Allan Access after it went into administration last September has appointed an administrator after a winding up petition was filed by the UK Inland Revenue - HMRC.

In a statement issued by Allan Access - see letters page - it said the decision had been forced on it by the HMRC. Allan Access Hire was working on new working capital facilities via the Government's Loan Guarantee Scheme which had been provisionally agreed.

Liebherr cranes up over 12%

Liebherr, has reported an 11 percent increase in group revenues for 2008 to a record €8.4 billion (\$11.8 billion). Its three crane divisions, mobile, tower and maritime cranes posted a combined increase of more than 12 percent. The greatest growth was reported by the company's mobile crane business - Liebherr Ehingen - which reported revenues of over €1.9 billion (\$2.67 billion), an increase of 14.2 percent.

(See *Vertikal.Net* for full report)

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The sculptor's telehandler

A brand new JCB Loadall 535-95 telehandler with an extra large platform, is helping to lift people onto the empty Fourth Plinth of Trafalgar Square to take part in 'One and Other', a 'living statue' work of art created by Anthony Gormley.

Over a period of 100 days, a total of 2,400 people from across the UK will individually occupy the empty plinth for an hour throughout the day and night, being lifted onto the six metre high plinth by the telehandler.

First person up was housewife Rachel Wardell from Lincolnshire

who used her 'hour' to raise awareness of the National Society for Protection of Cruelty to Children, which by coincidence, is JCB's nominated charity.

Gormley's 'One and Other' has so far attracted more than 15,000 applications from across the UK from people wanting to participate. All 2,400 participants are chosen randomly by computer and can do anything they want as long as it is legal. Registration via the website www.oneandother.co.uk is open until 1st September.



The telehandler is being used to lift successful applicants onto the fourth plinth

Sarens buys Rigging International

Belgium-based heavy lift company, Sarens has acquired 100 percent of California-based Rigging International, as 'a strategic alliance'. Rigging International will continue to operate under its present name and with its current management team.

Sarens says that the 'alliance' will provide it with an entry into the US market and gain greater international coverage, while 'Rigging International's position is similarly strengthened domestically and worldwide'. A statement said: "Despite the worldwide economic recession the Sarens Group made this move to establish itself as a premier league player on the North American heavy lift market."

Link Belt expands crane plant

Link-Belt has completed a new assembly bay at its facility in Lexington, Kentucky. The new bay will increase manufacturing and production capacity for large rough terrain, truck and telescopic crawler cranes and will also include the upgrade and redesign of existing production areas to house more machining and welding equipment.

Jim Forshee, vice president of manufacturing at Link Belt said: "We have carefully discussed the pros and cons of expanding in these economic times and have decided this expansion is necessary and critical to our long-term future success."



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- **Speedy Hire** of the UK has completed its nine for one rights issue, raising £100 million.
- **IPS**, the parts and service company, has signed a two year deal with **Lavendon** to supply replacement parts to its UK operations.
- **Bernd Grimm** and **Rolf Kulawik** have joined German-based aerial lift manufacturer **Ruthmann**.
- **Snorkel** is asking owners of SR2770 compact RT scissor lifts built between 2000 and 2006 to inspect machines for cracks in the drive motor shafts.
- **Titan Plant Services** of New Zealand is looking for a private equity investor or merger partner.
- Bangkok-based **SB Siam** has been appointed as sole dealer for **Potain** tower cranes in Thailand.
- **Platform Sales & Hire** has sold six **Genie** self propelled aerials to **Ryanair** for its Stansted, UK, maintenance facility and five units to **Easy Jet** for its Luton and Liverpool operations.
- German aerial lift rental company **Schmidt Neu-Isenburg** has celebrated its 40th Anniversary.
- Italian-based truck mounted lift producer, **Isoli**, has appointed **Lifprofi** as its distributor in Germany.
- **Lavendon** has invested in a brand new fleet of support vehicles for its **Nationwide Platforms**, **Panther** and **Skylift** businesses.
- **Nürburgring**, The German Formula 1 track, has selected **Kramer** telehandlers for this years motor sport programme.
- UK-based aerial lift rental company, **Kimberly** has appointed **Jim Perry** as national sales and operations director.
- Milton Keynes-based aerial lift rental company, **Elavation**, has become the latest **Access Link** member to achieve **IPAF Rental+** status.
- UK-based **AJ Access** has shipped a number of used aerial lifts to Azerbaijan, and provided on-site **IPAF** operator training.
- **Lift Inc** of Lancaster, Pennsylvania, has acquired **Bobcat** of Lancaster for an undisclosed sum.
- Aerial lift manufacturer **Leader** closed for two days in July, following the death of **Rosanna Borghi**, the **Ferrarini** family matriarch.
- **Terex AWP/Genie** has opened two new service training locations at its facilities in Oklahoma City and Southaven, Mississippi, USA.
- The CPA's **Powered Access Interest Group** is drawing up a best practice guide for the use of aerial lifts in confined overhead areas.
- Norwegian-based aerial lift specialist, **Hamar Liftcenter**, has purchased two **Matilsa Parma 21D** auto levelling self propelled boom lifts.
- **Maxim Crane Works** has acquired a third of **Barnhart Crane and Rigging's** crawler crane fleet.
- **RSC**, one of the USA's largest rental companies is to issue \$400 million of senior secured notes, to shore up its balance sheet and has promoted **Phil Hobson** to senior vice president western operations.
- **Manitowoc** has appointed **Eric Pommier** as vice president of Manitowoc Crane Care for Europe, Africa and the Middle East.
- UK-based **AJ Access** ordered one of the first **Hybrid HB1030CE** compact light weight scissor lifts at **Vertikal Days**.



Bernd Grimm



Rolf Kulawik



Giles Cancell of IPAF and Barry Brady of Elavation



Eric Pommier

- **TGM Wind Services**, of Abilene, Texas, has ordered two 90 metre **Bronto Skylift S90 HLA** truck mounted lifts.
- **Kennards Hire** of Australia has moved into Port Douglas, Queensland with the acquisition of **Coral Coast Hire**.
- **Alfred 'Al' Wyss** has come out of retirement to head up **Swiss crane and access company Stirmimann**, following the departure of MD **Lorenzo Cassani**.
- **WD Bennett** subsidiary **Eurolift** was fined £50,000 for the fatal tower crane collapse in 2003.
- **Tanfield** has appointed **Jeremy Wooding OBE** as an independent non-executive director.
- **Ashtead**, owner of **Sunbelt** in the USA and **A-Plant** in the UK has issued its full year results and said that rental markets have stabilised.
- **Thermoil** the battery preserver and recovery solutions company has extended its distribution with the appointment of **Nifty Australia** and **Nifty South Africa**.
- The **Skylift** vehicle mounted lift division of **Lavendon UK**, will install **Masternaut Three X** vehicle tracking and management products in its fleet.
- **BLE**, the **Grove** and **Potain** self erecting tower crane distributor for Belgium, has added product support responsibility for **Potain** top slewing tower cranes.
- The second annual meeting of **IPAF** past presidents was held in Jurançon near Pau, France in mid June.



IPAF past presidents

- **Keith Kendall** the former owner of **Access Rentals** has established a new aerial lift rental company in the UK - **Direct Access Hire Ltd**.
- **Londonderry Garage** has won a contract to supply specially modified vehicles for the construction and maintenance of overhead power lines.
- **Edins Krnar**, of Järfälla, Sweden, has entered the spider crane market with an investment in three **Maeda** cranes.
- **Jim Goodall Rental & Sales** of Naples, Florida has moved into new premises in Fort Myers.
- The **American Rental Association (ARA)** has modified the dates of its convention and trade show for 2010 with fewer days.
- **New York's Department of Buildings** says it will share information about tower cranes in an effort to track equipment failures, manufacturers' recalls, and accidents.
- **GGR-Unic** has launched the all-new **EMU 1000** a one tonne glass handling machine.
- **Ramsbottom**, UK, based narrow access platform hire specialist **Higher Access**, has purchased more tracked spider machines.



EMU 1000

- **Easi UpLifts** is offering the **A66 Compact Crane** test at five locations across the UK and Ireland.
- **Hiab** is to supply hooklifts and loader cranes to the Finnish Defence Forces.

- **Palfinger** has acquired **Automated Waste Equipment** in the USA.
- **JLG** has won a contract from the United States Army to rebuild 500 'Atlas' telehandlers and 300 other rough terrain forklifts.
- **Martin Ainscough** has sold his majority stake in UK machinery removal and installation specialist **Ainscough-Vanguard** to his son **Matthew**.
- **PC Harrington Contractors** of the UK was fined £175,000, after an employee died and another was injured after a crane accident at **Wembley Stadium**.
- **UpRight** has opened a new operation in the Middle East with **Mick Wright**, heading up the operation from a base in Bahrain.
- **ThyssenKrupp Safway** has been awarded the first **Haulotte/Bil-Jax** Platinum Customer Award.
- **Leeuwarden**, Holland, based **Kielstra Kraanverhuur** has taken delivery of a new 220 tonne **Tadano Faun ATF220G-5 All Terrain** crane.
- Aerial lift manufacturer **UpRight** has appointed **Mark Hutchinson** as director of product support.
- **Elliott Equipment Company** has unveiled the **V60**, a new 60ft/18 metres straight telescopic, 'material handling' aerial work platform.
- **Acme Lift**, the US re-rent company has appointed **Bryan Rich** as chairman after he became a new equity partner.
- **Worldlift Industries** owner of **Denka Lift** and **Falck Schmidt** has consolidated its production at its Odense facility.
- **Linamar**, owner of aerial lift and telehandler manufacturer **Skyjack**, has retired \$80 million of its borrowings, five months before its due date.
- **Terex** completed its latest round of re-financing, raising around \$612 million.
- **Gottwald** has appointed **Clark Equipment Australia** as its distributor in the Australia and New Zealand region, following the retirement of **Graham Raneberg**.
- Australian crane company, **D&G Hoist&Crane Hire** is adopting the **CraneSafe** third party certification scheme, after having bought **Vertikon's** fleet in April.
- **All Crane Rental** (previously known as **All Erection**) of Columbus, Ohio, has received two safety awards from the Safety Council of Greater Columbus.
- New Zealand-based rental company, **Hirepool**, has appointed **Kingi Pikaahu** as national manager of the company's **Access** division.
- The export department of Dubai-based **Kanoo Machinery**, has sold 12 **Bobcat** telehandlers to **Pexi Gulf** for re-export.
- **Skyjack** has appointed **Surfwood Supply** as a VR Telehandler dealer in British Columbia, Canada.
- The Bradford depot of **Caledonian Access** the UK-based powered access service and certification company has become an **IPAF** training centre.
- **Michela Viviani** of truck mounted and spider lift manufacturer **Oil &Steel** has been promoted to director.



Mark Hutchinson



Michela Viviani

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

Pick 'n' mix this summer

At this time of year, production facilities throughout Europe are closing down for the summer vacations. At the same time maintenance and production engineers are preparing to swing into action to use the shut down periods to carry out annual maintenance and to restructure production lines.

In spite of the slower economic situation, this year is no different. In fact some say that 2009 will be busier than ever, given the need by many companies to make deep rooted changes, often consolidating production space into smaller areas or combining machining centres. We take a look at some of the latest and more traditional equipment for industrial lifting duties.

Pick & Carry

The pick & carry capability of industrial type cranes is ideal for many industrial tasks, from regular material handling within the production process to unloading and moving heavy machinery. These cranes save time and simplify the movement of bulky heavy loads by avoiding the need to unload equipment onto skates, skids or other moving devices, which then need to be pulled or pushed into tricky areas. They are also designed to lift loads in low headroom situations thanks to compact boom nose designs and additional equipment such as searcher hooks.

There was a time when every factory had at least one pick & carry crane for general material handling. Many or most, switched to fork trucks and overhead cranes as they focused on trying to eliminate as much material movement and therefore material handling, as possible. The arrival of the pallet also helped shift the balance from suspended lifting to forked lifts,

while increased loader crane usage has helped reduce unloading issues, not to the mention the trend to install loading bays and docks which take the fork truck into or onto the back of the truck.

What do the Americans and Italians know?

It now looks as though the long term trend towards forks and overheads might have been overdone and many industrial plants are now rediscovering the fact that for some jobs and duties a mobile crane is the safest and most efficient tool for the job. It is interesting to note that while British companies abandoned their pick & carry cranes in favour of those other methods, their Italian counterparts did not. The result is that Italy retains a large population of such cranes and today the vast majority of them are built there. The other place where they continue to be used and built in volume is the USA, where the carrydeck concept is alive and well.



Ormig prefers to build heavy-duty diesel machines



Ignoring the USA for the moment and concentrating on Italy, there will be some who will attribute the retention of pick & carry cranes in manufacturing as a sign that Italian manufacturing is dated and inefficient? Nothing could be further from the truth. Northern Italy (as a separate entity) is one of the wealthiest and most efficient economies in Europe. Despite social costs in excess of 50 percent, 13 months pay and long vacations, Italian companies are still able to compete in markets long considered too competitive by

British manufacturers, such as white goods (fridges, washing machines and cookers), cars and motorbikes/scooters. So maybe the Italians know a thing or two about efficient manufacturing? And when it comes to productivity the Americans typically top the international productivity league tables.

Not that we are saying that buying a pick & carry crane will automatically make you more

competitive and productive (although you could give it a try), but it does suggest that there might be something to the industrial pick & carry crane if companies in these two successful manufacturing nations still use such equipment. One factor that we have not mentioned is the different crane ownership patterns between the nations. In Italy companies still tend to own their own equipment, while in the UK - for a multitude of reasons - companies prefer to rent, often on a short term basis with operator.



The Iron Fairy had reasonable road speed yet could work as a true pick & carry crane when on site



The Valla 120E electric pick & carry crane lifting a five tonne fish smoking oven for shipment to Tanzania. No fumes were permitted in the plant

Crane rental companies though prefer to buy cranes that are versatile and that can travel quickly on the open road. This tends to rule out the typical pick & carry crane. In fact when pick & carry/industrial cranes were at the height of their popularity - probably in the 1960's? - the bulk of the national fleet, in this sector, was made up of cranes like the Iron Fairy, that could travel on the road at a reasonable speed as well as work as a true pick & carry/ industrial crane on arrival.

The demise of the pick & carry crane in the UK is quite closely linked to the demise of Jones, Coles and this type of high speed industrial crane. Initially there were a good number of small All Terrain or Rough Terrain cranes available, that while not as adept as the Iron Fairy at machinery moving and industrial lifting, did at least cover a good portion of the applications. At the same time it took over 30 years to purge crane hire fleets of the Fairy, and a number are still in operation today, given that a perfect substitute has yet to be found.

Over the years though crane manufacturers and rental fleets have gradually moved away from these small AT and RT cranes, to the point where 35 or even 45 tonners are often the smallest units in a modern rental fleet, too big and expensive to replace the five or 10

tonne pick and carry crane - although if anecdotal evidence on rental rates is true, maybe they are just too big?

Create a vacuum and you will of course suck in alternative solutions and some of the work previously carried out by small mobile industrial cranes has been taken by alternatives, such as large loader cranes fitted to compact trucks or tractor units and compact crawler cranes with their ability to get in close the load. In addition there has been a strong pick up in the usage of the Italian and maybe going forward - the carrydeck, mobile industrial crane. This trend has unquestionably been

Power sources for mobile industrial cranes are split into two camps. Valla has tended to focus on battery electric models, right up to its monster 90 tonne crane, while fellow Italian Ormig prefers to build heavy-duty diesel machines. Both products



The new two tonne Galizia pedestrian crane



Valla's two tonne pick & carry crane

picking up some of the UK company's enthusiastic 'in your face' marketing and support attitude, which is likely to help it expand in other areas.

The Yanks are coming

American manufacturers have always built slightly different models to their European counterparts, by including a carrydeck on which loads can be rested or even transported. This tradition probably dates back to the Drott Carrydeck which virtually invented the sector. Ed Drott built his first crane in 1943 and went into full commercial production in the 1950's. After passing through Case the designs ended up with Shuttlelift which is now part of Grove/Manitowoc. The very first Grove cranes, built in the late 1940's, were also industrial pick & carry models, although more along the Italian lines than the American. Today the company markets the Shuttlelift products under both the Grove brand and that of Shuttlelift. With such a wide range of products in its range Grove has never really pushed its industrial line up in Europe, although a good number have quietly been sold over the years. The company did test the market with the latest Shuttlelift-built models in Germany a couple of years back but it has hardly been a rip roaring success.



The new two tonne Jekko MPK20W pedestrian crane

spearheaded by Valla UK, which now represents the Italian producer of battery electric pick & carry cranes in the USA and Middle East as well as the UK and Ireland. In addition to selling and renting the traditional three to 90 tonne range of industrial cranes, Valla has also created a significant market for the two tonne pedestrian controlled pick & carry crane, to the point where two other manufacturers, Galizia and Jekko have introduced products into this sector, taking the design concept from the Valla original and adding further refinements. Valla has also updated and refined its offering, to the point where there are now three first class products in this growing sector.

have their place, depending on the distances to be travelled and whether most of the work is indoors or out. One would have thought that there was an opportunity here for someone to introduce a Bi-Energy product? While a good deal of the market has been carved up between Valla and Ormig, a third player, Galizia has made substantial progress in the past year or so, introducing new products, upgrading existing ones and expanding its distribution network. Last year the company appointed GGR Unic as its distributor in the UK, and is showing signs of



Ed Drott is widely credited with having pioneered the carrydeck industrial crane concept



The JCB Liftall tractor crane

The other big American producer is Broderson of Lenaxa, Kansas, founded in 1973 by the late Dean Broderson after he acquired some crane designs from RO products. It has specialised in industrial carrydeck type pick & carry cranes ever since. Its first unit, the five ton (4.5 tonne) Roadrunner was extremely popular and it did not take too long for the company to become market leader, a position it retains to this day.

Until recently virtually all of Broderson's products had been sold in North America but it has started to look further afield and in late May appointed Cranes UK as its distributor for the UK and Ireland. The first unit, an eight tonne IC80 has already been delivered and is now being demonstrated to potential customers. The company's industrial range extends to the IC250, a 16 tonner that can pick and carry up to eight tonnes. It is also produces a range of cab-down Rough Terrain cranes, which are largely used for pick & carry work and were at one time very popular in the oil and gas industry.

The Australian connection

Finally the other type of pick & carry crane, the articulated crane, comes from Australia and has more in common with the old Iron Fairy's than the other industrial cranes that

we have covered, offering decent road speeds, a forward mounted cab and excellent on-wheel duties. The concept evolved out of the tractor cranes that were very popular in Australia and which are still sold in large numbers in India. Franna is without question the largest and best known producer of the articulated crane and has been a part of Terex since the late 1990's. The cranes have been refined over the years and now offer road speeds of up to 85kmh and maximum capacities of up to 25 tonnes. Some Franna cranes have been sold in the UK, but very few. They do not offer the compact dimensions of the Valla, Broderson, Ormig, Shuttlelift or Galizia cranes, but are good for moving machinery and working in low headroom situations while handling rough terrain exceptionally well. Their gawky looks have probably turned off many European crane companies?

A new clobber on the block

At the recent Vertical Days event in the UK, Australian Crane & Machinery, managed by crane veteran David Potter, took a stand to promote its 20 tonne articulated crane, which it builds in partnership with XCMG. Dubbed the ARC 20 the crane goes head to head with the Franna product. The company is currently looking to expand overseas and is looking for distributors.



Franna is easily the biggest seller in Australia



A Grove Yardboss 7722 with 4x4

The articulated crane and the simpler tractor crane are also exceptionally popular in India and to a lesser extent in parts of the Middle East, to the point that JCB recently decided to enter the crane market with a tractor crane, adding a touch of sophistication to this market.

Renting an industrial crane

While the increasingly wide range of industrial pick & carry cranes is great news for companies that use such cranes on a regular basis, what do you do if you need one at short notice or for a short period? Well in the UK and Ireland, there are a few companies that offer such cranes for short-term rent, Hull-based Peter Hird & Sons almost certainly operates the largest fleet, which is largely made up of Valla cranes. Compact Lifting Equipment, also based in Hull, runs a Valla and Jekko fleet and also stocks a number of used models for those seeking a bargain. More recently GGR Unic has added a number of

Galizia cranes to its rental fleet which is based out of Manchester and Long Crendon in Oxfordshire. In Ireland, Height for Hire operates a few units as do one or two of the national crane hirers. Most regular mobile crane hire companies no longer keep such cranes in their fleet, although you will find the odd Iron Fairy lurking in some small local fleets, retained for machinery moving contracts.

Other cranes for industrial lifts

However if you require a single lift or two, bringing in an industrial crane from a distance may be cost prohibitive. The alternative - if pick & carry is essential - is to hire a small city crane. These tend to be very compact, offer pick & carry duties, can usually work in low headroom conditions and often offer irregular outrigger set up. Two larger models that are particularly well suited to such work are Liebherr's 55 tonne LTC 1055-3.1 and Grove's new 45 tonne GCK3045.



A Broderson IC80 crane working in a refinery



The Australian Crane XCMG-built ARC 20

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The Liebherr LTC1055-3.1 is good for low headroom work.

Both are compact for their capacity, have short base boom sections for low headroom work and feature hydrostatic drive, making them smooth pick and carry performers. Liebherr is currently developing a 45 tonne LTC 1045-3.1 but this will have a more conventional drive and transmission, better for long distances but perhaps not quite as handy in a tight industrial environment?

Big telehandlers

Another lifting machine that can prove useful in such situations is the heavy duty telescopic handler from manufacturers such as Dieci and Manitou. Dieci now has a three model Hercules range with the largest, the 210.10, capable of lifting a maximum of 21 tonnes, lift nine tonnes on tyres to a maximum height of 9.9 metres. Manitou offers a similar capacity machine but can lift even more - 13 tonnes - to 9.7 metres. Designed for working with forks and palletised loads, telehandlers can prove a handy alternative when fitted with jibs and hooks for shifting machinery, particularly as both have a forward reach of more than five metres.

A Manitou MHT10160D, big telehandlers with fork, jib and hook attachments can prove invaluable for industrial lifters



And something different

For those really awkward loads and when most other equipment is struggling the Versa-Lift machines made by Custom Mobile Equipment in the USA come into their own. There are a number of these big machines in the UK, most with specialist transport and lifting companies. Designed specifically for moving heavy machinery, the Versa-Lift looks like an industrial forklift on a massive steroid overdose and features an extendible frame and removable counterweights to increase lifting capacity. It is also equipped with a removable hydraulic boom. Four models are available, the largest the 85/115 can lift more than 63 tonnes on its forks with its nine slab counterweight extended by 1.22 metres. While not these machines will win no prizes in a beauty contest they really come into their own when it comes to shifting heavy machinery.

Versa-Lift produces a range of heavy industrial lift machines



Something smaller

At the opposite end of the scale is the small crawler cranes which are becoming more and more popular. Mini crane specialist Maeda now has two compact crawlers in its range - the LC785 and the recently introduced LC1385 - both of which offer a two tonne pick and carry



The new Grove GCK3045 has been designed with industrial lifting very much in mind



Reedijk has designed this tracked 3.8 tonne crane for industrial lift and shift work



capability. With rubber track shoes and the ability to get in close they can offer a good solution for smaller moves.

In Holland Reedijk builds a very handy looking track mounted crane fitted with an articulated loader crane, the C3410 with 3.8 tonnes lifting capacity at 2.8 metres radius, the unit which is a Bi Energy - Diesel/AC electric has been specifically designed with industrial lifting duties in mind. The company, which was originally a hydraulics specialist, is currently looking for dealers and plans to expand the range.

Go anywhere spiders

Some spider cranes also offer pick & carry although at best it is no more than 500kg. Maeda's MC405 which has a straight lift capacity of 3.83 tonnes can also pick and carry 500kg, while Jekko's latest offering can manage up to two tonnes if ordered in the wider configuration. However, even without the ability to pick and carry, the mini tracked spider crane is a saviour for many lightweight industrial lifting applications. Their compact transport size and go anywhere tracks means they can access areas no other crane could touch,

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Two Maeda MC285 spider cranes lifting two tonne sections of a 24 tonne sculpture by Anish Kapoor in a room at the Guggenheim Museum - good lifting equipment, appalling access habits



Unic's air-powered Airlift spider crane

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and then when set up offer lifting capacities up to six tonnes at three metres and boom lengths almost 20 metres in the case of the largest spider crane, the Unic 706. GGR has also launched a duplicate range of Unic spider cranes under the Airlift brand, being completely air-powered they are designed specifically for work in hazardous

areas, including petrochemical installations and offshore and as such are certified to ATEX zone 1.

Work smarter not harder

As we have already stated the spider cranes are moving into the vacuum created by the poor rental availability of traditional mobile industrials. They are also being increasingly used as replacements for chain blocks and all the pushing pulling and grunt work that was once the speciality of machinery installation 'gangs'. Modern manual handling regulations have virtually outlawed the old 'heavy-gang' methods, with its chains, skates, Tifors, crowbars and sledgehammers, and in the same way that modern access equipment has revolutionised work at height, companies have discovered that using compact cranes is not only safer, but also a great deal more efficient, while resulting in a better quality of work.

Lifting a locomotive

The Andrew Barclay loco is lifted with ease



Another form of industrial lifting and shifting involves jacking systems and gantries. A good example involves the recent move of an steam engine from the Coalbrookdale Museum of Iron to the Blists Hill Victorian town, an open air museum.

The 1896 Andrew Barclay engine was purchased by the museum in 1969 and has been moved before. This time Ainscough Vanguard handled both the lift and the transport. Unable to get a mobile crane into the site, the company rigged up a 130 tonne lifting gantry, using four JS130 Megalift hydraulic jacking units topped with two 12 metre cross beams and four sliding collars. The engine was winched out of its shed, then raised from its tracks to more than a metre in order to clear a fence and then shifted sideways and lowered onto the waiting trailer for the six mile journey to its new home.

Carrot or stick?

Is the message finally beginning to sink in that using the right access equipment for the job will also increase productivity and reduce costs? The plumbing contractor featured in the article on page 28 found that his one man, self propelled lift could not only get into places a step ladder couldn't, but that it was quicker than an alloy tower and could cover areas impossible for even 19ft scissor lifts to reach allowing the job to be done in less than a quarter of the time than it used to take.

The productivity argument was always the driving force behind the rapid uptake in the use of powered access in North America, but it has been somewhat lost in the 'can't you do it any cheaper' European mentality where powered access was often seen as a luxury, or at best an expensive way of working at height.

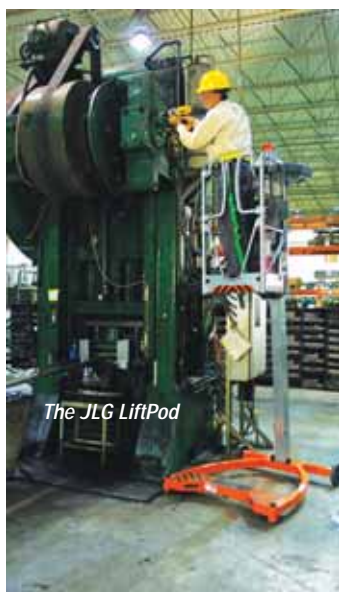
Instead the European powered access market has been driven by the safety argument which is why the market got such a boost after the Work At Height Directive came into force in 2005. This was particularly true in the UK, where the Health and Safety Executive has increasingly hammered home the message. Fear of large fines in the case of an accident or if caught has helped boost the market in recent years. By prosecuting sub contractors and contractors as well as the client in Work At Height infringements, the HSE has made companies aware of the need to use the right equipment

for the job and the fact that they cannot delegate away the risk arising from using inappropriate equipment.

This 'stick' argument has led, in some cases, to companies or public bodies being ripped off, as subcontractors cite health & safety rules and the need to use more sophisticated equipment as an excuse to jack up their prices.

However in many other cases it has shown companies that more suitable access equipment can and usually does save money by boosting productivity. For example the Belgian cladding company that spent a substantial premium on buying the Giraf Track boom with its 13 metre platform and attachments saw a rapid payback over and above what he expected while offering a better service to his customers. Hopefully the carrot message is spreading, although you only have to look at the Death Wish series on the Vertikal.Net website to see that there must be thousands of companies and individuals out there that still believe that it is cheaper to 'make do' with grossly unsuitable access equipment for the job application.

For many industrial companies, the annual plant shut-down period lulls them into a false sense of security. By employing experienced, specialist contractors to carry out the maintenance work they assume the work will be done quickly and safely. Keep an eye out though, for what access equipment is being used. A subcontractor that uses the most efficient equipment should be in a position to pass that saving on to you, and at the same time avoid putting



The JLG LiftPod



Mr Plant Hire supplied this push around lift for work at St Pancras Station



Platforms are increasingly used for aircraft maintenance

you in the dock with him when he doesn't. Shut down aside, what happens throughout the rest of the year when something needs doing at height?

All too often companies do not have the right access equipment on site and as the job is a short one they end up doing the 'pallet and forklift' trick or something equally as stupid for jobs such as changing a light bulb. Nine times out of 10 they get away with it, although the job might tie up double the number of people for twice as long. If you can spare that sort of labour then perhaps you are carrying too much fat for this challenging time?

There is no excuse for not knowing about the right equipment for the job. Flicking through any issue of Cranes & Access over the last few months shows the developments in all areas from the humble ladder to steps and podiums, alloy towers, push-around and self propelled personnel lifts, lightweight scissors, mast booms, spider lifts, articulated booms and truck mounts and so on. The products are out there and usually available to rent. The trouble is of course that a job needs doing.... It is a 10 minute task, to rent in an aerial lift

A Platform Basket Spider 15.75

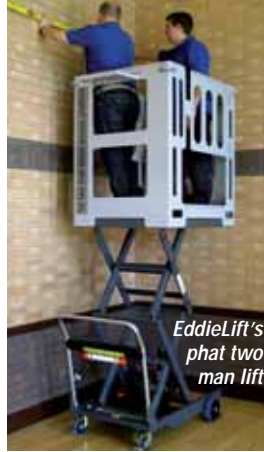


A Manitou scissor with extendible platform

or a mobile tower will take the hassle of organising it, arranging delivery and then collection, not to mention the cost of such a short term hire. So once again the temptation to gamble and turn a blind eye to the employee dangling off the end of a long ladder or balancing on the forks of a fork truck is very powerful and something we have all done at home. If such cases occur reasonably

frequently, perhaps you should consider having a tower or a powered platform on hand all year round for working at height?

This could involve purchasing one or more pieces of equipment as both easyJet and Ryanair have just done in Luton, Stansted and Liverpool. Or perhaps a longer term contract hire might be the answer. More and more rental companies and manufacturers



EddieLift's phat two man lift



An articulated RT platform from Niftylift



A Toucan Junior 6

are offering contract hire, something that most businesses are familiar with for their cars and fork trucks.

While it might not save you anything in a full year over the short term week by week rental every time you need it, the convenience of having an appropriate piece of access equipment on hand for immediate use will soon be appreciated and the machine will get far more use than you are likely to have anticipated saving you money along the way.

So, on the one hand we have the relatively modest upfront cost to make sure that the right equipment is available, while on the other we have the extra costs and drag on resources plus the risk of a huge legal bill and fine for getting it wrong. True, it might take the legal system several years to sort it out, but fines are getting bigger and

bigger and don't underestimate the negative drag of such a case on the business.

As we go to press, contractor PC Harrington has just been fined £150,000 plus £25,200 costs following a fatal accident during the construction of Wembley Stadium five years ago. A platform collapse killed Patrick O'Sullivan and injured a colleague in January 2004. Harrington pleaded guilty to a charge under the Health and Safety at Work Act. The cost of 'getting it wrong' or even 'not doing it right' is more and more costly. Every access situation requires its own solution from the very simple and straight forward to the horribly complex and difficult. The equipment is available, all it needs is common sense, education, training and a realisation that the job will be done quicker, safer and if you plan it right at a lower cost.

Longest Giraf

The world's longest self propelled boom platform - the 13 metre long, 750kg capacity Giraf Track platform developed by Belgium-based Testcentrum De Lille (TDL) - has been specifically designed to increase speed and reduce labour costs when installing insulation and cladding panels on industrial buildings.

Martens Constructies - which helped to develop the platform - has recently taken delivery of the 3.8 tonne capacity tracked telehandler fitted with the basket. Industrial building cladders are constantly looking for ways to reduce costs without compromising quality or safety.

The latest method - yet to catch on in the UK but very popular in Holland and Belgium - involves 12 metre long, 500mm deep and 100mm wide hollow steel insulation cassettes which are positioned horizontally and then covered by vertical steel cladding panels to the height of the building. Until now the 'cassettes' have required two platforms and a crane or telehandler

to lift them into place, as a result productivity has tended to be low and the cost of labour (four people) and equipment high.

With its overall lift capacity of just under four tonnes the Giraf Track may well be the answer, allowing these panels to be installed quickly and safely with less equipment and fewer people. The 13 metre long platform was designed specifically to handle the 12 metre cassettes, each of which weighs 50kg. Typically the installers will load up to 10 cassettes into the platform, leaving 250-300kg capacity for three people and hand tools. The cassettes are screwed into place onto the six metre bay steelwork

frame. They then fit the insulation panels which are slotted into the open cassettes. Finally the big platform is swapped for a regular platform and jib and two men position and fix the vertical, exterior steel cladding panels.

One of the early users who influenced the design, Luc Martens of Martens Constructies, said: "We work faster with Giraf Track than with two platforms. The working conditions are a lot safer and productivity has increased. Our telescopic crane is on site less than before and overall the cost of

equipment and people is down, while we provide a faster service to our customers."

At the façade side of the platform there are optional power outlets so that hand tools can be used. A 'vertical movement' option allows the operator to move up or down along the building using a single control, with the distance between platform and building remaining constant, avoiding the risk of damage to the cladding caused by any operator error. Specialised De Lille or any standard Merlo attachments can be quickly fitted.



The 13 metre long, 750kg capacity Giraf Track platform has been specifically designed to increase speed and reduce labour costs when installing insulation and cladding panels on industrial buildings

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Up in the air

Platform Sales and Hire has recently supplied both easyJet and Ryanair with platforms to help with fleet maintenance. Ryanair has taken six machines for its new hanger maintenance facility at Stanstead Airport and seven machines have gone to easyJet for its Luton and Liverpool John Lennon maintenance centres. Both orders include the Genie Z45-25J bi-energy platform, popular because it can be used both inside on battery power and outside on the airport ramp with its diesel engine.

easyJet carried 44.5 million passengers last year with its fleet of 175 aircraft based at 27 locations (five of which are service hubs) around Europe. Every 600 hours, each plane is scheduled for 'overnight downtime' where engineers perform 'E' checks - a mixture of detailed inspections and scheduled services in-line with the manufacturer's recommendations. This can include anything between 60-120 man hours in each eight hour downtime period.

The maintenance hub at Luton Airport - the original easyJet base - is where the easyJet engineers perform these checks. Luton had been used to maintain the Boeing fleet, but recently the airline has extended this to include the Airbus aircraft as well. In order to carry out this maintenance work efficiently on both the Boeing and Airbus aircraft, easyJet required

equipment to reach work areas at varying heights. Platform Sales and Hire was able to source the platforms that suited the maintenance and service tasks for both aircraft.

"Due to the different models within the easyJet fleet and the various access points that require maintenance, the engineering team at Luton needed work platforms that suited different tasks both inside and outside the hangar," said Chris Caney, Platform Sales managing director.

"We have a number of Genie lifts here at Luton and have always been very impressed with their productivity and reliability," said Martin Todd, base manager, easyJet, Luton. "So adding more Genie equipment with Platform Sales to help us with our access requirements was an easy decision."

Machines purchased included four, 20ft narrow electric GS 2032 scissor lifts, one diesel powered GS 2668 RT scissor lift and two Z 45/25J bi-energy articulated booms although one is for the maintenance hub at Liverpool's John Lennon airport.

The 45ft platform height Z45/25 was chosen for its almost seven metres of up-and-over clearance allowing engineers to reach over the wings to access the tail fin and inspect the length of either type of aircraft from above. "We chose the bi-energy option because it gave us more flexibility, enabling us to carry out maintenance, servicing and repair tasks at height both inside the hangar and in remote locations outside on the ramp area," says Todd.

The four GS 2032 are to be used as mobile servicing platforms mainly for underneath the wing areas. "Historically we have turned to the more traditional option of staging



A Genie GS 2032 working on a Ryanair Boeing 737.

and steps, but the GS 2032 scissor lifts offer us much more flexibility and save lots of time when accessing the aircraft," says Todd. "This is critical as we only have eight hours to perform maintenance checks on the aircraft. We also use these lifts when accessing maintenance points along the length of the aircraft including the cabin, windows, doors and emergency exits. This platform is ideal for inside and outside maintenance applications and with its tight turning radius and compact dimensions (810mm by 2.44 metres) engineers can easily manoeuvre into tight spaces."

The diesel powered 26ft GS2668 will mainly be working on larger outdoor maintenance tasks. Its 3.75

metre slide-out deck extension and 567kg capacity are perfect where more than one engineer is required to perform repairs such as replacing heavy auxiliary power units (APU's) located at the rear of the aircraft.

Before the machines could be delivered, they were fitted with marker lights to alert workers when the equipment is moving or in operation and checked for compliance with the airports safety regulations. "The platforms are very well suited to the environment that we work in and for the tasks we need to perform," adds Todd.

"These new models will enable us to become much more efficient which is particularly important when we have such a short period of downtime for each aircraft."



The Z45/25 J Bi-Energy articulating boom being used to access the tail fin of an easyJet Boeing 737-700 inside the aircraft hangar at Luton airport.



GS 2032 scissor lift being used for maintenance to the lights on the wing tip.



The dual flashing beacons and marker lights fitted to all the machines.

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A pipe dream?

We should all have heard and know about the increasing legislation and Working at Height requirements but how does it actually affect subcontractors when working day in, day out on a large development?

Here we follow specialist building services contractor Kylemore Services on a prestigious contract in the heart of London and find out its thoughts on access equipment.

Watermark Place is a Thames-side office development close to the City of London being built by main contractor Sir Robert McAlpine. The 12 storey, three basement building has been hailed 'an exemplar of sustainable urban design' and was awarded the Institute of Civil Engineers London Merit Award 2009 as one of the most outstanding examples of civil engineering excellence in the capital.

Comprising three interconnecting buildings, the project for Oxford One Investment provides 60,000 square metres of office space near Canon Street Station. Innovative features include triple-skinned facades, motorised sun-tracking louvers and an oak façade which supports brise-soleils to minimise sun gain.

The building includes a 350 square metre photovoltaic array, enough to power the building which during construction used temporary renewable energy generated via wind turbines and a solar thermal unit. 55 percent of aggregates used are recycled, all timber is sustainably sourced and organic paints are being used. Even 83 percent of site waste has been recycled.

A plumbers tale

John Anderson of specialist services contractor Kylemore Services is the man on site responsible for carrying



John Anderson of Kylemore Services

out all the plumbing, drainage and copper services on the contract. But how has his normal working practices been altered on such a prestigious contract, if at all?

"All the installation work early in the contract used 19ft scissor lifts, which have their good and bad points," said Anderson, "but what has transformed the speed and ease of working are these self propelled personnel lifts which have been absolutely brilliant." The machines in question are Bravi Leonardo's which have a 4.9 metre working height and dual extendible platforms to 1.71 metres with a 180kg - one person plus tools - capacity.

"These platforms are small enough to replace steps and light enough (450kg) to move between floors in the materials lifts," says Anderson. "A set of 10 tread steps - if we were allowed to use them - takes up more floor area and therefore would be harder to use. The Bravi is so small and manoeuvrable - with the drive motors over the wheels it can turn in its own length - allowing



it to drive into tight corners and then has a stable base to carry out the work which would be impossible with steps or a larger platform."

Push around or self propelled?

Kylemore did look at push around platforms but decided against them. "There was no point, the hire price was similar but they didn't have the extendible platform which allows you to get right under the fitting. Not being able to drive between work places means having to descend, get out, push to the next position, climb in and ascend again, too much time is wasted," he says.

Prior to adopting self propelled platforms, Anderson used mobile towers to do the work. "It would

take two men between 30-60 minutes to build a six metre tower to work on the end of a pipe or plug a valve off," he says. "Now we must save 80 percent of this time doing the same 'one-off' job using the Bravi and about 50 percent if there was a whole floor area of fittings that needed checking."

Anderson says that the main contractor does not allow steps or ladders on the site without permits and to get a permit he has to prove that the ladder or step is the last resort and there is no other way of doing the job.

"From a Health and Safety point of view, the Bravi is ideal. We had to re-write the method statements because previously we were only using scissor lifts in certain areas whereas now we can use self propelled lifts everywhere. They are a quicker and safer method of low level access."

The harnesses dilemma

One unusual site requirement is that all platform operators must wear a harness on all lifts, including scissors. This goes against all scissor platform training and is considered dangerous by some, but it is a requirement on the McAlpine site. The harness can be clipped into the platform's mid rail.

"The problem of wearing a harness is that all the method statements need to be rewritten to include a rescue system," said Anderson. "If a man falls out of a machine and lands on the floor, you can carry him away. If a man falls and is hanging from the basket you need



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to have a rescue system to get him down quickly - less than 20 minutes. Some mechanical methods of lowering platforms to the ground can take a long time. Done correctly, you would need another two man capacity machine on site to rescue in the time available."

One man two man

The initial sections of pipework installation on the development was a two man job because of the six metre lengths being used. During this time, each plumber had his own platform. The checking and testing of the fittings is a one man job, each man working from his own platform.

On Watermark Place all the pipe work has been installed using the 'press fit' copper pipe system which is easier and quicker to install and has very few joint failures. Tube sizes range from 15mm to 105mm and the joints are fitted using a hand-held, 110V or battery powered five tonne press. In the whole building, there have so far only been two leaks from the thousands of joints that have been made.

At its peak, Kylemore had 40 plumbers on site with 10 machines. With most pipe work now installed, numbers have reduced to 10 plumbers with three Bravis. To install some of the fittings, Kylemore needed a working height of six metres and so used 19ft Genie GS1932 scissor lifts. Anderson says that this 'lack of working height is the Bravi's only downfall - another two metres would be ideal'.

"Another two metres would be ideal".

We understand that the manufacturer is looking into providing a bolt-on extension kit for the Leonardo that would give the extra two metres. The kit which would replace the existing guard rails could be used for the higher level work before replacing with the standard rails for lower level work. Sounds a bit fiddly and time consuming, but could be useful if there was only a small amount of higher level work to carry out.

Watermark Place, like many modern office and retail developments, uses raised floors such as the Kingspan

system and therefore floor loading has to be taken into consideration. "Obviously all of the platforms can work on the main concrete floors without problems, however on the raised floors even the 19ft scissors are too heavy," says Anderson.

Floor loadings critical

A fully loaded Leonardo weighs just 630kg, resulting in a maximum floor loading per wheel of less than two kN per square metre, well below the Kingspan maximum loading for its Medium grade (3.0kN) and Heavy grade (4.5kN) floors. The Leonardo's small wheels were a concern, but Anderson says: "We move the machines around over many different surfaces and have not had a problem. Occasionally the machine may ground when moving on and off access ramps. Bravi supplies loading wheels but we have never needed them because the machine is light enough for two

men to easily push. We occasionally lock the steering wheels, particularly when going over metal plates covering holes in the floor which allows the machine to steer in a straight line. In other circumstances the steering is accurate."



The whole development uses the 'press fit' system which uses a battery or 110V powered hand-held press

The Bravi can easily travel through standard doorways



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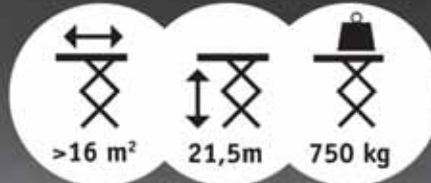
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The smaller and lighter Bravi has no trouble going moving around the site and in the lifts



The ability to drive through a standard height doorway without lowering the handrail is also a benefit. "We often have a problem with scissors on site because although they have a quick release pin system to collapse the handrails, these pins are often missing - taken by other operators who have lost the pins - and replaced by bolts. With the handrails up they are 50mm too high and with bolts fitted it is a time consuming hassle to fold the handrails," says Anderson. "Another downside is that they are too heavy to go in the permanent goods hoist and they have to be moved in the temporary hoist." The operators charge the machines overnight and this provides more than enough charge for the typical eight hour shifts. "If for some reason the battery fails, we realised that the machine can still be used vertically while being charged although it can't be driven."

Worth the £30 a week premium

"From a cost point of view the Bravi is probably £30 per week more expensive to hire than a push-around, however, with labour costs being our largest expenditure, the time saved with a self propelled machine is more than worth it," says Anderson.

"There is just no way that we could do the work in this building quickly and safely without a self propelled platform. No other equipment could get into position so easily and quickly. Several hire companies have asked why we wanted the Leonardo machines when we could have 19ft scissors for the same money. All I can say is that they don't go on sites and see the problems that exist for contractors such as us. We could not have done much of the work with a 19ft scissor - it is too big and too heavy. The way forward is the self propelled personnel lift and I couldn't recommend them more."

The Bravi can be transported in the back of a Transit van



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Who's the Boss?

With one of the strongest brand names in the industry, The Youngman Group - one of the world's top three producers of alloy scaffold towers as well as the UK's leading ladder manufacturer - is combating the current downturn in demand through product diversification. Mark Darwin went to the company's headquarters in Maldon, Essex to find out more. If you have been in the access industry for more than 10 years, you will probably automatically associate Youngman with SGB, it was after all the last company sold by SGB as it diversified away from manufacturing. The business was acquired in 2005 by a management buy in/buy out led by ex-Ruberoid Building Products managing director Paul Bentley and has been trading as The Youngman Group for nearly four years.

For the potential new management, Youngman ticked the right investment boxes - turnover greater than £20 million, cash generative and a very strong brand image. Four years on and the company is forging ahead with new products and building its new identity.



John Bungay (L) and Paul Bentley of the Youngman Group

Management is a mixture of old and new. Bentley and Chris Owen - formerly director of Pro-tec Windows UK - join 'Youngman veteran' and incumbent managing director John Bungay and financial director Jerry Stapleton. The mixed quartet offered a reduced risk to the new investors HSBC bank and Matrix Private Equity Partners and, many might say, the best of both worlds to develop a 'new' company.

The 'team' has been busy developing and widening the product portfolio aimed at increasing sales and its customer base - making use of its

£4 million investment in hi-tech, specialist aluminium production capabilities at its 12 acre Maldon site as well as forming partnerships around the world - a logical move particularly given the state of the markets over the past year or so. To give some idea of how the downturn has affected Youngman, 2007 revenues exceeded £48 million, while the last 12 months revenues have fallen by around 33 percent so, a great deal hinges on its new range of products.

"Youngman brand awareness is very strong and the company performed very well after the buy-out in 2005," says Bentley. "Our traditional products were the aluminium tower and ladders but we realised that we needed to make more use of the manufacturing expertise and produce a wider range of related products. For products we could not make cost effectively, we formed partnerships in China, Mexico, Indonesia, Eastern Europe and India - choosing companies for their manufacturing expertise and the quality of employees."

One of its latest, and first ever powered access product, is the BoSS X3, a push-around scissor lift. The 4.55 metre working height unit is manufactured in China by a company that already produces its own range of powered access products (but not push-arounds).

"Wherever the product is made, it is to our design, to our material specification and quality control is under our management," says Bungay. "The BoSS X3 is a new product for the Chinese company but with the home market for platforms not as developed as Western Europe, the potential for



Modular access system being used for aircraft maintenance

BoSS X3 push-around sales in China is still a long way off."

Products such as the BoSS X3 - and there have been a handful launched in the UK over the last year or two - have been driven by the rising cost

broadening its range away from ladders and towers. Products such as the BoSS X3 appeal to a different customer base which is now opening doors into areas previously out of our reach," says



The new vehicle access ladder provides safe access to most flatbed and curtain sided vehicles.



The X3 is the first of a range of powered access products from Youngman over the next few years.

of labour and the increasingly stringent working at height regulations. The UK market has grown considerably over the past three years and Youngman says, looks set to continue growing for some time to come.

"The Work at Height Regulations changed the low level access market for the better," adds Don Aers, Youngman technical design manager. "Europe and France in particular, made a huge effort to try and stop the use of ladders, forcing the use of podium type products instead. However, common sense has prevailed and, in the UK people are now using the most suitable item of equipment for the specific job. The HSE never banned ladders in the UK, but tried to promote using the right product for the job, and sometimes that is still the ubiquitous ladder. However these same regulations have helped generate increasing demand for low level powered access products such as the Boss X3."

"Youngman's portfolio of low-level access products is growing,

Bentley. "The product has only just been launched so the full impact on the company of this type of equipment won't be felt for a few years."

Although there are several 'similar' push around platforms in the market, Youngman had a definite strategy in mind from the initial idea at the beginning of 2007. "Throughout the one year period from concept to production we decided that we wanted to build a 'Formula 1' platform using the high level features of the larger, established machines in our micro powered unit," says Bungay. "It had to have all the safety features found on larger machines; be 'hire tough'; serviceable; maintainable and re-saleable; with a rental fleet life of between five to seven years."

"The price has to be competitive, of course, although users should look at the specification and build quality of the machine when evaluating whole life cost," he adds. "This push around machine is the start point for Youngman. Our vision over the next few years is to have a small range

of perhaps four or five powered access platforms aimed at target markets, unlike machines that are currently available. We don't want to build 'me too' products."

The 240kg capacity, BoSS X3 uses sturdy box-section scissor arms with bushed joints, a 565mm by 1,050mm platform with a platform height of 2.55 metres and heavy duty 12volt/100AH battery giving more than 350 full height lifts and descents carrying 80kg on a single charge. Key serviceable components - motor, pump and battery - are all housed in a pull-out drawer in the base.

Safety features include a pressure loss valve and platform overload valve, preventing the unit from operating above its maximum capacity and audible alarm when the platform is descending with descent cut-out/delay at 1.85 metres.

Its design means no additional stabilisers are necessary to meet the requirements of EN 280. A tilt switch activates the alarm and only allows descent if the chassis inclination exceeds 1.5 degrees. Total weight is 347kg and has a stowed height of 1.8 metres, including the guardrails.



The Transforma is a versatile, multi-mode professional trade ladder system.

The platform is already finding takers. London-based rental company, London Tower Services is the first company to take delivery. An initial order for four units were delivered in May with a further four scheduled for this month.

LTS director Paul Fairhall says the machine is perfect for use by plasterers, electricians and other 'second fix' tradesmen working in the commercial sector. Fairhall likes the build quality and integral pull-out component drawer which means that the machine can be

power-washed without the risk of damaging the electrics. Romford-based Broughton Plant Hire has also added the Boss X3 to its hire fleet.

Youngman is partnering with specialist access company APS to provide the back-up service for the BoSS X3 in the UK as well as selling the platform to its own customer base, whilst Youngman will sell to its own customers.

So what of the other new Youngman products? Well, all of these use the company's existing expertise and latest manufacturing facilities in aluminium. There is a new UK designed and built modular access system - a bespoke 'Meccano' type product which can be tailored for



The Telegard is a 3.6 to 4.4 metre high telescopic platform ladder.

almost any application; a vehicle access ladder; 'Telegard' - a 3.6-4.4 metre high telescopic platform ladder; Transforma - a versatile, multi-mode professional trade ladder system and the next generation BoSS Evolution aluminium access tower.

The company has also launched a new series of two chord unit beams up to 8.1 metres long which can be used by scaffolding contractors to provide larger clearance spans and support greater weights than standard products; temporary roof structures; mobile roofs; roof edge protection; cantilevers; loading galleries etc, the list goes on and on.

Modular access

The new modular access system was originally developed to meet a design brief from British Aerospace and first used by BAe maintenance crews on the RAF Hawk T2 jet trainer. The system uses specially designed, high-grade aluminium



C&a industrial access

The modular access system was originally developed for use by BAe maintenance crews on RAF Hawk T2 jet trainers.

alloy extrusions and multi-directional connectors joined together with high tensile steel T-bolts. A range of stair tread and decking options are available including both aluminium and GRP grids. Youngman's specifically developed CAD system configures a solution to meet the customers' specific requirements.

The catalogue of basic components can be assembled into almost any configuration including work platforms, walkways, bridging steps, platform stairs and variable inclination ladders. Youngman can also adapt the system to suit individual company applications and requirements allowing a bespoke solution to be created without the normal time and cost implications of a customised design.

The system is being targeted at safety-critical environments such as oil refineries, petrochemical and manufacturing plants, where safe access to plant and equipment is essential. It also sees potential in the aerospace sector for maintenance of military and civil fixed-wing aircraft and helicopters, and in the transport industry for the cleaning and maintenance of buses, trucks, trains and small marine vessels.

Evolving Boss

Latest development to the Youngman BoSS aluminium access tower system - BoSS Evolution - is the elimination of the T-joints to join the tube components. The very latest laser-cutting and robotic welding technology that has been installed into the Maldon manufacturing facility allows the thin wall tube to be cut and welded directly together. As well as giving clean tube-to-tube lines, the resulting frame is both stiffer and lighter.

Youngman is also entering the events sector with a new aluminium



The very latest, laser-cutting and robotic welding technology has been used to manufacture the BoSS Evolution tower system.



No T-joints are used in the BoSS Evolution system.

barrier system for front of stage and crowd control use and a modular, quick assembly stage deck and support system.

Youngman is facing up to the challenges of a recessionary market by increasing its rate of development of new products into its existing markets and developing new ranges for new markets. Hopefully in a few years time the company will be known as a powered access, events and industrial access solutions provider - as well as the leading supplier of non-mechanical access solutions.

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

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Be different - or die

In 1969, Sennebogen was the first company in world to launch a fully hydraulically operated, lattice boom crawler crane and yet today, is probably the most traditional crane manufacturer still producing in Europe. Mark Darwin talks to Erich Sennebogen Jnr, son of the founder and head of the Straubing-based family company.

Sennebogen was founded in Pilling, Bavaria in 1952 by a 21 year old Erich Sennebogen and for the first few years the company produced machines for the agricultural sector. The lack of construction equipment in Germany at that time, however, meant that it was not long before the company changed direction to concentrate on excavators and then lattice boomed cranes. Today the range has grown to include crawler lattice and telescopic cranes, truck cranes and since 1996, its Green Line excavator-type materials grab handlers, Multihandlers and special crawler bases.

Still 'proud to be a family company', Sennebogen is now run by Erich Sennebogen Junior and his brother Walter. "I lived next to the factory for 30 years so naturally the company is my life," says Sennebogen. "My background is mechanical engineering so I am responsible for the design of the equipment but also product development and sales. There is always a too much work to do, if I had the time I would like to visit more customers and see our machines in action."

Sennebogen has two sons aged 20 and 21, one interested in mechanical engineering the other business economics and both are interested in joining the company at some stage.

Built to order

Perhaps it is the wide product range with relatively low unit production runs, but Sennebogen is one of the few companies that is happy to produce 'customised machines' - and we are not just talking of re-routing an exhaust or adding on a few minor items.

"Our products use a modular design which allows a large degree of customisation," says Sennebogen. "About 30 percent of our products



Erich Sennebogen Jnr

are non-standard. It is our philosophy and a key feature of the company to give the customer exactly what he wants. Most other companies shy away from this because they concentrate on high numbers of standard products, but with the right attitude within the company and complete flexibility in the design, purchasing and production, we can provide additional benefits to customers' machines whether it is different power source or lengthening or shortening booms. Anything is possible, particularly as we know we have three production facilities in Bavaria."

Growth in material handling

The growth of the material handling side of the business over the last 13 years has been huge and now accounts for about 60 percent of the company's €310 million revenues. As Sennebogen points out, the market for the Green Line machines is much larger than for cranes and the company claims to have moved from a being minor player in 12th to 15th place, to being one of the top three producers in the niche material handling sectors in which it operates.

"Yellow was the standard construction colour, but as we were new to the sector we took the philosophy of 'be different or die' and colour was one way of differentiating our products. Now, any green machine in a materials handling operation is a Sennebogen." Latest in the Green Line range is the recently launched 310 Multihandler - a heavy duty telehandler come crane - big brother to the 305 launched three years ago. The new 20 tonne



Sennebogen Plant 2



1991: The telescopic wheeled 613



2009: The new 690 HD launched at Intermat



1969: The world's first hydraulic rope crawler crane

machine - which completed its trials in the UK - can be fitted with a five cubic metre bucket, and lift up to 10 tonnes at a 9.3 metre outreach. An elevating cab gives the operator an optimal view, for greater efficiency and safety when loading/unloading over obstacles than a fixed cab. It is a sturdy machine built for specific arduous and continuous duties.

Heavy Duty policy

Sennebogen says that all its products are heavy duty and built to last, none are over-complicated or over-engineered and all have the minimum of electronics making servicing and repair that much easier. "The best

compliment for one of our machines is that it we don't hear about it when it has been working five years," says Sennebogen. "We have cranes built in 1972 that are still working every day with no problems - not good for us - we know we will never make money out of spares - but great for the customer!"

The crane range currently runs from 30 to 200 tonnes, featuring engines up to 600kW, 30 tonne winches for single rope line pull and heavy-duty extendible undercarriages (all built by Sennebogen). Its latest crane, the 90 tonne 690 HD heavy duty crawler, unveiled at Intermat - fills

the gap in its range between the existing 80 and 100 tonne cranes. The unit is specifically aimed at tough applications such as foundation work, diaphragm walling, dragline, pile driving, demolition and grab work. The design takes into account the type of work the crane is aimed at and so has many HD features that are 'standard' such as a large capacity hydraulic system to cope with the power of the engines - either 291kW or 447kW - and to power external equipment such as a casing oscillator. Two winches are standard, as are additional pumps and a stronger slew drive system. The boom is a specially designed HD version and not modified from another model, it has synchronised 16 tonne and 20 tonne main winches and a 25 tonne single line pull winch, all multi-disc and oil immersed units.

Becoming global

In 2000, the company opened its first overseas sales and service operation, Sennebogen LLC, in Charlotte, USA and added Sennebogen Middle East in Dubai (UAE) a few years ago. It also has more than 70 sales and service partners around the world including UK distributor Hassell.

"We are now a global company with equipment working around the world and will soon open a new subsidiary in Asia," says Sennebogen. "With products working in extreme temperatures from the freezing Arctic, Siberia and Northern Canada to the heat of desert conditions, we modify the machines to cope with its environment, fitting pre-heating systems, special oils and greases for the low temperatures and equipment to keep oil temperatures at a healthy level thus avoiding leakages, failures and unreliability."

"I believe we are the last remaining traditional crane manufacturer in Europe," he adds. "Cranes have changed a lot over the years but the lattice boom crane, and particularly the HD machine, has a specific market and no other machine can go as deep or high, or has the radius with the tonnage. The market has shrunk over the past 30 years, but our total sales have increased 300 percent in just five years with crane sales more than doubling in that time."

Local content

Sennebogen is wary of the growing threat of manufacturers from countries such as China, particularly

in the crawler crane market. "Yes, we are worried slightly, but the Chinese manufacturers are not yet into the specialised market, they are building for numbers and cannot survive on producing 10 to 20 units. We have the total package - a strong design, good after sales support including spare parts and technical support."

"We know we need to work hard to compete better on price and try to do this through design. But to achieve the performance and reliability of our cranes we have to use high quality components around 80 percent of the content on the 690HD is sourced in Germany, 90 percent within Europe. We choose the best component for the job, not the cheapest because if there is a weak link, this will let you down. A cheap component will always be more expensive in the long term. Some of our material handling equipment is working 24 hours a day, seven days a week or 6,700 hours per year. Normal machines are not built to cope with this workload, but a Sennebogen machine is."

Talking with Erich Sennebogen, his passion for the company, knowledge of the product and commitment to its long-term future is immediately obvious. As he says 'you have to be different or die'. By being a traditional specialised company, with the flexibility to offer customisation, the company is certainly different.

Loves/Hates

Music: Jazz and Soul including Barry White and 70's and 80's disco

Sport: Riding mountain and road racing bikes

Gadgets: Not a big fan of computers or gadgets - used when necessary

Other: Loves gardening

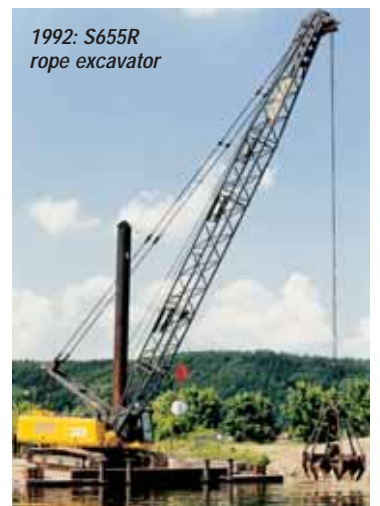
1966: Rope excavator S833 in a dragline bucket application



1989: S1240R rope excavator



2009: The recently launched 310 Multihandler



1992: S655R rope excavator

Sennebogen History

1952 Erich Sennebogen, aged 21, founds his own company making agricultural machinery in Pilling near Straubing.

1953 The first machines for agriculture are produced. The company has 13 members of staff.

1957 The first rope excavators for the building industry are developed and produced.

1959 The rapid growth of the company forces expansion. A new plant is opened in Straubing.

1962 Alongside the traditional mechanical rope excavators, Sennebogen develops its first hydraulic excavators (SH40, SH50, SH60).

1969 Sennebogen develops the world's first hydraulic rope crawler crane and produce a lattice boom truck crane.

1972 First Sennebogen hydraulic excavator.

1977 Introduces the 10 tonne TX10 wheeled industrial crane.

1978 The first telescopic crawler crane launched.

1979 Sennebogen introduces the telescopic truck crane.

1980 Sennebogen develops the hydraulically adjusting articulated boom. It also develops the EVS-3

cycle hydraulic system, setting new standards in speed and efficiency.

1984 Develops and produces its own special base carriers for use worldwide.

1991 Production begins at the modern, 160,000 sqm Wackersdorf site.

1993 Sennebogen develops telescopic boom cranes.

1998 The 200 tonne 6180 HD Starlifter is launched.

2000 An American sales and service operation is established in Charlotte, USA.

2001 Presentation of a new generation of HD cranes at Bauma. 70th birthday of company founder and owner Erich Sennebogen.

2003 Launch of the 305 Multihandler with elevating driver's cab - the first of its kind in the world.

2006 The Multicrane 608 with elevating cab is launched.

2007 Sennebogen Middle East, established in Dubai (UAE). Development and production of the Sennebogen material handling machines 880 EQ and 880 classic.

2008 Erection of the additional works two in the industrial park Straubing-Sand with a total area of 125,000 sq m and an investment of more than €30 million.

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Email : enquiries@falconcranes.co.uk
Web : www.falcon-crane-sales-hire-uk.com

AGS (head office)

24 rue du 35ème régiment d'aviation
69500 BRON - France
Tel: +33 (0)4 37 42 15 00
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UK & Ireland
2009



UK & Ireland dealer guide

Our UK & Ireland dealer guide continues to grow, this year rather than adding or refining the categories we have concentrated on the information within the current sectors, adding in several new products. The sole change to the categories is the addition of Heavy Lift cranes to cover the mega lifting machines that are becoming more widely used on large projects.



Heavy Lift Cranes/Equipment

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Mammoet	Netherlands	Mammoet UK Ltd	01642 366 150	Mammoet UK Ltd	0044 1642 366 150
ALE Engineering Ltd	UK	Abnormal Load	01889 272500	Abnormal Load	0044 1889 272500
Lampson	USA	Direct	001 509 586 0411	Direct	001 509 586 0411
Deep South	USA	No distribution	001 225 753 4371	No distribution	001 225 753 4371
Terex	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	0044 1280 818830

Mobile Cranes

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bendini	Italy	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Bencini	Italy	Not distributed	00378 0549/988111	Not distributed	00378 0549/988111
Broderson	USA	Cranes UK	0870 066 5466	Cranes UK	0044 870 066 5466
Demag	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
EuroRigo	Italy	Closing - no dealers consult Kato			
Franna	Australia	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Galizia	Italy	GGR-UNIC	01844 202071	GGR-UNIC	0044 1844 202071
Grove	Germany	Manitowoc UK	01280 818830	Manitowoc UK	0044 1280 818830
Imai	Italy	Jekko UK Ltd	01903 746134	Jekko UK Ltd	0044 1903 746134
Kato	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	0044 117 982 6661
Liebherr	Germany	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	0044 1767 602100
Lift Systems	USA	Seeking dealers		Seeking dealers	
Link-Belt	USA	NRC Plant Ltd	01375 361616	NRC Plant Ltd	0044 1375 361616
Locatelli	Italy	seeking	0039 035 4945066	seeking	0039 035 4945066
Luna	Spain	Not distributed	0034 974 211 020	Not distributed	
Manitex	USA	Seeking	001 5129423041	Seeking	001 5129423041
Marchetti	Italy	Direct	00390 523573711	Direct	0039 0 523573711
Ormig	Italy	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112
PPM	France	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Rigo	Italy	See Euro Rigo		See Euro Rigo	
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Spierings	Holland	Spierings Holland	0031-412626964	John Rome	0031-412626964
Tadano-Faun	Germany	Cranes UK	0870 066 5466	Cranes UK	0044 870 066 5466
Terex	Germany	Terex Demag UK	01844 203711	Terex Demag UK	00441844 203711
Valla	Italy	Valla UK	01482 351546	Valla UK	0044 1482 351546
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	0044 2881 659709
Zoomlion	China	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112

Crawler Cranes

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Demag	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Fushun	China	Crane Business	0031 168 381575	Crane Business	0031 168 381575
Hitachi-Sumitomo	Japan	NRC Plant Ltd	01375 361616	NRC Plant Ltd	0044 1375 361616
IHI	Japan	AGD Equipment	01789 292227	AGD	0044 1789 292227
Kobelco	Japan	Kobelco Cranes Europe	01473 716302	Kobelco Cranes Europe	0044 1473 716302
Liebherr	Germany	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	0044 1767 602100
Link-Belt	USA	NRC Plant Ltd	01375 361616	NRC Plant Ltd	0044 1375 361616
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	0044 117 982 6661
Mantis-Spandek	USA	Seeking Dealers	001 615 7944556	Seeking Dealers	001 615 7944556
Marchetti	Italy	Direct	0039 0523573711	Direct	0039 0523573711
Sany	China	Watson & Hillhouse	01473 748652	Direct	0086 731 84031888
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Terex	D//USA	Terex Demag UK	0208 2317400	Terex Demag UK	0044 208 2317400
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	0044 2881 659709
Zoomlion	China	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112

Tower Cranes

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Arcomet	Belgium	Arcomet Cranes	01322 303002	Arcomet Cranes	0044 1322 303002
Artic Cranes	Sweden	City Lifting	01708 805550	City Lifting	0044 1708 805550
Benazzato	Italy	Falcon Crane Hire	01362 821048	Quality Hire	01 4010111
Benazzato - S Erectors	Italy	Falcon Crane Hire	01362 821048	Dunham Cranes	0044 1706 828285
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	00441386 49155
Cinomatic	Italy	Seeking Dealers	0039 0341 281961	Seeking Dealers	0039 0341 281961
Clever Crane	Italy	Seeking Dealers	0039 345 6622690	Seeking Dealers	0039 345 6622690
Cobra	Switzerland	Not distributed	0041 266 751530	Not distributed	0041 266 751530
Comedil Top Slew	Italy	Select Plant Hire	01977 790111	Select Plant Hire	0044 1977 790111
Comedil S Erectors	Italy	Ladybird Crane Hire	01527 889889	Select Plant Hire	0044 1977 790111
Comansa	Spain	City Lifting	01708 805550	City Lifting	0044 1708 805550
FB Gru	Italy	Dunham Cranes	01706 828285	Dunham Cranes	0044 1706 828285
FM Gru	Italy	Mantis Cranes Ltd	0845 3098158	Mantis Cranes Ireland Ltd	00353 (0)74 9149981
Gelco	Italy	Seeking Dealers	0039 345 6622690	Seeking Dealers	0039 345 6622690
Jaso	Spain	Falcon Crane Hire	01362 821048	Casey Cranes	00353 454 85240
Jost	Germany	MTI-Lux SA	00352-267454-80	MTI-Lux SA	00352-267454-80
Kroll cranes	Denmark	Direct	0045 4818 7400	Direct	0045 4818 7400
Liebherr	Germany	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	0044 1767 602100
Linden Comansa	Spain	City Lifting	01708 805550	City Lifting	0044 1708 805550
Mantis	Ireland	Mantis Cranes Ltd	0845 3098158	Mantis Cranes Ireland Ltd	00353 749149981
Peiner	Germany	Select Plant Hire	01977 790111	Select Plant Hire	0044 1977 790111
Potain	France	Manitowoc Crane Group	01280 818830	Manitowoc Crane Group	0044 1280 818830
Potain	France	Arcomet Cranes	01322 303002	Arcomet Cranes	0044 1322 303002
Potain S-E	France	Arcomet Cranes	01322 303002	Arcomet Cranes	0044 1322 303002
Raymondi	Italy	Vanson Cranes	01476 861011	Vanson Cranes	0044 1476 861011
Spierings	Holland	Spierings Holland	0031-412626964	John Rome	0031 412626964
SAEZ	Spain	London Tower Crane	0208 3274060	London Tower Crane	0044 208 3274060
San Marco	Italy	Deici Ltd	028 3082 1230	Deici Ltd	0044 28 3082 1230
Terex Comedil	Italy	Ladybird Crane Hire	01527 889889	Select Plant Hire	0044 1977 790111
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	0044 1476 861011
Wolffkran	Germany	HTC	0049-713198150	HTC	0049 713198150
Zoomlion	China	Universal Cranes	01733 210561	Universal Cranes	0044 1733 210561
Yongmao	China	Jin Long Europe	01707 226 522	Jin Long Europe	0044 1707 226 522

Spider & Compact Cranes

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Benelli Gru	Italy	No Distribution	0039 0522 969756	No Distribution	0039 0522 969756
Galizia	Italy	UNIC Cranes Europe	01844 202071	UNIC Cranes Europe	0044 1844 202071
Italmecc	Italy	PowerLift UK Ltd	01480 407771	Powerlift UK Ltd	00441480 407771
Imai	Italy	Jekko UK Ltd	01903 746134	Jekko UK Ltd	0044 1903 746134
Jekko	Italy	Jekko UK Ltd	01903 746134	Jekko UK Ltd	0044 1903 746134
Kegiom	Italy	Seeking Dealers	0039 0143 822031	Seeking Dealers	0039 0143 822031
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	0044 117 982 6661
Palazzani	Italy	Tracked Access	0845 230 0903	Tracked Access	0044 845 230 0903
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	0044 1246 811475
Reedyk	Holland	Seeking Dealers	0031 186 572044	Seeking Dealers	0031 186 572044
Riebsamen	Germany	Not distributed	0049 7582 791	Not distributed	0049 7582 791
UNIC	Japan	UNIC Cranes Europe	01844 202071	UNIC Cranes Europe	0044 1844 202071
Valla	Italy	Valla UK	01482 351546	Valla UK	0044 1482 351546

Loaders Cranes

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Amco Veba	Italy	Tip N Lift	01473 747222	Tip N Lift	0044 1473 747222
Atlas Terex	Germany	Atlas Terex UK	0870 0556700	Atlas Terex UK	0044 870 0556700
Benelli Gru	Italy	no distribution	00390 0522969756	No Distribution	0039 0522969756
Copma	Italy	Seeking dealers	0039 0546 653 711	Seeking dealers	0039 0546 653 711
Cormach	Italy	Ernest Doe	01245 380311	Ernest Doe	0044 1245 380311
Effer	Italy	Effer UK	0845 8693031	Lambe Engineering	00353 57 9355736
Effer Marine	Italy	Preffered Ltd. (marine)	01634 297733	Preffered Ltd. (marine)	0044 1634 297733
Fassi	Italy	Fassi UK	01926 889779	Fassi UK	0044 1926 889779
Ferrari	Italy	Hyva UK	0161 776 6600	Hyva UK	0044 161 776 6600
Hiab	Sweden	Hiab UK	01691 623100	Cahir House Machinery	00353 052 41 300
HMF	Denmark	HMF UK Ltd	01733 558145	HMF UK	0044 1733 558145
Hyva	Holland	Hyva UK	0161 776 6600	Hyva UK	0044 161 776 6600
Kennis	Holland	Hyva UK	0161 776 6600	Hyva UK	0044 161 776 6600
Maxilift	Italy	Next Hydraulics	0039 0522 963008	Next Hydraulics	0039 0522 963008
MKG	Germany	Truck Hydraulic Services	01530 510101	MKG	0049 421 321406
Next Hydraulics	Italy	Direct	0039 0522 963008	Direct	0039 0522 963008
Palfinger	Austria	TH White	01380 722381	Palfinger Ireland	00353 579 352525
Palfinger	Austria	Outreach-Scotland	01324 889000	Palfinger Ireland	00353 579 352525
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	0044 1246 811475
Pesci	Italy	Approved Hydraulics	08447 707969	Lambe Engineering	00353 57 9355736
PM Group	Italy	PM UK	01604 750092	PM UK	0044 1604 750092
Tirre	Germany	Harsh UK	01759 372100	Harsh UK	0044 1759 372100

Self-Propelled Boom Lifts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Aichi	Japan	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Airo	Italy	No dealer	0039 0522977365	No dealer	0039 0522977365
ATN	France	Seeking dealers	0033 553 88 37 23	Seeking dealers	0033 553 88 37 23
Dinolift	Finland	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Giraf Track	Belgium	Testcentrum De Lille	0032 56 73 80 80	Testcentrum De Lille	0032 56 73 80 80
HAB	Germany	Not distributed		Not Distributed	
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
Hitachi	Japan	Hitachi Netherlands	Not distributed	Not Distributed	
Iteco	Italy	Russon Access Platforms	01562 886909	Russon Access Platforms	0044 1562 886909
JLG	USA-Belgium	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
JCHI	China	Seeking dealers	0086 10 61539210	Seeking dealers	0086 10 61539210
Kreitzler	Germany	No dealer	0049 2302 698418	No dealer	0049 2302 698418
Leguan	Finland	Avant Tecno	01953 714896	Avant Tecno	0044 1953 714896
Lehmann	Germany	Seeking dealers	0049 4884903131	Seeking dealers	0049 4884903131
Manitou	France	Manitou UK	01202 825331	Manitou UK	0044 1202 825331
Manitou	France	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Matilsa	Spain	Seeking dealers	0034 976 294547	Seeking dealers	0034 976 294547
MEC	USA	MEC Europe	01352 717880	MEC Europe	0044 1352 717880
Mecaplus	Spain	Seeking dealers	0034 974 43 51 26	Seeking dealers	0034 974 43 51 26
Nifty	UK	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Nostolift	Finland	AJ Access Ltd	01291 421155	Height for Hire	00353 1835 2835
Platform Basket	Italy	ProMax Access	01226 716657	ProMax Access	0044 1226 716657
Skyhigh	Belgium	Grant Plant	01724 878300	Grant Plant	0044 1724 878300
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	00441691 676235
Snorkel	USA	UPAS	01480 891251	UPAS	0044 1480 891251
Tadano	Japan	Direct	0049 9123 1850	Direct	0049 9123 1850
Toucan	France	JLG UK	0870 200 7700	JLG UK	0044870 200 7700
UpRight Powered Access	UK	UPAS	0845 0175500	UPAS	0845 0175500

Scissor Lifts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	0044 1442 874534
Aichi	Japan	Ranger Equipment	0870 2255554	Ranger Equipment	0044 870 2255554
Airo	Italy	No dealer	0039 0522977365	No dealer	0039 0522977365
Bravi	Italy	Bravi UK	0113 385 4488	Bravi UK	0044 113 3854488
Custom Equipment	USA	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Eazzilift	UK	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Eddielift	UK	Bravi UK	0113 385 4488	Bravi UK	0044 113 385 4488
Edmolift	UK	Edmolift	01440 730640	Edmolift	0044 1440 730640
Faraone	Italy	Kermco	01825 724489	Kermco	0044 1825 724489
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
HAB	Germany	Not distributed		Not Distributed	
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
Holland Lift	Holland	Russon Access Platforms	01562 886909	Russon Access Platforms	0044 1562 886909
Hybrid		See Custom Equipment			
Iteco	Italy	Russon Access Platforms	01562 886909	Russon Access Platforms	0044 1562 886909
JLG	USA-Belgium	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
JCHI	China	Seeking dealers	0086 1061539210	Seeking dealers	0086 1061539210
Kreitzler	Germany	No dealer	0049 2302 698418	No dealer	0049 2302 698418
Leguan	Finland	Avant Tecno	01953 714896	Avant Tecno	00441953 714896
Liftlux	Belgium	JLG UK	0870 2007700	JLG UK	0044 870 2007700
Manitou	France	Manitou UK	01202 825331	Manitou UK	0044 1202 825331
MEC	USA	MEC Europe	01352 717880	MEC Europe	0044 1352 717880
Omega	Holland	direct	0031 174 525990	Direct	0031 174 525990
Oxley Group	Italy	Seeking dealers	0039 171 857036	Seeking dealers	0039 171 857036
PB	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
PLE	USA	Planet Platforms	0800 0854161		
Pop-Up	China	Pop-Up Products	01244 833 933	Pop-Up Products	00441244 833 933
Power Tower	UK	Power Tower	0116 200 1757	Power Tower	0044 116 200 1757
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	00441691 676235
Snorkel	USA	UPAS	01480 89 1251	UPAS	0044 1480 891 251
Tadano	Germany	Direct	0049 9123 1850	Direct	0049 9123 1850
UpRight Powered Access	UK	UPAS	0845 0175500	UPAS	0845 0175500
Youngman	China	Youngman/APS	01621 745900	APS	0044 1480 891 25

Trailer Lifts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bil-Jax	USA	Promax Access	01226 716657	Promax Access	0044 1226 716657
Böcker	Germany	Power Lifting Services	020 7038 3881	Power Lifting Services	0044 20 7038 3881
Custers	Holland	No dealer	0031 478 553000	No dealer	0031 478 553000
Denka	Denmark	Baker Access	01993 844938	Direct	0045 66131100
Dinolift	Finland	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Emminghaus	Germany	Not distributed	0049 52 6464640	Not Distributed	0049 52 6464640
Falck Schmidt	Denmark	Baker Access	01993 844938	Baker Access	0044 1993 844938
Genie	Genie Europe	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
JLG	USA-Belgium	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
Klaas	Germany	Oktopus	01527 570111	D-Crane	00353 868 362 220
Matilsa	Spain	seeking dealers	0034 976 294547	seeking dealers	0034 976 294547
Nifty	UK	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Omme	Denmark	APS	0845 0175500	APS	0845 0175500
Paus	Germany	GGR Unic	01844 202071	GGR Unic	0044 1844 202071
PLE	USA	Planet Platforms	0800 0854161	Planet Platforms	0044800 0854161
Skyhigh	Belgium	Grant Plant	01724 878300	Grant Plant	0044 1724 878300
Snorkel	USA	UPAS	01480 891251	UPAS	0044 1480 891251
Teupen	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Thomas	Belgium	Not distributed		Not distributed	
UpRight Powered Access	UK-Tanfield	UPAS	0845 0175500	Purcell Plant	00353 45 487927
Worldlift	Denmark	Baker Access	01993 844938	Baker Access	0044 1993 844938
Worldlift	Denmark	Urban Access	01202 894455	Urban Access	0044 1202 894455

Push Around Lifts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bil-Jax	USA	Promax Access	01226 716657	Promax Access	0044 1226 716657
Böcker	Germany	Industrate	0161 775 8921		0049 2389 79 83528
Eazzilift	UK	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Eddielift	Italy	Bravi UK	0113 385 4488	Bravi UK	0044 113 385 4488
Edmolift	UK	Edmolift	01440 730640	Edmolift	0044 1440 730640
Faraone	Italy	Kermco	01825 724489	Kermco	00441825 724489
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
JLG	USA-France	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
Kuli/Kempkes	Germany	seeking dealers	0049 2191 434 0	seeking dealers	0049 2191 434 0
Pop-Up	China	Pop-Up Products	01244 833933	Pop-Up Products	0044 1244 833933
Power Tower	UK	Power Tower	0116 200 1757	Power Tower	0044 116 200 1757
UpRight Powered Access	UK	UPAS	0845 0175500	UPAS	0845 0175500
Youngman	China	Youngman/APS	01621 745900	Youngman/APS	0044 1621 745900

Spider Lifts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Benelli gru	Italy	no distribution	00390 522969756	No Distribution	00390 522969756
Bluelift	Italy	Bravi UK	0113 385 4488	Bravi UK	0044 113 385 4488
Cela	Italy	Promax	01226 716657	Promax	00441226 716657
CTE	Italy	CTE UK Ltd	01924 268103	CTE UK Ltd	0044 1924 268103
Dinolift	Finland	Ranger Equipment	0870 2255554	Ranger Equipment	0044 870 2255554
Easy lift	Italy	PowerLift UK Ltd	01480 407771	Powerlift UK Ltd	00441480 407771
Falck Schmidt	Denmark	Baker Access	01993 844938	Baker Access	0044 1993 844938
Hinowa	Italy	APS	01480 891 251	APS	0044 1480 891251
Imai	Italy	direct	0039 0438 430171	direct	0039 0438 430171
Imer	Italy	Imer Direct UK	0121 522 5930	Imer Direct UK	0044 121 522 5930
Italmecc	Italy	Powerlift UK Ltd	01480 407771	Powerlift UK Ltd	00441480 407771
Leader	Italy	Powerlift UK Ltd	01480 407771	seeking dealers	0039 0522 619270
Leguan	Finland	APS	01480 891 251	APS	0044 1480 891 251
Lionlift	Italy	IJ Access	01788 510747	IJ Access	0044 1788 510747
MZ Imer	Italy	No dealer	0034 976 57 11 59	No dealer	0034 976 57 11 59
Nifty	Niftylift Ltd	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Oil&Steel	Italy	Oil&Steel UK Ltd	01604 750092	Oil&Steel UK Ltd	0044 1604 750092
Omme	Denmark	APS	01480 891 251	APS	0044 1480 891 251
Palazzani	Italy	PASS - Tracked Access	0845 230 0903	PASS - Tracked Access	0044845 230 0903
Platform Basket	Italy	ProMax Access	01226 716657	ProMax Access	0044 1226 716657
RAM	Italy	Gardner Denver	01274 683131	Gardner Denver	00441274 683131
Socage	Italy	Kalmar	02476 834500	Kalmar	0044 2476 834500
SUP Elefant	Italy	Baker Access	01993 844938	Baker Access	0044 1993 844938
Teupen	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Worldlift	Denmark	Baker Access	01993 844938	Baker Access	0044 1993 844938
Worldlift	Denmark	Urban Access	01202 894455	Urban Access	0044 1202 894455

Vehicle Mounted Lifts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	0044 1442 874534
Ascendant	UK	Ascendant Access	07876 0637968	Ascendant Access	0044 78760637968
Altec	USA	Kalmar	024 7683 4500	Kalmar	0044 24 7683 4500
Barin	Italy	Baker Access	01993 844938	Baker Access	0044 1993 844938
Benelli gru	Italy	no distribution	00390 522969756	No Distribution	00390 522969756
Bison-Palfinger	Germany	Skyking	08707 475969		
Bison-Palfinger	Germany	TH White	01380 722381	Palfinger Ireland	00353 579 352525
Bison-Palfinger	Germany	Outreach Scotland	01324 889000		
Bizzocchi	Italy	CTE UK Ltd	01924 268103	CTE UK Ltd	0044 1924 268103
Böcker	Germany	Power Lifting Services	020 7038 3881	Power Lifting Services	0044 20 7038 3881
Bronto	Finland	Direct	00358 20 7927 111	Direct	00358 20 7927 111
Bronto Fire Platforms	Finland	Angloco	01924 441212	Angloco	0044 1924 441212
CMC	Italy	Baker Access	01993 844938	Baker Access	0044 1993 844938
CTE	Italy	CTE UK Ltd	01924 268103	CTE UK Ltd	0044 1924 268103
Esda	Germany	wanted	0049 55138590	wanted	0049 55138590
Gardner Denver	UK	Gardner Denver UK	01274 683131	Gardner Denver UK	00441274 683131
Gardner Denver	UK	Outreach Scotland	01324 889000		
GSR	Italy	Skyking	08707 475969	Skyking	0044 8707 475969
Hinowa	Italy	APS	01480 891 251	APS	0044 1480 891251
Isoli	Italy	ProMax Access	01226 716657	Manlift Cork	0039 0499 438611
Lionlift	Italy	IJ Access	01788 510747	IJ Access	0044 1788 510747
Moog	Germany	direct	0049 755593327	direct	0049 755593327
Multitel-Pagliero	Italy	Access Industries	01442 874534	Access Industries	0044 1442 874534
Nifty	Niftylift Ltd	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Nostolift	Finland	Not distributed		Not Distributed	
Oil&Steel	Italy	Oil&Steel UK Ltd	01604 750092	Oil&Steel UK Ltd	0044 1604 750092
Pagliero	Italy	Access Industries	01442 874534	Access Industries	0044 1442 874534
Palfinger Platforms	Germany	Skyking	08707 475969	Skyking	0044 8707 475969
PowerLift	UK	Powerlift UK Ltd	01480 407771	Powerlift UK Ltd	00441480 407771
Powered Access	UK	See Gardner Denver	01274 683131	See Gardner Denver	0044 1274 683131
Priestman	UK	See Gardner Denver	01274 683131	See Gardner Denver	0044 1274 683131
RAM	Italy	Gardner Denver	01274 683131	Gardner Denver	0044 1274 683131
Ruthmann	Germany	ASI	0871 8714284	ASI	0871 8714284
Skyking	UK	Skyking	08707 475969	Skyking	0044 8707 475969
Socage	Italy	Kalmar	024 7683 4500	Kalmar	0044 24 7683 4500
SUP Elefant	Italy	Baker Access	01993 844938	Baker Access	0044 1993 844938
Tecchio	Italy	Wanted	0039 0429 90648	Mr Pietro Tecchio	0039 0429 90648
Terex Utilities	USA	Cumberland Industries	01604 750092	Cumberland Industries	0044 1604 750092
Teupen	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044 870 2255554
Versalift	UK	Versalift UK	01536 721010	Versalift UK	0044 1536 721010
Wumag-Palfinger	Germany	Skyking	08707 475969	Skyking	0044 8707 475969

GGR
GALIZIA

NEW
LIFTING SOLUTION

PICK & CARRY CRANES

No Outriggers • Highly Manoeuvrable • 2t to 15t Lifting Capacity

NEW
The Electric Powered
G20

Capacity	2.0t x 0.5m
Max working radius	3.5m
Max lifting height	5.3m
Weight	2,000kg

Standard Equipment

Digital safe load indicator, audio-visual overload alarm, reversing alarm, overload warning lamps, work lamp

Optional Equipment

Low marking tyres, full winch system, cable remote control, electromagnetic front brakes



The GGR Galizia range of Pick & Carry cranes, are the latest lifting solution from GGR UNIC.

The new range comes with lifting capacities ranging from 2t to 25t and a maximum working height of 15 metres. The GGR Galizia cranes do not require outriggers, allowing you to pick, carry and place heavy items.

Ideal for use in: workshops, aircraft hangars, marinas, factories, and general industrial lifting environments.

For more information about GGR Galizia Pick & Carry Cranes, please phone +44 (0)161 683 2580, visit the GGR Galizia website www.ggrgalizia.co.uk or alternatively, email the GGR Galizia sales office: info@ggrgalizia.co.uk

Trailer / Aluminium Cranes

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Böcker	Germany	Power Lifting Services	020 7038 3881	Power Lifting Services	0044 20 7038 3881
Emminghaus	Germany	Not Distributed			
Klaas	Germany	Oktopus	01527 570111	D-Crane	00353 868 362 220
Paus	Germany	GGR-UNIC	01844 202071	GGR-UNIC	0044 1844 202071

Mast Climbers & Hoists

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Ahler	Spain	BFT Mastclimbers	01525 853 575	BFT Mastclimbers	0044 1525 853 575
Alba	Spain	Seeking dealers	0034 944 711 600	Seeking dealers	0034 944 711 600
Alimak	Sweden	Alimak-Hek UK	01933 354700	Alimak-Hek UK	0044 1933 354700
AS Climber	Spain	Direct	0034 918 414 162	Direct	0034 918 414 162
Böcker	Germany	Industrate	0161 775 8921	Pfaff-silberblau Ltd.	0044 151 6090099
Camac	Spain	Direct	0034 93 777 1050	Direct	0034 93 777 1050
Electroelsa	Italy	Direct	0039 0577 913401	Direct	0039 0577 913401
Euroscalf	Italy	Direct	0039 0423 746732-746077	Direct	0039 0423 746732-746077
Encomat	Spain	Not Distributed	0049 1727139541	Not Distributed	0049 1727139541
Fixator	France	Not Distributed	0033 241 31 17 00	Not Distributed	0033 241 31 17 00
Fraco	Canada	Fraco UK	0208 979 0930	Fraco UK	0044 208 979 0930
Geda	Germany	Haki Ltd	01827 282525	Haki Ltd	0044 1827 282525
Goian	Spain	Seeking dealers	0034 943 804 005	Seeking dealers	0034 943 804 005
Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	0044 1827 25 90 00
Hek	Holland	Alimak-Hek UK	01933 354700	Alimak-Hek UK	0044 1933 354700
Hydro Mobile	Canada	Seeking dealers	001 450 589 8100	Seeking dealers	001 450 589 8100
Maber	Italy	Imer Direct UK	0121 522 5930	Maber	0039 0444 660871
MP-Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	0044 1827 25 90 00
Piat	Italy	Direct	0039 041 927824	Direct	0039 041 927824
Rovers	Italy	Seeking dealers	0039 089 7724134	Seeking dealers	0039 089 7724134
Safi	Italy	Insa International	0039 423 639 321	Insa International	0039 423 639 321
Scanclimber	Finland	Scanclimber (UK) Ltd	01505 702600	Scanclimber (UK) Ltd	0044 1505 702600
Steinweg	Germany	Industrate	0161 7758921	Industrate	0049 2389 798-0
SMEA.N.	Italy	Seeking dealers	0039 081281030-283030	Seeking dealers	0039 081281030-283030
Stros	Slovakia	Not Distributed	00420 318 842 408	Not Distributed	00420 318 842 408

Telehandlers

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Ausa	Spain	Ausa UK	01706 649691	Ausa UK	0044 1706 649691
Bobcat	France	Bobcat UK	020 8723 0161	Pat O'Donnell	00353 1 6161000
Case	Italy	Case Construction	01302 802802	Case Construction	0044 1302 802802
Caterpillar	UK	Finning UK	01543 461461	McCormick Macnaughton	00353 1 464 3500
Claas	Germany	Claas UK	01284 763100	Harvest Machinery	00353 41 9836522
Deutz	Belgium	Same Deutz-Fahr UK	01788 891892	Buckley Agri Ltd	00353 68 21757
Dieci	Italy	Dieci Ltd	028 3082 1230	Dieci Ltd	028 3082 1230
Faresin	Italy	seeking dealers	0039 0445 343511	seeking dealers	0039 0445 343511
Genie	Italy	Genie Europe	01476 584333	Genie Europe	01476 584333
Giraf Track	Belgium	Testcentrum De Lille	0032 56 73 80 80	Testcentrum De Lille	0032 56 73 80 80
Gradall	USA	JLG UK Ltd	0870 200 7700	JLG UK	0044870 200 7700
Haulotte	Spain	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
Imer	Italy	Imer Direct UK	0121 522 5930	Imer Direct UK	0044 121 522 5930
JCB	UK	JCB Ltd	01889 590312		0044 1889 590312
JLG	Belgium	JLG UK Ltd	0870 200 7700	JLG UK	0044 870 200 7700
Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	00353 45 487927
Landini	Italy	Agriargo UK LIMITED	01302 757550	D&S Machinery	00353 1 4507377
Liebherr	Austria	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	00441767 602100
Lionlift	Italy	IJ Access	01788 510747	IJ Access	00441788 510747
Lull	USA	JLG UK Ltd	0870 200 7700	JLG UK	0044 870 200 7700
Manitou	France	Manitou UK	01202 825331	Manitou UK	0044 1202 825331
Merlo	Italy	Merlo UK Ltd	01425 480806	Merlo UK Ltd	0044 1425 480806
MEC	USA	MEC Europe	01352 717880	MEC Europe	01352 717880
MZ Imer	Italy	No dealer	0034 976 57 11 59	No dealer	0034 976 57 11 59
Neuson Kramer	Germany	seeking dealers	0049 75518020	Purcell Plant	00353 45 487927
New Holland	Italy	New Holland Construction	01268 292423	New Holland Construction	0044 1268 292423
Pettibone	USA	Pettibone UK	001 262 33 9093	Pettibone UK	001 262 33 9093
Saez	Spain	Not distributed	0034 968606600	Not distributed	
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Skytrak	USA	JLG UK Ltd	0870 2007700	JLG UK	0044870 2007700
Terex	Italy	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
VHS Manirail	Holland	direct	00 31497 331033	direct	00 31497 331033

Alloy Towers

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Advance	Australia/China				
Aliscaff	UK	Aliscaff Ltd	01279 406270	Aliscaff Ltd	0044 1279 406270
Alto	UK	Alto Tower Systems Ltd	01527 596644	Carey Lifting Gear	00353 1 4567763
Altrex	UK	seeking dealers	0031 38455 7733	seeking dealers	0031 38455 7733
Euro Tower	UK	Euro Tower Ltd	01604 644774	Euro Tower Ltd	0044 1604 644774
Faraone	Italy	Kermco	01825 724489	Kermco	0044 1825 724489
Frigerio	Italy	seeking dealers	0039 035525115	seeking dealers	0039 035525115
Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	0044 1827 25 90 00
Instant UpRight	Ireland-Northern	Planet Platforms	0800 0854161	Ridgeway Plant	02890 454599
Instant UpRight	Ireland-Republic			Fast Scaffolds	00353 1 830 8133
Layher	Germany	Layher Ltd	01462 475100	Layher Ltd	00441462 475100
Monkey Tower	UK	Monkey Tower	01277 356172	Monkey Tower	0044 1277 356172
Eiger Tower	UK	NSG	01244 833100	NSG	00441244 833100
Pop-Up	UK	Pop-Up Products	01244 833933	Pop-Up Products	00441244 833933
Pyrascaf	UK	Pyrascaf	07818 558379	Pyrascaf	00353 1830 7328
Svelt	Italy	wanted	0039 035 681 663	wanted	0039 035 681 663
Turner Access	UK	Turner Access	0141 309 5555	Turner Access	0044141 309 5555
Youngman	UK	Youngman	01621 745900	Youngman	0044 1621 745900
Zarges	Germany	Zarges UK Ltd	01908 641118	Zarges UK Ltd	0044 1908 641118
Zip-Up	Ireland	Planet Platforms	0800 0854161	Ridgeway Plant Fast Scaffolds	02890 454599 00353 1 830 8133

Transport Trailers

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Broshuis	Holland	Broshuis Trailers UK	01858 432502	Broshuis Trailers UK	0044 1858 432502
King	UK	King Trailer	01858 467361	King Trailer	0044 1858 467361
Goldhofer	Germany	Andover Trailers	01264 358944	Andover Trailers	0044 1264 358944
Nicolas	France	Allen Monroe Commercials	01704 897003	Allen Monroe Commercials	0044 1704 897003
Nooteboom	Holland	HSE	01536 204233	HSE	0044 1536 204233
Faymonville	Belgium	Trafco Ltd	01536 206915	Ashbourne Truck Centre	00353 1 83 50 573
Schuler & Schlömmner	Switzerland	Seeking dealers	0041 41 850 7744	Seeking dealers	0041 41 850 7744
Tinsley	UK	Tinsley	01642 784 279	Tinsley	0044 1642 784 279

Lifting Gear

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Al-Vac		Al-Vac UK Ltd	0870 2418772	Al-Vac UK Ltd	0044870 2418772
Baltrotors		Approved Hydraulics	0161 273 1999		0044161 273 1999
Bakker Hydraulic		Approved Hydraulics	0161 273 1999		0044161 273 1999
Conquip		Conquip	01420 592 900	Conquip	0044 1420 592900
Enerpac		Enerpac Ltd	01527 598 900	Enerpac Ltd	00441 527 598 900
HydrospeX		direct	0031 742422045		0031 742422045
LGH		LGH Megalift	01942 898068	LGH Megalift	00441942 898068
Lift systems		Claxton Int'l	01244 661000	Claxton Int'l	0041244 661000
Modulift		Modulift UK	01202 621511		0044 1202 621511
Probst		Probst UK	01939 235325	Probst UK	00441939 235325
Scanlift		Scanlift Ltd	01206 396111	Scanlift Ltd	00441206 396111
Sumner Lift		Sumner UK	01905 458333	Sumner UK	0044 1905 458333

Components, Accessories & Parts

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
3B6		3B6 UK	01482 227333	3B6 UK	00441482 227333
Access Parts		Access Parts	01743 821530		0044 1743 821530
AGS		Wanted	0033 32848 2642	Wanted	0033 32848 2642
Autec		Wanted	00390 444901000	Wanted	00390 444901000
Ascotel		Direct	0033 474576263	Direct	0033 474576263
Boscaro		Wanted	00390 444866520	Wanted	00390 444866520
BPE		Wanted	00390 522662357	Wanted	00390 522662357
Braden Winch		Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
Butti Lifting Equipment		Dunham Cranes	01706 828285	Dunham Cranes	0044 1706 828285
Casar			00 49 68418091350	Wire Ropes Limited	0404 67375
Cavotec		Cavotec UK	01778 346769	Cavotec UK	00441778 346769
Conquip		Conquip	01420 592 900	Conquip	0044 1420 592900
Crosby		Crosby UK	01226 290516	Crosby UK	00441226 290516
Crown Batteries		Shield Batteries	01279 652067	Shield Batteries	01279 652067
Dakota Shine		Future Products Ltd	01935 863377	Future Products	00441935 863377
Davis		Davis	0871 200 3370		0044 117 986 9405
Deutz		Deutz UK Ltd	020 8781 7246		
Dyno		Dyno Belgium	00 3256617977	Dyno Belgium	00 3256617977
Dynamic Oil		direct	003905981 2611	Direct	003905981 2611
Eco Outrigger Pads		PLC Sales	01449 674154	PLC Sales	00441449 674154
EPW Europe		EPW Europe			
Gearmatic		Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
G. Fluid		Seeking	00390 59828543	Mr Mauro Guglielmi	00390 59828543
Hatz		Hatz GB Ltd	01455 622100		
HBC Radiomatic		Crane Care Ltd	0121 333 39 95	Crane Care Ltd	0121 333 39 95
Hetronic		HO Joysticks Ltd	01733 311997	JMG Systems Ltd.	0044 2882244-31
Hirschmann		PAT Kruger BV	31 7364433-66	PAT Kruger BV	31 7364433-66
IGUS		IGUS UK Ltd	01604 490000	IGUS UK Ltd	00441604 490000
Ikusi		No distribution		no distribution	
Imet		Simal Ltd	01663 732496	Simal Ltd	00441663 732496
Imo		Direct	0049919350818-0	Direct	0049919350818-0
Kingfisher Access		Kingfisher Access	0870 350 3601	Kingfisher Access	0044 870 350 3601
Knott		Knott Ltd	01283 531541	Knott Ltd	00441283 531541
Kubota		Kubota UK	01844 268151	Kubota UK	00441844 268151
Loadlift		Loadlift Ltd	01225 671187	Loadlift Ltd	00441225 671187
Lombardini		Lombardini UK Ltd	01865 793299	Lombardini UK Ltd	00441865 793299
Moba		Direct	0049-643195770	Direct	0049-643195770
Nylacast		Nylacast Ltd	0116 2768558	Nylacast Ltd	0044116 2768558
Optima Batteries		Four Leaf batteries	01953 881330		
Orlaco		Cranesafe Ltd	01483 894 136	Cranesafe Ltd	0044 1483894136
PAT		PAT Kruger BV	0031 7364433-66	PAT Kruger BV	0031 7364433-66
Penny & Giles		Penny & Giles Ltd	01495 202000	Penny & Giles Ltd	00441495 202000
Rösler		Seeking	0049 421 8022700	Seeking	0049 421 8022700
Rugged Solutions		Rugged Solutions Ltd	0208 2625595	Rugged Solutions	0044208 2625595
Sarum Mats		Sarum Hardwood	01264 811005	Sarum Hardwood	00441264 811005
Scanreco		Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
Secatol Skips		Whitney Engineering	01785 282811		
Sevcon		Sevcon UK	0191 497 9000	Sevcon UK	0044191 497 9000
Smie		Cranesafe Ltd	01483 894 136	Cranesafe Ltd	0044 1483894136
Span Set		Span Set Ltd	01606 737494	Span Set Ltd	00441606 737494
Teccis		Direct	0049695 8060	Direct	0049695 8060
Tele radio		Tele Radio UK Ltd	01663 732200	Tele Radio UK Ltd	00441663 732200
Thermoil		Thermoil Europe	07966 405229	Thermoil Europe	00447966 405229
Trojan Batteries		Union Power Systems	01536 408901	Energy	00441536 408901
US Batteries		Manbat	01743 460790	Manbat	00441743 460790
Welex UK		Welex Rental	01785 713675	Welex Rental	0044 1785 713675

Discontinued Brands

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
ABM		Haulotte UK	01952 292753	Haulotte UK	01952 292753
Aerial		Tanfield	0191 4871311	Tanfield	0044191 4871311
Condor		Versalift UK	0153-6721010	Versalift UK	0044 153-6721010
Coles	Absorbed by Grove	Manitowoc UK		Manitowoc UK	00441895 430053
Delta	Now JLG	JLG UK	0870 2007700	JLG UK	0044870 2007700
Economy		Snorkel	01480 891251	APS	0044 1480 891251
Iron Fairy		Jones Cranes Ltd	01273 494020	Jones Cranes	0044 1273 494020
Jones		Jones Cranes Ltd	01273 494020	Jones Cranes	0044 1273 494020
John Deere telehandlers		John Deere UK	01949 860491	John Deere UK/Ireland	00441949 860491
Kesla		AJ Access Ltd	01291 423930	Height for Hire	01835 2835
Linden-Alimak		Linden-Comansa	01708 805550	City Lifting	00441708 805550
Grove Manlift		JLG UK	0870 2007700	JLG UK	0044870 2007700
Pinguely		Haulotte Group	01952 292753	Haulotte UK	01952 292753
Simon		Genie Europe	0147-65843350	Genie UK	0147-65843350

Compact Size, Powerful Performance

The new ultra-compact **JLG® Model 1230ES**, a self-propelled mast lift that weighs only 790 kg and provides up to 5.7 m working height. The 1230ES features the same energy saving 'direct electric' drive system, found on the popular JLG ES Series scissor lifts. This system provides up to three times the number of duty cycles compared to other models in its class. Comfortable to operate with fully proportional control for drive and lift, it also features a new hydraulic system that provides elevation to full height in only 12 seconds.

With its reduced weight, superb manoeuvrability, and compact dimensions - 0.76 m wide and stowed height of 1.66 m – the Model 1230ES provides a cost effective solution for use in confined or weight-restricted areas so you can go to work on raised floors, in high-rise buildings and in multi-storey warehouses. It is also light and compact enough to be transported in most construction or industrial elevators and it can be lifted by crane to elevated work areas.

In your efficiency-driven work environment – let the JLG Model 1230ES give you the Power to do More.

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your
operation time
HERE**

**WITH
fast elevation
TO FULL HEIGHT**

**AND MORE
lightweight
manoeuvrability
HERE**



JLG®

Third time lucky



After two wet and windy Vertikal Days, this year's event at Haydock Park - situated mid-way between Liverpool and Manchester - attracted record numbers of visitors and two gloriously sunny days. Almost 1,100 lifting professionals attended the growing event, up by 11 percent over last year. With 3-400 visitors attending on both days, this takes the total number of visits as measured by most exhibitions to 1,400 with the vast majority being rental companies or major end users.

Now in its third year, the event's relaxed format and atmosphere are helping make it THE UK lifting event. Around 70 access manufacturers, 40 crane and telehandler producers and more than 20 related companies were represented. and while the current economic climate may have put a damper on the number of orders being handed out, there were some notable deals made or confirmed, while other discussions focused around new products and plans for later in the year or 2010.

For the visitor there was plenty to see, with almost every stand showing a new product or service and many making their UK debut. Because of the extensive preview in last month's issue of Cranes&Access, this review concentrates on the very latest products, news and deals. More information can be seen on our website (www.vertikal.net) including a large selection of show photographs.

Mecaplus

In its first outing in the UK, specialist Spanish access manufacturer Mecaplus showed its two, 12 metre working height, self-levelling



The 12 metre working height Mecaplus ME12SL is specifically aimed at the arborist sector being fitted with a compressor to power air tools in the basket.

platforms specifically designed and built for the arborist sector. As well as being able to level 30 percent side to side and 16 percent longitudinally, they are equipped with a powerful air compressor, feeding three take-off points in the basket to operate air tools such as pruners and chain saws. The platforms are designed for one or two people, with working speed helped by the use of foot controls. To protect against falling cut branches, the body of the platform is made from 3mm thick steel and all hoses and electrical cables are

fully protected resulting in a very clean-looking machine. Two wheel drive is standard but 4WD is an option as are tracks.

According to Mecaplus' Alberto Bayona Gomez, the platforms can speed up tree pruning work by as much as 300 percent, and the units can be registered for road use. The company currently sells between 25 and 30 platforms a year in Spain but is looking to begin exporting as well as modifying the products for general applications.

An impressive row of trailers and cranes from Tinsley, Liebherr and Tadano Faun



This 32 metre Bizzocchi KJF 320 was seen on the CTE stand



Altec's new AT130F van mount



Martin and Brendan Ainscough paid a short visit to the show, seen here on the Liebherr stand with a poster of the first Cranes & Access cover



Jekko

Italian tracked mini crane manufacturer Jekko used Vertikal Days to show off its largest machine to date, the new four tonne capacity SPX1040. Described as a 'Unic 706 without the maximum lift capacity' the machine is available in two distinct versions - the 1040.IS with a 14.5 metre four section boom and 4.8 metre swing-away with 2.7 metre stinger extension and the IIA with an 11.2 metre long, three section boom and extendible track width, which improves its maximum pick and carry capacity from a one tonne maximum to 2.4 tonnes. Two track widths - 1.45 and 2.05 metres - are available both giving the same lifting charts, but the wider allowing the load to be slewed. The most significant new feature is the stability control which provides the operator - who inputs the configuration - with a graphic display of the working area through automatic monitoring of the outriggers. Transport dimensions of the 1040.IS are 1.4 metres wide, 5.3 metres long and just under two metres high with the 1040.IIA slightly larger.

Jekko SPX 1040 has a 4 tonne lifting capacity



Australian Crane and Machinery

Easily travelling further than anyone else to exhibit was Australian Crane & Machinery from Melbourne, Australia. The company is the Kobelco crawler crane distributor for Australia, New Zealand and the Eastern Pacific, as well as being an XCMG truck crane dealers since early 2005. However its focus was on its truck mounted platforms and pick and carry crane, hoping to break into new markets including the UK, Ireland, mainland Europe and South Africa.

With about 380 units sold in Australia last year, the pick and carry crane is a popular product, so Australian Crane's ARC 20 - launched last September - has a good market to go at. The unit is a 20 tonne capacity, articulated crane with a four section, 12.9 metre long boom that can be extended to 16.8 metres by adding a manual section. Most of the unit is built by XCMG in China from a design by Australian Crane. The unit, which weighs 20 tonnes with fly jib has a maximum road speed of 78 km per hour, gradeability of 50 percent, while measuring 2.5 metre width by 9.15 metres long with an overall height of just over three metres. While not a typical UK product, it did generate some interest.

The company was also a Tadano aerial lift distributor and since Tadano ceased its platform exports, has developed its own versions of Tadano's products. The ACM280 is a 30 metre working height, 250kg capacity platform mounted on a 12 tonne GVW truck. Based on the Tadano 26 metre machine, the ACM 280 is said to be 'an improved version' with a modified boom. The ACM200 SP Super Platform is a 20 metre working height, 10 metre outreach truck mounted lift on a 12 tonne GVW chassis with a large - 3.8 metre long, 1.9 metre wide platform with 350 degrees rotation 1,000kg lift capacity to around 10 metres.

David Potter of Australian Crane said that exhibiting at Vertikal Days

is the beginning of a five year export marketing plan. He also said that it is looking at the growing market for platforms up to 80 metres and insulated booms from 50 metres to 100 metres.

Artic Crane

One of the major tower crane launches of the year - well part of it - could be seen on the City Lifting stand. Unfortunately for new tower crane manufacturer Artic Crane, its first model - the Raptor 84 - has so far taken one and a half years from concept to production but was not quite fully ready for the show.

The crane is unusual in that it has an articulated 'K' type jib which allows a very small out of service radius of just four metres making it ideal for confined inner city sites, where oversailing and air space is an issue. High quality components have been used throughout, so although prices have yet to be announced, it will not be the cheapest. City Lifting, the UK distributor for the crane played a major part in its development and says that it intends to replace all its existing luffers with this type of crane, which it believes will offer increased reliability and therefore lower total life costs.

A powerful, 30kW hoist motor can lift its maximum four tonne load at 21 metres at a speed of 45 metres a minute and a two tonne load at 32 metres at 85 metres a minute. Its free standing height is 32 metres on a standard 1.2 metre tower.

According to Stefan Olsson of Artic



This Galizia G35 electric - the second smallest in the range - was on the GGR Unic stand



Easi UpLifts had two Bronto truck mounts at the show - a 70 metre and this 46 metre S46XDT



A 250kg capacity Geko mini glass robot on the GGR Unic stand



Muni-Serv launched this Hiab XS, a completely EN280 certified aerial work platform



Although just the cab section was at the show, the Artic Crane Raptor 84 is an articulated 'K' type jib tower crane with an out of service radius of just four metres.



Stefan Olsson of Artic Crane.

Crane, all the drives are controlled by PLCs and frequency invertors for optimum smoothness. The cab at the show had a modern, clean design that showed a lot of thought and quality, such as the tempered reflective glass which keeps the sun's heat out of the cab, a fully adjustable seat and a display screen system that provides the operator with all information at a glance. The first machine will be ready at the end of August and Cranes&Access will have a full report.

Higher Concept

Higher Concept reported a very positive show with high levels of interest in its software workshops. It also went out of its way to support a new client, Manchester-based Industrade - which has recently ordered the company's Syrinx rental software - and was exhibiting the Böcker range of hoists at the show.

Industrade was keen to take advantage of the training workshops but did not want to leave its stand unattended. So Dean Hammond, account manager for HCS, volunteered to man the stand whilst Stefan Devonish, the company's owner and Paul Martindale, his manager, attended the workshops.

Devonish said: "After looking at other hire software packages on the market, I made the decision to purchase Syrinx as it's easy to use. It also came highly recommended to me by other hire companies, in particular Rob Critchley, owner of lifting equipment specialists Conquip, who told me they'd been using Syrinx since 2005. The Syrinx workshops were well worth attending and it was so refreshing to see a company give something back to its customers."

Tinsley Special Products

Stockton on Tees-based trailer and trailer safety system manufacturer Tinsley had a good show, booking its first sale early on the first day. John Sutch Cranes took three of its 'Safety Gard' trailer systems and crane mats. In the short time the system has been available the company has sold 85 systems, 50 of those to Ainscough Crane Hire. The trailer fall prevention system is quick and easy to deploy and features an integrated aluminium ladder for safe access to the trailer. Rigid handrails front and rear are augmented by optional manually winch-tensioned length restraining cables held in position with rigid 100mm x 50mm side posts.

JLG had a wide range of equipment on show.



Tinsley had a good show with its first 'Safety Gard' sale early on the first day. In total it has sold 85 systems, 50 of those to Ainscough Crane Hire.

Tinsley also showed its latest single-beam semi-trailer with extendible load floor.

Power Lift UK

Another company showing new product was Cambridgeshire-based Power Lift UK with its new 12.5 metre LV125 van mounted platform on a 3.5 tonne Transit chassis which has 330kg payload. Also first time in the UK was the tracked spider Easy R160, a more compact lift than the R150 seen at last year's event yet with an extra metre of height. Malcolm Kitt of Power Lift said that the new 21 metre

Power Lift UK was showing several new machines including the Easy R160 spider and the 12.5 metre LV125 van mounted platform on a Transit chassis with 330kg payload.



Merlo showed off its 40.25 Roto with 300kg capacity and 4.5 metre platform



The Skyking stand had several GSR truck mounts including this 228TJ as well as an E200PX



Time for a quick lunch



Ainscough Crane Hire has confirmed a 20 machine order for the 150 tonne Liebherr LTM1150-6 All Terrain crane. The first unit was at Vertikal Days

Bravi UK

The two Bens (Bowers and James) from Lifterz also featured elsewhere purchasing the first two Bluelift spider platforms - an 18 metre and 21 metre - sold since Bravi was appointed distributor early in June.

"After looking around at all the spider products, we decided to go with the Bluelift products because of its quality finish and ease of set up," said Bowers.

Bravi UK was also showing its new two man push-around lift, the 1.65 metre platform EddieLift Phat which weighs just 260 kg and yet has a lift capacity of 300kg and an 800mm x 1,000mm platform with dual entry gates.



Bravi UK showed off its new Bluelift machines as well as the new two man EddieLift Phat platform.

Baker Access

Recently appointed SUP Elefant and CMC distributor Baker Access was using Vertikal Days to show off its new products and to sell off its original fleet of Falck Schmidt machines which Nigel Baker says is still the biggest fleet of these machines in the UK. His long-term intention is to sell all the hire machines and concentrate on sales including new Falck Schmidt and Denka lifts. On display was the 15 metre SUP Elefant spider platform.

Promax Access

Platform Basket's latest spider platform the 22 metre, 22.10 could be seen for the first time in the UK although the prototype machine (seen originally at InterMat) will undergo a few more modifications such as re-routing cables before the first units are delivered. Confirmed just prior to the show, Promax Access has also taken on the Isoli franchise for the UK and was showing one of its highly regarded truck mounts, the PNT 205, on the stand.



First showing in the UK for Isoli and one of its truck mounted platforms, on the Promax Access stand.

Custom and Eazzi

UK-based aerial lift specialist, AJ Access ordered one of the first Hybrid HB1030CE compact light weight scissor lifts, making its European debut at Vertikal Days. The lift, which is likely to be one of many, was ordered from UK distributor R2 Access. Russell Rowley of R2 said: "This event has been a great launch pad for the Hybrid scissor lifts we have taken or closed orders for more than 20 units during the show"

The Hybrid products are built by Custom Equipment in the USA and are designed for applications that require low weight and ground bearing pressures such as hollow floors. The HB1030 offers up to three metres of platform height and weighs less than 700kg. It also features a special dual wheel steer wheels that allows full turning without 'rucking' or scrunching up carpets.



Russell Rowley of R2 with John Swift and Nick Cragg of AJ Access

R2 and one of its other Eazzilift products was at the heart of the charity auction at the Vertikal Days evening event on the first evening. Martin Davies of MEC Europe did an outstanding job as auctioneer taking a winning £2,800 bid from Dave Williams of Platform Hire for the pink lift. However, shortly after the end of the auction, Tony Crawford of Mr Plant Hire bid £3,000. A quick



(L-R) Russell Rowley of R2 Access, Dave Williams of Platform Hire and Tony Crawford of Mr Plant Hire.

conference between R2 and Eazzi resulted in an agreement to sell a second unit in aid of the Woman for Woman and Lighthouse Club charities. In all more than £7,000 was raised and a big thanks must go to all those involved.

Pyrascaf

Irish company Pyrascaf was constantly busy demonstrating its new, patented mobile alloy tower system that can be erected from the ground. The prototype version on display has since been improved making erection easier, but still it impressed many with its safe build method and centrally mounted integrated fall arrest system. The modifications link both outrigger/lift arms so that the tower is kept level and raised more easily.

Irish company Pyrascaf was constantly busy demonstrating its new, patented mobile alloy tower system that can be erected with two men from ground level.



ATN

French company ATN made its UK debut at Vertikal Days with its range of tracked and wheeled mast booms as well as showing its new 12 metre Zebra rough terrain boom lift, unveiled at InterMat.

Another UK debut with ATN showing its tracked and wheeled mast booms as its new 12 metre Zebra rough terrain boom.



Ascendant Access

Flying the British truck manufacturer flag was Ascendant Access which had a varied stand of van and truck mounted platforms. Two new van mounts included the 3.5 tonne chassis mounted 12.5 metre VM12.5 with 370 kg payload, and the 5.2 tonne chassis, 15 metre 15VM with 1,000kg available payload. The company said that it was very busy and working on a new articulated boom on a 3.5 tonne chassis - the Z20 - which should be seen at the end of this year.

British truck manufacturer Ascendant Access showed off two van mounts with 370 and 1,000kg spare capacity.





Nooteboom's new semi trailer has been designed specifically for aerial lifts.

McNally's 103 metre Wumag WT1000 turned up for a short time on the first evening after going to a wind turbine emergency



Versalift's Merc Unimog U4000 mounted ET36NF 'Low voltage Insulation' utility spec vehicle



Skyking's new Land Rover based 12 metre platform uses a Matilsa-built super structure



The UK launch of the Tadano Faun HK40 truck crane in John Sutch colours



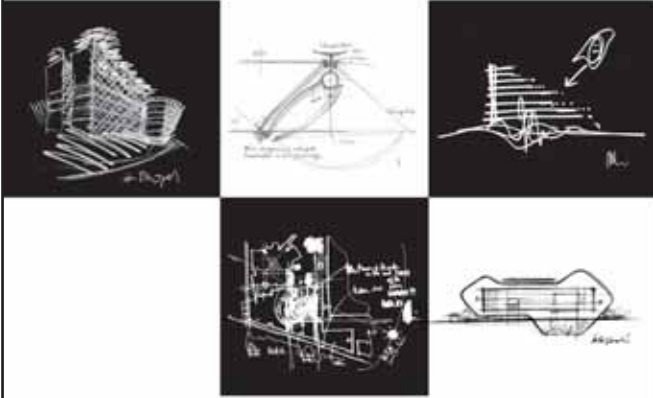
Palfinger claims its 25.8 metre P260B is the highest platform on a 3.5 tonne chassis



One of the most impressive sights at the show - four synchronised Spierings mobile tower cranes

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SAIE VERTRETER IM AUSLAND
Deutschland, Österreich und Schweiz
MESSE & MARKETING Michael Pilschke
phone +49 (0)2253 932188 - fax +49 (0)2253 932488
m.pilschke@saie.de

Testcentrum

This was the first UK outing for the impressive tracked Giraf Track boom, with its 13 metre long platform. A problem with its cab supplier meant that the machine on show was the version seen at Intermat. The new model while delayed will be delivered to UK based CropMech later in the year.

inspHire

Access hire software specialist inspHire had a busy show announcing new business from two exhibitors, Height for Hire/Easi UpLifts and Ranger Equipment.

Easi UpLifts has adopted the rental management system to help with the company's rapid growth. After opening its new purpose-built premises in Dublin. Using inspHire's Web Portal, Easi UpLifts will now be able to offer customers a secure log-in to gain access to information such as invoice details, what is on hire and where and other key information.

John Ball, managing director of Easi UpLifts said: "The software is simple and easy to use. The fact that inspHire integrates into leading accounting solutions like Microsoft Dynamics was a key factor, in that we can be reassured by using a solid state of the art accounting solution."



Access hire software specialist inspHire had a busy show announcing new business from two exhibitors, Height for Hire/Easi UpLifts and Ranger Equipment. Here Andy Bray of The Spiderlift Company is with Karen Miles of inspHire in a Leo 50 GTX.



Jason Seddon of Aerial Platforms with Terry Fellner and Martin Davies of Thermoil.

Thermoil

US-based battery protection and refurbishment product manufacturer Thermoil reported a very busy show with good attendance, a large number of very strong enquiries and some orders.

Jason Seddon of Leigh-based Aerial Platforms took time at the show to meet with Thermoil's president, Terry Fellner and confirm an order. Over recent weeks, Aerial Platforms has been evaluating Thermoil's Battery De-Mister and says that the results have been immediate. "We have noticed from the start of treatment that the units with the additive charge more quickly than the untreated units and maintain their water levels completely," said Seddon.

Niftylift

Aerial Platforms Jason Seddon also popped into the Niftylift stand just as the show was closing on Thursday and put in the first order for Nifty's brand new HR21 'Hybrid' -21 metre articulated self propelled boom which introduces an environmentally conscious drive system that could easily catch on in the aerial lift industry.



The almost indestructible Toughcage.



Tim Ward concludes the deal with Jason Seddon and Adam Blair of Aerial Platforms.

The four wheel drive Bi-Energy unit, has a smaller, three cylinder Kubota diesel engine fitted with an exhaust purification system, and uses the electric drive motor to boost power on steep grades or rough terrain. When operating as a diesel under normal conditions the motor turns into a generator/alternator, charging up the machine's battery pack.

The unit is also equipped with Nifty's latest basket, the 'Toughcage' with its almost indestructible composite base and large diameter steel tube guardrails.

Ranger Equipment

Two new product ranges - the Japanese Aichi and German PB Liftechnik -were displayed for the



Ranger was showing Aichi and PB Liftechnik products for the first time in the UK.

first time on the Ranger stand as well as a new, lower-cost entry level Teupen Leo 13GT.

Oil&Steel

After five world premiers at Intermat, Oil&Steel brought out two new products - the Octopussy 1500 Evo tracked spider and Snake 1770 compact truck mounted platform. The company has also joined forces with Cumberland Industries producing a 25 metre platform with insulated basket mounted on a 14 tonne chassis and designed specifically for the market in the Middle East. Sales of this machine have already reached three figures and there is thought to be other models in the future.



Oil&Steel has joined forces with Cumberland Industries producing this 25 metre platform specifically for the Middle East.

Kranlyft

Maeda's two new cranes - the LC1385 and MC174 - were finally given their UK debut, along with an MC285 with glass suction unit which attracted 'quite a bit of interest'.

A steady flow of visitors from right across industry saw the completion of a deal for a MC285CRM-E to Palazanni distributor and mini crane rental specialist Tracked Access, its 25th Maeda crane.

"Everyone that came to our stand was extremely positive about the future with new jobs coming up and business seemed, if not booming, at least to be on the up once again," said Kranlyft managing director Terry Marnock. "With meetings and deals lined up we are looking forward to healthy growth in the next six months of the year."

Youngman

With equipment in several different places around the show, Youngman showed off a wide range of new equipment including the impressive 4.55 metre working height push-around Boss X3 scissor lift which incorporates big machine features such as overload and tilt alarm cut-outs and platform descent interrupt switch.

The aluminium tower specialist also showed a wide range of new

equipment including its 'T-jointless' BoSS Evolution tower system, a telescopic platform ladder Teleguard and Transforma - a professional multi-function ladder.



The well-finished Youngman Boss X3 attracted the attention of visitors on the way to the various seminars

MCS

First-timers at the show, hire software company MCS demonstrated its MCS-rm product which generated several contacts with interested companies.

"This is a critical market sector for us and we were extremely impressed with the quality of attendees and the atmosphere of informality which characterised the exhibition," said MCS sales manager, Nick Thomson.

"At the event we had the opportunity to discuss much wider business and market issues that affect all of us," said Thomson. "Despite the recession, we found that everyone was surprisingly upbeat and hopeful of recovery."

Of particular relevance is the 'Certification' functionality within MCS-rm which enables hirers to manage the critical certification process. A recent upgrade of MCS-

rm offers greater ease-of-use and enhanced user-friendliness.

With the significant increase in visitors and exhibitors, the event looks set to grow. The dates for Vertikal Days 2010, have not yet been set in stone, but with the World Cup conflicting with the June 23rd/24th dates and FIFA refusing to reschedule, the organisers are looking at June 9th and 10th back at Haydock Park.

Almost a third of this year's exhibitors have already reserved their specific spaces for next year and the organisers are determined to make the 2010 event even better. Hopefully the North West weather gods will oblige again.

**Vertikal
days**



(L-R) Richard Bryant of Skyking with Mark Bell and Jamie Bairstow, joint owners of fast growing Blade Access with Stephan Kulawik of Palfinger and Martin Cowley of Skyking in front of its latest addition, a 70 metre Wumag WT700 its biggest lift yet.

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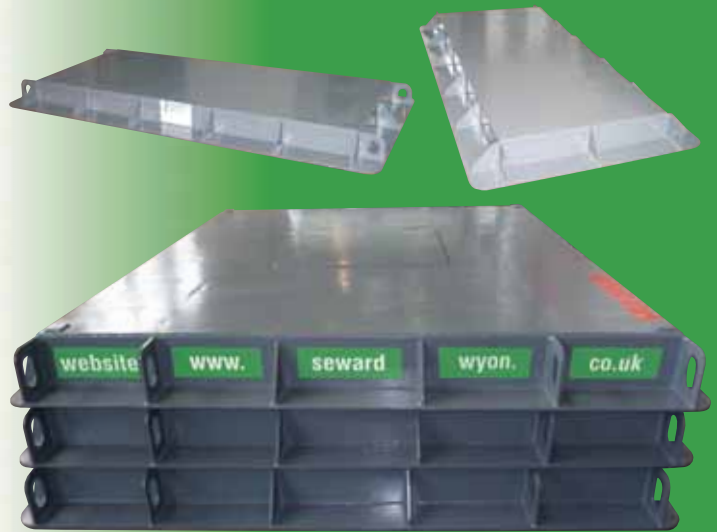
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Operators' Forum General Meeting

Held at Haydock Park on the 25th June as part of Vertikal Days, the first General Meeting of 2009 for ALLMI's fleet owner members, began with an update from Forum chairman, Steve Frazer-Brown, who reported on ALLMI's activities in relation to the revision of BS7121 Part 4 and the development of a Best Practice Guide for loader crane operations.

Next up was ALLMI's technical manager, Alan Johnson, who informed members of the various projects he's working on in 2009. These include: producing guidance on the third amendment to BS EN12999, the European Standard for Loader Cranes; obtaining Driver CPC accreditation for the ALLMI training scheme, completion of ALLMI's work on Engine Management

Systems, and the development of guidance on the subject of Whole Vehicle Type Approval. Serge Cren of business communication specialists, Difference Corporation, then took the floor, followed by Mike Hodson, formerly of the British Standards Institution, who covered Standards development in the crane industry.

The meeting finished with a discussion on the issue of working at height. Frazer-Brown said: "the meeting saw a lot of lively debate on a number of issues and the quality of the presentations was excellent. Combined with the show's impressive array of exhibitor stands and demonstrations, it made for a very interesting and informative day."

Membership Growth

ALLMI's membership continues to grow at an impressive rate, in spite of the difficult economic climate, with the Association currently averaging a new member every week. ALLMI chairman, Mark Rigby, notes:

"We feel that the work we've put in over the last few years is really coming to fruition now. The increase in membership services, together with ALLMI's strength as a voice in the industry, is making membership increasingly attractive for lorry loader companies. Members are benefiting from ALLMI's ability to set standards and produce guidance for the industry, but there's also a commercial advantage to be gained, not only from the ALLMI's buyers' co-operative, but also from

the credibility attributed to companies that are part of the Association and that bear its logo. We see this trend in membership growth continuing, given the plans we have for development over the next few years."



Guidance on Noise Testing

As part of the new requirements due to be introduced by the A3 amendment of EN12999, loader crane installers will soon have to declare, at the testing stage, the noise levels that are produced by the crane during operation.

ALLMI is currently working with an expert noise consultant in order to

produce guidance on the process and equipment requirements for carrying out these tests. Alan Johnson, ALLMI's technical manager, says: "the methods by which the tests have to be conducted are very specific and are outlined in several ISO Standards. We feel that by working in conjunction with a noise testing

consultant, combined with our loader crane knowledge, we'll be in the best possible position to assist members with this new requirement. In addition to producing guidance, we'll also be providing a website facility for members, which will allow them to share test results, as data can be applied for 'technically

comparable installations'. We'll also be setting up a supply route for the hire of noise testing equipment via the ALLMI buyers' co-operative."



ALLMI's stand at Vertikal Days

Vertikal Days Review

For the third successive year, ALLMI's presence at the Vertikal Days show proved to be a big success.

Exhibiting alongside a host of loader crane manufacturers, the stand was a hive of activity, with an impressive number of visitors over the course of the two days. Executive director, Tom Wakefield, said: "We've always found Vertikal Days to be a great way to promote the Association and this year's show was no exception.

We experienced a very high level of activity on the stand and because of the specialist nature of the show, every visitor we spoke to had a genuine interest in lifting operations. We already feel that the show was a success for us, but expect to see further benefits over the coming months as we build on the relationships we established. There's no doubt the show will continue to grow and we very much intend to be a part of that."

Best Practice Guide Development

Following completion of the first draft of the new BS7121 Part 4, ALLMI is now working in conjunction with various other organisations in order to produce a Best Practice Guide for loader crane operations.

Partners in the project include the CPA, MPBA, SAFed, UKCG and HSE, the aim of the document is to expand upon and clarify the requirements embodied in the recently revised Part 4. ALLMI executive director, Tom Wakefield, says:

"it was always the intention to produce a publication like this to supplement the work we did on Part 4. The document will be jointly published by those involved in its development and it will be freely available to download from each of the organisations' websites. The intention is to produce a guide which sets out, in layman's terms, how to comply with Part 4 and how to perform all types of lorry loader operation safely and efficiently."

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

See www.ipaf.org for full listing

Lack of maintenance costs £265k

Two companies have been fined in relation to an accident in which a telehandler operator died at the Davyhulme Waste Water Treatment Works, Trafford, Greater Manchester, on 18th September 2003.

The deceased man's employer, MB Plastics Ltd of Forward Works, Woolston, Warrington, pleaded guilty to an offence under health and safety legislation and was fined £150,000 plus costs of £24,323.

The principal contractor for the project, Birse Water Ltd, which now trades as Birse Integrated Solutions Ltd of Alexander House, Station Road, Cheadle Hulme, also pleaded guilty and was fined £50,000 plus costs of £41,073.

Damaged window

The court heard that the telehandler's off-side cab window normally acted as a guard, but had been damaged during a lifting operation five weeks before the fatality. At the time of the accident, the cab window was entirely missing.

Judge Peter Lakin said, that although there were no witnesses, the most likely explanation is that the deceased man leant out of the cab window and came into contact with the joystick, bringing the boom of the machine down onto him.

MB Plastics was charged with failing to ensure the safety of employees, under the Health and Safety at Work etc Act 1974, while involved in operating and working with, or in the vicinity of, a telehandler. Birse was charged with failing to ensure the safety of people not in its employment, under Section 3(1) of the Health and Safety at Work etc Act 1974. The court found that Birse had failed to ensure that MB Plastics had prepared suitable and sufficient risk assessments in relation to its telescopic forklift truck operations.

Failed to adequately monitor

It also found that Birse had failed to adequately monitor the company and, as a result, had failed to identify the broken window and ensure it was replaced.

HSE Inspector Warren Pennington said: "This incident would have been entirely avoidable if the proper health and safety procedures had been followed.

"MB Plastics did not have a system in place for formal regular inspections of the plant. As a result, the company failed to maintain the cab window which could have saved this man's life. Birse, the principal contractor on the site, also had a duty to supervise its subcontractors properly. The company had a comprehensive management system but it was not implemented and, as a result, something as simple as a missing window was not spotted."

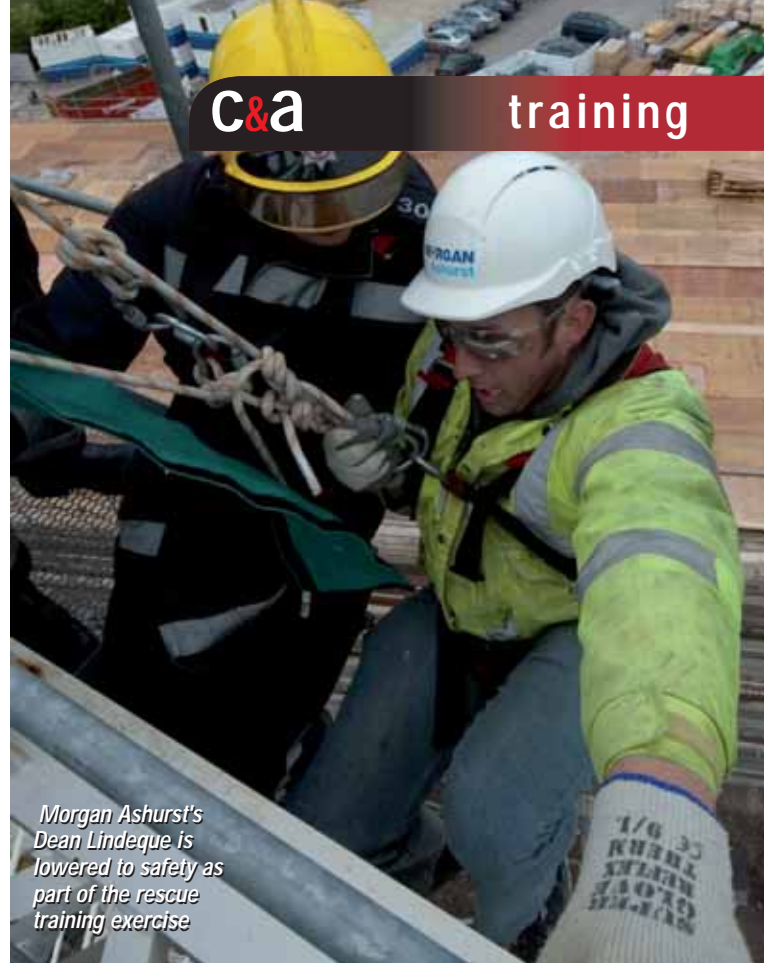
Proper procedures

"This incident emphasises how important it is that companies should not only ensure they have the proper procedures in place - but also ensure they are followed. We're therefore calling on employers to take their responsibilities seriously so that future tragedies can be avoided."

Passing sentence, Judge Lakin said: "MB had primary responsibility for the welfare of its employees. The harsh reality of this case is that, in relation to this contract, MB completely failed to have any proper regard to their health and safety obligations.

Sloppy system of work

This directly led to the development of an unsafe and sloppy system of work in relation to the use of telehandlers. As a result MB's workforce was exposed to completely unnecessary and avoidable risk. Birse, as principal contractors on site, failed to implement their own systems and accordingly failed to properly monitor what MB were doing. This lack of monitoring allowed MB's disregard for health and safety to continue over a number of weeks. In short, Birse failed in their supervisory role."



Morgan Ashurst's Dean Lindeque is lowered to safety as part of the rescue training exercise

Crane rescue training

High drama unfolded at a construction site in Winchester at the end of May when The Hampshire Fire and Rescue Service descended onto the site of a 141 bedroom Holiday Inn, just off the M3 at Junction nine at Morn Hill.

Trained rescuers from Winchester Fire Station's Green Watch scaled the tower crane to simulate a rescue of the operator from the crane's cab, lowering him to the ground with the aid of rope

access equipment and based on him having passed out from a heart attack or other ailment. The rescue was part of a training exercise organised with the support of the site's contractor, Morgan Ashurst.

Dean Lindeque, senior site manager, who was standing in for the crane operator as the 'rescuee', said: "The safety of our entire team is extremely important to us and it was great to work with the fire and rescue service to see how the professionals would come to our aid in an emergency."

Who trained him then?

Spotted on the roof of a building in the UK, this man is installing razor wire. Having used an overly short ladder to clamber onto the roof he hangs over the edge some six to eight metres up - would be interesting to see his method statement!



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"Great job, keep it going"



Giles Councill explains the PAL Card to Judith Hackitt of the HSE

The chair of the Health & Safety Executive, Judith Hackitt CBE, visited the IPAF stand during the Safety & Health Expo in May at the NEC Birmingham, UK. Giles Councill, IPAF audit programme manager, explained the PAL Card (Powered Access Licence) programme and the importance of operators being trained.

IPAF, as part of the Access Industry Forum (AIF), was also at the Access Live feature. Professional actors performed a range of scenarios, using MEWPs, scaffolding, mobile access towers and ladders, to reinforce the theme "Act now before it's too late".

Top speakers announced for Europlatform

Several top speakers have been confirmed for the Europlatform access rental conference on 15th September 2009 in Milan. The conference will take the theme of "Access Rentals: Ready for the Rebound?" The keynote speaker is Tim Ford, president of Terex Aerial Work Platforms.

Cees van der Kooij, chief operating officer of Loxam, will speak on "Ten Things not to do in a Recession". Antonio Gómez de la Vega, director, JLG Financial Solutions, will look at how the financial crisis has affected access to capital for rental companies.

Europlatform is being held at the Atahotel Expo Fiera in Milan.

A reception will take place on the evening of 14 September, as well as several IPAF meetings. Details on registration and getting to the venue are at www.europlatform.info



Last chance to get IPAF Rental Reports

IPAF members have the unique opportunity to obtain reports that contain groundbreaking research on the rental sector to help them plan business strategies. All three reports -- the IPAF European Powered Access

Rental Report 2008, the IPAF US Powered Access Rental Report 2008, and the ERA European Equipment Rental Industry 2008 Report -- can be purchased at a special price of £395. Details at www.ipaf.org

Aerial Platforms get IPAF Rental+

Aerial Platforms of Leigh has been awarded the IPAF Rental+ quality mark.

The IPAF Rental+ programme sets a series of minimum quality standards for customer service, safety, staff

training, contract terms and machine inspection for powered access hirers. An annual audit plan is in place to ensure that those standards are maintained.



Jason Seddon, managing director of Aerial Platforms, (left) receives the IPAF Rental+ plaque from Giles Councill, IPAF audit programme manager.

Challenge to harness manufacturers

IPAF has called for a radical re-examination of harnesses used by female operators of boom-type mobile elevating work platforms (MEWPs) and announced a competition to find the best new design.

"Research suggests that 15 to 20 percent of operators are females, particularly in the non-construction sector, which now accounts for more than 40 percent of European MEWP rental activity," said IPAF managing director Tim Whiteman. "However, women operators regularly complain that the design of traditional harnesses make them uncomfortable and could cause serious pain and damage to breast tissue in the event of a catapulting incident."

Despite the discomfort, female operators should never operate boom-type platforms without a full-body harness. IPAF believes that operators of

boom-type platforms should wear a full-body harness with an adjustable, short lanyard to prevent possible ejection from the basket in the case of an accident. Full details of industry recommendations are set out in IPAF technical guidance note H1, available at the Publications section of www.ipaf.org

IPAF invites harness manufacturers to work with the Federation to address the discomfort issues and to find a way to minimise the potential dangers of damage to female breast tissue caused by the placing of load-bearing straps vertically across the front of the chest area.

Contact IPAF for further information. IPAF will award an IPAF Design Prize to the best solution which will be featured at its bauma press conference in 2010. All entries must be received by 15 March 2010.

prEN280 out for public comment

The proposed revisions to EN280, the European standard governing the design and manufacture of MEWPs, have been put out for public comment. IPAF technical officer Gil Male summarised the current position and explained the implications of the proposed revisions during the Open Hirers' Meeting at Vertikal Days. IPAF members can give feedback and comments on the standard to Gil Male.

First regional meeting takes off

The first IPAF regional meeting, held in the North West of England in May, attracted more than 30 attendees.

"I was really pleased to see such a good turnout at this first meeting, both in number and in the broad spectrum of powered access professionals attending," said Peter Jones, chairman of the IPAF/CPA Powered Access Interest Group (PAIG). "Judging by the lively Q&A session, the evening's socialising and the positive feedback on the meeting as a whole, this is a very welcome addition to IPAF's existing events calendar."

Watch out for the date of the next regional meeting at www.ipaf.org/events

Don't miss the PDS

The Professional Development Seminar (PDS) for UK instructors will be held on 9th September 2009 at the Best Western Moat House, Stoke on Trent ST1 5BQ. Details at www.ipaf.org/events



Peter Jones hosted IPAF's first UK regional meeting

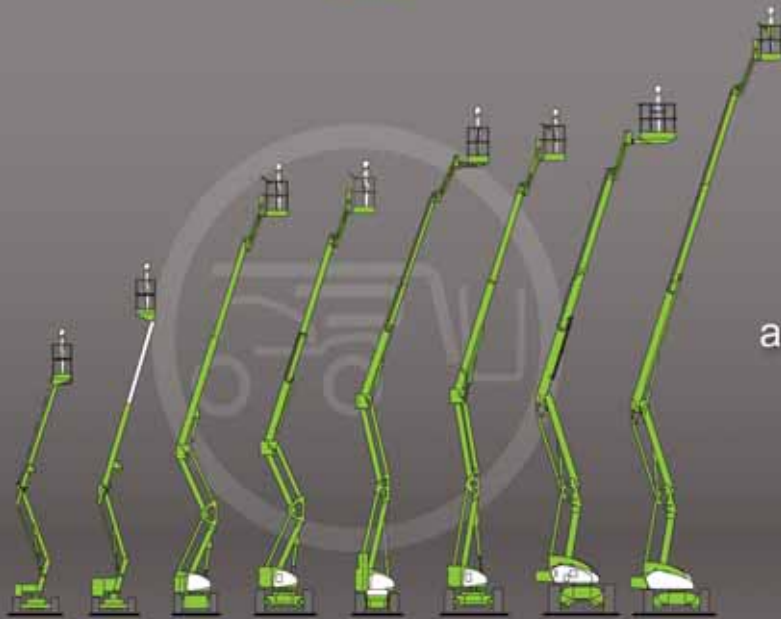


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New chairman for PASMA



Roger Verallo

PASMA has announced the appointment of Roger Verallo as its new chairman with effect from this month. He takes over from Paul Gallacher who retires after serving the prescribed two-year term.

Verallo, 61, has over 30 years experience in the aluminium access tower industry and is a long time supporter of PASMA having served as a member of council, chairman of the training committee and most recently as vice chairman of the association.

After spending 14 years at Zig-Zag Scaffolding he founded Euro Towers in 1991 with Tony Williams, himself a former chairman of the association. With two production facilities in Northampton, Euro Towers is now a leading manufacturer and supplier of towers and an approved PASMA training centre. Speaking about his appointment, Verallo said: "I agreed to become chairman of the association, not simply to continue the excellent work of my predecessors, but to help promote awareness and understanding of PASMA as a truly professional organisation committed to raising standards and safety."

"In particular I want to champion the work of the association's various committees, the need for continuing professional development and, from a practical point of view, the introduction of recognised and accepted standards for low level access equipment."

Sign Up! Safely

Along with fellow AIF members IPAF, NASC and the Ladder Association, PASMA was one of the principal contributors to Sign Up! Safely - a one day event organised by the Sheffield office of the Health & Safety Executive in conjunction with the British Sign & Graphics Association.

On behalf of the four organisations, Richard Macleod of the Youngman Group delivered a paper entitled 'Working at height - getting it right'.



PASMA's Chris Kendall in the exhibitor area

PASMA signs the pledge

PASMA has signed up to the Pledge, the latest initiative from the Health & Safety Executive designed to reduce the numbers of work-related deaths, injuries and ill health in Great Britain. It calls upon all employers to put health and safety at the heart of what they do and to take a common sense approach to health and safety. In doing so, PASMA is in good company with organisations such as the Institution of Occupational Safety & Health, the British Safety Council and the Royal Society for the Prevention of Accidents.

Tower supplement

Anyone wishing to submit PASMA/tower-based editorial for consideration for inclusion in the proposed tower supplement scheduled for publication later this year should send it, ideally with a photograph, to chris.kendall@ckandassociates.co.uk Details of advertising rates will be published in the next PASMA eNewsletter.



Speak as you find!

These are just some of the comments received following the recent workshops at PASMA's headquarters in Glasgow:

"These workshops give instructors a chance to get together"
David Crichton, Martin Plant Hire.

"Well presented and very informative" Jim Glennie, Deborah Services.

"Lots of questions answered - a very good course"
Barry Olsson, Access Platform Sales

"Provided up-to-date information" Karen Fitzpatrick, Hire Station.

PASMA on display

PASMA's new corporate display unit will make its debut at the association's AGM at Moxhull Hall in July. Members wishing to borrow the display for major events should contact Jill Couttie at jill.couttie@pasma.co.uk



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Award winning safety trailer

C&a

innovations

Special trailer manufacturer, Tinsley Special Products has unveiled its new "Safety Gard" fall prevention system for the transportation industry. The new system is intended to provide a practical solution to prevent falls from trailers during loading and unloading, an area that is increasingly being looked at by Health & Safety professionals due to the relatively high number of injuries from such falls. Not to mention the need to comply with the 2005 Work At Height Regulations.

Designed and built at the company's fabrication facility at Eaglescliffe, Stockton-on-Tees, the system is designed to be installed on a trailer

A single winch on either side tensions or releases the cable 'guardrails'

The system uses a number of lift-out posts that can normally be left in place when loading and unloading by crane, when using a regular fork truck, the cable 'guardrails' can be slackened with a single hand operated winch for each side of the trailer, allowing one or more posts to be removed and dropped. Once the trailer is loaded the post can be replaced and the cables re-tensioned in seconds. A built-in telescopic inclined ladder with grab rail is located at the back of the trailer allowing safe and easy access to the trailer bed.

The initial system was developed with the assistance and support of Ainscough Crane Hire which, presented with increasing risks to drivers working at heights and requests for 'Safe Working Platforms' from a number of its key clients, employed Tinsley to find a way to embrace the regulations and HSE requirements, providing solutions to on and off site loading and unloading. After several brainstorming sessions and design meetings a prototype was built and tested before being subjected to Ainscough for its input and feed back, which provided valuable insight along with further testing and evaluation on one of its trailers.

The key parameters of the programme were to design a product that:



The Tinsley fall prevention system is simple, easy to install and use



An inclined ladder provides easy access to the bed

- Would work with both special and standard trailers
- Was easily deployable at ground level
- Whose cost that is not prohibitive to the application and market
- Is simple and quick enough to deploy so that drivers will use it every time

While the initial product, already installed on a number of special counterweight trailers, has been well received, the overall success of the product may not be fully apparent for several years, or until accident statistics are compared over a period of time.

Tinsley says that it is planning to develop a full range of 'Fall Prevention Systems' in order to assist operators and manufactures of various trailer types to comply with the Work At Height Regulations 2005".

The product has already received one accolade, winning the ESTA Safety Award of Excellence 2009 in Paris earlier this year.

with minimal modifications, while a range of option packages, have been developed to allow it to work effectively on a wide range of different trailers.

New pressure sensors for new directive

Tecsis has launched a new range of pressure sensors that it says will help manufacturers comply with some of the new requirements of the amended EU Machinery Directive 2006/42/EC which will need to be complied with from January 1st 2010.

The new pressure P3375 sensors fulfil SIL-2 according to IEC 61508

and Category 3, performance level 'd' of ISO 13849-1 and can therefore be used in mobile hydraulic applications within the new directive. The sensors feature internal redundancy of the pressure measurement and two independent outputs suit applications requiring extra safety measures. All external parts are made from stainless steel,

making the sensor suitable for applications in hostile environments. The sensors are sealed to class IP67 - while IP69K is available as an option. All mechanical parts can withstand shocks up to 500 g and vibrations of 20g .

The pressure sensors are available with ranges from 0...60 up to 0...1000 bar.

One of the new Tecsis P3375 pressure sensors



enquiries →

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

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

Platformers' Days 2009



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When: 28th and 29th August 2009

Where: Hessen Hotelpark Hohenroda (Germany)

For further information please email us at: 2009@platformers-days.com

www.platformers-days.com

Ainscough duo

Construction related diecast models are usually commissioned by the Original Equipment Manufacturers for promotional purposes. The costs of making a model are high, with significant investment in prototyping and making the moulds, and these costs have to be set against production runs which are typically in the low thousands.

It is therefore impractical for other companies such as crane rental companies to commission their own models. However another avenue that is open is to have an existing model produced in company colours, usually as a limited edition. Models in crane company colours are popular in Germany and Holland, but are far rarer in the UK.

One UK company that has recently seen a couple of models produced in its colours is Ainscough, which has ordered a Liebherr LTM1070 All Terrain crane and Nootboom six axle ballast carrier. The Liebherr LTM1070 is a popular crane model made in Germany by Conrad, and its smaller size and lower cost means it is well suited to being produced in company liveries. The Ainscough version looks particularly sharp in its yellow and blue livery and

the lettering and other graphics have been authentically reproduced.

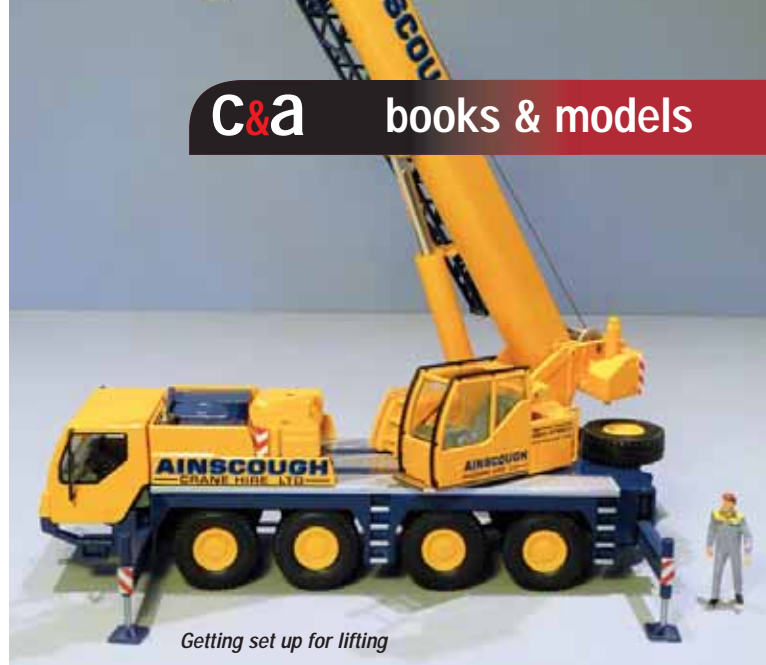
The model itself is typical Conrad quality, being well engineered and solidly made, with nearly all the parts made out of metal which makes them heavy, and tough enough to play with. The detail level is not as high as on many more recent models, but there is enough for it to be convincing, and it makes a good promotional item. This Ainscough version promises to be fairly rare, with just 100 models commissioned.

The Nootboom Ballast Carrier model is made by the Dutch company WSI, and is one of the new breed of highly detailed truck models that it excels in. It is an exact representation of one of a newly acquired fleet that Ainscough have bought from Nootboom. Once again the Ainscough livery makes the model particularly outstanding, and the quality of the graphics is first rate.

A particular feature of the Nootboom is the level of detail. Underneath the trailer, cabling to all of the axles is depicted and the replica timber deck even has the screw holes where it is fixed to the metal frame. The features on the model are equally good, with proportional steering on the axles and the first axle can be raised out of

C&a

books & models



Getting set up for lifting

service, the suspension on the axles is also fully operational. This Ainscough version is once again a limited edition, produced in a run of 350 models.

So what is the value in promotional models? Gemma Marshall of Ainscough says that the models are popular across the construction industry and make a really good company gift. They can also be given as retirement presents and are sometimes donated as prizes for charitable causes. They are also greatly appreciated by serious collectors for their rarity value.

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

Commissioning limited edition models

Most model makers can produce models in company colours and the first decision to be made by a company wanting some promotional models is to choose the machine and this then

dictates the model company to be approached.

Generally speaking just about any model in current production can be produced in company colours. Model makers need photographs of the original machine in its livery, and typically minimum orders are 250 units with lead times of around three months, but sometimes longer depending on the model. Other alternatives include having simple company decals applied to models in OEM colours which can be a faster solution and ordered in smaller quantities.

Any company considering ordering some promotional models should contact Ian Webb via the Cranes Etc website using cranesetc@googlemail.com, and he will try to advise which model company to approach and provide a contact.

The ballast carrier loaded up



Excellent details on the Nootboom



The makings of a model
Ainscough fleet



The Liebherr looks very smart



Readers *Letters*

Dear Sir,

I wanted to clear up any possible misunderstandings regarding your recent article on Vertikal.Net covering the appointment of an administrator for Allan Access Hire.

The directors of Allan Access Hire Ltd have instructed Liquidity Ltd, our invoice financing partner, to appoint an administrator to the affairs of the business.

The decision has been forced on us by recent actions of Her Majesty's Revenue and Customs (HMRC) who had issued a winding up petition on the Company taking effect on 1st July 2009. Despite the best efforts of the directors HMRC would not entertain a company voluntary arrangement to address the petition for monies due to be paid over a period, together with all of the other creditors who will now suffer as a result of this action and non co-operation.

For several weeks Allan Access Hire Ltd was in advanced negotiations with a major UK bank to provide new working capital facilities via the new Government Initiative Loan Guarantee Scheme. This scheme was launched this year specifically to help companies where additional working capital was required to grow the business and where traditional bank funding had effectively ceased due to the enormous pressures on banks during the current economic recession. In principle a loan was provisionally agreed, provided that HMRC accepted in writing payment of all outstanding liabilities over a reasonable period. Initially HMRC agreed to this but delays by the bank in finally passing off the loan, partly due to their own cautiousness and partly due to the unfamiliarity of the new Government scheme, has led to the whole deal being frustrated and HMRC taking a different stance than originally discussed, and deciding to petition to have the company wound up.

Allan Access Hire Ltd only started trading last October when it had to purchase the business assets from SFP (Simon Franklin Plant) the administrators of Allan Access Ltd after Close Invoice Finance chose to appoint the administrator (SFP) rather than allow Allan Access Ltd to move to another factoring company. Close Invoice Finance has a history of these unscrupulous activities to bring about a mutually lucrative fee earning arrangement. (SFP's fees alone were approximately £200,000!) When the Directors of Allan Access Ltd were held to ransom, they had no choice but to negotiate to purchase their family business back at a price that had expected to also have some funds available for creditors.

When purchasing the business back very tough conditions were imposed by SFP on Allan Access Hire Ltd. These conditions together with the one of the most dramatic economic downturns in the industry for many years and restricted bank facilities have all contributed to the adverse financial position of Allan Access Hire and hardly giving the company chance to get back on its feet.

The directors of the business despite having taken every step possible to protect and save the company, and jobs by putting in their own personal monies will also be very severely hit by these actions caused by the bureaucratic and non commercial decision of HMRC in not agreeing to a viable CVA.

The directors of Allan Access Hire Ltd believe that with the appointment of an administrator to oversee the current situation a quick solution can be sought to address the business in the future saving jobs and an on going business operation.

Yours truly,

Phil Allan

The following letter was received in response to a photograph we carried on Vertikal.net and also on page 13 of this issue showing a JCB telehandler and platform placing people on Trafalgar Squares fourth plinth. If you have a view on this please do let us know. We did respond to Mr Garrick but will not publish that until our next issue in order not to confuse your responses.

Dear Sir,

Reference the article with the JCB telehandler, after conducting a dual category IPAF training course today and checking the Vertikal site for current news, I need some answers to this article.

Can someone please tell me that the lifting operation as been risk assessed and properly planned? I doubt it very much but please correct me if I'm wrong.

All credit to JCB for getting the coverage, but come on, the lifting regs tell us to use the most suitable piece of equipment to carry out a planned lift, while lifting personnel. Is this telehandler the right piece of equipment for the job?

The public seem to be wandering around everywhere, i don't see any barriers separating them, indicating no control measures.

The ground control personnel have not got sufficient PPE they are not wearing hard hats and I'm guessing they have no safety foot wear.

I can not make out if any body in the platform is wearing a safety harness, enlighten me please.

And finally I thought that forklift trucks and telehandlers should be static when lifting personnel and travelling with a platform basket is forbidden?

I take it the JCB is new and would therefore comply with the six months Loler certificate, as opposed to a 12 months inspection certificate now put me right!!!!!!

Yours

Graham Garrick, UK Power Booms

Dear Sir,

In the article concerning Trak Lift it was mentioned that Alfons Thihatmer was the founder of Teupen. This is not correct. The founder of Teupen was Bernd Teupen in 1977.

Yours,

Dr. Christian Teupen

Thank you for pointing out this piece of information which we had previously missed/were unaware of.

Dear Sir,

When you publish reports on certain accidents and list some of the possible causes of the said accident, perhaps you also ought to include in your text that insufficient or a lack of maintenance and/or inspection could also be a reason for the accident/failure? While proper attention to these things can of course help prevent such accidents happening.

Best Regards

**Name and accident concerned withheld
for obvious reasons**

The above letter came in response to an accident and does make a fair point. However in all but a small handful of cases it is absolutely not possible to make this statement and incredibly detrimental to the owner of the machine if we are wrong. At the same time while general appearance of a failed machine might be an indicator to the level of maintenance it is by no means a solid one, poor looking machines can actually be well maintained while newly repainted smart looking one can be poorly maintained - although one does usually go with the other.

We already stick our necks out more than most, and do our utmost when commenting to stick to straightforward less intangible possible causes or where information is sparse to not comment at all. Our aim is always to try and help explain the likely causes where it might assist others with similar equipment and thus aid safety. As a matter of fact, over the past few years on a quick and totally unscientific look at the times we have commented on such things we have either been 100% correct or have listed the cause as one of the most likely.

Dear Sir,

We also wish to remain anon - but have had, and are still having problems with (company name edited out). We are still having problems because they sent us an invoice using a factoring company - for consequential loss when our crane broke down. Since we had offered an alternative, which could have been there within the hour, and have referred to the CPA conditions of hire the charge was unwarranted. We have still not received a credit note from the Factors. (Name edited out) blames the factoring company for this not being dealt with yet. The only way we got paid the rest of our money was to use a debt collector. However they have withheld the value of the invoice.

I have checked risk disk for the directors today and noticed that one director is also down as a separate individual with a slight modification of his name. Since cross referencing a Director's other business' is vital when making credit decisions, is there anyone this can be reported to so it can be corrected?

**Name and accident concerned withheld
for obvious reasons**

This in relation to earlier articles that we have published in this magazine regarding a UK based cranes and access company.

The following letter from a reader in Australia was received in response to a story we published online regarding the recovery of the Wolff tower crane in Liverpool earlier this month. We said that it was suspended from the Liebherr MK100 self erecting mobile crane, which was why that crane had joined the job. We also criticized the suspended platform used for the inspections, happily a far more suitable platform was used for the actual work of removing the crane.

Hi Leigh,

Just a small thing I noticed regarding your comment on the man basket used for inspection of the tower crane in Liverpool, I definitely agree that with all the money spent on two of the biggest cranes available for the lift surely the budget couldn't have been too tight to hire something more appropriate, but I do want to correct you on the fact it was actually suspended from either the AC700 or more likely the LTM1500 as one of the pictures show it with boom extended. The giveaway here is the dual hook block it is suspended from. Good to see they at least connected the harnesses to a sling on the hook instead of the platform as many others do in the older baskets.

Keep up the great work. Can't wait to see more photo's from the recovery, which is easier to say knowing that no one was badly hurt.

Thanks again.

Western Australia

**Permission to publish correspondents name not
requested at time of publication**

Whats on?

Visit www.Vertikal.net/en/events
for a full listing of events with direct links to the organisers.

Platformer Days

German access equipment meeting
August 28-29th, 2009 Hohenroda, Germany
Phone: +49 (0) 5031972923
Fax: +49 (0) 5031972838
E-mail: 2009@platformers-days.de

Europlatform

September 15th 2009
Milan, Italy
Tel: +44 (0) 15395 62444
Fax: +44 (0) 15395 64686
E-Mail: info@ipaf.org

CPA Mobile cranes open meeting

Annual meeting of UK mobile crane hirers
September 23, 2009
Hockley Heath, UK
Phone: +44 (0) 20 7796 3366
Fax: +44 (0) 20 7796 3399
E-mail: enquiries@cpa.uk.net

Verticaaldagen Benelux

A specialist lifting event for the Benelux region September 25-26th, Safaripark Beekse Bergen, Netherlands
Phone: +31 (0)6 30 421 042
Fax: +31 (0)84 710 0518
E-mail: info@verticaaldagen.net

SAIE 2009

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

Conexpo Asia

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



Big Five 2009

Middle East construction show in Dubai
November 23-27, 2008 Dubai, UAE
Phone: +49 (0) 89 949 22 0
Fax: +49 (0) 89 949 22 350
E-mail: 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

Middle East Cranes Conference

Conference on Crane safety
February 23-24th 2010 Dubai, UAE
Tel: +44 (0) 208 269 7781
Fax: +44 (0) 208 269 7803
E-Mail: info@progressivemediagroup.com

Bauma 2010

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

Safety & Health Expo

Health and safety show
May 18-20th, 2010 Birmingham, UK
Phone: +44 (0) 207 921 8067
Fax: +44 (0) 207 921 8058
E-mail: tbond@cmpinformation.com

SED 2010

UK's premier construction equipment exhibition
May 18-20th, 2010 Rockingham Speedway, Corby, UK
Phone: +44 (0) 20 8652 4810
Fax: +44 (0) 20 8652 4804
E-mail: jackie.hanford@rbi.co.uk

Vertical Days

Meeting for the UK crane and access industry
Haydock Park June 2010
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Fax: +44 (0) 1295 768223
E-mail: info@vertikal.net
Web: www.vertikaldays.net

Conexpo 2011

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March 22-26th 2011 Las Vegas, Nevada, USA
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Intermat 2012

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201 Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
251 Demag AC 25	1998	4x4x4	25,00m + 1,20m
251 Demag AC 25	2000	4x4x4	25,00m + 13,00m
301 PPM ATF 335	1997	4x4x4	27,40m + 15,00m
301 Liebherr LTM 1030-2	2002	4x4x4	30,00m + 15,00m
351 PPM ATF 400	1998	4x4x4	30,40m + 15,00m
351 PPM ATF 400/2	2000	4x4x4	30,40m + 15,00m
401 Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
401 Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
501 Demag AC 155	1993	6x4x6	40,00m + 17,60m
501 PPM ATF 590	1996	6x6x6	40,00m + 15,00m
501 Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
501 Demag AC 50-1	2002	6x6x6	40,00m + 17,00m
501 Grove GMK 3080	2006	6x6x6	38,10m + 15,00m
501 Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
551 Liebherr LTM 1055.3-1	2004	6x6x6	40,00m + 16,00m
601 Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
701 Grove TT 865	1997	8x6x8	38,00m + 18,50m
751 Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
751 Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
801 Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
801 Demag AC 80-1	2001	8x6x8	50,00m + 17,60m
801 Grove GMK 4080-1	2006	8x6x8	51,00m + 15,00m
901 Liebherr LTM 1090/2	1998	8x8x8	52,00m + 18,00m
901 Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
1201 Faun ATF 120-5	1997	10x8x10	49,00m + 16,20m
1201 Demag AC 395	1996	10x8x10	60,00m + 17,60m
2201 Faun ATF 220G-5	2007	10x8x8	68,00m + 37,20m
2501 Demag AC 665 SL	1996	12x8x8	57,80m + 65,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
251 Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
251 Tadano TL 250 E	1998	6x4x2	30,00m + 7,50m
501 Kato NK 500 E	1997	8x4x4	40,00m + 15,00m
751 Gottwald AMK 85-53	1977	10x6x6	39,00m + 21,00m

REACHSTACKER

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

BOOMLIFTER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3.3.1 JCB Telehändler 535-105	2006	4x4x4	10,50 m
3.5.1 JCB Telehändler 535-125	2007	4x4x4	12,50 m
5.0.1 Terex Ginolift 5022	2001	4x4x4	22,00 m

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 <p>Upright LX41 2X4 Electric Scissor Platform 1999, 14.3m (47ft) working height Twin Slide Out Deck, 2 Wheeled Drive</p>	 <p>Upright SL30RT Speed Level Diesel Scissor Platform 2007, 11m (36.3ft) working height, Foam Filled Tyres, Rough Terrain</p>	 <p>Upright LX50 2X4 Diesel Scissor Platform 1998, 17m (56ft) working height Foam Filled Tyres, Hydraulic Out-Riggers</p>
 <p>Upright TM12 Personnel Platform 2006, 5.8m (19ft) working height Non Marking Tyres, 2 Wheeled Drive</p>	 <p>Genie Z20-8N 2X4 Self Propelled Articulated Platform 1999, 7.9m (26ft) working height Fly Jib, Non Marking Tyres</p>	 <p>Genie Z45-22D 2X4 Self Propelled Articulated Platform 1998, 15.5m (51ft) working height 2 Wheeled Drive</p>

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JLG 450AJ sn: 0662
Year 2004
Working height 15.72 m



JLG 660SJ sn: 84265
Year 2005
Working height 22.00 m



JLG 860SJ sn: 82101
Year 2005
Working height 28.00 m



TL-49 sn: 8045
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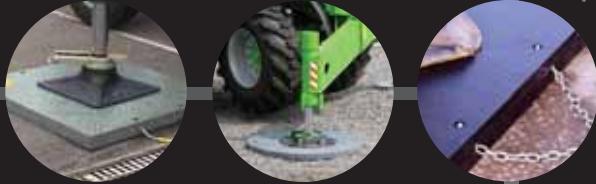
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VERTICAALDAGEN BENELUX 2009

25 EN 26 SEPTEMBER 2009

Machinery For Sale



Genie Z-45/25J RT
Articulated boom
16m - 2004/5/6/7/8



Genie Z-80/60
Articulated boom
26.4m - 2004/5/6/7/8/9



Genie S-125
Stick boom
40m - 2004/5/6/7/8



Genie Z-135/70
Articulated boom
43m - 2007/8



Genie GS-1932
Battery scissor
7.8m - 2004/5/6/7/8



Genie GS-3246
Battery scissor
11.75m - 2004/5/6/7



Genie GS-3384 RT
Diesel scissor
12.06m - 2006



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



Manitou MT 523
Telescopic forklift
5m/2.3 Tonne - 2005/6



Manitou MT 1335
Telescopic forklift
13m/3.5 Tonne - 2005



Manitou MT 1740
Telescopic forklift
17m/4 Tonne - '2005/6/7



Manitou MT 2150
Telescopic forklift
21m/5 Tonne - 2004/5



Genie Z-45/25J Bi Energy
Articulated boom
16m - 2002/3/4/5/6



Omme 2200 RBD
Specialised
22m - 2004/6



Simon-Snorkel S263
truck mounted on Volvo FL
27.8m - 1999/02



Bronto S34 MDT
truck mounted on
Volvo FL220
34m - 2002

Contact:
Patrick McArdle
23 Ashbourne Business Centre
Ballybin Road, Ashbourne, Co.Meath. Ireland
Tel: +353 (0) 1 835 2835
Fax: +353 (0) 1 835 2781

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