

# cranes & access

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November/December 2009 Vol. 11 issue 8

**Loader  
cranes**

**Trailer  
lifts**

**SAIE  
review**

**Outrigger  
pads/mats**



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## On the cover:

The 72 tonne/metre Thor is the largest loader crane produced by HMF and benefits from the EVS stability system. It is pictured lifting parts for a food processing plant in the port of Aarhus, Denmark.



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**SUBSCRIPTIONS:** Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5WV. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

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Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223  
E-mail: [info@vertikal.net](mailto:info@vertikal.net)

Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

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Whether you are a manufacturer, supplier, installer or user, the latest changes to loader crane legislation will affect you. Cranes & Access attempts to put the complicated new rules into plain English. We also take a look at some of the latest models and developments in the loader crane market.

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Are trailer lifts much more useful than the major rental companies would have us believe? We talk to John Keely of Niftylift about the many benefits of trailer lifts and ask why they are not more readily available for hire?



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We all understand the load/sinking principal when we walk on snow so why do so many choose to ignore the obvious - ie using outrigger mats - when setting up lifting equipment? We look at what happens when it goes wrong and how to do it right.



## SAIE Review 41

Once again, the SAIE show in Bologna, Italy lived up to its reputation as one of the best equipment shows in Europe. The sheer number of Italian equipment manufacturers eager to unveil new products for their home show meant we have another sizeable show review.

## 10 years on 50



Cranes & Access celebrated its 10th anniversary this summer and we thought it a good idea to revisit the cover story of our first issue, an interview between two of the industry goliaths at the time, Martin Ainscough and David Barrass.

Tim Whiteman, the original editor and publisher, meets up with the two men to take a look back at how their projections panned out over the last 10 years.

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# cranes & access

## The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK  
Tel: +44(0)8448 155900 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: mediapointsr.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)8448 155900  
email: pp@vertikal.net

### Design & Artwork by:

bp design Ltd.  
Tel: 01707 642141 Fax: 01707 646806  
email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2009

The Vertikal Press also publishes:



For users & buyers of lifting equipment  
November/December 2009 Vol. 11 issue 8

### Editors:

Leigh Sparrow  
Mark Darwin

### Associate Editors:

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

### Sales & customer support:

Pam Penny  
Karlheinz Kopp  
Clare Engelke

### Production:

Nicole Engesser

### Publisher:

Leigh Sparrow

**Vertikal  
Press**

The Vertikal Press Ltd.  
MEMBERS OF



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)8448 155900  
Fax: +44(0)1295 768223  
email: editor@vertikal.net



**c&a**  
comment

The only way is up!

Doesn't time fly when you are having a good time? Not only is this the last issue of 2009, but earlier this year Cranes & Access celebrated its 10th anniversary. What a year and what a roller coaster decade it has been.

Founded in 1999, Cranes & Access was a corner stone of the fledgling Vertikal Press that incorporated Cranes UK, later joined by the German language crane and access magazine, Kran & Bühne. From its earliest days, the young upstart publisher pushed the media boundaries, leading the way in launching an on-line news service (Vertikal.net) in 2001 and publishing its magazines on line.

The first issue of Cranes & Access featured the heads of the UK's two largest crane and access rental companies, Martin Ainscough and David Barrass. The two debated their different strategies for running crane hire and access rental within the same group. One thought they should be integrated, the other managed as two separate entities within a group structure. 10 years on and it is still hard to say who was right. We brought them together again to discuss the same subject with the benefit of hindsight. (See page 50)

Whilst times are currently hard for those of us in the equipment industry as we end one of the hardest economic years in living memory, we should remember that the last decade started in a recessionary climate but included the highest 'highs' just a few years later. This industry is cyclical and almost everyone now agrees we are, at worst, at the bottom of the cycle.

This is my fourth recession and each time the classic 'It will never go back to what it was' comment is trotted out. And yet it always does. The latest long term projections for construction equipment suggests that by 2020 worldwide demand will be almost double 2008 levels. This recession is far from over and I am sure there will still be some casualties with 2010 the main 'shake out' period for the next cycle.

One thing that crane and access companies have in common, is that they are people businesses. It is the people and the freedom they are given to operate to the best of their abilities, that separates the weak, the good and the great companies. The trouble, as Barrass points out, is that 'people fall in love with the metal, not the balance sheet'. Some things will never change.

Wishing you a great Christmas and a prosperous New Year.

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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# Record breaking spider lift

Falck Schmidt is to launch a new 52 metre spider lift in the New Year. The new model, the Falcon 52, will be the world's largest spider lift and is being developed in co-operation with the lead customer, Dublin-based international rental company Easi UpLifts.

The 52 will be based on the same design philosophy as the company's 42 metre model, including its dual track trunion mounted undercarriage system and tri-power pack AC Electric, DC battery and diesel. The overall dimensions will be similar, although marginally larger to accommodate the extra height and reach. As with other models in the range it will be designed to handle soft and uneven ground as well as delicate indoor floors such as fine marble.

Easi UpLifts' managing director, John Ball said that the company did not have a specific application in mind at this stage, but given its reputation for specialist equipment and the fact that its big spider lift

business is continuing to perform well, it has decided to extend the range and is working with Falck Schmidt engineers to perfect the specification details. He added that the company has a history of adding large capital intensive machines in advance of mainstream demand and said: "We believe that demand for higher spider lifts is there and if you don't have such a machine in stock it will never develop - we have always liked the engineering and quality of the Falck Schmidt machines and expect this new model to build on the success of the 42 metre Falcons we run."

More details on the new model will be unveiled at Bauma with delivery of the first unit expected in August 2010. The largest spider lift currently produced is the Teupen Leo 50. The company is also looking at an even larger spider possibly 60 to 70 metres. The Leo 50 has proved a popular machine for the electrical transmission market. Falck Schmidt follows a slightly different design philosophy and based on its experience in high atrium applications, tailors its models for narrow indoor applications as well as for rough terrain.



One of Falck Schmidt's Falcon 42

## Lavendon raises £81 million

UK-based international aerial lift rental specialist Lavendon is raising around £81 million through a fully underwritten new share offering.

The funds will help secure its liquidity through the current economic downturn, reducing the risks of breaching its loan covenants, while reducing debt and interest costs. At the same time the group - which owns Nationwide Platforms and Panther in the UK, Rapid Access in the Middle East, Gardemann in Germany, Lavendon in Spain and DK Rental in Belgium and France - believes that there will be further acquisition bargains over the next six months or so.

### ...And issues trading statement

The company has also issued a 10 month trading statement which shows an 11 percent decline in total revenues - excluding equipment sales - compared to last year.

The group has also sold 1,468 lifts from its fleet so far this year, generating £7.8 million in cash. Individual markets declined between 13 and 41 percent (Spain) while revenues in the Middle East were up 20 percent (45 percent in Sterling).

# New Merlo Cingo

Italian-based telehandler manufacturer Merlo, is seriously looking at the mainstream aerial lift market following the launch of a brand new track mounted spider at the recent SAIE show in Bologna (see SAIE page 41).

Merlo told Cranes & Access that it is considering its options with the possibility to enter through organic growth and the introduction of its own products or one or two well timed acquisitions. The company already has a foothold with its fully integrated work platforms for telescopic handlers, a sector that it pioneered.

Merlo does not have a background of making or managing acquisitions

although it has made some small local, bolt-on purchases in the past. Such a move is far faster and more likely to succeed and with its strong financial position and record low company valuations the timing would be ideal.



The new Merlo Cingo PL 9.4

## Compact deliveries start

Haulotte has started deliveries of its new 40ft/12m platform height Compact 14 battery powered scissor lift.

Shown as a prototype at this year's Intermat show, the new lift has the same chassis dimensions and components as the rest of the company's 1.2 metre wide Compact range, which includes 20, 26 and 32ft models. Haulotte is the first major manufacturer to create a 40ft version of the classic 2.4 metre long, 1.2 metre wide slab scissor lift. The key benefits include its low weight for its height and size, the interchangeability of components with other Compact scissor lifts

and, compared to specialist heavy duty narrow-aisle scissors, low price. The company is introducing the new models to customers through a series of open days at its sales and service operations.



Craig Rooke, Shayne Wright and Dave Roddy of Haulotte UK with the new Compact 14



The Compact 14

# MSD Lifting

UK-based MSD lifting has been liquidated after its name was changed into JW Marine. MSD (Darlington) the company that originally owned the MSD Crane hire business has returned to the crane hire business with some of the assets. More details are available on [www.vertikal.net](http://www.vertikal.net).

# Kobelco 300 tonne Light

Kobelco has released pictures of its new 300 tonne capacity 'Light Configuration' SL4500 crawler crane.

The new model is easier to transport and faster to set up than its 400 tonne big brother which was launched at InterMat earlier this year, although it maintains similar boom and jib combinations. Maximum configuration is 132 metres with 66 metres of boom and a 66 metre luffing jib. A back mast/ suspended counterweight, SHL attachment is not currently available for the Light model.



## Out for comment

The UK's Construction Plant-Hire Association (CPA) new draft Best Practice Guide for the Maintenance Inspection and Thorough Examination of Mobile Cranes has been released for public comment.

Members are invited to look and at the document and to send comments back to the CPA via Tim Watson by January 15th. The full document is available to view in the Library section of Vertikal.Net.

## New BoSS X range

UK-based access equipment manufacturer Youngman is adding a number of new models to its BoSS X push around scissor lift range.

The company will launch a new BoSS X3X with a 3.2 metre platform height, 650mm more than the current BoSS X3. It also plans to introduce a new smaller model, the X2, with a two metre platform height and upgrade the X3. From January all three models will have automatic braking on elevation as standard, along with other updates and improvements.

The top of the range X3X will be the largest push around available, 100mm higher than the current champion, the Power Tower. The unit will take just 14 seconds to reach full height and it will retain the same overall width as the other BoSS X series.



## ...Other push around developments

Market-leader Pop-Up is also expected to announce a new version of its Pop-Up Plus which will dispense with its outriggers while incorporating auto-braking on elevation. Power Tower may also have some new product enhancements for its compact Nano model range which is clearly in need of a fully self propelled cousin.

# Vertikal.Net redesign goes live

After years of talking, some two or three redesigns that never made it and six weeks after it was finally completed, the crane, access and telehandler industries web portal, Vertikal.Net has launched a redesigned format.

Vertikal.Net was launched in early 2001 in a simple, no frills format that was inexpensive and easy to use both for the publisher and the reader. Over the years the site has grown beyond all expectations achieving more than five million hits a month with more than two million pages viewed as more than 3,000 visitors log on each work day morning from all around the world. Improvements to the site over the years have built the world's largest lifting database on a foundation



The home page of the new Vertikal.Net

designed for something far more modest. However the huge popularity of the site and surveys that simply said 'don't spoil it' made the update a scary proposition. However, the Vertikal Press - publisher of this magazine - has bitten the bullet, with the new site going live on Friday 27th November.

# Aerial lifts to Senegal

Isoli has started to ship an order for 25 special PNT 27.14 - 27 metre articulated truck mounted boom lifts - to the Senegal army. The order was confirmed in March of this year, with production scheduled for November. Isoli says that it will deliver all the units by February 2010.

The special platforms use the standard 27.14 lift mechanism, with dual sigma parallelogram riser and telescopic top boom, mounted to an 18 tonne, 4x4 truck. The lifts offer a 27 metre working height and 14 metres of outreach at any height up to its 11 metre up and over clearance. Isoli says that in spite of the current economic climate, its production facility is fully booked well into the New Year.



# Liftlux for Hi-Reach

UK-based Hi-Reach Access has added a number of JLG Liftlux heavy duty diesel scissors with platform heights from 20-26 metres (60 to 86ft) to its fleet. The new units - which include the models



A new JLG Liftlux 203-24 delivered to Hi-Reach in the UK

203-24 and 260-25 - are primarily for a number of infrastructure and energy projects in the UK and continental Europe.

Some earmarked to provide additional capacity for Hi-Reach's expanding rental business which it says is experiencing unprecedented demand. Hi-Reach has been building a speciality service with big booms and large heavy duty scissor lifts both for rent and direct customers.

## Pearson to leave Lavendon

Andy Pearson, previously managing director of AMP and more recently a regional managing director for Lavendon UK has confirmed that he is leaving the company next year. Pearson joined Lavendon three and half years ago when it acquired AMP where he was managing director. The business was then merged with Lavendon's Panther brand just over a year ago. He will be completing a full hand over to his replacement once selected and anticipates leaving the business at the end of January.



Richard Miller (L) and Andy Pearson of Panther

## Butler takes over Zenith

Mark Butler has acquired Andy Ainsworth's shareholding in Zenith Aerial Platforms, the jointly held UK-based truck mounted aerial lift rental company.



Mark Butler and Andy Ainsworth conclude the deal

The two established Zenith - or Mammoth as it was initially named - in early 2006 to own a fleet of larger truck mounts - including a 90 metre Bronto, the largest UK based aerial lift - with the first units arriving in October 2006. Ainsworth also owns AA Access which has its own fleet of truck mounted lifts. The two have parted company on good terms and by mutual agreement and say that they look forward to supporting each other's companies in the future.

## Two new booms

Italian platform manufacturer Multitel has added two new 3.5 tonne truck mounted lifts to its range. The new models feature 'Straight Line' inboard outriggers/jacking system with improved outreach and 180 degree platform rotation.

The first new model - the MX200DS - is a new version of the company's highly successful MX200 series. The second unit is a 20 metre straight telescopic boom Multitel MT202DS with 10 metres of outreach from its narrow footprint. The MT202DS slots neatly between Multitel's 18 metre MT182 with its 13 metres of outreach, and the 22.2 metre MT222, all of which are available on Nissan Cabstar, Renault Maxity or Mercedes Sprinter chassis.



The improved Multitel MX200DS with in-line outriggers and platform rotation



Multitel's new MT202DS telescopic has 10m of outreach

## JCB management shuffle



Alan Blake

JCB chief executive Matthew Taylor has decided to leave the UK-based equipment

manufacturer at the end of the year in order 'to pursue other opportunities to be announced in the New Year'.

Taylor joined JCB in March 2006 following five years as managing director of Land Rover. At the same time the company has taken the opportunity to restructure its executive management team. Alan Blake takes over as chief executive on Taylor's departure, reporting to JCB chairman, Sir Anthony Bamford.

Blake is currently chief operating officer and has been a senior director at JCB for 20 years. The new structure was implemented to

promote the next generation of executive management, with Tim Burnhope, 44, appointed as group managing director for product development and commercial operations and Graeme Macdonald, 41, as group managing director, business operations. David Miller remains as chief financial officer. David Bell, who is currently managing director of JCB sales, becomes chief development officer with particular responsibility for JCB's future development in China and Brazil, where the company has production facilities. Bamford said: "Tim Burnhope and Graeme Macdonald are taking on exciting new roles within the business and they will benefit greatly from the vast experience of Alan Blake, David Miller and David Bell. I want to also thank Matthew for his valuable contribution to JCB and wish him every success in the future."

## Hinowa goes Lithium

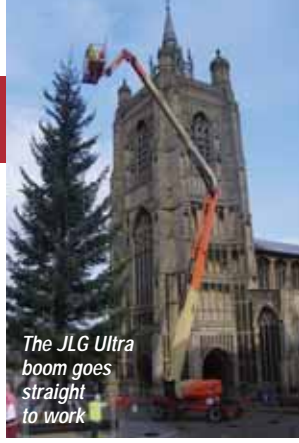
As reported in the last issue of Cranes & Access, Italian spider lift manufacturer Hinowa unveiled the world's first production aerial lift to be powered by a lithium battery. The new model a 14.07 Goldlift was unveiled at the recent SAIE exhibition. (See SAIE review page 41)





## Putting on the glitz

In Norwich, England, they took no chances this year installing lights on a large Christmas tree, using a 125ft JLG 125AJ self propelled articulated boom for the job. The lift was supplied by local rental company and Access Link member, Anglia Access Platforms, which has re-rented the unit for the two week contract from recently formed Riwal UK.



The JLG Ultra boom goes straight to work

## Full of eastern promise

Liebherr Nenzing has opened two new sales and service companies, one in Turkey and other in Azerbaijan. With both markets continuing to grow, Liebherr decided to step up its direct sales activities, while expanding its after-sales services. In Turkey it has formed a new company - Liebherr-Makine Ticaret Servis Limited Sirketi - with its long-standing Istanbul-based dealer organisation in Turkey.

The new company will provide support for a large part of Liebherr's maritime crane programme, as well as the complete earthmoving line-up and the group's material handling/special-purpose civil engineering equipment.

The business, which already employs 43, will be responsible for a population of 1,500 items of earthmoving equipment, around 30 crawler cranes and 40 large dockside cargo handling installations.



The new premises of Liebherr-Makine Ticaret Servis Limited Sirketi, in Istanbul

In Azerbaijan, Baku-based Liebherr-Azeri LLC will be responsible for all Liebherr maritime, mobile, crawler and tower cranes, in addition to hydraulic rope excavators, special-purpose civil engineering equipment and products from the group's mixing technology division. The company currently employs 12. Both new companies are subsidiaries of Liebherr-MCctec of Nenzing, Austria.

## The long push

Austrian-based crane and access company, Palfinger, celebrated the opening of its new €700,000 long cylinder production line in Tenevo, Bulgaria in a ceremony attended by more than 400 employees, family members and visitors. Hubert Palfinger senior, Martin Zehnder, group production director and Dr. Michael Angerer - trade delegate of the Austrian Chamber of Commerce in Sofia - were also present.

Andreas Strauch, managing director of the plant, said that 30 new jobs had been created on the new line, which can produce cylinders up to 12 metres long for use on the company's larger truck mounted aerial lifts. He also said that the line is part of a long-term upgrading of the site.



(L-R) Martin Zehnder, Hubert Palfinger senior and Andreas Strauch at the ribbon cutting ceremony.

Palfinger's Tenevo plant can now produce hydraulic cylinders up to 12 metres long.



## A raft of new platforms

Aerial lift manufacturer, UpRight unveiled a raft of new models at its recent distributor conference in Dubai, including the 10ft/3 metre platform height SPX10 self propelled micro-scissor and replacements for its longstanding MX19 and X32.

The SPX10 is just 1.1 metres long, 700 mm wide and weighs less than 500kg. Its 250kg capacity platform features dual deck extensions to create a two metre long working deck. With skid steer drive on one axle and castors on the other, it is highly manoeuvrable and is likely to go head to head with the Bravi Leonardo.

The company has also introduced a self propelled version of its 24ft trailer mounted scissor lift, the XT24SD (see page 33), a new 19ft scissor lift which will replace both the long standing UpRight MX19 and the Snorkel SL19, a replacement for the UpRight X32 and a brand new 46ft straight boom, which will be the first in a new series of boom lifts.

Word is that it will also reintroduce the SL20 - the 820 mm wide - 20ft/6m platform height sigma type self propelled lift.

The company also announced that it has upgraded its Speed Level range to offer better gradeability, lower weight and improved lift capacity. The new versions of the SL26SL and SL30SL - will be known as the Speed Level Plus.



The new UpRight SPX10 at the conference in Dubai

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Geoff Gibson, Director - AFI-Uplift

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# Ceiling panel access

UK-based aerial lift producer Edmolift has launched a new compact low-level lift for gaining access through a standard ceiling panel.

Dubbed the MicroLite, the new four metre working height lift has a basket that can pass cleanly through a 500mm square ceiling panel to gain access to areas above a false ceiling.

The new lift joins the range of low level platforms - including the Tzip Micro - which share the same lift mechanism. The overall footprint of the new model is just 980mm x 740mm, so it passes easily through a standard doorway or into a passenger lift.



The new Edmolift MicroLite



The one man cage will easily pass through a 500mm opening.

## Another new cab-down RT

A small company in Iberia, Ohio - Enterprise Fabrications - has unveiled a prototype 15 ton cab-down Rough Terrain crane - the OLC150 (Ohio Louisiana Crane 15 ton) - based on the 15 ton Galion crane that was popular in the mid 1960's. Enterprise has effectively been appointed as a sub-contractor to build the crane by crane parts company Cherry Picker Parts of St. Amant, Louisiana which supplies a wide range of replacement parts and components, including those for all the old Galion and Pettibone cab down cranes still in daily use.

# President takes control



The president of Brazil, 'Lula' after having operated the Manitowoc 18000.

The President of Brazil, Luiz Inácio Lula da Silva (popularly known as Lula), recently took the controls of a 750 tonne Manitowoc Model 18000 crawler crane for a keel-laying ceremony at the Atlântico Sul Shipyard in Ipojuca, Pernambuco State.

The crane positioned a 150 tonne central section of the Suezmax 1 oil tanker, the first of 10 vessels ordered by Transpetro, the tanker-owning part of the state-run oil company, Petrobras.

Cranes on site include two Manitowoc Model 18000 - one owned by the shipyard and one rented from Dutch based Van Adrighem, a 400 tonne 16000 and a 250 tonne 999. One of the 18000s and the 16000 are equipped with Manitowoc's Max-Er attachment. The remainder of the cranes are largely Grove mobiles provided by local rental company Saraiva.

The two Manitowoc 18000 crawler cranes unload the gantry crane elements



# Huff & Puff...



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# Raptor ready for service

The Raptor 84 handles two tonnes at 32 metres



Artic Cranes' Raptor 84 articulating tower crane - unveiled at Vertikal Days in June - will shortly go into service in the UK with its launch customer City Lifting.

Since June the rest of the structure has been completed along with the full test programme. Designed for working on congested city sites, the new crane features an out-of-service dimension of just four metres, a capacity of two tonnes at 32 metres radius or four tonnes at 21 metres.

The new crane has taken longer to complete than anticipated but is now being demonstrated to City Lifting's key clients.

Artic's Raptor 84 has a four metre out of service radius



## Good under pressure

The first crawler mounted Teupen Leo 40 GTX spider lift has been delivered to a Belgium utility contractor Verstraete by local distributor Gunco. Verstraete - which specialises in the construction and maintenance of overhead power lines in Belgium and France - works in locations which are difficult to access with vehicles.

Spider lifts can not only cope with the ground conditions, but the variable outrigger system adapts to restricted spaces and slopes. First shown as a prototype at APEX just over 12 months ago, the Leo 40GTX has a 400kg lift capacity, 16 metres of outreach, 23.5 metres of up and over reach and a variable outrigger width from 3.7 to five metres. When not working on power lines, the unit will be used for a wide range of jobs, including stadium flood light maintenance, where ground bearing pressure is critical.



The hand over in Germany, (L-R) M. Robert of Jardiniere Robert, Jan Majeau - Gunco, Geert Verstraete - Verstraete, M. Brems - Dakwerken Brems, Marc Thissen - Vibam Services and Arnaud Cornille - Verstraete.

## New 21m truck mount

Italian manufacturer Isoli, has launched the PNT210J a new 21 metre, 3.5 tonne, articulated truck mounted boom lift which features a dual sigma type parallelogram riser, telescopic boom and articulated jib.

Outreach is a useful 10 metres with extended outriggers and the unit also has a working envelope with outriggers retracted. Controls are fully proportional with adjustable ramp functions and include multi-function capability.

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# Financials round-up

Most companies have reported their results for the nine months to the end of September. While most are still posting red ink there is generally some 'light at the end of the tunnel' albeit a long tunnel.

## King up 25%

UK-based King group - which includes King Trailers, King Highway products/SkyKing and King Transport Engineering - has reported full year revenues for the year ending March 2009 of £17.4 million, an increase of more than 25 percent on 2008. At the same time pre-tax profits were £392,114, an increase of 87 percent on the last year. Most parts of the business were strong, including sales of aerial lifts, including Wumag - now Palfinger - and GSR van and truck mounted lifts.

## Palfinger drops 35%

Crane and access manufacturer Palfinger reported third quarter revenues of €118.7 million just over 35 percent down on 2008, leading to a pre-tax loss of €2.4 compared to a profit of €14.1 million last year. Nine month revenues were €388 million, 36 percent below those for 2008, with a pre-tax loss of €10.9 million, compared to a profit of €73.3 million last year.



Nine month crane sales were down 48 percent to €208.4 million while Hydraulic Services which includes the access and tail lift businesses declined 13.6 percent to €179.5 million. Wumag is included for the third quarter only, and indications for the company suggest that Palfinger Platforms posted a positive result for the period. The company says that indications are that the market for most of its products appears to have bottomed out since mid year.

## JLG down 58%

JLG posted fourth quarter revenues of \$310.5 million, a fall of 58 percent compared to last year with an operating loss of \$45.8 million compared to a profit of \$50.2 million last year. Full year revenues were \$1.14 billion - 63 percent lower than last year. The business posted an operating loss of \$1.1 billion, compared to an operating profit of \$360 million last year.

## Terex Cranes still profitable

Terex Cranes has reported third quarter revenues of \$453 million, down 38 percent on 2008, while operating profits were \$12 million down from \$85 million in the same quarter last year. Year to date revenues were \$1.4 billion, 36 percent lower than for last year. Nine month operating profits were \$57.5 million, compared to \$296 million for 2008. The company says that sales of Rough Terrain and tower cranes remained significantly below 2008 levels, while sales of smaller All Terrain cranes have also weakened. Large crawler and All Terrain cranes remain strong.

## Strong result from Bronto

Finnish-based truck mounted lift manufacturer Bronto has reported a strong set of results for the third quarter.

Order intake was up 24 percent from quarter two, while operating income more than tripled to €2.2 million. Revenues for the nine months to the end of September were up almost 10 percent to €101.4 million operating income more than doubled to €9.5 million, as gross margins rose from 2.5 to eight percent.



## Manitowoc sales stabilise

Manitowoc Crane has reported third quarter sales of \$479.5 million a 52 percent drop on the same period last year, while operating income fell 85 percent to \$20.8 million. The company says that order intake is stabilising.

## Manitou down 47% while backlog improves

French-based telehandler and access equipment manufacturer Manitou, has reported third quarter revenues of €146.7 million 47 percent lower than last year, however it says that its backlog is improving.



## Terex AWP sees some light

Terex AWP /Genie has reported third quarter revenues similar to each of the first two quarters at \$200 million, down 66 percent with an operating loss of \$50 million compared to a profit of \$24.2 million in 2008.

Year to date revenues were \$639 million down 68 percent on last year, with an operating loss of \$124 million, compared to a profit of \$264 last year. The company's backlog at the end of September was \$140 million, down 61 percent on September 2008, but up 1.4 percent since the end of June.

The result was negatively affected by \$18 million of restructuring costs and \$10 million for a field repair programme and the termination of a distributor, but adds that 'some stability is returning to the AWP market'.

## Haulotte bottoms out

Haulotte has reported third quarter sales of €48.7 million, similar to its previous two quarters, but 59 percent down on last year. The third quarter includes a full contribution from Access Rentals which was acquired in June. Year to date revenues were €148.5 million compared with €376.8 million last year, a fall of 61 percent. Equipment sales represented 70.6 percent of total revenue, compared to 86.7 percent at the same time in 2008.

## Hiab down 40%

Loader crane company Hiab has reported nine month sales of €416 million, down 40 percent on the same period last year. Order intake for the period was €382 million, 42 percent lower than last year, resulting in a decline in the company's backlog of 23 percent to €127 million. The company, a division of Cargotec, made an operating loss of €29 million, compared to a profit of €46 million in 2008.

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- JCB has launched a new refurbishment programme for its North American customers and dealers.
- A court in Taiwan has given prison sentences to six people held responsible for a fatal crane accident in April of this year.

- The UK-based Ladder Association has appointed **Chris Ball** as its new chairman.
- Birmingham, UK-based Platform Hire Ltd has taken delivery of a further 59 scissor lifts from MEC UK.



Chris Ball

- **Jonas Söderkvist**, has been appointed as chief financial officer of Ramirent, the Finnish-based international rental company.
- **Nagano Hoogwerkers BV**, the Benelux distributor for Nagano owned has launched the Imer/IHI spider lift range and changed its name to **Kemp Hoogwerkers**.
- UK-based access rental company AFI has taken delivery of two 32 metre Holland Lift Megastars and 20, three metre Youngman BoSS X3 push around scissor lifts.

- **Mark Rigby** director of TH White's crane business has been appointed to the board of the group's holding company.



Mark Rigby

- Singapore-based international crane sales and rental group **Tat Hong**, has reported second quarter revenues down 34% but sees stability returning.
- **United Rentals**, the world's largest rental company, has issued two public offerings worth \$650 million.
- UK-based **Mayes Access Platform Services** has purchased six van mounted platforms from **Versalift**.
- Finnish-based international rental company **Ramirent** has reported third quarter revenues down 31% on last year, but remains profitable.

- Las Vegas-based **Ahern Rentals** has reported third quarter revenues down 28% on last year and year to date revenues fell 27%.
- Private equity firm, **Odyssey Investment Partners**, is back in the rental business, acquiring **Safway Scaffolding** from **ThyssenKrupp**.

- **David Ridge** joint founder of AFI and the current finance director of AFI-Uplift sadly passed away aged 62.
- Veteran crane and aerial lift engineer and trainer **Vince Mulvanny** passed away aged 65.
- International rental company **Cramo** has reported third quarter revenues down 26% on last year.

- **Genie** has promoted **Phil Graysmark** to vice president of sales for Europe, Africa, the Middle East, and Russia.



Phil Graysmark

- **ALL Canada Cranes & Aerials** has added two new locations, one Mount Pearl, Newfoundland and Labrador and a second location in Sudbury, Ontario.
- **Konecranes** has acquired the remaining capital in crane and service company **Dynamic Crane Systems** in South Africa.

- UK-based aerial lift manufacturer **Niftylift**, has appointed **Dutest Qatar** as its distributor in Qatar.
- **Terex** has received a \$7 million contract from the **US Marine Corps** to provide maintenance logistics support for the Corps 50 tonne - Terex MAC-50 - AT cranes in Afghanistan and Iraq.

- **Ramirent** has acquired the equipment division of Finnish construction company **Rakennus-Otava Oy**, a subsidiary of the **Lemminkäinen** group.

- **Jacco de Kluyver** takes over as **Genie** regional sales manager for the UK, Ireland and Benelux.



Jacco de Kluyver

- **Terex** says it will now focus on 'fixing' its construction equipment division rather than selling it.
- UK-based **A-Plant** has supported a major fundraising event which took place in London to raise money for homeless young people.
- The **TT Club**, **PEMA** and **ICHCA** have announced a joint project to establish minimum standard safety specifications for all quayside container cranes.

- US-based boom truck manufacturer **Manitex** has reported a positive pick up in revenues and order intake.
- **Niftylift** has appointed **Gulf Equipment & Technology**, as its exclusive distributor for Bahrain.
- The latest 2008/09 statistics on work-related health and safety in Great Britain reveal fatal accidents are down by 23%.

- Powered access rental company **AFI-Uplift** has opened a new depot - AFI Leyton - 1.7 miles from London's Olympic Park site.

- **Paul Lovejoy** has celebrated his 50th year of service with US-based access equipment manufacturer **Bil-Jax**.



Paul Lovejoy

- UK-based Scaffold company **SGB** has pleaded guilty and been fined for breaches to Health & Safety legislation following an accident at Heathrow T5.

- **Jack Ford**, the founder of **Kato Cranes UK** - now **Kranlyft** - passed away in early November.
- Birmingham, UK-based **Platform Hire**, has purchased three **Easylift** tracked spider lifts.

- US boom truck manufacturer **Manitex** has appointed **Darwish Bin Ahmed & Sons** as its distributor in the UAE and Saudi Arabia, and **United Motors & Heavy Equipment** for Dubai and the Northern Emirates.

- **Modern (Singapore) Access & Equipment** has ordered three new **Nifty** boom lifts - a HR15, HR17 and HR21.

- **JCB** chief executive **Matthew Taylor**, is to leave the company at the end of the year.



Matthew Taylor

- US-based **H&E Equipment** has reported third quarter revenues down 37% but the company has cut net debt by \$42 million.

- US crawler crane rental specialist **Essex Crane** has reported third quarter revenues down 50%.

- UK-based crane and access company **Tracked Access** has added a two tonne **Jekko** MPK pick & carry crane to its rental fleet.

- **Glyn Goodwin** is leaving UK-based **Southern Plant** at the end of November.

- **Ken McDougall**, chief executive of **Skyjack** has taken on additional responsibilities at parent company **Linamar**.

- US rental company **RSC** has reported a 33% fall in third quarter revenues but beats its cash forecasts.

- **Hertz Equipment Rental** has posted a 35% drop in third quarter revenues but the group is upbeat for the year.

- **United Rentals** has reported third quarter revenues down 32%, but managed a small profit for the period.

- **Tanfield's** US joint venture **SEV US Corp**, has started production at its Kansas City plant and agreed a development project with **AM General** for the US Postal Service.

- **Harsco Infrastructure** which includes **SGB**, **Hünnebeck** and **Patent scaffold** has reported a 29% drop in sales.

- **CTE UK** has appointed **David Fleet** as its new Northern sales executive.



David Fleet

- Philadelphia, Pennsylvania-based crane rental company **AmQuip**, has promoted **Frank Bardonaro, Jr** to chief executive officer.

- **Manitowoc** has added a complete range of tower crane courses to the programmes offered at its **Shady Grove** training centre.

- **Manitowoc** has appointed **Thibaut Le Besnerais** as vice president of used crane sales and special application cranes.



Thibaut Le Besnerais

- **Harsco**, owner of **SGB**, **Hünnebeck** and **Patent Scaffold**, has agreed a rental joint venture with **Zhejiang Construction Materials and Equipment Company** in China.

- A **Link-Belt** HTC-8660 telescopic truck crane supported the 'Start Us Up USA' rally in Washington DC at the end of October.

- **Niftylift** has appointed Turin-based **Aequimast** as its distributor for Italy, the new partnership was launched at **SAIE**.

- **Manitowoc** has declared its last quarterly dividend and announced a switch to an annual dividend.

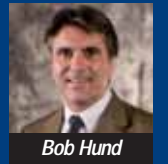
- **Caterpillar** has appointed **Douglas R. Oberhelman** as vice chairman and chief executive officer elect.

- **Terex AWP/Genie** is transferring all of its Baraga, Michigan, telehandler production to its Moses Lake plant in Washington State.

- **Tat Hong**, the Singapore-based crane sales and rental company has appointed **Andy Tse Po Shing** as a non executive director.

- The **Maeda** distributor for Croatia, **Ljubo Knez**, took a group of nine customers to the Gothenburg headquarters of **Kranlyft** at the end of October.

- **Bob Hund** has been promoted to executive vice president of **Manitowoc Crane Care**, Manitowoc's customer service division.



Bob Hund

- California-based **Bragg** companies has acquired **Valley Crane & Rigging** of Bluffdale, Utah.

- The **Genie Germany** offices have been relocated from **Bremen** to the **Terex** loader crane facility in **Delmenhorst**, northern Germany.

- European master distributor for **Unic**, **Galizia** and glass handling specialist **GGR**, has opened a new location in Glasgow.

- Chicago-based aerial lift rental company **Metrolift** has appointed **Tony Moore** as chief financial officer.

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

# Latest developments in loader cranes

Whether you are a manufacturer, supplier, installer or user, the latest changes to loader crane legislation will affect you. Cranes & Access - with the help of experts within the specialist trade association ALLMI - attempts to put the complicated new rules into plain English. We also take a look at some of the latest models and developments in the lorry loader market.



In the past loader cranes were primarily used for loading and unloading materials onto and from the vehicles on which they were mounted. In the last few years, however, capacities and boom lengths have increased significantly and larger units are now frequently used for the handling and installation of materials, not just for delivery. This extended scope of use in more complex situations has brought about a requirement for a greater degree of planning, set up, training, maintenance and supervision than for the lorry loader's traditional role.

For those involved with lorry loaders, there are four main areas that have changed or are changing very shortly - engine management systems, whole vehicle type approval, a new code of practice BS7121 Part 4 and the third amendment to EN12999 A3. As the last two have the most day-to-day impact we will focus on these. If you are involved in off-road timber handling cranes, the main change

that does not apply is the stabiliser interlocks in EN12999 A3 - all the rest does.

#### BS7121 Part 4

BS7121 is the British Standards code of practice for the safe use of cranes, currently comprising numerous parts (please don't ask where the other parts went!)

- BS7121-1: Cranes, general
- BS7121-2: Inspection, testing and examination of cranes
- BS7121-3: Mobile cranes
- BS7121-4: Lorry loaders
- BS7121-5: Tower cranes
- BS7121-11: Offshore cranes
- BS7121-12: Recovery vehicles and equipment.
- BS7121-14: Side boom pipelayers

This article focuses on Part 4 Lorry Loaders. The closing date for public comment on Part 4 passed at the end of October so it will hopefully be ready for a March/April 2010 publication.



A 'Best Practice Guide' giving more specific guidance - jointly published by ALLMI and the CPA, with involvement from the HSE, UKCG, SAFED, Pre-Cast Flooring Association and one or two others - will be available free-of-charge via all websites when published hopefully by Christmas.

Essentially, Part 4 is concerned with the safe use of loader cranes and was brought in to deal with the increase in lift planning requirements and the use of the larger loader cranes which now compete 'head to head' with smaller mobile cranes.

Part 4 now requires users of loader cranes to have an Appointed Person (AP) who decides how the lift should be carried out and is ultimately responsible for the lift. Even if a site has a 'crane co-ordinator' (whose role is to deal with multiple machines - loaders, mobiles and tower cranes - on a site) or a 'lift supervisor' in charge of a slinger/signaller and crane operator, there still has to be a nominated AP, but their level of involvement depends on the complexity of a particular lift.

Currently, a self employed brick haulier probably carries out all these roles himself - AP, lift supervisor, slinger/signaller and operator. The new rules will require an AP (which can still be the owner operator) to assess the lifting operation - including approval of all risk assessments, lift categorisation and method statements - but once carried out, should not directly affect the loader crane operator for Basic lifts so long they fall within the identified parameters of that lift.

The AP does not need to be involved further and is not required to visit the site. However, if the driver arrives on site and finds that the lift is not as straightforward as the standard parameters, then the AP must reassess the lift deciding if it is now a Standard (or Intermediate) or Complex lift (see table 1 below).

**Table 1: Calculating lift complexity**

Environmental complexity (E)	3	<b>Complex</b>	<b>Complex</b>	<b>Complex</b>
	2	<b>Standard/Intermediate</b>	<b>Standard/Intermediate</b>	<b>Complex</b>
	1	<b>Basic</b>	<b>Standard/Intermediate</b>	<b>Complex</b>
		1	2	3
		Load complexity (L)		



This will mean that there will have to be an AP involved in varying degrees depending on the specific complexity of the operation, and could therefore incur additional costs - costs that mobile crane hirers already carry when working on contract lifts. The rules do not really change the way complex lifts are handled by loader cranes, as strictly speaking they have always been subject to the same rules as mobiles - however the new code formalises this in a document that has legal implications.

The table above outlines the type of lift by rating the load (Lift Complexity) and the site conditions (Environmental) in three categories from 1 - Basic, 2 - Intermediate or Standard as it is currently referred to) and 3 - Complex.

Identifying the complexity of the lift is the key and we have used just one or two of many practical examples to give an idea of what is involved in each category.

It should be noted that the current wording in the Lift Complexity is Basic, Standard and Complex however many in the consultation process believe that the term 'Standard' implies 'normal' as

opposed to the second of three degrees of lift complexity and is therefore potentially (dangerously?) misleading. Therefore the word Standard may be changed to Intermediate in the final version.

**Lift Complexity - Changes in the Environment**

**Basic Lift** - a straight forward lift, for example lifting roof trusses (Load 1) from the back of the truck and placing them onto the ground. The ground conditions are good, it is on a secure site with no pedestrian access or other environmental hazards and there is a continual line of sight between the operator and the load. (Environmental 1).

**Standard or Intermediate Lift** - a slightly more complicated lift such as unloading roof trusses and placing them at a higher level or into place on the building with personnel standing on the roof at height. Here, although the load remains the same (Load 1) the lift is complicated because of the added dimension of lifting onto the building where operatives are working and the line of sight may also be obstructed (Environmental 2) resulting in an Intermediate Lift.

**Complex Lift** - Staying with the same job placing the same roof trusses (Load 1) but being lifted off the delivery vehicle in a busy suburban street and placed directly on to the roof structure out of the line of site of the operator and with personnel standing on the roof, perhaps with the added complication of soft or slopping ground overhead power lines, scaffolding or other obstructions (Environmental 3) results in a Complex Lift.



## Lift Complexity - Changes in the Load

### 1. Lifting street lamp components

**Basic Lift** - a vehicle is to be loaded with new lamp standards in a depot.  
Complexity Index Environmental 1, Load 1

**Standard/Intermediate Lift** - Old lamp standards are to be unloaded in a depot with a risk that the standard will collapse due to age and corrosion.  
Complexity Index Environmental 1, Load 2

**Complex Lift** - Old lamp standards are to be extracted adjacent to the open lane of a highway.  
Complexity Index Environmental 3, Load 2

### 2. Lifting a boat

**Basic Lift** - The loader crane operator has clear sight of the load path, the ground is firm and level and the load will be placed on the ground.  
Complexity Index Environmental 1, Load 1

**Standard/Intermediate Lift** - The boat is to be lifted into water and additional hazards are present due to the presence of water and the need to release slings adjacent to water.  
Complexity Index Environmental 2, Load 1

**Complex Lift** - The boat is to be lifted from the water, the weight of the load is not accurately known and the centre of gravity is likely to shift during lifting.  
Complexity Index Environmental 2, Load 3

Activity	Role	Lift Category		
		Basic	Intermediate	Complex
Planning	Appointed person	Required	Required	Required
Site Visit	Appointed person	Not essential	May be required	Required
Lifting operation	Appointed person	Not essential	May be required	Required
	Crane supervisor	Roles may be combined in one person	Roles may be combined in one person	Required
	Operator	Roles may be combined in one person	Roles may be combined in one person	Required
	Slinger/signaller	Roles may be combined in one person	Required	Required

Table 2: Combination of Lifting Team Roles

The above examples show changes in the site conditions and changes in the complexity of the Load, which will vary from basic to complex according to its size, weight and uniformity. Generally, if the weight or centre of gravity is not known it is not a basic lift and in the example of the boat, if the centre of gravity is likely to shift during lifting then it is in the Complex category.

Table 2 - an extract from the Best Practice Guide and is not in BS7121 Part 4 - outlines the various roles of the lifting team showing that every lift must have an AP, even if the crane supervisor, operator and slinger/signaller may be carried out by one person.

In some circumstances it may be appropriate for the AP to also assume other roles such as crane supervisor, slinger/signaller or operator. Of course, the person undertaking the combined role must have achieved the necessary competence for each role. This will of course mean a huge demand for various loader crane courses. There are already CPCS accredited AP courses and ALLMI is in the process of developing its own 18 module, AP course specifically designed for users of loader cranes giving them an edge over existing courses which deal mainly with mobile and tower cranes.



### EN12999 A3

The third amendment to the European Crane and Loader Crane standard will come into force on 27th December 2009 when it is published in the European Journal. Originally introduced in 2002, EN12999 has already undergone two revisions. In 2004 it mandated shrouding hoses within one metre of the operator, fitting an emergency lowering facility and emergency stop and an acoustic warning if operating at more than 12 metres outreach. In 2006 the A2 revision introduced 'stabiliser not locked' visual warnings for manual stabilisers amongst other amendments. The latest A3 revision is the final modification that can be made (only three revisions are allowed for any Standard). Should further 'changes' be required the standard must be entirely re-written.

The principle amendments introduced by A3 are that the position of the stabiliser legs must be monitored by the Rated Capacity Limiter (RCL) (effectively introducing mandatory stabiliser interlocks or sensing), the complete installation

must also be noise tested, the 'boom height/not stowed' and 'manual stabiliser not locked' warning devices must be both visual and audible and finally manufacturers must ensure that the pressure exerted through the stabiliser foot does not exceed 4 MPa.(5.8 PSI), which may require the mandatory use of outrigger mats on some cranes.

The first item affecting distributors and purchasers of new loader cranes is confirm which standard the cranes that are currently in stock conform to - A3 or the previous A2? The current economic climate and slower sales mean that there are a number of dealers with equipment in stock that complies with the old A 2 standard.

ALLMI has taken the view that any crane built before 27th December 2009 falls under the rules of the A2 revision of the standard and should not be required to conform to the latest revisions, even if it is installed after this date. However the Declaration of Conformity should state clearly that the crane conforms to EN12999 A2 and not A3 and

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## Taking it further

Some manufacturers are suggesting that the new standard requires more than just linking the stabilisers into the capacity limiter. Their argument is that the crane may set up with its stabilisers fully extended and the truck levelled, allowing it to lift its maximum capacity. However if the ground is soft and the outrigger mats too small for the conditions, the crane may start to tip or tilt causing instability.

Those arguing this point have incorporated sophisticated tilt sensors into their load systems which can differentiate between crane tilting caused by allowable chassis flex and a loss of stability caused by shifts caused by outriggers or ground conditions. An interpretation such as this goes much further than the current rules covering aerial lifts and mobile cranes and it could be argued that the state of the art is not sufficiently developed to mandate such an interpretation.

## Noise

Another new area is noise levels of the loader cranes while operating. This now has to be tested after the crane has been fitted and linked up to its power source so is clearly the installer's responsibility.

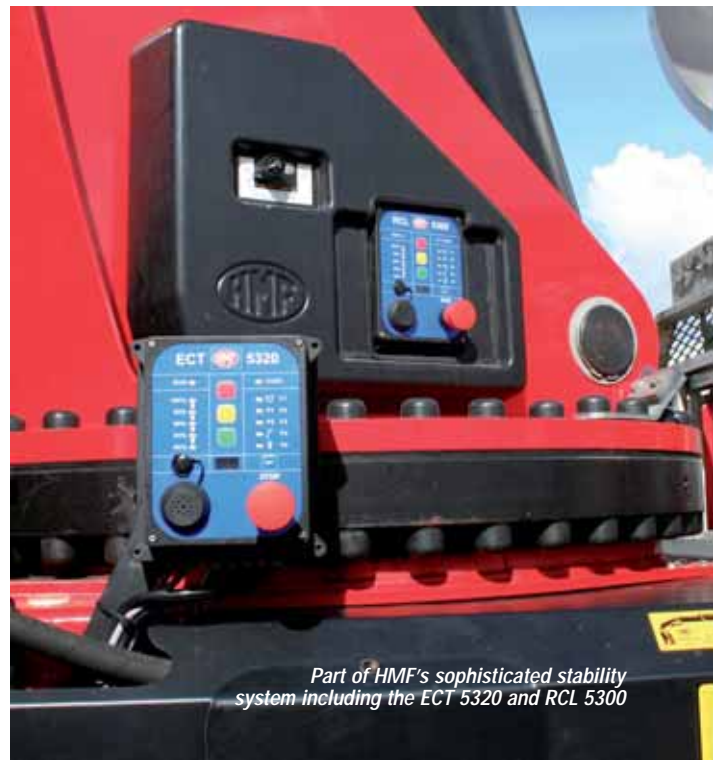
Testing using a hand held, Class 1 Type 1 sound level meter is relatively quick and easy. The test should be taken at a distance of one metre and at a height of 1.6 metres from the loudest point in accordance with EN ISO 11201:1995. The crane has to perform all working movements (slewing, boom articulation, boom extension and hoisting) over the full operating range at about 50 percent load capacity and at normal speeds. The A-weighted and peak C-weighted emission sound pressure level data taken needs to be noted in the operators' manual and technical documentation. In the case of the A-weighted figure it must either state that it is less than 70 dB(A) or show the specific figure if more than this. Should the reading exceed 80 dB(A) a full sound power level test (which is both extensive and expensive) should be carried out. ALLMI is in the process of compiling comparative emission data for similar loader crane installations which hopefully will do away with physically conducting a test on

customers should be made aware of this at the point of sale and the differences between the two standards should be highlighted. All this should be documented so that owners can fulfill their own obligations under PUWER, as the owner of the equipment is ultimately responsible for providing the correct equipment for its employees.

The very nature of this situation also means that it is impossible to have a cut-off date for 2009 plate (A2) loaders being installed after A3 comes into effect. So anyone subsequently examining/testing the loader crane must take into account the year of manufacture from the cranes serial number plate bearing the CE mark, rather than the vehicles date of registration.

## Stabiliser interlocks

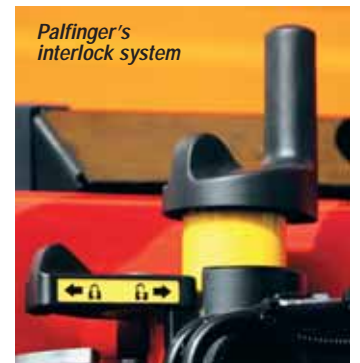
On loader cranes with a rated capacity of 1,000kg (or 40,000Nm) and over, the overall stability of the vehicle has to be included in the safety function of the Rated Capacity Limiter (RCL). In other words, the RCL must either be linked to specific position stabiliser interlocks or be capable of monitoring the position of each stabiliser and then adjust the allowable lift capacity depending on their position. There are many different systems available to achieve this - some more technically sophisticated /user friendly than others.



Part of HMF's sophisticated stability system including the ECT 5320 and RCL 5300



Is the foot diameter adequate?



Palfinger's interlock system

each and every installation. The sound power level test is a very complex exercise requiring specialist equipment and very specific test criteria and is very expensive to carry out - about the same price as an average 10 tonne/metre crane installation.

## Ground pressure

The maximum ground pressure that is now allowable under the stabiliser foot is 4 MPa (5.8 PSI) and it is down to the manufacturer or installer to ensure that whatever the size of loader crane, the foot diameter is adequate or they must provide outrigger mats where necessary. Consideration also needs to be given where the stabiliser interlock system allows partial or non-deployment of the lateral stabiliser beams. It should also be checked that the resultant maximum pressure through the foot still remains less than 4 MPa in these positions. This information is usually available from the manufacturer or can be checked by using the information and formula provided by in the ALLMI Guidance Note 13 - Stabiliser Forces.

For example a 10 tonne/metre B4 rated crane mounted on an 8x4 chassis for tipper grab applications can work at full capacity with the stabiliser beams fully retracted, resulting in higher forces through the foot pad. All stability test certificates must state the position of the stabilisers at the time of the test.

## Boom stowed stabilisers locked?

One final change is for the audible and visual warnings in the cab for the 'boom over height (boom not stowed)' and 'manual stabilisers not locked'. ALLMI members have, for several years, advocated the fitment of both but it is now mandatory to have these devices fitted on all A3 machines. There is no requirement however to retro-fit them to existing cranes.

An integrated stability control panel.





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# In for a Penny (or two)

UK-based SWR recycles automotive, industrial and general business waste and has seen demand for its services grow significantly in recent years. As it became ever busier, it realised that substantial efficiencies could be made by using vehicles specially configured for the loading and transportation of waste.

So after evaluating and identifying improvements in the way it handles a wide range of items it collects from customers' premises - largely body shops and car dealerships which generate a wide range of different waste products - it came up with a concept based around an 18,000kg Renault vehicle with rigid body on the offside and curtains on the nearside.

Paper, cardboard and plastic packaging material is now stored in IBC dumpy bags (rather than wheelie bins) or baled on site prior to collection. Meanwhile metal waste, such as body panels, brake discs and general scrap, is stored and collected in steel stillages.

The wheelie bins are still used but are now lined with dumpy bags which are removed and loaded onto



the vehicle. Up to 15 bags can be carried in the same vehicle space as four wheelie bins, allowing better customer service, a reduced number of vehicle movements and more customer sites per journey before the vehicle is full to capacity.

The front two thirds of the vehicle are used for the dumpy bags and other items while the rear section is used for the stillages, which are loaded by hand-pallet truck using the vehicle's tail lift. The switch from moving wheelie bins meant that an alternative method of handling was required for the bags. A crane was the obvious option but most of the products available had a maximum capacity that was well above the requirement making them too expensive and possibly heavy. The search led SWF to Penny Hydraulics from which it ordered two Swing Lift V20 cranes for the new collection vehicles.

"We didn't need a really big crane but our bodybuilder mentioned the Swing Lift V20 and although we looked at competitor's products, this was quickly identified as being the most suitable," says Mark Hammett, fleet and compliance manager at SWR. "It is a very simple crane with plenty of capacity for the job and the small amount of space it takes on the vehicle makes it ideal for this type of work".

The Swing Lift V20 is the largest crane in the Penny Hydraulics range. It has a maximum capacity of 2,000kgs at 1.4 metres and can handle 720kgs at its full extension of 3.5 metres. This performance allows SWR to handle IBC dumpy bags, paper bales and other loads in

all configurations of the crane. In general use the V20 is mounted at the front of the load space and can lift items into any position in the front two thirds of the vehicle. For added flexibility Penny Hydraulics supplied an alternative mounting socket that has been fitted towards the centre of the nearside load space so that it can handle items to any point on the vehicle. The crane is completely self contained and can be repositioned simply by unplugging the power supply, transferring it to the second socket and reconnecting the power. Like other Penny Hydraulics cranes, the V20 folds down to the king post when not in use to maximise the available floor and load space.

After assessing SWR's operational requirement Penny Hydraulics devised and constructed a special spreader attachment for the crane that allows the bags to be handled safely even when the straps cannot be drawn together, a common occurrence in waste collection. The spreader is a simple cross that connects to the crane's hook and has safety catches at the end of each arm to lock the bag straps into place for security during lifting. It is typically used in conjunction with a weighing device that allows SWR to measure the amount of waste collected from each customer so that it can provide audits and charge for services accordingly. The crane was supplied with a remote wandering lead controller allowing the operator to stand in a safe position well clear of the load and vehicle while loading and unloading takes place.



A special spreader attachment was devised to handle bags



The equipment in operation

## Easier LOLER tests

Providing the right weight needed for the LOLER 125 percent tail lift overload test can be a problem. The heavy weights required to perform the test are not usually carried on service vehicles.

Truck Crane Services (UK) has recently developed a device which is easier and more reliable than weights. The device, devised by TCS director Guy Pomroy and two TCS engineers, Nick Mead and Matt James - can be stowed in the service van and is efficient, safe, light-weight and one-man operated.

The equipment comprises of an adjustable fulcrum arm and hydraulic assembly that attaches to the rear of the service van and which is equipped with an electronic sensor (load cell) to accurately display the loads that have been applied to the platform.

The basic design was refined and after ensuring that the strength of the equipment was capable of safely and

reliably applying test forces in excess of 1.5 tonnes, a production version was developed and successfully tested at the National Physical Laboratory in Teddington. Production examples have now been produced for use by TCS engineers.

A subsidiary of Essex-based Canute Group, TCS specialises in the maintenance and repair of tail lifts, vehicle mounted cranes and a variety of vehicle mounted equipment and is continually looking at methods to make the servicing, repair and LOLER testing of truck and van mounted equipment easier and more cost effective for its customers.



Engineers Nick Mead and Matt James

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Photo: Wolfman Group

# Builders' merchants gear up

Despite the recession, which has hit many of Europe's building materials suppliers hard, some are still updating their fleets with new cranes.

Crescent Building Supplies, which operates depots in Ruislip, Hillingdon and Uxbridge in the English Home Counties, has taken delivery of its 10th Terex loader crane fitted to a 26 tonne CF Series DAF.

The 12 tonne/metre TLC 120.2E/A2 is fitted with radio remote control and is capable of lifting 1,680kg at up to 7.11metres. "The 120.2E is the classic choice for builders' merchants like us and is supported by a first class after sales service," says managing director Les White.

At the same time Gloucestershire-based timber and builder's merchant Hale & Co taking a Terex TLC 92.2 with radio remote control, fitted to

the first 300hp, 18 tonne Isuzu sold in the UK - a Forward F180.300 4 x 2 rigid. The rear mounted nine tonne/metre crane, the sixth Terex unit to join the fleet, is delivering building materials within a 20 mile radius of the company's depot in Drybrook. Transport and sales manager Martin Nealon says that the crane is a perfect match for the Isuzu, making the ideal combination for delivery work in the area.



Crescent Building Supplies with its Terex 120.2E/A2



The first 300hp Isuzu fitted with a Terex TLC 92.2

Terex has also been working with ALC - an equal partnership between Amey and VT Group - which provides the UK's Ministry of Defence with its C Vehicle Capability by providing and maintaining a worldwide fleet of construction and rough terrain

handling equipment. It has recently installed TLC 240.2E's to 33, specialist 6 x 6 off-road Iveco Trakkers and is undertaking trials to supply a further 71, TLC 105.2's cranes on the same chassis for the Self Loading Dump Truck Project (SLDT).

## Brass in pocket



Giovanni Fassi

The recent sale of its access subsidiary, Socage, means that Italian loader crane manufacturer Fassi Gru can now totally concentrate on its core market sector - or will it? Mark Darwin finds out more....

This year, Fassi is celebrating its 45th anniversary and it will be a year to remember. After 20 years in the Group, managing director Giovanni Fassi decided the time (and price) was right to sell its platform subsidiary Socage to the newly-formed, First Step which has also purchased Italian truck and spider manufacturer Cela.

Commercially it will be a year to remember with sales worldwide falling an average of 50 percent (40 percent in its main market of Italy) and it sees very little improvement in 2010. Surprisingly Spain, after a huge increase in sales, is once

again its worst performing region, closely followed by the UK with other markets performing only slightly better.

"For us a 90 percent sales drop in a small country is less than a 10 percent drop in Italy, so a 40 percent drop in Italy is significant," says Fassi. "Our budgets next year are the same for 2009 - same revenues, same production - with possibly a 10 percent improvement towards the end of the 2010. It is not a crisis, we have just had to reset the levels to those of 2007."

Fassi is reasonably happy at the moment, having sold the Socage

business at his asking price, but is undecided what to do next.

"I didn't need to but have wanted to sell Socage for a few years," he said. "Although it has been part of the Group since 1989, there were no synergies, commercial or production. It used completely different steel, cylinders, boom lengths - Fassi did not produce anything. We were approached by a few companies but in the end I was happy to sell to people who specialise in the equipment and not just an investment company."

"Looking towards the future, I am interested in investing in or developing some other lifting/crane products in another industry sector (not loader cranes) but as yet, haven't decided what. I have two options - acquire a company or develop in house. The latter looks more probable but I will take more time to decide what to do next."

All this company activity has not diverted Fassi from its core business - manufacturing loader cranes. It has recently extended its XP 'power reserve' system to the

small to medium crane range as well as adding radio remote control and increased the capacity 10 percent. The company has always believed in the potential of electronics and has introduced the new FX500 electronic control and management system for the smaller cranes. It says that it is also working on a new whole machine stability system, not controlling the stabilisers or measuring distances, but a system that understands the position of the crane hook in a three dimensional space.

It was this emphasis on technical innovation and Fassi's Evolution Concept project almost a decade ago that was the foundation for the company's rapid growth over the last four years in particular.

Giovanni Fassi still believes that innovation, research and passion are the main ingredients needed to achieve success. With these in place, money in the bank and a blank piece of paper in front of him, it will be intriguing to see what he comes up with next.



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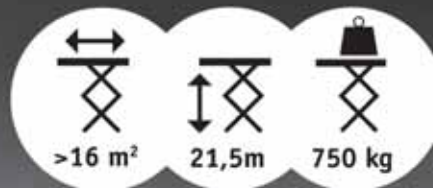


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# Hiding its light under a bushel

Are rental companies holding back product development? In many parts of Europe, including the UK Scandinavia and Holland, the majority of construction related equipment is bought by the rental industry. And because of the huge overall number of machines destined for this sector, manufacturers tend to focus on equipment that fits their requirements.

There are, however, many excellent specialist access equipment manufacturers and products available that are better and more cost effective for certain applications but are not getting the exposure or usage they deserve, primarily because - in the classic Catch 22 scenario - the major access rental companies do not offer them.

This could be said to be true for the trailer lift sector, which appears to be a shrinking market and yet demand for used ones grossly exceeds supply, suggesting that maybe there is more demand than the rental companies acknowledge. One of the world's largest manufacturers of trailer lifts is Milton Keynes, UK, based Niftylift. Mark Darwin went to see Niftylift's managing director John Keely to try to find out more about the market, its products and the company which readily admits to keeping a 'low media profile'.

*One of Niftylift's recent innovations is the SiOPS safety control system.*



"We are busy, but not telling you where," was Keely's semi-jocular opening remark which kind of summed up Niftylift's general reticence when talking to the press. Surprising really because the company has been around now for the best part of 30 years and has expanded its product range to include its market-leading trailers, innovative self propelled, tracked and Self Drive lifts - all with working heights between 9.5 and 21.3 metres.

Like all access manufacturers, the current market conditions has meant cut-backs, reductions and a phrase used by many - 'battening down the hatches'. However, Niftylift has continued with its 'free-thinking' design philosophy that has got it to where it is today and is responsible for recent innovations such as its SiOPS safety control system and the Tough Cage basket.

"The global downturn in equipment demand has meant that we have obviously had to make cut backs

in certain parts of the company but we have maintained all the staff and investment in R&D and design, which we believe is one of the key areas," says Keely. "As a result, we will probably have more product launches next year than any manufacturer."

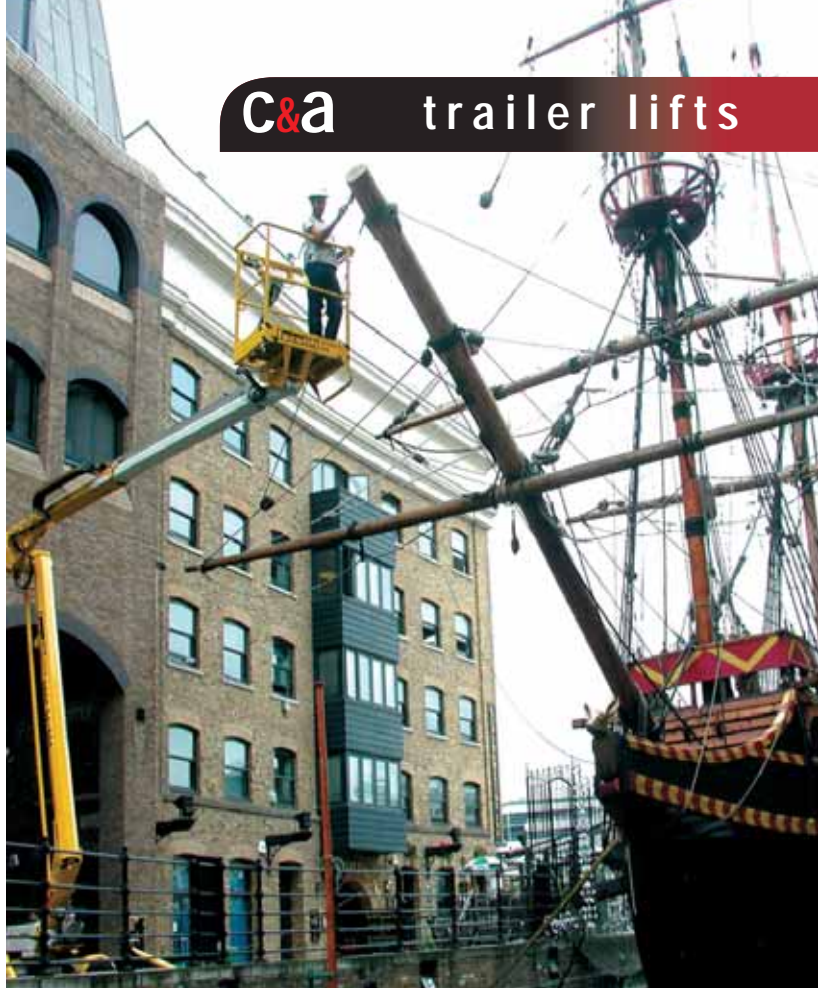
The business was founded in 1982 by chairman Roger Bowden - who still owns 90 percent of the company and, with the R&D and design departments, is responsible for every machine produced by the company. The first trailer lifts were offered for sale in 1985 and Keely joined in 1989, the year after the company moved from Dunstable to Milton Keynes, at which time there were just four employees. Keely, who owns the remaining 10 percent of the company, spent four years as commercial manager before taking over as managing director, a position he has held for the last 16 years.

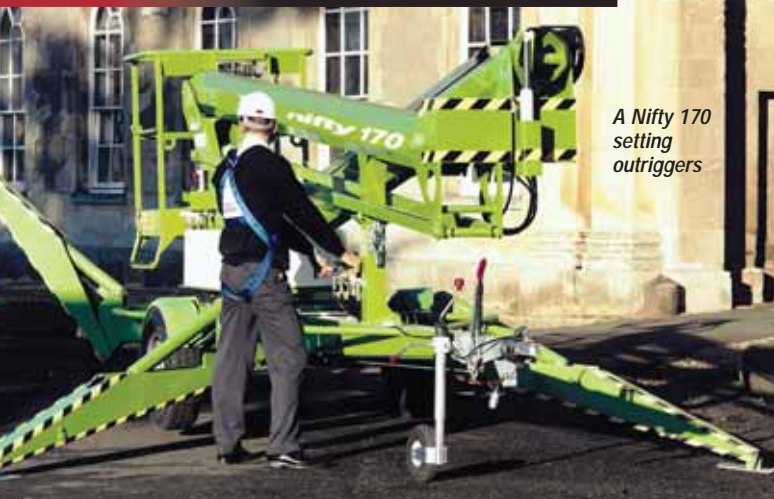
Self propelled booms, beginning with the Height Rider 10, were launched after the move to Milton Keynes but at this time, trailers were the mainstay of the company and have formed a large chunk of its sales ever since.

"We still make the first two products that we made almost 25 years ago, the Nifty 90 and Nifty 120 trailer lifts," says Keely. "Both feature a large number of improvements but are still quite

similar to the originals. One of the main developments in our trailer lift line was the introduction of the telescopic boom so although the Nifty 90 and 120 still have their followers, they are massively outsold by the Nifty 120T (T for telescopic) which offers more advantages. The Nifty 90 remains popular because of its light overall weight of 595kg and the ability to go through a single door and is still a very appealing package, particularly to owner operators."

After the 90 and 120, Niftylift produced the 17.1 metre working height 170 followed by the telescopic 120T. The introduction of the telescopic boom meant that although the two 120 machines have similar working heights (12.33 metres for the 120 compared to 12.20 metres for the 120T), the 120T is a metre shorter at 4.5 metres and has more than a metre more outreach at 6.1 metres. The telescopic boom also improved one of the articulated trailer platform's weak points - lack of outreach at lower heights, which on some models is not much better than the outrigger spread. The 120T achieves its superior outreach at the expense of a heavier overall weight (1,400kg as opposed to 1,160kg) and larger outrigger spread (3.55 metres compared to 2.7 metres).





A Nifty 170 setting outriggers

Another variation on the theme was introduced with the Nifty 140 which is non telescopic but features a 150 degree articulating jib, a large and a two man 225kg capacity rotating basket although this was more in response to products and features offered by the competition than specific user demand - customers clearly prefer the models with telescopic upper booms.

Nifty's largest trailer is the 21 metre Nifty 210 which achieves its impressive working range which includes almost 12 metres of outreach and compact dimensions is achieved with a dual riser and three section telescopic boom. The Nifty 180 was only briefly sold in France so the range is now completed by the 150T.

One of the criticisms levelled at the trailer lift, compared to a tracked spider lift is that it is too long to negotiate narrow, tight turns, say getting to the rear of houses. The relatively large outrigger spread can also an issue, but Niftylift - which also produces tracked machines - does not accept this criticism.

"The trailer lift is of course longer but taking our 12 metre trailer versus our 12 metre tracked model, the 120T is 4.5 metres long and the tracked TD120T is only 550mm shorter at 3.95 metres. In fact, because the boom is common to both machines, this is the only dimension that differs - machine height, width, carrying capacity, basket size and outrigger spread are all exactly the same," says Keely.



Nifty 170



The Tough cage is a lighter, safer and more durable basket.

"The trailer is 450kg lighter as well and perhaps more importantly, is not far off half the price!"

When all the facts are presented in an easy to digest form, you have to wonder why, at least the smaller trailer lifts are not more popular, particularly as a spider lift must

geared up for the generally shorter hires and users visiting the depot to collect the equipment."

This type of hire is the domain of the tool or general rental company. The current economic situation is not helping the situation either. With most large hire fleets running at no



A Nifty 150T in towing mode

have its own trailer or transport. But is the lack of popularity the fault of the product or are we back to the original question - is it an availability problem and there is something about trailer lifts that the specialist rental companies do not like?

Spider lifts are rapidly becoming more readily available, whereas the trailer lift is increasingly concentrated in the hands of general/tool rental companies - which have bought in sizeable numbers over the years.

"In the early days of powered access many different types of rental company offered platforms but by the mid to late 90s the market was becoming more specialist," says Keely. "The 'powered access specialists' all started offering large volumes of very similar equipment, which ultimately limited user choice."

**But why did the trailer lifts loose out?**

"Trailers tend to achieve a much better rate of return than the more popular types of self propelled platforms but they need more thought and work in order to achieve the hire," he says. "The larger access rental companies are not

more than 50 percent utilisation, there are bargains galore for certain types of access equipment and less interest in new investments.

"Access companies all over the UK are quoting cut-throat rates for self propelled platforms far lower than the rates for trailers - and then throwing in free transport whereas you have to go and pick up the trailer," says Keely.



A Nifty 210at the National Hockey Stadium in Milton Keynes



*A Nifty 170 at the Tate Modern in London*

Our latest feed-back is that 12 metre trailers rent for around £120 per day or £200 per week and 170s for £400-£500 which compares very favourably with an equivalent self propelled. Smaller specialist rental companies are happy not to put trailers out at silly money during the week because they know they can get £200 on a Saturday.

"All too often hire desk staff don't get patted on the back for getting a good rate, but they do for increasing utilisation," says Keely. "The funny thing is that the rental companies that are geared up for hiring trailers are currently very busy and getting a good return on the investment. So the main factor holding back trailer lift popularity is the reluctance of the mainline rental companies to stock and promote them. Customers are not given the option of different machines might better suit a specific job. All too often the

and trailer platforms are ideal," says Keely. "You can't get a Nifty 120T for love nor money. Some steel erectors are now using trailers rather than normal self propelled booms just because of the floor loading."

Trailer lifts do appear to have a poor image, with most rental companies thinking that the returns are patchy at best. This however is not the case.

"I tried to find about 100 trailer platforms for a large tool hirer and rang companies I knew that had machines. The initial reaction to my calls were generally positive, but once they had analysed their performance they found that they were making more money on the investment than most other platforms and so quickly lost interest in selling them. Try buying a second hand trailer. You can't find one and if you do they are very expensive and not far off the price of a brand new machine. If you buy a new unit the first year you will get your money back, and after a further four years renting it out, you will still be able to sell it for more than you bought it for."

Demand for trailers should be on the increase because of the Work at Height regulations and the increasing pressure for window cleaners, painters and general maintenance workers to work more safely at height. Window cleaners do appear to have ditched using ladders, but



*The Swiss Army using a Nifty trailer lift for cleaning tanks*

machine sitting in the yard is the 'right' machine and that is generally not a trailer lift."

Trailer lift demand currently seems to be outpacing supply, how many second hand trailer lifts have you seen for sale recently? This possibly reflects the lower volumes lately but also changing requirements.

"Because of the low floor loadings on new construction sites, there is a demand for lightweight machines

the 'long pole' method of doing the job doesn't appear to be working. Customers demanding cleaner windows will force more to invest in some form of work platform - trailer, tracked or perhaps a small van mount. All have their advantages and disadvantages: although they can be specified with self propelled options, trailer lifts really need two people to manoeuvre it on site and being longer may



## c&a trailer lifts

*The drive system is available as an option on all models*

struggle with tight corners and narrow side passages. Spider lifts are a lot more expensive, and they need either a trailer or truck for delivery. But are more compact and manoeuvrable once on site. Small truck mounted platforms have built in transport and storage but can loose out on accessing some areas. As they say, you pays your money and takes your choice.....

Niftylift has been the UK market leader for trailer lifts almost since it started. In the early days, it had a lot of local competitors - Hi-Spec, Go Industries, Aerial and Simon to name a few - with several others including UpRight, JLG, Genie and Bil-Jax subsequently entering the market.

"The market for trailer lifts has never been as big as many people think, and there are many aspects of a trailer design that make them quite tricky to manufacture and has caught many out," says Keely.

"Currently sales in the UK are slow, but the United States is doing well and is currently our biggest market. There are several European countries that do not allow equipment to be towed - including Russia and Italy - however where they are needed for their specific advantages, the trailers are transported to site like other self propelled platforms. Trailer lifts are durable machines and tend to have a long life. When we had a recent competition to find our earliest machine and we found the very first trailer we produced was still operational!"

"We make continual improvements to all our platforms to make them safer and easier to use. However, when we introduce a new feature we tend to adopt it right across the line. The Tough cage for example is a lighter, safer more durable basket and can be fitted to all our platforms. Recent product developments have been for the benefit of users rather than rental companies," adds Keely.



*John Keely (L) and Roger Bowden (R) with Milton Keynes MP Mark Lancaster*

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# Bigger CAT lands on its feet

Expanding specialist rental company CAT Access Solutions is very pleased it bought its Bil-Jax 5533 trailer lift. The unit - the first in the UK - was ordered 18 months ago and has been in constant use ever since.

"The 61ft (19 metre) working height Bil-Jax 5533 is a very versatile and easy to use platform, however the main feature that attracted me was the 10 metres of outreach at six metres height and its ability to go below ground level when needed," says owner Chris Taylor. "Once on site you just unhook from the towing vehicle and drive it into position. With automatic self levelling - just press two buttons - the unit is ready to work in just 30 seconds."

Unlike most other trailer lifts, the Bil-Jax is also fitted with a quick disconnect basket and the optional Material Lifting System which means it can convert in about 10 minutes into a 227kg capacity light duty crane. The battery powered lift is fitted with an on-board generator to recharge the batteries when in use.

"The machine has been out on hire for the last couple of months helping in the construction of a new, self-build house by installing roof trusses and performing all high level access requirements and will not be back until next year," he adds.

According to Taylor the lift is achieving good rates, even on longer jobs than are typical for trailer lifts. It has been used on

many different types of jobs including sign erection and gutter repairs. However the lifting system has proved surprisingly popular and has proved to be ideal for the installation of solar panels, first lifting the materials into place on the roof and then reverting back into a 227kg capacity platform for carrying men and tools required for the installation.

"One recent contract involved painting commercial property in Leeds which was complicated because of a weight restriction on the pavement outside," says Taylor. "We chose to use the Bil-Jax for the work because with its reach we could set up just once and not have to move it. It completed the job without leaving a mark. The 5533 weighs just under two tonnes so can work on delicate floors. Also its 10 metre outreach is enough to get to the front of most (council) houses when carrying out repairs for local authorities."

Castleford-based CAT is continue to expand its fleet and currently has eight specialist units with a few new additions. The company bought the first of the new Platform Basket 18.90 from UK distributor Promax which has been out constantly since it was delivered after the Vertical Days in June. According to Taylor, the machine currently has a waiting list for it because of its 9.5 metres outreach.

Taylor also took delivery of the first Bil-Jax 45XA self drive boom lift with a rotating jib. As with the 5533 it can convert into light duty crane. Taylor describes the platform as a 'mountain goat' because of its 48 percent gradeability light weight and 4x4 drive.

"The machine is one of the easiest machines to use with the button/joystick controls and our customers have had no problems understanding its use."



The company has also invested in a Bil-Jax CAT23 with auditorium kit for working over the pews in local churches. Taylor says that the 11 metre working height push around unit has saved his customers a substantial amount they were paying for scaffolding.

CAT's expansion has necessitated a move to larger premises, still in Castleford, the new unit is more than four times larger than its old depot. The team has grown to a total of seven but the company is looking to recruit a couple more at the start of next year.



Chris Taylor (R) with Shaun Day of distributor Promax outside CAT's new premises in Castleford

## Crane platform combination?

Bil-Jax has been building trailer lifts for many years and has always offered a lifting attachment, effectively switching the unit to a crane. Here in Europe, the idea of switching between crane and platform was for a number of years frowned upon and considered unsafe by many.

However, more recently companies such as Böcker have added platforms to their aluminium cranes and loader crane manufacturers increasingly promote fully integrated platform



A Böcker aluminium crane with basket attachment



loader crane with basket

attachments. The benefits of a machine that can handle both jobs are clear for small job sites. The key is being able to carry the attachment to site while being foolproof, easy and quick to install. Expect to see more of it as rental companies look for an edge and small contractors become more aware of the potential.



Its 10 metre outreach allows the Bil-Jax 5533 to complete most jobs from one set up position

# Articulated or telescopic?

The first trailer lifts were modelled on and often used the same lifting mechanism as the earlier truck mounted lifts and were largely simple, two boom articulated affairs with mechanical levelling linkage. Lifts such as this are still produced by companies including Niftylift and UpRight although they are now massively outsold by their models with telescopic upper booms.

One of the largest remaining trailer lift markets in Europe is Scandinavia and so it is no accident that it is home to so many major producers, including Dinolift, Omme and Denka/World Lift. As the access market became more sophisticated in the mid 1980's it became evident that simple articulated trailer lift simply did not offer enough outreach, particularly at lower heights.

Another issue, probably a more important one in many countries, was the large tail-swing at lower heights. This problem was also inherent in the early truck mounted lifts and accidents with protruding lower booms were a regular event.

To solve the outreach issue most producers added articulating jibs - tip booms as some called them - and telescopic top booms, while other manufacturers, particularly in Scandinavia, introduced straight telescopic boomed models which

overcame both the outreach and the tail-swing issues. With excellent outreach and in many cases lighter weight, the concept took off in the Nordic countries almost completely eliminating articulated models for many years.

As time progressed and self propelled articulated boom lifts became more popular, articulated-telescopic trailer lifts began to creep back into some sectors of the Nordic market, including ultra compact 12 metre models with short risers and then larger units which used dual parallelogram risers to eliminate the tail-swing problem, while still offering the up and over reach that is ideal for certain applications.

But in the UK, Ireland and many countries in Southern Europe, the straight telescopic trailer lift has not caught on at all. Why not?

There appears to be no single logical reason behind it. One factor is that



Telescopic

telescopic tend to be built in higher cost markets and so were and are more expensive. There is nothing like a high price to curb the appetite and thus the take-up by rental companies. Especially as so few were able to 'sell' the benefits of higher costs niche products, tending to focus on the height and price 12 metres = X£ so the cheaper the lift is to buy the higher the return. With no large rental company volume it is hard for a product to break into the mainstream market. With no respectable volumes, larger manufacturers such as Niftylift, UpRight, Genie or JLG, have little incentive to enter the market. So when the market for trailer lifts in the USA began to surprisingly take off in the mid 1990's all of them introduced articulated models. Bil-Jax also initially followed that trend starting with articulated machines badged from Aerial in the UK, but has since added a range of telescopic models which have been very successful. The company has more recently had

some success in Europe, particularly in Germany where telescopic models have long been appreciated.

In the UK and Ireland some telescopic models have been sold but very few, and yet their attributes - good outreach, simplicity and no tailswing outside of the outrigger base at any height - are appreciated in these markets.

One downside of many telescopic trailer lifts in the past has been their overall length, often exceeding six metres which makes them a challenge to tow in some countries and lack of up and over reach might also be a factor. The point is that few users outside of the Nordic region and Germany really get a chance to see for themselves as so few rental companies offer them.

## So how great is the difference?

We look at a few examples below to provide an idea of the variation on outreach and weight between articulated and telescopic.



Articulated

Type and working height	Outreach	GVW	Up&Over
9.8m telescopic (Bil-Jax)	6.66m	1,320kg	No
12m articulated (Nifty)	5.0m	1,160kg	Yes
12m articulated (UpRight)	5.0m	1,300kg	Yes
12m articulated telescopic (Nifty)	6.1m	1,400kg	Yes
12m telescopic (Dino)	7.9m	1,275kg	No
13.2m telescopic (Bil Jax)	9.8m	2,050kg	No
14m articulated + jib (Nifty)	6.4m	1,500kg	Yes
15m articulated telescopic (Nifty)	7.55m	1,725kg	Yes
15m Telescopic (Dino)	10.0m	1,665kg	No
17 m articulated telescopic (Nifty)	8.7m	1,900kg	Yes
17 m telescopic (Omme)	10.3m	2,200kg	No
18m telescopic (Dino)	10.7m	1,800kg	No
21m articulated telescopic (Nifty)	11.8m	3,300kg	Yes
21m telescopic (Omme)	11.2m	2,500kg	No



# Tow and go

While some may consider trailer lifts to be a bit of a niche product these days, they are a positively high volume product in comparison with the towable scissor lift. Available over the past few years, it can never be described as a runaway sales success, this in spite of the fact that the concept has some strong appeal for many applications.

The original concept in the form of a production machine, was introduced in the USA by PLE some years back but was probably 15 years too late to have mass appeal for the rental operator? This might be set to change though with the launch of the new Self Drive Upright XT24SD?

The company has been selling its own version of the PLE TP9000 for the past 12 months or so and has the sales rights for the access market, (while PLE focuses on the security camera and hunting markets). However while there has been a good deal of interest in the towable scissor concept, its lack of manoeuvrability on site has been a sticking point for many potential

buyers. UpRight says the new 24ft/7.0 m platform height XT24SD is a cross between a trailer mounted lift and self propelled scissor. It is clearly light enough to be easily towed by most cars or commercial vehicles, but it can also be driven from the platform (while stowed) like a conventional scissor lift.

"We believe there is huge potential for this machine with tool hire companies, as it makes aerial lifts attractive to a whole new sector of end users who are currently put off by the transport costs," says UpRight sales and marketing director, Richard Tindale. "We see the XT24SD being used by wide range of industries from external building and facilities maintenance



to sign installation and even crowd control."

The XT24SD can be used with the outrigger jacks set within the machines overall width, providing a working height of up to 5.9 metres, or for jobs that require more height, the outrigger beams



are manually extended. In both instances, the one touch auto-levelling system deploys the jacks from the platform at the push of a button. Other features include a roll-out deck extension providing almost a metre of outreach and a 227kg lift capacity.

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# Stopping that sinking feeling

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mats

It is a truth, universally acknowledged that a mobile crane or aerial lift in possession of outriggers must be in want of a good set of outrigger mats. Unfortunately, too many owners and operators appear to be ignorant to this fact evidenced by the large number of machine topples caused by outriggers sinking or collapsing into the ground due to the poor set-up.



What is curious is that the vast majority of people understand the principal that if they try and walk in deep snow they will sink to their waist, unless they are equipped with snow shoes, skis or some other method to spread their weight.

Yet this almost instinctive knowledge does not appear to transfer to many supposedly well-trained crane and lift operators or users who continue to work without putting outrigger mats under each jack to spread the

Then there are those who think they can get by without a set of decent mats, making do with random off-cuts or other substitutes - sometimes waiting to see what they can find on site, should some cribbing be required. This in spite of the fact that the cost of a set of quality mats - which will last a lifetime - is a fraction of the purchase cost of the machine they help support. Thankfully safety authorities, such as the UK's HSE are beginning to clamp down on makeshift cribbing, shutting down

for big mobile cranes, thanks to the fact that they are relatively compact and versatile, not to mention their ability to pick and carry. When it comes to any crawler crane over 500 tonnes capacity - and often smaller - most contractors or crane suppliers, will insist on building a platform or mat for the crane to operate from as a matter of routine. Either to spread the track loads over a wider area or to prevent ground damage, particularly when working on public roads or close to the water table etc.

underground voids. Is the ground built up, reclaimed, or close to a slope which may give way? Are there any poorly backfilled excavations?



*No matter how good your mats, running off the edge will cause problems*

machines weight over a wider surface area.

Too many operators choose to gamble on the nature of the ground beneath them. If they have pads on board and they are not used, it is clearly out of sheer laziness or possibly ignorance - after all there is nothing to be gained by winning this 'throw of the dice' - and everything to lose. If they have rented the machine without thought to the ground conditions and the rental company has not asked them about it, the chances are that they will not have any mats even if they had a notion to use them.

jobs where it is spotted.

In this, our fourth annual feature on outrigger mats and roadways, we are focusing more on large mats used for working platforms for crawler cranes, large truck mounted lifts and mobile cranes or as temporary access roads. We also take a look at how poor outrigger set up is the root cause of so many accidents.

## On a firm footing

Crawler cranes run the gamut from the smallest 900kg spider crane to some of the largest cranes in the world. At the top end tracks have become the undercarriage of choice

The smaller the crane the more likely the contractor and crane supplier are likely to operate it without any such platform. After all, smaller crawler cranes are typically selected for their low ground bearing pressures. The result is that ground conditions can often be overlooked with smaller crawler cranes and lifts.

However while tracked cranes and lifts are better at crossing soft ground and do generally have considerably lower ground bearing pressures than wheeled equipment, they can and do tip over when the ground gives way. So it is vital to know as much as possible about the make up of the ground with particular attention to any possible

## Aggregates or wood?

Civil engineers will sometimes insist on the building of a properly engineered and calculated platform using a number of layers of well compacted aggregates on top of geogrid matting or even a concrete pad. While this may well be the right way to go for the very largest projects where a crane or cranes will be working over a long period, it can be both time consuming and expensive for shorter term work and requires a good deal of experience to get it right. A faster and far more cost effective - not to mention environmentally friendly - platform can be constructed from timber, or for smaller equipment aluminium or even composite mats that bolt together.



*Who needs outrigger mats?*



*This one looks like it found a void. It also looks expensive*

Timber mats (from sustainable sources of course) can be purchased or even rented in many areas, from a number of specialist suppliers. The benefits are that even a large, sophisticated mat can be constructed at short notice and then, if necessary moved or adjusted as the project develops. Timber is still relatively inexpensive and properly engineered hardwood timbers with edge protection and lift handles or eyes are incredibly versatile and can be adapted to all manner of challenges. They can also be moved from back to front while a

big crane travels, avoiding the need to cover the whole route or area. When it comes to the largest lifts, especially when a heavy load has to be lifted and carried, a combination of aggregates topped by timber is often used. The aggregate base can be used to both provide a foundation and help level the route, while the timber then spreads the loads and better handles the wear. Mats, platforms or pads are most often considered where the ground is soft and where the ground will clearly give way under any significant pressure. However other considerations



Aggregate platforms need to be carefully calculated and built or they can easily give way



Just over an hour later the crane begins to sink further...



...and then over she goes! While no one was hurt, the cost and disruption is immense



Crawler mount equipment can induce overconfidence. The person renting this machine would have faced a large recovery charge



These two Terex CC2800-1 are carrying out a tandem lift in Krefeld, Germany from an excellent aggregate and timber platform

include a surface that will wear badly and seriously erode with heavy traffic leading to problems later on. Both timber and aggregate

platforms can protect against this issue as can some composite mats. Aluminium and composite mats, panels or temporary roadways are

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A solid wood mat for one of the world's largest mobile cranes, the Terex Demag CC 8800

better suited for gaining access across soft ground, a challenge often faced with utility work such as erecting or maintaining remote pylons. The growth of wind power is also creating business for the providers of temporary roadways, particularly for smaller wind farms or even individual turbines where the cost of constructing a permanent road is not justified.

There are exceptions of course. In the Netherlands and parts of northern Germany much of the ground is reclaimed or close to the water table and is just too soft. As a result the use of large timber mats is the norm. It is for this reason that so many Dutch companies are strong in this market. Most experienced crawler crane

achieved to some extent with a regular crane by adjusting the boom angle to balance out the counterweight. This is not always practical though and so understanding the ground and taking the appropriate steps becomes even more critical. The narrow tracked Liebherr LR1400/2-W - designed for wind farm work, avoids the turning problems, by installing a set of jacks to raise the crane up off its tracks, while a second slew ring allows the undercarriage to be rotated to the new direction of travel without disturbing the ground.

#### Who supplies?

The better suppliers of timber mats, will not only supply standard sizes from stock, but will also help with

In this case a 1,350 tonne fully rigged crane tipped, it looks as though it was front heavy, while a few steel mats have been used haphazardly to no effect



operators fully understand the dangers of moving a fully rigged crawler crane particularly on unstable ground and particularly when the crane has to turn. In spite of this a surprising number of crawler cranes do tip over every year, purely due to ground conditions. The majority occur when the fully rigged machine is being moved, when it is either front or back heavy, concentrating the loads on only part of the track. Manitowoc's new 2,300 tonne Model 31000 automatically adjusts its counterweight in order to keep the machine's weight - or centre of gravity - balanced over the centre of its four tracks. This can also be

the mat design and calculations and modify or adapt the timbers for specific challenges.

In the UK, Dutch owned Sarum Hardwood - Mat and Timber services, has been operating for many years and has enormous experience in providing both mats and outriggers pads. It stresses its credentials in sourcing its hardwoods from sustainable sources and focuses its efforts on wood.

Locally owned Timbermat of Stockport, Cheshire, considers itself a full line specialist in temporary surfaces and while offering the full timber mat service, also sells or rents a whole range of alloy and



This mat both spreads the load, protects the wet surface from erosion and reduces wear and tear on the crane's tracks

composite temporary roadways and even modular car parks.

TPA, part of the Vp group, tends to specialise in temporary roadways and ground cover but is also equipped to design custom pads for cranes and lifts.

Finally the most recent entrant into the UK, Welex, is also Dutch owned. Celebrating its 40th anniversary it has recently established new operations in both the UK and Germany and can offer a wide range of its Ekki hardwood mats for both sale and rental.

#### Go for quality

All of the timber specialists warn against buying some of the cheaper timber that is currently coming on the market stressing that it will almost certainly prove to be a false economy. This is particularly true in northern Europe, where timbers that split and damage easily, are then prone to freeze/thaw damage through the winter further undermining their integrity.

#### Coping with outriggers



Aluminium road ways from companies such as TPA, Eve and Timbermat are well suited for wheeled cranes and lifts to gain access over soft ground.

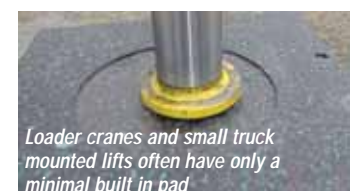
the ground conditions or pad size, in order to create a positive habit. Some equipment, particularly loader cranes and small truck mounted lifts are often equipped with small or even no pads at all, with the outrigger jack 'foot' being hardly larger than the diameter of the cylinder rod. In spite of this many loader crane operators do not seem overly bothered to use mats. It is true that most of the time they do operate on good solid ground and that, unlike mobile cranes, they are not usually required to lift the truck clear of the ground. However, too many operators

### Typical timber sizes for mats

Light to medium duty -	70mm x 1m x 3m
Medium duty -	70mm x 1m x 5m
Medium/heavy duty -	100mm x 1m x 5m
Medium/Heavy duty -	200mm x 1m x 5/6m
Medium/Heavy duty -	225mm x 1m x 6m
Heavy duty -	250mm x 1m x 6m
Heavy duty -	300mm x 1.2m x 6m

We have campaigned for several years now on the importance of using outrigger mats under the outriggers of any piece of equipment. This is clearly more important with some machines than others. Some cranes or more particularly lifts, are equipped with very large built-in pads which can cope with all good to firm ground conditions without requiring a separate mat. However many owners feel that it is good practice to use a mat regardless of

appear to give no consideration at all to the ground conditions, even when setting the stabilisers on grass.



Loader cranes and small truck mounted lifts often have only a minimal built in pad

**New standards will help**

The better operators tend to understand the risks but it is surprising how many still fail to comprehend the need to spread the load. New European standards for loader cranes dictate the manufacturer's maximum loadings permitted on each outrigger which could go a long way to solving this issue. Some, particularly the larger models, will still require the use of separate mats, so the challenge of how to get operators to use them will remain.

**The statistics are clear**

Numerous studies of crane and vehicle mounted lift accidents clearly show that the majority are ground or stability related - in other words tied into the improper use of outriggers. Accurately extracting this information from official statistics is notoriously challenging, as the causes are often poorly recorded. 'Crane collapse' is often given as a reason, regardless of whether it was due to a structural failure, (rare), the fact that outriggers were either not extended or only partially extended, or from overturning after the outriggers have sunk into soft ground or broken through into an underground void.

Having reported on crane and lift accidents from around the world over the past six years and studied numerous safety/accident reports and studies we estimate that around 65 percent of all wheeled crane and aerial lift accidents are caused by or are related to outrigger misuse.

The interesting fact though it is that there is a clear differentiation between such accidents in North America and those in Europe/Australia. In North America a significant number of the accidents are still caused by the operator not extending the machine's outriggers at all. While in Europe the outriggers are generally used - on many units due to interlocks being fitted - and the accidents that do occur are more often caused by outriggers sinking or punching through into an underground void.

Some of this differential can be attributed to a difference in the type of cranes most commonly used and the way they are operated. North America has a massive population of Rough Terrain cranes which can

be widely used 'on rubber' and mistakes arise such as slewing with an extended boom or load without setting the outriggers. In addition many of the cranes are owned or bare leased and operated by a variety of people, some with little knowledge of the particular crane. True, this is changing as more states insist on certification, but there are still a lot of 'casual' operators on site. In Europe and Australia road going cranes are more prevalent, most with limited or no on-rubber duties so outriggers tend to be set for most lifts and on arrival on site. It is also more common to rent the crane with an operator who tends to stay with that particular crane and is therefore a great deal more familiar with it.

**That sinking feeling**

In more than 90 percent of the accidents we have reported on where cranes have tipped over due to sinking or collapsing ground, NO



outrigger mats were used at all. While it is a gross and perhaps crass oversimplification, it seems that as long as an outrigger mat is used (at least one larger than the outrigger pad) a tip is unlikely.

It could be of course that those who routinely use mats are simply more aware of the dangers and therefore take precautions and as a result never appear in our online accident gallery? Whether our simplistic

conclusion is flawed or not, one thing is for sure, those that do not use mats are more likely to tip their machine whether it is a crane, aerial lift, telehandler or even a concrete pump.

Our conclusion also helps overcome the challenge, often thrown up as an objection to supplying mats for non-operated equipment, that a rental company cannot know the ground conditions and cannot therefore supply the right size of mat. If a mid-sized mat for the

so the real the percentage is considerably higher. Looking at the other causes - 25 cases were due to poor management and two of the key causes within this category were lack of proper site assessment and insufficient checks and measures to address ground conditions, while another cause included the incorrect set up of outriggers and the overriding of interlocks.

Looking behind the type of accident into the causes, the study highlighted three key reasons: a surprisingly high 48 percent of accidents involved a violation of rules and regulations; 26 percent a lack of knowledge and 26 percent human error. This also reinforces what we have noticed in accidents that have made it into the press. In many cases where cranes or lifts have tipped over due to mats not being used, a full set are clearly visible - stowed on the machine. The operator was, one assumes too lazy to use them or gambling that the ground was firm enough not to require them.



*A nice set up with pads close to hand - shame they are not being used.*



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So what is the solution? If we could only ensure that proper mats and cribbing are always used, we would almost certainly see a significant fall in the number of accidents that occur. One suggestion made recently was that cranes and lifts be fitted with sensors that detect the machine beginning to tip or tilt. While this is a logical use of technology we would prefer to see a rule that required all equipment fitted with outriggers, to be supplied with a set of mats or appropriately

large built-in pads and more emphasis given on the importance of using them. The rule to limit maximum ground bearing pressures might also help. And finally more training on crane and lift set-up and cribbing techniques.

**What do you think?**

In two separate polls on Vertical.net we asked 'Should the use of outrigger mats on cranes and lifts be mandatory' 81 percent of the 966 respondents said Yes.



Then when we asked rental companies if they supplied outrigger mats with all of their machines that were fitted with outriggers just 54 percent or 98 respondents said Yes - so just under half of all rental companies simply do not supply them.

Anecdotal evidence suggests that the yes vote was higher than the reality, with the majority of companies not supplying them.

Interestingly almost all cranes and large truck mounted platforms

which are supplied with operators do at least go out fully equipped with proper mats and cribbing materials. It is the non-operated/self-drive equipment - smaller truck mounts, trailer lifts, spider cranes and lifts - that are rented without mats. A large number of loader cranes although 'operated' are also not suitably equipped, although the better fleet managers do equip their units with a full set of good quality composite mats.

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# Italian stalwarts out in force

c&a

SAIE

Once again, the SAIE show in Bologna, Italy lived up to its reputation as one of the best equipment shows in Europe. Although total attendance numbers were down somewhat on last year - no surprise there - the sheer number of Italian equipment manufacturers eager to unveil new products for their home show meant there was an enormous amount of new equipment both expected and unexpected. The following is a brief round up of some of key introductions.....

With this not being a tower crane year you might think that there would be a lot less to see at this year's show. Yes, there were some rather large spaces normally occupied by the likes of Haulotte, Terex and Manitowoc, with the latter two having moved to smaller spaces, but the Italian stalwarts were out in force however and almost every one showing new products.

The flavour of the show is always tilted towards loader cranes, small truck mounted platforms, spider lifts and pick and carry cranes and all four areas were well represented this

year. When it comes to truck mounted lift there was a proliferation of units on 3.5 tonne chassis - with variations up to a maximum of 26 metres, some with and some without stabilisers, cheap and cheerful for the rental market or very sophisticated, jibs, articulated, double pantograph or straight boom - all were on show.

Larger truck mounts were also out in force with Palfinger Wumag's 103 metre WT1000 towering over everything else. Bronto claimed the largest platform based in Italy showing a 90 metre S90 HLA sold to Ital Noleggi and then a 73 metre Barin. CTE showed off its new 61.6 metre B-Lift 620 HR and the new owners of Cela and Socage unveiled a range of truck mounts and outlined its future plans which include a 105 metre model.

The resurgence of pick and carry cranes - particularly the smaller capacity machines was also evident, with Ormig, Valla, Galizia - and the lesser known Kegiom - all showing new products in the two to five tonne sector.

Loader cranes are almost as common as small Italian scooters (well almost) and again there were plenty of new products to see from PM, Cormach, Effer, Terex, Palfinger, Hiab as well as other Italian manufacturers that rarely stray too far from the homeland.



Two PB Lift Top 16 scissors with a Pop-Up push around on new dealer Aequimast Italia stand



## Aequimast Italia

Niftylift, PB Lift, Worldlift Industries (Denka/Falck Schmidt) and Pop-Up, all shared a stand with their new San Mauro-based Italian distributor Aequimast Italia. Niftylift which has taken more than three years to find a new distributor, showed its HR21 4x4 diesel and the HR17NDE Bi energy self propelled platforms. Aequimast's directors - Giangaetano Mastrota and Filippo Civran - have also firmed up representation with other complimentary products giving it a full range of products from specialist producers.

## Airo

Airo Tigieffe launched the A15 J RTD, a new compact 43ft/13 metre platform height four wheel drive, Rough Terrain boom. The dual riser,

The new A15J RTD compact rough terrain boom from Airo Tigieffe



telescopic boom lift has a 1.32 metre - 140 degree articulating jib and rotating platform which can also be ordered with a 180 degree rotating jib option. Overall width is 1.8 metres, total weight 6.7 tonnes and gradeability 40 percent.

## ATN

French-based ATN continues its strategy to expand its international coverage promoting its mast booms and new Zebra 12 RT long outreach boom lift.



## Bluelift

Bluelift had its upgraded 200kg capacity, 14 metre work height, 6.5 metre outreach, C14/6.5H. The jib can still be used for both one and two person platforms, however the outrigger set up must be increased from 2.5 metres square to three metres square for the two person



Gianpiero Marti shows off the new auto frequency remote control and Honda engine

version. Self levelling is standard on all models. Changes also include a new Honda GX440 engine and the auto frequency Autec radio remote control.

### Bravi

One of the most dramatic new product launches has to be the 5.35 metre working height, electric Bravi Caddy stock picker. Designed for a single operator up to 130kg, the machine has a 90kg capacity electrically powered material tray that can be level with the basket rails when 'picking' high-level products which can be lowered to ease loading or unloading. Entry is by a 350mm step through a double swing style gate. Two easy to use, proportional hand controls have thumb operated raise/lower button (taking 18 seconds and 14 seconds respectively) and left/right steering. The unit can also be used just to transport materials up to 113kg on the load deck. The mast the similar maintenance-free design used in other Bravi platforms.



The new Caddy stockpicker from Bravi

Drive speed is 95 metres per minute, can turn within its own length, has 35 percent gradeability and has a total weight of 650kg. The 'price competitive' Caddy is available now.

Also on the Bravi stand was the upgraded 4.9 metre working height Leonardo with heavy duty frame, improved entry gate and easier to operate joystick. Bravi has just entered the US market with its new dealer and says that it is working on a new six metre working height machine.

### CMC

CMC showed two new 3.5 tonne truck mounts - one with stabilisers and one without. The KTX200 is a conventional 19.7 metre working height, nine metre outreach truck mounted platform with a 200kg capacity and using a conventional 'A' type outriggers at the front and vertical outriggers at the rear.

Aimed at the rental market, the platform is less expensive, more user friendly with reduced electronics. More unusual was the stabiliser-less TBJ130 designed for the street lighting sector. Working height is 13.5 metres and outreach 5.1 metres the basket has a 120kg capacity, enough for one man and tools.



The stabiliser-less TBJ130 from CMC is designed for the street lighting sector

### Cormach

Italian loader crane manufacturer Cormach once again had an impressive stand, showing several new, large loader cranes including the 80000E ASC Plus and 125000E ASC Plus (the number being the maximum static load moment). The 80000E ASC Plus has a maximum of eleven sections or nine plus six extension jib which is capable of -10 degree angle capable



The Cormach 80000E ASC Plus is capable of lifting 800kg to 30 metres

of lifting 800kg to 30 metres. Double lifting cylinders give an - 15 degree main boom angle, 4,000N winch and quick detachable jib are just a few of features of the new loader crane.

The larger 125000E ASC Plus has a similar jib configuration but can lift a maximum of 1,220kg to 31.15 metres.

a 62 metre truck mounted platform, featuring a new boom design and automatic outreach management system. Depending on the position of the outriggers, the system manages 50 different working envelopes but always with a maximum capacity of 450 kg. This machine is the largest of three in the range, which includes the 510 HR and 430 HR - all designed specifically for the European market.



The new CTE Zed 20C has 20 metres working height and 9.2 metres outreach.

### Easy Lift

Easy Lift had two new models on display, including its first truck mounted lift the EZ220, a simple concept 3.5 tonne articulated model with 21.50 metre working height and 11.5 metre outreach. The one man platform includes 180 degrees of rotation. The company's new R210 tracked spider now includes a jib and uses improved materials and a 3.5 metre by 3.5 metre outrigger base for increased stability. Maximum working height is 21.2 metres plus more than 11 metres of outreach with one person. Weight is 3,000kg and levelling capability is up to 30 degrees.

### CTE

CTE display included its new 20 metre working height ZED 20C, a compact, zero tailswing machine with stowed height of 2.5 metres and 6.66 metres long. With a 20 metre working height and 9.2 metre outreach the unit features a strong insulated basket. CTE says that it has already sold five units.

The company also showed off its new flagship - the B-LIFT 620 HR -



Easy Lift R210

### Ecoalpha

A new self propelled mast platform - the Ecoalfa - was spotted being introduced by Italian company Alpha. The 4.9 metre working height machine has a 190kg basket capacity, a speed of 0.21 metres per second and measures 1.64 metres high, 0.75 metres wide and 1.2 metres long. The company says the machine has particularly fast raise and lower times and claims that the unit's economical use of power results in double the number of lift cycles.



Ecoalpha

### Effer



Lorry loader manufacturer - and part of the CTE group - Effer had two new loader cranes on its own stand - the Effer 45 and the 60 tonne/metre, nine extension, 23.34 metre reach Effer 655.

### Fassi

Founded in 1965 by Franco Fassi, the company is celebrating 45 years. Having sold off Sogace it is now fully focussed on loader cranes. The star of the stand was its new FX500 electronic control and management system - derived from the FX800 Evolution system - for light to medium weight cranes. It has also added its Extra Power System (XP) to the F55AXP, F70AXP, F55AXP, F90AXP, F105AXP, F120AXP and F160AXP. The XP system activates a power surplus, reducing the speed of the crane's movements but increasing the lifting capacity. Activated by the operator on the remote control panel it allows tasks to be completed without compromising the performance and safety of the loader crane.

(see Giovanni Fassi mini interview in the loader crane feature on page 24)

### Galizia

Another new Galizia - this time the tracked GK20 - an all electric, two tonne capacity pick and carry crane. Extendable tracks from 820mm to 1220mm give narrow access and increased stability when working.

According to managing director Fabio Galizia-Vercelli the unit is completely electric, not electro hydraulic. The two compact independent brushless AC electric drive motors - one per track - are coupled in a way that makes it easier to operate and turn. Proportional control radio remote is standard and the huge 48 volt batteries form part of the counterweight.

Galizia is this year celebrating its 120 year anniversary - 20 years building cranes. Two cranes launched at last year's show - the two tonne capacity G20 launched and the 20 tonne capacity F200E are now its best sellers. This year



c&a

SAIE

Fassi F170T on a Scania P280 recovery unit: Fassi has spent a lot of time and effort on this vehicle recovery crane

the F200E - which uses a similar drive system as the GK20 - featured several improvements including rear safety camera for better visibility and easily removable four tonne counterweight reducing the overall weight of the machine for easier transportation.

### GSR

GSR continues to fill out its line of high volume truck mounted lifts showing the new 18 metre, double articulated E180PX mounted on a Nissan Cabstar of interest to the Euro B driving licence market. The platform has a 250kg capacity and the option of narrow jacking.

The E250PXJ is the first of a new series of double articulated platforms with fly jib. Features of the 7.5 tonne GVW platform include narrow jacking and 280kg in the basket and it will be followed by a 32 metre platform soon.

GSR's E180TJ has a redesigned 18 metre boom with fly jib. Mounted on a 7.5 tonne GVW chassis, the platform offers 280kg basket capacity and narrow jacking and is the forerunner of two new similar models with 20 metres and 22 metres working height.



The Galizia GK20 is an all electric, two tonne capacity pick and carry crane.



The huge 48 volt batteries form part of the counterweight.



One of three new truck mounted platforms on the GSR stand - the 18 metre E180PX



The Lithium Ion powered Hinowa Goldlift 14.70 spider platform

### Hinowa

Hinowa unveiled the world's first Lithium Ion battery powered spider lift, based on its popular Goldlift14.70. The unit uses a 2,000 watt, 48 volt AC motor to power the hydraulic pump, the rest of the machines remains as per the standard unit. The Lithium Ion battery pack fitted to the Goldlift is said to offer around three times the life of a regular aerial lift battery pack, while recharging time from empty to full is said to be almost half that of lead acid batteries, and requires virtually no maintenance. The advantages if the Lithium batteries are clear, the downside of course is the extra cost, however at less than 50p for a full recharge, the payback for an owner operator over an internal combustion model will occur well before the battery pack needs to be changed. This is surely a glimpse of the future for battery powered machines?

### Imer

The surprise on the Imer stand was the inclusion of Iteco scissors not in their usual fluorescent green but in the new parent company's colours. Nothing new on the product front, but there is a lot of work on cost reductions with possibly some new 4x4 scissors next year. A global distribution strategy is currently underway, which is likely to retain most of Iteco's distributors.

### Isoli

Isoli had its new PNT210J articulated truck mounted lift on display with a 20.6 metre working height, 9.75

metres of outreach with fully extended outriggers. The jib articulates from 18 to plus 80 degrees and 150 degree basket rotation is included. The 3.5 tonner, the first model since the company stepped up its aerial lift efforts, looks like it could be a winner. The unit is already proving a



A change of ownership and colour for Iteco - now part of Imer



The new Isoli PNT210J has 20.6 metres working height, 9.75 metres of outreach and articulating jib

success with about eight orders booked - the first going to an Italian customer. The company is also experiencing strong interest in its new Land Rover-based MPT 140 boom lift.

### JLG

As well as celebrating 10 years since it launched its own sales and service company JLG Italia, the company announced a new range of three compact telehandlers - the 5.8 metre/2.9 tonne L2906H and 2906H and the 6.9 metre, 3.5 tonne 3507H. The new models are equipped with Tier III Deutz engines, high-torque hydrostatic transmission and

limited-slip differential on the front axle.

The innovative 4.32 metre working height LiftPod was also on the stand but is still waiting for CE approval so was not for sale in the EU.

One of three new compact telehandlers from JLG - the L2906H.



### Kegiom

Italian mini crane manufacturer Kegiom Lifting showed off its diminutive new 200 Panda pick and carry crane. Measuring 1.7 metres high, 850mm wide and just over two metres long, the ride-on, two speed hydrostatic drive, 24 volt electric crane has a maximum lift capacity of 1,200kg and can lift 200kg to a maximum height of 6.5 metres. Unusual is the 25 degree main boom rotation and this increases to 120 degrees when the 2200mm wide outriggers are used. Options include a winch, manual jib extensions, radio remote control and a man basket.



The diminutive new Kegiom 200 Panda, a 1,200kg pick and carry crane.

### Leader

As well as showing a wide range of UpRight and Meada products, Leader showed three new truck mounted lifts - two versions of the straight boomed 21.5 metre working height, nine metre outreach Giraffa 210. Mounted on Nissan Cabstar and rough terrain, Mithos 4x4 chassis, the Giraffa has a hatful of features including the new 'all motion system' - electro-hydraulic proportional controls from the basket - auto levelling with electronic tilt sensor control, variable position outriggers, 180 degree platform rotation, GPS and radio remote control.



One of three new platforms from Leader, the 20 metre Cicogna 200 AJTT

The Cicogna 20 metre 200 AJTT also features the auto levelling and GPS of the Giraffa, but also has a double telescopic articulated boom and jib and 360 degree slew. Its new 26.6 metre working height Cicogna 270 has already achieved success - a 25 unit order to the Middle East. The unit is capable of reaching seven metres below ground level which should prove useful for inspection work.

#### Liebherr



One of the most impressive stands at this year's show Liebherr showed off a wide selection from its crane range.

#### Lionlift



Lionlift showed off its new orange colour scheme with its 18.5 metre working height, 10.5 metre outreach GS 18-11 tracked spider platform.

#### Locatelli

Rough Terrain specialist Locatelli continues to expand its Rough Terrain crane range and had its new 50 tonne, Gril 8500TL on display. The crane features several improvements over the machine that was first seen at Internat earlier in the year including a new stability load control system. The company has orders for three in Europe and production will start in January 2010. Locatelli is working on a new ATC40 which will be seen at Bauma and also says that it is

continuing with its expansion and will introduce new Rough Terrain cranes up to 70 tonnes.

*Improvements to the Locatelli Gril 8500TL will be followed by a new 40 tonne All Terrain and RT cranes up to 70 tonnes*



#### Manitou

Manitou was out in force, although without any major new products on display. The company's senior management was well represented though and available to discuss the changes that it has implemented. Export director Francois Piffard, said that it was now seeing some stability come back into the market and that it anticipated a slow pick up during 2010.

#### Maeda

Exhibiting with dealer Leader, the company had a larger display than in previous years with most models represented. Leader says that the spider crane concept is finally beginning to take off in Italy.

#### Merlo

Merlo - as usual - launched something completely new. Celebrating its 45th anniversary, it unveiled its first aerial lift, a nine metre tracked spider.



*Merlo again surprised with the launch of its nine metre spider lift the Cingo PL9.4 which features an unusual hydraulic platform lift which raises the platform by a further 800mm.*

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Merlo's unusual 800mm platform lift

The company also announced that it is seriously considering entering the mainstream aerial lift market either through organic growth or via an acquisition. The lift itself, the Cingo PL9.4 - features a single short riser, telescopic boom, articulating jib and unusual hydraulic platform lift which raises the platform vertically by a further 800mm.

The new unit - which is still a prototype and subject to change - features a platform height of just over seven metres. Overall length is a compact 3.3 metres but overall width when stowed is a metre, too wide for most single doors, however the outrigger spread is just 1.89 metres and overall height is under 1.7 metres.

### Multitel

Multitel Pagliero had two new 3.5 tonne truck mounts on show, the MT 202DS is a 20.2 metre working height, straight telescopic boom model. The second platform is the new version of the highly successful MX200. Both machines have the vertical, in-line outrigger system and a new platform rotation system which provides a full 180 degrees of rotation. The MT 202 DS slots between the 18.2 metre MT 182 and the 22.2 metre MT 222 which also feature the new cage rotation system.

### Oil&Steel

Oil&Steel continues to launch more new models - this time showing the new Octopussy 1402 Classic, the rental version (RE) of the Snake 2010 Compact, a Unimog-based Scorpion 15E and two larger truck mounted platforms - the 50 metre Eagle S5031 and the 38 metre Eagle S3824.

The main focus was the Snake 2010 Compact 'Rent Edition'. As the name suggests, the machine is aimed at the self drive rental market. Developed with Cofiloc SpA, the platform takes the Snake 2010 Compact's superstructure and mounts it on a 500 mm longer - 3,400mm wheelbase truck, uses an 'A' type outrigger configuration and an all hydraulic control system. The result is a simpler, less expensive machine.



Oil&Steel Evo series tracked spiders will start to ship in February/March 2010 and now feature a rotating jib and radio remote with a new patented 'Safety Ring' option

A new feature of all the Compact machines - 2010, 1770 and 2512 - is a 20kg capacity increase to 220kg.

The Evo series of tracked spiders launched at Intermat will start to ship in February/March 2010 and now feature a rotating jib and radio remote with a new patented 'Safety Ring' option developed in collaboration with IMET. The feature which fits onto the radio remote control cuts out if the operator is too close or too far from the machine, or if the line of sight is broken by the operator turning away due to a distraction. The addition of the Safety Ring adds around 80 percent to the cost of the radio controller.

The Scorpion 15E is a 17 metre working height, straight boomed platform mounted on an extended wheelbase Mercedes Unimog U20, developed for utility company Enel,



Two new truck mounts from Multitel included the MT 202DS and an upgraded MX200.

from whom it is hoping for an initial order of between 20-30 units.

### Ormig

Celebrating its 60th anniversary, Ormig unveiled a new 5.5 tonne capacity electric AC powered pick and carry crane - the 5.5tE - the smallest in its range so far. The company says that it is responding to customer demand to extend its range to smaller units and further develop its technology. Powered by a 10kW motor, the unit has a total weight of six tonnes and can lift 1.6 tonnes to a maximum height of about 8.5 metres and 5.5 tonnes at one metre. At full 5.5 metre outreach, it has a lift capacity of 0.9



As well as expanding its High Performance range, Palfinger had the world premier of three compact loaders



The 5.5tE is the smallest in the Ormig range

tonnes. Height is just 2.0 metres and length is 3.28 metres.

### Palfinger

As well as expanding its High Performance range with the launch of five new, 20 to 30 metre/tonne class double knuckle loader cranes, Palfinger also had the world premier of three brand-new compact models. Slotting into the 'up to four metre/tonne class' the PC1500, PC2700 and PC3800 the loader cranes are designed to fit on chassis up to 3.5 tonnes and feature new



As well as the TZX170 spider launched last year (a joint venture with Multitel), Palazzani launched its new 32 metre XTJ32/C.



The Scorpion 15E is a 17 metre working height, straight boomed platform mounted on an extended wheelbase Mercedes Unimog U20.

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HAPPY  
*Christmas*

This is the last issue of *Cranes & Access* for 2009, the team at the Vertikal Press would like to take the opportunity to thank all of you who have supported us this year, whether it be with your subscriptions to the magazine, editorial input and contributions, or constructive comments that continue to help us improve our publications and on-line news service. We would particularly like to thank those who advertised or exhibited with us, you make everything we do possible. So from all of us we wish you a very happy and safe Christmas and holiday period and an exceptionally prosperous year in 2010.

Many thanks and best wishes from all of us at **Vertikal**



The impressive Socage/Cela stand

slewing gear and pumps. As with all Palfinger loader cranes, weight has been reduced (by up to 10 percent in the Compact models) at the same time as lifting capacity has improved (up 14 percent).

#### Socage/Cela

The new owners and management of the as yet un-named holding company (which is using the name First Step as a temporary measure) that purchased Socage and Cela had an impressive stand near the entrance, displaying its new brands and products for all to see. An informal press conference with all the management including its three main owners - Paolo Troni, Fiorenzo Flisi and Maurizio Piantoni (each with 30 percent of the company and the other managers making up the final 10 percent) - confirmed that the running of the two companies would be kept separate including branding and sales and distribution although it said it was aiming for better coverage and there would be component synergies and savings between the two. Existing production facilities will be kept and rather than making staff redundant, the company is looking to hire.

The company is currently reviewing the current product ranges and it promises new machines for Bauma. Troni said that the 105 metre truck mounted platform that Socage was looking at is 'more than a project' but did not specify when it might appear.

#### SUP Elefant

SUP Elefant showed a new 19.7 metre working height KTX200 truck mounted lift in SUP colours, built by sister company CMC the products will now be sold under one or both brands depending on the territory. Sup is known for its spider platforms



PM unveiled its new increased capacity 2-14 tonne metre range of loader cranes as well as the new Scanreco remote control

and launched a new 24 metre working height S24 platform specifically aimed at the Northern European market. The unit is long at 6.7 metres with a large basket but is just 877mm wide and under two metres high in transport mode. It uses a double telescopic riser giving 10 metre up and over reach and a maximum one person outreach of 14 metres. Weight is 3,100kg. The S24 uses a new mechanical outreach limiter system which it says substantially reduces the amount of electrical components on the machine. The company is planning a new 30 metre model which should be launched later next year, although not at Bauma and possibly a 35 metre platform. Currently its largest model is an older design 41 metre wheeled spider which still is in demand, but limited by its 12.5 tonne weight.



A new 24 metre working height S24 spider from SUP Elefant featured a new mechanical outreach limiter system. Its KTX200 truck mount is built by sister company CMC.



The full Socage/Cela team



## Tadano Faun



Tadano Faun exhibited with its new distributor for Italy - Pordenone-based ORA - Officiana

Riparazione Autogru - previously its service provider. On the stand was five axle, 130 tonne ATF 130G-5 All Terrain crane shown as a prototype at Intermat. Satoru Oyashiki, president of Tadano Faun who was on the stand said that a lot of investment has gone into the after service support with replacement parts availability now running at 94 percent. He also said that it is Tadano Faun's long-term goal to be the leading crane manufacturer in terms of sales.



The Terex RT100 features a 53.1 metre, six section boom with a maximum tip height of 55.8 metres.



New loader crane from Terex Atlas is the TLC 380 which has a reach of 21 metres.



The new 130 tonne ATF 130G-5



TCM unveiled a new truck crane

## Terex

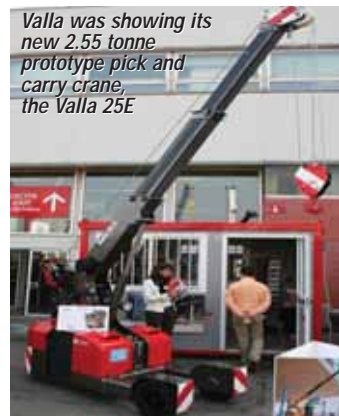
Terex Cranes used its three Italian dealers Co.ma.co, Tecnogru and GTS + CGT to display a total of eight cranes including the new 90 tonne capacity RT 100 rough terrain crane, two new loader cranes. The RT 100 features a 53.1 metre, six section boom with a maximum tip height of 55.8 metres.

The new loader cranes, the TLC 116.3 is designed for use with attachments including grapple, winch and hook and has five extensions and a reach of 14.4 metres. The unit has optional swing-up stabilisers.

With a stabiliser width of 7.4 metres and a continuous slew, the eight extension, heavy duty TLC 380 has a reach of 21 metres. Special features include a load sensing drive for energy efficient operation, and radio remote control system as standard.

## Valla

Pick & Carry crane specialist Valla had its new 2.55 tonne prototype on display - the Valla 25E. Powered by a 3kW, 48 volt AC electric motor with disc brake on the rear drive wheel. Giuseppe Guglielmetti of Valla said that the 25E is not a direct replacement for the existing two tonne capacity 20E, but is a machine that many dealers and customers have been waiting for and could be the smallest of a new range. Weighing 2,300kg, the 25E - will also be available in a Light version. It can take one tonne to about four metres. The rear wheel steering turns through 180 degrees for a 2,050mm turning radius. An electronic LMI, remote control, standard or high performance, double speed winch with 68 metres of rope, carry deck, battery charger and non-marking tyres are all options.



Valla was showing its new 2.55 tonne prototype pick and carry crane, the Valla 25E





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# Life after Cranes & Access

Is there anything left to do after a career in the lifting industry? Tim Whiteman, ex-publishing editor of *Cranes & Access*, met up with Martin Ainscough and David Barrass, ex-MDs of the UK's largest rental fleets, to review an interview we featured on our first front cover over 10 years ago

"You're looking older Tim!" was the jovial greeting from David Barrass as we headed into the headquarters of the Ainscough Group. We were there for a re-run of the interview that Martin Ainscough, David Barrass and Tim Whiteman put together ten years ago to mark the launch of *"Cranes & Access"* magazine. And in truth, we're all looking a bit older, but the sparks that flew at that first interview are still only just below the surface and the two greet each other like old sparring partners.

Ten years ago, David Barrass was managing director of Initial Plant Services, the group that owned Initial PTP Platforms and Initial GWS Crane Hire while Martin Ainscough

asked Martin Ainscough back then. And added: "What it's all about is making sure your salesman has more in his bag - the more he can offer the customer, the better the relationship they will have - access equipment is a natural extension to cranes."

David Barrass' response was characteristically blunt: "The overlap is tiny and it's the lowest margin business in the world - construction."

The debate raged on and makes instructive reading 10 years on (visit [www.vertical.net](http://www.vertical.net) to read the original article in full).

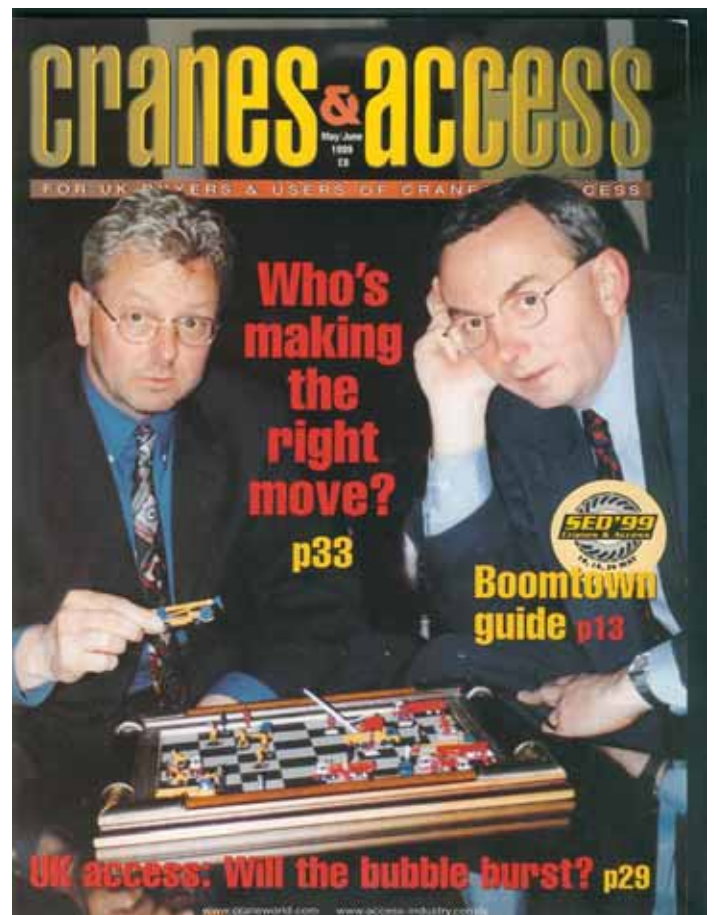
The gist of it was that Barrass felt there was precious little synergy to be had from running cranes and access in the same company while



was chairman of Ainscough Group which had just added a fleet of booms and scissors to complement its established crane hire business. The companies were fierce competitors but had very different business philosophies:

"Why should the customer have to phone completely different people for his cranes and access equipment? After all, it's similar technology and the customer wants just one invoice - why give them separate ones from GWS and PTP?"

Ainscough was convinced they were natural partners. At the time, the Initial Plant Services Group was the UK giant with 500 cranes and 1,400 platforms while Ainscough was the young upstart with 280 cranes and a brand new fleet of 150 platforms. Today, Ainscough Crane Hire is the largest crane fleet in the UK and has long since merged Initial GWS into its fleet - access equipment does not appear to be part of its strategy. Initial PTP meanwhile was acquired by



France's Loxam and continues to run as a stand alone business.

So who was right? We get that one out of the way pretty quickly: "I have to say that David Barrass was right," says Martin Ainscough with a rueful smile, "but," he adds quickly, "we only had the access platforms on a two year lease and then they all went back." The conclusion of the argument then is that although there are similarities in the markets, the differences outweigh them and "we should have set up a separate company to develop the access business." David Barrass is in agreement even though "there is not a big difference in the skill base, but there are crane people and access people."

So what else do they remember from the business 10 years ago? Some of the comments don't seem to have aged as Ainscough notes: "A problem in the access business was that the manufacturers were oversupplying and credit was much too easy to get - some of the wrong people set up in business." But the crane industry also comes in for some stick as in Barrass' view the trouble is that "people fall in love with the metal, not the balance sheet." But then Ainscough notes with a smile that he is "incredibly proud to see my name on cranes around the country." That said, he

feels that part of Ainscough Crane Hire's success has been the fact that "we were always fanatical about measuring utilisation and our software set us apart - our salesmen had a structure and we were focussed on increasing our contract lifting."

Both former MDs are adamant that contract lifting is the way forward for the crane industry and are dismayed at signs that there may be a drift away from it. "The crane industry consistently undersells itself in terms of the risk factors, the investment and the skills necessary," says Ainscough adding that contract lifting was a way to professionalise the industry.

Both men are in complete agreement on the vexed subject of MOTs (annual road worthiness tests) for cranes and believe they should be mandatory. "How can it be right that cranes are not checked to see if they are roadworthy?" asks Ainscough noting that society is effectively relying on good practice to ensure the checks are done "at a time when there is tremendous economic pressure on all hire companies."

What has changed since the interview ten years ago is the used equipment market for cranes and access which provided an easy pressure valve - "we always knew

that if things got bad, we could sell the kit overseas, something that is not so easy today," says Ainscough. Both men have now moved out of the business but look back on it with great fondness.

The Ainscough brothers sold the crane business in a blaze of publicity in October 2007 when the Bank of Scotland put up £255 million. This was actually £5 million less than the highest bidder, but Martin Ainscough and his brothers were convinced that BoS was more interested in the business.

Ainscough remembers the day well as former colleague Neil Partridge became CEO and, after a two hour signing session, the entire staff of the company was invited to a champagne reception on the lawn of Bradley Hall, headquarters of Ainscough Crane Hire. "I started work in my new office at 8.00am the next morning and have not been back to Bradley Hall since." The new business includes the old Ainscough Vanguard group but is primarily focussed on property and some investment business "yes I do watch Dragon's Den, but we are more interested in bigger businesses," says Ainscough with a smile. The property and investment business run through a variety of companies, one of which owns the properties used by Ainscough Crane Hire.

Barrass meanwhile has gone on to become a "turn around" management consultant specialising in helping companies that are in difficulty. One of his most famous patients has been the Royal Mint soon after the time when it became infamous for minting undated coins and nearly went bust...

Barrass left the cranes and access businesses in 2000 and went to Pickfords where he became European MD. Two weeks after he left, Initial sold GWS to Ainscough. Prior to that the GWS heavy lifting division had been successfully sold to Sarens.

"What would you do differently if you had your time again?" Ainscough asks Barrass who pauses for a moment before answering. "Not much, the crane business was all about camaraderie and people and I had a really great time, shame it came to an end really." What may be a surprise to some is that Barrass tried to raise equity to purchase GWS from Initial but was unsuccessful. "You got a very good price Martin," concludes Barrass.

Ainscough, who started working Saturdays for his father at age 13 and went on to become manager of the fledgling Ainscough Cranes in June 1976, also looks back on the business with great fondness and seems to miss the

people. The two still have at least one thing in common as both are involved with charity work that ranges from the Prince of Wales Trust and charities for the homeless to working with a residential care home that looks after "challenging" young people for whom fostering is not appropriate.

"And what about you Tim, do you miss the publishing business now that you are running IPAF?" asks Ainscough: "Yes and no, my new job is highly enjoyable, but publishing has its own very special attractions, however... meeting the deadline for this article has certainly reminded me of all the stresses that I am happy to not have anymore!" It was a pleasure to meet up with Martin and David again - my thanks to them for taking the time to relive that first interview ten years ago and for today's Vertikal Press for giving me the opportunity to be a journalist for one more day!

c&a

10 years on



Martin and Brendan Ainscough at Vertikal Days in June marking the 10th anniversary of Cranes & Access

*We would like to add that the deadline of June was grossly overshot, it seems that Mr Whiteman has lost a little editors discipline - at one point we thought we would save the piece for the 20th anniversary! Many thanks though to Tim Whiteman, David Barrass and Martin Ainscough for taking part in this reflection of a historic and first class first issue.*  
**Leigh W Sparrow**

# Cranes & Access 10 years on

**Cranes & Access was a cornerstone of the Vertikal Press when it was founded in 1999. However, the title cannot claim to be a completely new magazine, incorporating Cranes UK, a publication that had been launched by the KHL group in early 1995.**

Tim Whiteman, then a partner at KHL, spotted the growing closeness between the producers and users of cranes and access equipment and could see a publication that covered all such mobile lifting equipment would have widespread appeal with rental companies, distribution and service suppliers and a wide number of major end users.

Cranes & Access and the German market sister magazine Kran &

Bühne were launched and the Vertikal Press established as a fledgling publisher. The company stole a march on the industry when in 2001 it launched Vertikal.Net - the first online news service for lifting equipment. It was also the first company to publish its magazines online. The lifting industry portal, celebrates its ninth year at Bauma next year with its first major revamp having taken place at the end of November.

Whiteman sold the Vertikal Press to industry insider Leigh W Sparrow in 2003 after accepting the position of managing director of the International Powered Access Federation - IPAF a position he still holds today. Since then the Vertikal Press has

continued to grow and now publishes three guides to lifting equipment at the big international exhibitions and organises the Vertikal Days event in the UK and the TABS safety conference in Germany.

Meanwhile Cranes & Access, which began as a largely UK/Ireland based publication has gone on to develop a wide international circulation reaching around 17,000 recipients in more than 120 countries and is published nine times a year.

*Cranes UK was incorporated into Cranes & Access in 1999*



*The first issue of Cranes UK was published in the spring of 1995*



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# Big Wolffs

The German company Wolff was taken into private ownership in 2005 and since then has expanded and improved its range of tower cranes. Now four new scale models of Wolff tower cranes have been released in 1:87 scale manufactured by Ros of Italy. The range includes the company's smallest flat top crane, the 4517 city crane and the large 379t/m 7532 saddle jib unit, but the models we are reviewing here are its mid range 6031 Clear flat-top and its mid range luffer, the 28 tonne 355B.



*The 355B luffer*

These models come in very large boxes because they have been designed to be assembled with the minimum amount of work. Both the mast and the entire crane above the slew ring are fully assembled and just need to be joined together. Also all the reeving is complete, so there is no fiddly work to do which is an advantage in this scale. A CD is included with each model and this has simple assembly instructions although surprisingly information and specification sheets about the real machine have not been included which we think is a missed opportunity.

The tower on each crane is good, with internal plastic ladders and

platforms, it sits on a cruciform base which is then screwed on to a base plate to increase stability. Heavy blocks cast and painted to look like concrete provide additional ballast to the base. The climbing frame is a large piece although the access platforms seem a little too narrow, and strangely the entry point for new mast sections has lattice work across it. Also there is no hydraulic jacking cylinder modelled. A set of floodlights is included which can be attached to the mast and these make a nice detail.

The 6031 is a flat top or topless crane fitted with the scaled equivalent of a 65 metre jib which is nice and straight. Ros have included a working trolley function and this is operated by turning the winch motor to move the trolley. Mesh walkways are included and these add to the look of the model.

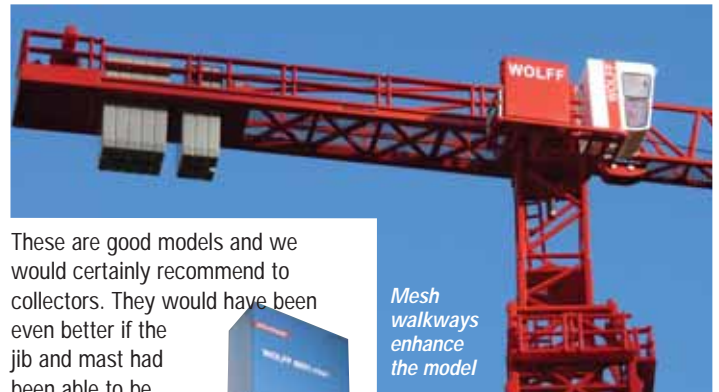
The 355B is a luffing jib crane which the company introduced at Bauma in 2007. The machine deck is very well modelled with cabinets

and mesh flooring, and the jib is reasonably straight. Ros have chosen to make a couple of the jib restraining cables out of plastic rather than thread and these look too large in this scale, although an experienced collector could replace these.

Both the cabs on these models are of the same design and include windscreen wipers and a driver's seat. The hook blocks are metal and include tiny brass sheaves. Also included is a Wolffkran nameplate to hang from the hook.



*The 6031 topless crane has a good straight jib*



*Mesh walkways enhance the model*



*The detail on the machine deck is good*

These are good models and we would certainly recommend to collectors. They would have been even better if the jib and mast had been able to be split into sections like the real thing so that different configurations could have been built. The 6031 costs 115, and the 355B 125 and they can be purchased from Wolff directly.

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

*The cranes come in a very large box*



*Detail on the climbing frame could be better*



## Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	21
Features (max 20)	14
Quality (max 25)	18
Price (max 15)	12
Overall (max 100)	73%

# Long distance remotes

Radio remote control company, Cavotec has designed and fitted a heavy duty remote control system to heavy construction equipment that can be operated from a distance of up to three kilometres.

The Cavotec RRC units have been adapted to allow the drivers of two dump trucks, two excavators and a bulldozer to operate their vehicles from steel booths at a distance of between two and three kilometres.

The concept has been devised by Norwegian heavy equipment specialist Brødrene Gjermundshaug Anlegg. Drivers control the vehicles from specially constructed chairs equipped with joysticks and a radio link. Large wall-mounted TV screens relay images from cameras

mounted on the vehicles. Shorter distance operations are carried out by standard MC-3300 hand held terminals.

The system is being used to clear mines and munitions from a training range used by NATO forces and the Norwegian army and air force in the Hjerkin area of central Norway.

Norwegian national television recently broadcast a report on the application, available on [www.nrk.no/netttv/distrikt/ndtl/verdi/111264](http://www.nrk.no/netttv/distrikt/ndtl/verdi/111264)



A remote controlled excavator and dumper



The two operators



The operators view the machines on screen.

## Compact versatile receiver

HBC-Radiomatic has launched the FSE 510 a compact flexible wireless control receiver designed for industrial cranes and other mobile hydraulic machinery with CANopen Safety interface.

In addition to the CAN-controlled range of functions, the FSE 510 incorporates eight black and white outputs, allowing accessories or additional devices without CAN interface to be controlled with the crane or machine. A category 3 emergency stop (category 4 via CANopen Safety) certified to EN 954-1 is also included.

Options include full feedback via CANopen Safety, enabling the display of crane and machinery data, error messages or warnings on the remote controller, either via LED or LCD. Other features include the tandem operation for long loads as well as Radiomatic's Automatic Frequency Selection to avoid frequency conflicts. In addition, FSE 510 can be used for Multi-Receiver-Concepts (MRC). By the simultaneous operation of several receivers on one crane, The FSE 510 is housed in a robust plastic-composite case to IP 65,

with overall dimensions of just 165 x 165 x 70 mm allowing it to be installed easily where space is limited. The receiver is connected via cable glands or a Harting plug to either a 42 to 240 Volt AC supply or a 10 to 30 volt DC power pack. The FSE 510 receiver can be combined with most HBC radio transmitters/controllers.

The new HBC-Radiomatic FSE510 remote control receiver.



## Ring of Safety

Oil&Steel has launched a new patented remote control option, for its Octopussy Evo spider lifts, the 'Safety Ring'. Oil&Steel engineers, working in partnership with remote control company Imet, set out to find a solution that ensures that the machine can only be operated with the remote lower controls when the operator is at a safe distance and not distracted.

It works through line-of-sight infrared transmitters mounted to the chassis that must connect with the controller within a preset distance band, for it to work.

If the controller is too close the controls will not operate, the same applies if it is too far away. The idea being to avoid the risk of the machine toppling over onto the operator should it tip while travelling or loading. And to prevent unintended operation while the operator is taking a break.

The systems transmitters and receiver must not only be within the safe range, but also be facing each other. If a person or vehicle should pass between the remote controller and the machine, operation will cease until the obstacle has passed - avoiding operation when the operators view is obstructed. The same applies should the operator

turn away from the machine, once again breaking the line of sight connection between transmitter and receiver. The idea here is that should the operator be distracted, his control of the machine will stop.

A three stage LED panel alerts the operator to the status of the Safety Ring, so that he is aware if a controller shut down is due to the Safety Ring or another issue.



A three stage LED panel alerts the operator to the status of the Safety Ring, so that he is aware if a controller shut down is due to the Safety Ring or another issue.

## enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the companies' web sites for up to 12 weeks after publication.

To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: [editor@vertikal.net](mailto:editor@vertikal.net) with 'Innovations' typed in the subject box.



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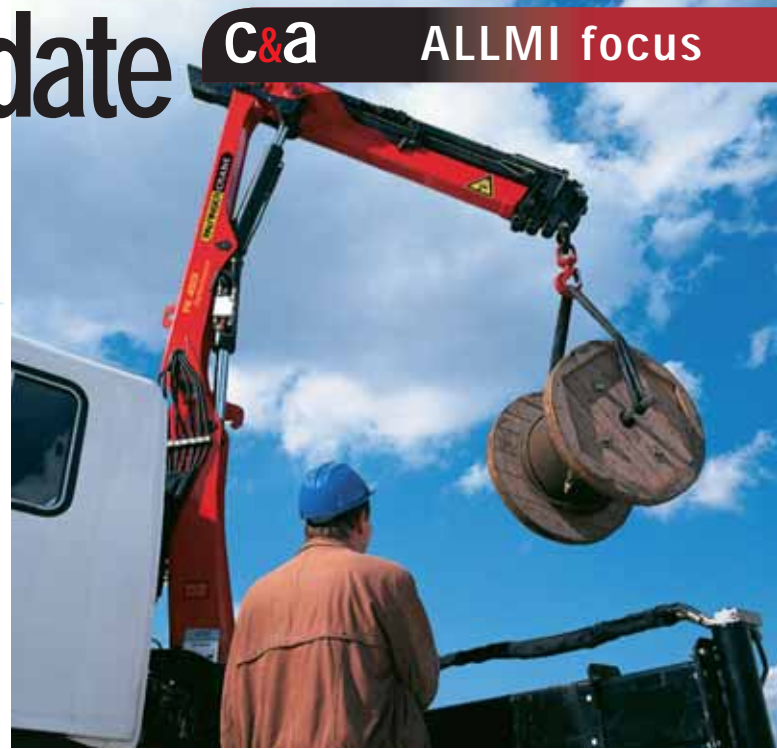


# EN12999 A3 Update

c&a

ALLMI focus

With the A3 amendment of the European Standard for loader cranes, EN12999, due to come into force on the 27th December this year, ALLMI has been busy updating its members on the new requirements. The changes introduced by the revised Standard will include:



- A requirement for the stability of the vehicle / deployment of each stabiliser to be monitored by the RCL system.
- A requirement for testing the maximum emission sound power levels upon installation.
- A requirement for both audible and visual warning in the cab for boom height/boom not stowed and for the "manual stabiliser not locked" device.

- A requirement for manufacturers to ensure that the foot diameter is such that the resultant maximum ground pressure is no more than 4MPa.

ALLMI's technical manager, Alan Johnson says: "This Standard will have a significant impact on the specification of new cranes. ALLMI will ensure that its members are provided with the best currently-available information relating to the changes and any compliance issues with the new standard."

## Operators' Forum general meeting

On the 20th November the ALLMI Operators' Forum held its second general meeting of the year, with members updated on a raft of issues, including the requirements of the recently revised standards, BS7121 Part 4 and EN12999 and the associations achievements over the last 12 months which include:

- BS 7121 Part 4 involvement / provision of guidance to members
- Lorry loader Best Practice Guide development
- EN12999 involvement / provision of guidance to members
- New Guidance Notes - Calibrating reduced capacity areas / Chassis purchase
- Hire company guidance.
- Further development of the ALLMI Code of Practice
- Engine Management Systems project launch



- Whole Vehicle Type Approval discussions / Working Group formed
- Appointed Person training course under development
- ALLMI / CPCS agreement finalised
- Significant uptake of ALLMI's Thorough Examination & Load Test training course
- A 50 percent increase in the level of auditing
- Development of an auditing system for Operators' Forum members

- Sponsorship of the 2009 ISO Crane Conference
- Successful second year of the association's market statistics project
- Employment of a technical director

## AIPS advises ALLMI members to review contract conditions

ALLMI's approved supplier for insurance services, AIPS, has advised members to review the contract conditions under which they operate. AIPS account executive, Noel Marriot, said: "Keeping clients 'on side' is more vital than ever with this in mind, equipment owners should review the contract conditions under which their plant is hired out. Conditions are designed quite rightly to protect the position of the equipment owner by passing responsibility for any damage or injury during the contract onto the hirer, who is usually prepared to accept responsibility for the plant and its usage. However where owners hire out an item and supply the operator as part of the contract and damage is caused by the negligence of its operator, where does the liability lie for the resulting claim? Typical contract conditions state that the hirer is still responsible if the equipment is on their site, however, many would expect the owner to pick up the bill, as it is the negligence of its employee that caused the damage.

From an insurer's point of view, there is a contract

in place that precludes the owner from liability, so it is unlikely to settle a claim which it is not legally obliged to pay. Therefore, the hirer of the plant will have to claim from their own insurance, which could easily lead to the loss of the customer. You would expect all parties involved would be fully aware of the contract's terms, but this can be irrelevant if the hirer is unhappy with a bill for thousands of pounds for something outside of his direct control.

An alternative contract could leave liability for such claims with the owner, but this is likely to affect the premium at renewal if there is a claim. Is the loss of a large client over such an incident more detrimental than an increase in insurance costs? I think, in the current climate, this is a matter that is worth some consideration. For this reason, we're encouraging members to review their policies to establish whether they permit plant to be hired out under alternative conditions. As always, we're more than happy to speak to members about this or any other insurance related issues, regardless of whether they're currently clients of ours."

## ALLMI / CPA Best Practice Guide

The public comment phase for the draft of the ALLMI / CPA Best Practice Guide (BPG) on loader crane operations closed on the 6th November. The BPG is expected to be published in early 2010 to clarify and expanding on BS7121 Part 4. The association has worked on the project in conjunction with the Construction Plant-hire Association, the Health and Safety Executive (HSE), the United Kingdom Contractors Group (UKCG), the Modular and Portable Building Association (MPBA) and the Safety Assessment Federation (SAFed), ALLMI's chairman, Mark Rigby, comments: "Although the Best Practice Guide will not be classed as a 'Standard', the fact that it is endorsed by so many reputable organisations will carry significant weight within the industry."

**Membership Growth**  
2009 has been ALLMI's best ever year with 27 new members bringing the total to 116.

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

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

# Telehandler rear vision costs £65,000

John Graham (Dromore) Ltd was fined £65,000 after pleading guilty to breaching health & safety legislation at Belfast Crown Court last month. The Health and Safety Executive Northern Ireland prosecuted the company, following the death of Gerard Morgan, a 53-year-old labourer, who died after a telehandler reversed over him at the Ormeau Bakery site on February 27th, 2008.

An investigation found that the company did not ensure that the telehandler driver had an adequate vision to the rear of the machine. Prosecutor David McConaghy said the company had recognised that there were problems with the telehandler and had fitted a 'fish-eye' mirror in addition to the two reversing mirrors. However,

it had been damaged and not replaced and while the reverse alarms were working properly, the driver's visibility was also hampered by a faulty window-wash system. The operator was not even aware that he had run over Morgan until he was heading back down the track with another skip of concrete.

Defence QC Gerald Simpson said: The company had apologised for the tragic and unnecessary death of Morgan, although I realise it would not make a jot of difference to his family. Graham's have learned much and a number of new procedures aimed at preventing such accidents in the future have been put into operation."

*Even the more modern telehandlers have some blind spots, but normal mirrors can largely overcome them.*

Louis Burns of the HSENI said: "Companies need to ensure that operators of mobile equipment should be able to see anyone who is put at risk when any control is operated, including driving in reverse."

## Fatal accident costs £106,000

UK ship repair yard, A&P Falmouth has been hit with £106,500 in fines and costs following a fatal crane accident in August 2006, in which painter John Datson, 51, was crushed between a crane and an aerial lift which was being hoisted aboard the Royal Navy auxiliary Mounts Bay.

Datson was helping guide the platform as it was lifted onto the ship, however, it hung up on the crane's chassis, causing Datson and a colleague to move in to try and free it. They succeeded but the lift, swung away from the crane and then back, crushing Datson against the crane's chassis. He died immediately from his injuries.

Truro Crown Court, handed down an £85,000 fine plus £21,508 in costs. The company had admitted failing to introduce a safe system of work, especially with regard to the provision of sufficient information, instruction, training and supervision for employees using lifting equipment.

Recorder Donald Tait said: "I make it clear that no blame whatsoever can be attached to Mr Datson. But he should not have been where he was. There was no one person present in overall command and, in what I view as a spirit of co-operation, those present mucked in to get the job done. It was a routine lift and the last of a number of successful lifts done that day. I accept this company does not and never has taken a cavalier attitude to health and safety - if it did the penalty would be significantly higher."

Datson had not been formally trained in lifting, but was not inexperienced, having been involved in such operations around 300 times a year.

Counsel David Morgan, for the company, stressed its health and safety ethos and said it was the first yard in Europe to hold three major qualifications relating to health and safety and environmental health management systems at the same time.

## Tower death costs EDF £185,000

EDF Energy Contracting Ltd has been fined £160,000 and ordered to pay full costs of £24,594.98 after pleading guilty to breaching the Work at Height Regulations 2005. The case was brought following the death of one of its employees, James Gordon, 63, after he fell almost five metres to his death while dismantling an alloy access tower at Worthing High School in West Sussex on August 2nd 2007.

Gordon was dismantling the tower in the sports hall of the school and having removed the top platform was working from the intermediate platform when he appears to have stumbled and fell to his death. There were no guardrails in place. HSE Inspector Russell Beckett said: "It is important that all tower scaffolds are



*The recommended 3T method of dismantling a tower.*

erected and dismantled correctly and that guard rails are fitted to prevent falls. All too often tower scaffolds are used incorrectly without the correct handrails. All working platforms must be provided with suitable edge protection and an intermediate guard rail should be provided so that workers can't fall through any unprotected gaps".

*PASMA has issued a statement on this accident (see PASMA focus page 63)*

## A lucky escape

A man installing Christmas lights had a miraculous escape earlier this month after falling around four metres from a van mounted aerial lift in Worthing England. The lift had been set up on the pavement but the basket clearly protruded into the bus lane. A double decker clipped the platform causing the levelling rods to bend or break tipping the insulated bucket dumping the occupant who does not appear to have been wearing a harness or lanyard. The man was taken my ambulance to Worthing Hospital but appears to have escaped without serious injury.



*Clearly the set up for this job was well below par, and could so easily have resulted in a fatality.*

## Who trained him then?

*This man is very calmly using his step ladder to the maximum and has almost certainly never attended a Ladder Association training course.*



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# Entries wanted for the International Awards for Powered Access 2010 in London

Entries are now open for the International Awards for Powered Access (IAPAs) 2010. The awards dinner will be held alongside the IPAF Summit on 25th March 2010 at The Grange St. Paul's Hotel in London.

The awards celebrate and reward best practice and are open to all companies, not just IPAF members, although there are three awards for IPAF members only, - the New IPAF Training Centre of the Year, The IPAF Instructor of the Year and the Best Marketing Campaign for IPAF Training.

The other categories are:

- IPAF Safety Champion of the Year
- The Access Rental Company of the Year
- The Access International New Product of the Year

- Contribution to Safe Working at Height - Rental Company
- Contribution to Safe Working at Height - Equipment End User
- Contribution to Safe Working at Height - Manufacturer
- Mast Climbing Work Platform Achievement Award
- Access Industry Training Award
- Access Industry Sustainability Award
- IPAF/Access International Lifetime Achievement Award

## New course for Push Around Verticals

A new course for the category Push Around Vertical (PAV) will be offered by IPAF-approved training centres in the UK from January 2010, in response to market developments and the need for appropriate training on this rapidly growing sector. Push Around Verticals are essentially small, simple static vertical machines. However, unlike Static Verticals (IPAF category 1a), they are physically pushed around.



Push around verticals are becoming a popular option for low-level access.

"We expect the new course, which was developed following extensive industry consultation, to be popular with contractors and the non-construction sector that use this type of equipment for low-level access work," said Rupert Douglas-Jones, IPAF international training manager. Equipment covered includes models with no drive produced by companies such as Genie, JLG, Pop-Up, Power Tower, Upright and Youngman.

The half-day course covers both theory and practice. Operators trained in the categories Static Vertical (1a), Mobile Vertical (3a) or Scissor Lift (old IPAF category SL) will also be able to use a Push Around Vertical after being familiarised with the specific machine.

## Regional meetings go down well

IPAF members, and some non-members, are discovering that the federation offers a lot more than training. Around 50 people attended the second regional meeting in the Midlands in mid-October. The audience heard an excellent presentation by Mark Blundy, health and safety director of Bowmer & Kirkland, focusing on the customer's perspective. Blundy took the opportunity to share real-life experiences with professionals from the powered

access industry. Peter Douglas of Nationwide Platforms chaired the meeting and was the driving force behind it.

The next regional meeting will be held on 21st January at the Ramada Encore Haydock in the North West. Plans are underway for a South East meeting in Essex in the new year. Details at [www.ipaf.org/events](http://www.ipaf.org/events)



C&a

IPAF focus

The Grange St. Paul's Hotel in the heart of London City is the venue for the 2010 IPAF Summit and International Awards for Powered Access.

IPAF managing director Tim Whiteman said: "We are confident that the second IAPAs will repeat the success of the first awards in Dublin. We urge everyone in the access business - manufacturers, distributors, rental companies and training organisations - to consider submitting an entry for the 2010 awards."

Companies and individuals can enter themselves or nominate others, submit entries for more than one award, and more than one entry per category. There is no charge for

entering. Entries must be for work done in 2009 and the deadline is 31st December. The judging panel will be announced shortly.

Entries must be submitted in English on the official entry forms, available in Word format at [www.ipaf.org/iapa](http://www.ipaf.org/iapa) where you will also find information on sponsorship, dinner bookings and the venue. Those wishing to attend the event should book hotel rooms early to qualify for special rates.

## What to do when emergency lowering systems fail

IPAF has produced guidance on rescue planning in the unlikely event that emergency lowering systems fail.

Under normal circumstances, built-in back-up systems allow the operator to lower the platform under controlled conditions. It is extremely unusual for these systems to fail.

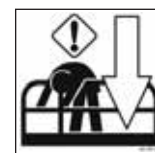
However, in the event of unexpected failure, the following standard operating procedure can be used:

- Ensure that all normal emergency lowering procedures have been activated.
- Contact the site manager to report failure of back-up emergency lowering systems and request engineering back-up.
- If, after inspection by the engineer, it is not possible to carry out a repair to lower the platform, the site manager must be contacted for

permission to carry out basket to basket rescue.

The guidance includes an example emergency rescue plan with proposed action for specific emergency situations. Rescue plans should be compiled in order to comply with current legislation and should be brought to the notice

of those working at height and those supervising and managing the same work at height. The guidance can be found at the Publications section of [www.ipaf.org](http://www.ipaf.org)



This decal may be used to signpost the location of emergency descent controls on machines.



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

[www.ipaf.org](http://www.ipaf.org) [info@ipaf.org](mailto:info@ipaf.org)  
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# 7 Newton Place

Situated on three floors in the commercial heart of Glasgow, PASMA's first permanent home offers spacious accommodation for its staff along with a choice of meeting rooms for Council and committees.

## The new headquarters are home to:

Peter Bennett	Managing director
Karen O'Neill	Administration manager
Jill Coultie	Communications officer
Christine Shepherd	Administration assistant
Lynn Coultie	Administration assistant
Suzanne McFarlane	Accounts controller



## PASMA appoints technical manager

A familiar face to members and those in the industry at large, Don Aers has been appointed as PASMA's first technical manager.



He joins the association from the Youngman Group where he was technical manager. The immediate past president of the Ladder Association, he brings to PASMA a wealth of experience of the access industry, including working with the HSE and national and international standards-setting bodies.

Aers will support the work of PASMA's various committees, liaise with the relevant regulatory bodies and provide advice and guidance to the association's members.

## Tower supplement in Cranes & Access

The long-awaited mobile access tower supplement was published in the October issue of Cranes & Access. Everyone should now have received a copy of the 16-page supplement which covers everything from choosing and using towers to the latest trends and developments.

Our thanks go to all those PASMA members who either contributed articles or supported the publication with advertising. It is now being re-printed as a separate document and used for promotional purposes at conferences and exhibitions.



## Low level access dvd

Work is virtually complete on the association's latest addition to its DVD library. It covers all the basics when it comes to using low level access equipment such as podium steps and folding room scaffolds. Stuart Hopkins, PASMA's training scheme manager who has overseen the production of the DVD says: "The DVD highlights the common misuses of this type of equipment and shows the best way to use them safely and productively."

## PASMA comments on fall tragedy

PASMA received a number of requests for comment following the HSE's successful prosecution of EDF Energy Contracting Ltd at Chichester Crown Court in relation to a fatal fall from a tower.

James Gordon died while dismantling a mobile tower scaffold at Worthing High School in West Sussex. Gordon appears to have stumbled and with no guardrails in place to save him he fell more than five metres, suffering fatal head injuries.

In response, managing director Peter Bennett issued the following statement: "PASMA, the lead industry body in the mobile tower sector, recommends that users are trained and competent and that they closely follow the manufacturer's assembly

guide which shows either one or both of the two methods, Advance Guardrail or 3T, currently recommended by PASMA and the HSE.

These methods were developed in advance of the Work at Height Regulations 2005 to ensure that users are protected from the risk of falling throughout the assembly, dismantling and alteration of mobile tower scaffolds.

Both are explained in the HSE Information Sheet CIS10, available as a free download on [www.hse.gov.uk/pubns/cis10.pdf](http://www.hse.gov.uk/pubns/cis10.pdf) and on an information DVD produced by PASMA in co-operation with the HSE, which is available from [www.pasma.co.uk/public/Guidance.jsp](http://www.pasma.co.uk/public/Guidance.jsp)

## New Website

Work continues apace on the new website which, apart from looking completely different, will include a number of new features for the benefit of members and the industry at large. The site will be populated with images of towers and any member wishing to submit suitable pictures for possible inclusion can send them to [jill.coultie@pasma.co.uk](mailto:jill.coultie@pasma.co.uk)

## In the pink



Thanks to Kingfisher Access and PASMA, Little Haven's Hospice for Children is £1,000 better off.

It follows a PASMA training day organised by Kingfisher managing director, George Reid, the profits from which were donated to the charity. Delivered by instructor, Simon Heslop,

all the delegates were asked to wear 'pink' high visibility vests. These proved so popular, most of them were taken home as souvenirs!



## Top shop

The list of safety-related products available from the PASMA online shop is growing and now includes:

- DVD: Accidents Don't Just Happen
- DVD: Don't Fall For It!
- Code: PASMA Operator's Code of Practice
- PocketCard 1: Assembling, Moving & Dismantling Towers

- PocketCard 2: Inspecting Towers
- Poster 1: Checklist for Safe Use
- Poster 2: How to Record Tower Inspections
- Tower Inspection Record: A Site Record

## Contact details



PO Box 26969, Glasgow G3 9DR  
Tel: 0845 230 4041  
Fax: 0845 230 4042  
Email: [info@pasma.co.uk](mailto:info@pasma.co.uk)  
[www.pasma.co.uk](http://www.pasma.co.uk)

Dear Sir,

Re: Lucky Escape 5th Nov.

I don't know how Worthing council operate, but here in Scarborough we have to abide by chapter 8. When working on or near the public highway, safety zones have to be in place before any works can be carried out.

Questions, I would have thought should have been raised by this incident.

**Why no safety zone?**

**Why work over a road which was obviously in use?**

**Where were pedestrians supposed to go?**

**Was the access platform LOLER'd?**

**Was the operator trained or Licensed?**

I personally know companies that use unlicensed operators and un-LOLER'd machines and I wouldn't touch them with a barge pole no matter how cheap they are. Safety for all concerned is paramount and should not be put at risk, especially for financial reasons.

The operator on this occasion was extremely lucky and so was everyone around the area at the time. Who knows, this may have been a blessing. If this incident had not occurred then maybe there might have been a fatality later in the day.

Best regards, Shane Wakeford

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*Mr Wakeford is referring to a report we carried on Vertikal.Net on November 5th, in which an operator was tipped from the bucket of his van mounted lift after it was struck by a double decker bus. The operator fell between four and six metres, but was reported to have been uninjured. A repeat of this story is carried on Page 59 - our training section.*

Hello Leigh,

I wanted to tell you that, the reading of your magazine on lifting equipments, to me is a refreshing moment. It keeps me updated with the world I used to work for. Keep doing the good work.

Best regards

J.M.DUQUESNOIS

417, Av.Général de Gaulle

84450 - St Saturnin les Avignon

FRANCE

Dear Sir,

I have just been reading a copy of Cranes & Access and spotted a report of a prosecution by the HSE of a company that I know. The case was bought after they were caught breaking almost every work at height rule in the book. I know the company and the job because I had earlier called on them and provided a quotation for the use of an aerial lift to do the job. Until now I was unaware that they had tried to do it without any access equipment and that they had been caught and prosecuted.

I have to say the fact that they tried to do it in such a way is incredible, I saw the job first hand and it would have been highly dangerous, they are lucky that neither of the two employees fell, it would certainly have been fatal.

Sadly there are just way too many examples such as this, while some might be due to ignorance of the access equipment that is now available, it is also true that some, such as this company choose to cut corners after having got a quotation and then considered it to be too expensive. I must say one thing that is heart warning is that the prosecution has cost him well over 10 times or more what our machine would have cost him. And our machine would have been tax deductible!

As an industry we need to remember that there are still a lot of people out there who are still ignorant of the benefits of using the right access equipment. By publishing cases such as this you are doing a great service. I am planning to copy this article and circulate it if that is OK with you.

*This letter was actually phoned through and so paraphrases the reader's comments. It refers to an article published earlier this year in this magazine. We are choosing not to name the contributor or the case for legal reasons. The facts revealed would have had a significant impact on the level of the fine and even at this stage might have perjury implications.*



Dear Sir,

The use of on-line auction sites to sell on stolen plant and machinery is a spiralling problem which requires immediate action, plant theft which costs the industry around £1 million a week - is rising sharply in the hire sector. The Hire Association Europe, (HAE) is now seeking discussions with on-line auction sites to work together to solve the problem.

Our members report a growing number of thefts and a rise in fraudulent activity, the theft of hire equipment or fraud committed to obtain hire items is viewed as a victimless crime, but that is far from the reality. Many hire businesses are small family-run enterprises and the losses faced can severely weaken the business or result in closure and loss of jobs.

Someone inevitably has to pay, whether it is the hire business, its customers or the local economy. Often unwittingly new purchasers buy the stolen equipment and end up out of pocket, so a growing list of individuals and businesses suffer from this crime.

The use of on-line auction sites to sell on the stolen plant and machinery is a particular concern for our members and we would welcome direct contact so we can work together to tackle this problem.

What can you do?

- Seek references for the seller from someone you know who has dealt with them before.
- Inspect the equipment before you buy.
- Purchasing from pub car parks, lay-bys or service stations should be avoided.
- View or buy it from the company or home address of the seller.
- Be suspicious of recently re-sprayed equipment.
- The remnants of a disarmed security device or hastily removed Tracker must always be treated with the utmost suspicion.
- Check the ignition has not been damaged.
- Look for any previous owner decals - if you find any, call them to make sure they have sold it (other identifying marks that may be researched are the engraved/welded asset numbers that would suggest a period spent with a hire company).
- Ask for documentation - receipts, service history.
- Larger plant may be registered as road legal with the DVLA so ask for the V5C.
- Request a company receipt which includes the seller's full address and VAT number.
- Don't pay cash.
- Be suspicious if the sale price is lower than the market value.
- Item must have its original identification plate and serial number.

Graham Arundell,  
Managing director  
HAE

Dear Sir,

I am writing to you over the recent picture of the two roofers in Lancashire in Ormskirk. I know this person and he has been in the roofing business for 25 years and is a well known good roofer in the area he lives. I think it is a disgrace that somebody could be allowed to put this up and ruin somebody's working life because they haven't got nothing better to do. The people from the pub were very impressed with the job. I am asking you to remove this or I will take this further to the police.

No name given,

*This letter which came in the form of an email was the result of a Death Wish photo we published on Vertikal.Net. It showed two roofers working on a pub roof alongside the main road. The two were climbing a ladder onto a high roof while carrying stacks of tiles and then balancing their materials on the roof ridge. The pair did have a roof ladder on their van but had decided that they not need it on this job in spite of the steepness of the roof pitch. We did not name the roofer, nor was there anyway that he could be identified from the photo.*

*We replied that our aim was not to destroy peoples livelihood but that the roofer was breaking several Health & Safety rules, and that while the pub may have been happy, if one of the men had fallen and died the pub as contractor/developer could have been dragged into any legal case resulting from the accident. Furthermore there was no cordoning off below so a member of the public could also have been involved and finally by taking such shortcuts puts those roofers who take safety seriously at a disadvantage. We have checked the photos, which were taken and sent in by a reader, and have left them in place.*

#### Letters to the editor:

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

# Whats on?

Visit [www.Vertikal.net/en/events](http://www.Vertikal.net/en/events)

for a full listing of events with direct links to the organisers.

## 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

## Cranes Asia

Two day seminar on crane safety  
December 9-10, 2009, Singapore, Singapore  
Phone: +44 (0)20 8269 7743  
Fax: +44 (0)20 269 7803  
E-mail: khearn@progressivemediagroup.com

## Executive Hire Show 2010

Exhibition for the UK Tool Hire industry  
February 3-4, 2010  
Coventry, UK  
Phone: +44 (0)1249 700607  
Fax: +44 (0)1249 700776  
E-mail: nigel@executivehirenews.co.uk



## ARA / Rental Show 2010

Orlando Florida 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

## IPAF Summit

Annual Summit for International Powered  
Access Federation  
March 25th 2010, London, UK  
Phone: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
E-mail: info@ipaf.org  
www.ipaf.org



## 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 construction equipment show  
May 18-20th, 2010 Rockingham  
Speedway, Corby, UK  
Phone: +44 (0) 20 8652 4810  
Fax: +44 (0) 20 8652 4804



## Vertikal Days

UK /Ireland crane and access event  
Haydock Park June 16th/17th 2010  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
E-mail: info@vertikal.net  
Web: www.vertikaldays.net



## Platformer Days

German access equipment event  
August 27-28th, 2010  
Hohenroda, Germany  
Phone: +49 (0) 5031972923  
Fax: +49 (0) 5031972838  
E-mail: 2010@platformers-days.de

## Verticaaldagen Benelux

Benelux lifting event  
September 2010  
Safaripark Beekse Bergen, Netherlands  
Phone: +31 (0)6 30 421 042  
Fax: +31 (0)84 710 0518  
E-mail: info@verticaaldagen.net

## SAIE 2010

Bologna Fair, Italian Building  
products exhibition,  
March 10-13th, 2010, Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## Conexpo 2011

The leading US equipment show  
March 22-26th 2011  
Las Vegas, Nevada, USA  
Phone: +1 414-298-4133  
Fax: +1 414-272-2672  
E-mail: international@conexpoconagg.com

## Intermat 2012

International construction equipment show  
April 21-26th, 2012 Paris, France  
Tel: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: info@intermat.fr



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25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t Faun ATF 30-2 L	1999	4x4x4	28,50m + 12,20m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x6x6	30,00m + 8,00m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50 t Demag AC 155	1993	6x6x6	40,00m + 17,60m
50 t Faun ATF 50-3	1997	6x6x6	38,10m + 16,00m
50 t Demag AC 50-1	2002	6x6x6	40,00m + 17,00m
50 t Krupp KMK 3050	1995	6x6x6	38,10m + 15,00m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
90 t Liebherr LTM 1090/2	1999	8x8x8	52,00m + 19,00m
100 t Terex-Demag AC 100-4	2008	8x6x8	50,00m + 19,00m
110 t Faun ATF 110G-5	2006	10x6x10	52,00m + 16,20m
120 t Faun ATF 120-5	1997	10x8x10	49,00m + 16,20m
120 t Terex-Demag AC 120	2000	10x8x10	60,00m + 17,60m
160 t Faun ATF 160G-5	2009	10x8x8	60,00m + 37,40m
180 t Grove GMK 5180	2000	10x8x10	60,00m + 38,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
25 t Tadano TL 250 E	1998	6x4x2	30,00m + 7,50m
50 t Kato NK 500 E	1997	8x4x4	40,00m + 15,00m
50 t Tadano TG 500 E	1999	8x4x4	40,40m + 14,60m

**ROUGH-TERRAIN CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
50 t Tadano TR 500 E	1989	4x4x4	34,10m + 17,10m

**REACHSTACKER**

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

**BOOMLIFTER**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3.5 t JCB Telehändler 535-125	2007	4x4x4	12,50 m
5.0 t Terex Girloift 5022	2001	4x4x4	22,00 m

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Bi-Energy



**Genie S65 4X4**  
Self Propelled Telescopic Platform  
2007, 21.6m (71.2ft) working height  
Fly Jib, 4 Wheeled Drive



**LX41 2x4**  
Diesel Scissor Platform  
1999, 14m (47ft) working height  
2 Wheel Drive, Twin Slide Out Decks



**Genie Z45/25J 2x4**  
Diesel Articulated Platform  
1999, 16m (52ft) working height  
2 Wheeled Drive, Fly Jib, Articulated & Telescopic



**Genie S60 2x4**  
Diesel Telescopic Platform  
1999, 20m (67ft) working height  
2 Wheel Drive



**Genie Z60/34 2x4**  
Diesel Articulated Platform  
1999, 20m (67ft) working height  
2 Wheel Drive, Fly Jib, Articulated & Telescopic



**Niftylift 120TE**  
Trailer Mounted Platform  
2002, 12m (40ft) working height  
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**Genie GS2646**  
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GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-avp.com">www.mec-avp.com</a>
Nifty Lift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
PB Liftechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socagefassi.it">www.socagefassi.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.uprighteu.com">www.uprighteu.com</a>
Versalift distributors (UK) Ltd	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Worldlift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>

## MAST CLIMBERS & HOISTS

Alimak-HEK	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
LTC Hoists	<a href="http://www.ltcscaff.co.uk">www.ltcscaff.co.uk</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## PLATFORM RENTAL

2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acro Services	<a href="http://www.acroservices.co.uk">www.acroservices.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial Platforms Ltd	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI-Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Bucks Access Rentals Ltd	<a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
LTC Powered Access	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## NEW & USED PLATFORMS

Access Business	<a href="http://www.accessbusiness.nl">www.accessbusiness.nl</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Access Sales International	<a href="http://www.accesssalesint.co.uk">www.accesssalesint.co.uk</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baker Access	<a href="http://maxaccess.co.uk">maxaccess.co.uk</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Brodrene Jorgensen AS	<a href="http://www.brjorgen.no">www.brjorgen.no</a>
Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Don Maq Inc	<a href="http://www.donmaq.com">www.donmaq.com</a>

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

## ALLOY SCAFFOLD TOWERS

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

## SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

## SPECIAL & NICHE PLATFORM RENTAL

Acro Services	<a href="http://www.acroservices.co.uk">www.acroservices.co.uk</a>
CAT Access Solutions	<a href="http://www.cataccessolutions.co.uk">www.cataccessolutions.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## SPECIALIST SCAFFOLDING

LTC Specialist Scaffolding	<a href="http://www.ltcscaff.co.uk">www.ltcscaff.co.uk</a>
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## TRAINING CENTRES & TRAINERS

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activeplatforms.co.uk">www.activeplatforms.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Astra Access Safety Training	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Central Access	<a href="http://www.central-access.co.uk">www.central-access.co.uk</a>
Davis Access Platforms	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
HSS	<a href="http://www.hss.com/training">www.hss.com/training</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kingfisher Access	<a href="http://www.kingfisheraccess.co.uk">www.kingfisheraccess.co.uk</a>
L&B Transport	<a href="http://www.ltransport.co.uk">www.ltransport.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## EQUIPMENT AUCTION HOUSES

Mr Machinery [www.mrmachinery.com](http://www.mrmachinery.com)  
Ritchie Brothers [www.rbaction.com](http://www.rbaction.com)

## CRANE MANUFACTURERS

Grove [www.grovetworldwide.com](http://www.grovetworldwide.com)  
Kobelco [www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
Liebherr [www.Liebherr.com](http://www.Liebherr.com)  
Maeda [www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
Sany [www.sany.com.cn](http://www.sany.com.cn)  
Sennebogen [www.sennebogen.com](http://www.sennebogen.com)  
Tadano Faun [www.tadanofaun.de](http://www.tadanofaun.de)  
Terex-Demag [www.terex-cranes.com](http://www.terex-cranes.com)  
Unic Cranes [www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)  
Valla [www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
Vanson [www.vansoncranes.com](http://www.vansoncranes.com)

## CRANE HIRE

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

## MINI CRANE HIRE

Easy Reach Scotland [www.easyreachscotland.co.uk](http://www.easyreachscotland.co.uk)  
JT Mini Crane Hire [www.jtminicranes.co.uk](http://www.jtminicranes.co.uk)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Peter Hird [www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
Tracked Access [www.trackedaccess.com](http://www.trackedaccess.com)

## NEW & USED CRANES

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

## SELF ERECTING TOWER CRANES

Airtek safety [www.airteksafety.com](http://www.airteksafety.com)  
City Lifting [www.citylifitng.co.uk](http://www.citylifitng.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
London Tower Cranes [www.londontowercranes.co.uk](http://www.londontowercranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
Vanson [www.vansoncranes.com](http://www.vansoncranes.com)

## LORRY/TRUCK LOADER CRANES

Effer [www.effer.it](http://www.effer.it)  
Fassi UK [www.fassiuk.com](http://www.fassiuk.com)  
Hiab [www.hiab.com](http://www.hiab.com)  
Palfinger [www.palfinger.com](http://www.palfinger.com)

## TELESCOPIC HANDLERS

Genie [www.genieindustries.com](http://www.genieindustries.com)  
Haulotte [www.haulotte.com](http://www.haulotte.com)  
JLG [www.jlgeurope.com](http://www.jlgeurope.com)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Manitou [www.manitou.com](http://www.manitou.com)  
Mec Telehandlers [www.mecawp.com](http://www.mecawp.com)  
Merlo [www.merlo.co.uk](http://www.merlo.co.uk)

## OUTRIGGER PADS, MATS & ROADWAYS

Eco power pads [www.outriggerpads.co.uk](http://www.outriggerpads.co.uk)  
TMC lifting supplies [www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)  
TPA Ltd [www.tpa-ltd.co.uk](http://www.tpa-ltd.co.uk)

## NEW & USED TELEHANDLERS

Lisman [www.lisman.nl](http://www.lisman.nl)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Mr Machinery [www.mrmachinery.ie](http://www.mrmachinery.ie)  
Skylift Hire [www.skylift.ie](http://www.skylift.ie)  
VHS Vissers Heftruck Service [www.vhsbladel.nl](http://www.vhsbladel.nl)

## PARTS & SERVICE SUPPLIERS

Caunton - Access [www.caunton-access.com](http://www.caunton-access.com)  
Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
Davis Access Platforms [www.davisaccessplatforms.com](http://www.davisaccessplatforms.com)  
IPS [www.ips-ltd.biz](http://www.ips-ltd.biz)  
JLG [www.jlgeurope.com](http://www.jlgeurope.com)  
Mech-Serv (GB) Ltd [www.mech-serv.co.uk](http://www.mech-serv.co.uk)  
TVH - Group Thermote & Vanhalst [www.tvh.be](http://www.tvh.be)  
Unified Parts [www.unifiedparts.com](http://www.unifiedparts.com)

## SAFETY EQUIPMENT

AGS [www.ags-btp.fr](http://www.ags-btp.fr)  
Airtek equipment [www.airteksafety.com](http://www.airteksafety.com)  
SMIE [www.smie.com](http://www.smie.com)

## STRUCTURAL REPAIRS

Avezaat Cranes [www.avezaat.com](http://www.avezaat.com)  
Crowland Cranes [www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)  
John Taylor Crane Services Ltd [www.jtcranes.co.uk](http://www.jtcranes.co.uk)

## WIRE ROPE

Teufelberger Seil [www.teufelberger.com](http://www.teufelberger.com)  
Casar [www.casar.de](http://www.casar.de)

## BATTERY MANUFACTURERS/SUPPLIERS

Shield Batteries [www.shieldbatteries.co.uk](http://www.shieldbatteries.co.uk)  
ManBat [www.manbat.co.uk](http://www.manbat.co.uk)  
Trojan Battery [www.trojanbattery.com](http://www.trojanbattery.com)

## REPLACEMENT FILTERS

Plant Filters [www.plantfilters.co.uk](http://www.plantfilters.co.uk)

## CONTROL SYSTEMS

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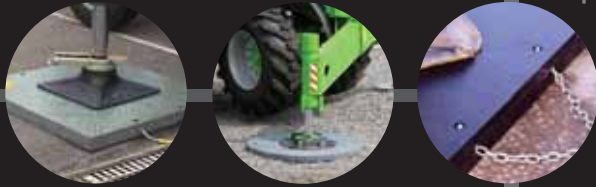
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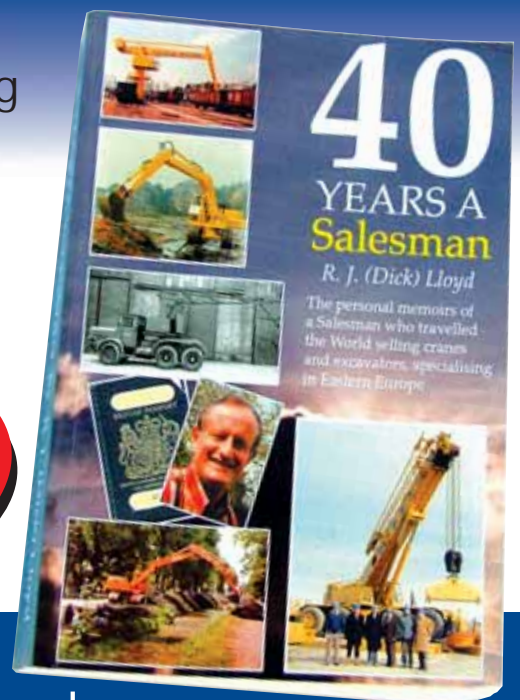
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