

# cranes & access

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April 2010 Vol. 12 issue 3

Last minute  
Bauma

Mastclimbers  
& hoists

Access equipment  
for tree work

Truck  
cranes

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## On the cover:

Harsco Infrastructure helped contractor Taylor Woodrow speed up construction on a Glasgow commercial development with mastclimbers and a custom-made monorail system to lift and place glass panels without monopolising the site's tower crane.



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The truck crane is easily the most popular type of mobile crane in the world today with thousands produced and bought in the Far East every year. In Western Europe there is renewed interest with several manufacturers set to introduce new products. We take a look at the latest additions and ask if lower life-time ownership costs are enough for users and rental companies to start switching to them from All Terrain cranes?



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For all its advantages, the mast climber is still the access industry's 'invisible man'. Many large and sophisticated contractors still appear oblivious to the cost and convenience benefits for routine façade work. How can the sector spread the word and raise its profile? We also look at some recent applications.



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The recent batch of innovative and usual access platforms provide arborists with an even better choice of equipment making working at height safer and more efficient. We take a look at the new products including the self-levelling Mecaplus ME12SL specifically designed by tree workers for tree workers.

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So much information has been received since we ran our main Bauma coverage - 50 products not to miss at Bauma - last month that we have included an extended 'last minute' round-up of the biggest and most important equipment show in the world.



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# c&a comment

## A time for change?

As we put the finishing touches to our second issue in four weeks and prepare to head off to Bauma for the world's largest and most expensive trade show, it is clear that the industries we cover are at a major crossroads of change.

Steve Shaughnessy a veteran of the crane and access rental industries and now president of aerial lift manufacturer Skyjack, became president of IPAF late last month. In his acceptance speech, he referred to the symbiotic relationship that exists between manufacturers and rental companies, and how each is dependent on the other.

While it is hard to argue with this, the plain facts are that when times are tough manufacturers are largely on their own, as rental companies stop buying equipment and shop harder for replacement parts. Conversely, when times are good many manufacturers exploit the supply-and-demand situation to increase prices and fatten margins.

To be fair, during the last boom many manufacturers did contain the excesses of previous cycles and strove to absorb some of the massive hikes in raw material prices by improving productivity. The silly financing that had been so prevalent in the late 1990's was also tempered - a little. And as the slowdown began to bite, most have cut production faster than in prior years.

Given that the majority of crane and aerial lift users will always rent rather than buy, the rental industry is an integral part of a manufacturers' route to market and critical to its success. Some manufacturers have tried to control this function by acquiring rental companies (the car rental business also went through this phase), however this has not proved a viable solution and most that tried have retreated.

David Shipman, chairman of UK aerial lift company AFI, and another industry veteran, made a bold speech at last month's IPAF conference calling for the industry as a whole, to speak with one voice to spread the message that powered access is the safest form of access in most applications, and hopefully to expand the number of regular access users.

At the same time the mobile crane business is struggling as rental companies find it increasingly difficult to make a living from general taxi crane work with the current All Terrain products. Manufacturers are launching new truck cranes as a response - at least to the running costs - and yet few hirers seem persuaded that this is the solution.

All of these examples confirm Shaughnessy's point that rental companies and manufacturers must work more closely together and that it is a life and death situation for each. And yet it looks as far away as ever. Something has to give.

If you are going to Bauma do stop by our stand.

See you there

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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# Sarens to launch heavy-lift crane

Belgian-based international lifting specialist Sarens is launching a 3,250 tonne 120,000 tonne/metre heavy-lift crane of its own design, the SGC 120. The crane, whose concept originated with Rigging International prior to its acquisition by Sarens, is a classic ringer design slewing on a double ring track system which sits on a load-bearing mat. The resulting maximum ground bearing pressures are less than 20 tonnes per square metre, virtually eliminating any special ground preparation requirements. The crane promises some useful capacities and will handle 600 tonnes at up 100 metres radius.

The outer ring has a 38.5 metre diameter, which relates to just over 44 metres to the edge of the load-bearing mats that the two rings sit upon. The main boom is a twin boom design with a maximum length of 130 metres, supported with twin back masts. A 90 metre luffing jib can be added which features a massive 68 metre jib pendant to ensure good capacities when fully luffed out.

Sarens says that the crane ships in 135 standard 40ft containers and when in position has up to 3,600 tonnes of counterweight which is

made up of specially reinforced 40ft containers filled with locally sourced materials.

The SGC120 uses up to six high power winches, rather than strand jacks, with 61 tonnes of line pull and line speeds of up to 20 metres/minute making it more akin to a heavy-lift crane than some other lifting machines of this size.

For applications requiring frequent movements the crane can be mounted on a dual parallel track rail system laid out to suit the job site.

Set up requires a 300 tonne and a

200 tonne crawler crane, a 100 tonne telescopic crane, along with a 10 and a 20 metre boom lift, a 10 tonne fork truck and a team of riggers. Time required for unloading and erecting is claimed to be around 20 days. Sarens has designed the SGC120 to European and American crane and lifting standards, including ASCE 7, ASME-B 30, ASME-NQA-1, 2.15 and EN 13001-1 & 2. A number of international patents have been applied for



*The crane's slewing bogies employ multiple rollers to help keep ground bearing pressure down*

and the crane is planned to be ready to start work in early 2011.

## Zoomlion to show Rough Terrain cranes at Bauma

Chinese crane manufacturer Zoomlion has announced that it will introduce a four model range of Rough Terrain cranes with maximum capacities of up to 100 tonnes. The new cranes have been designed with the North American market and buyers in mind, although it says that it expects to sell the same machines on a global basis. As part of its introduction programme the company has signed a worldwide distribution agreement with Global Crane Sales of Houston, Texas. Global will also take on the distribution of a number of Zoomlion tower crane models in North America.

Zoomlion currently has two Rough Terrain models ready to ship in mid-July, the 35 tonne RT35 and 55 tonne RT55. An RT55 is due to be displayed at Bauma later this month - the crane features a 34 metre main boom, plus 10 metre swingaway with additional seven metre bi-fold section. Two further models with 75 and 100 tonne capacities will be launched later in the year. All are expected to be

traditional two axle designs. Zoomlion says that the new Rough Terrain cranes have been specifically designed with high capacity to weight ratios. They feature Cummins power units, Dana transmissions and Greer electronics. Global says that it can sell the new cranes at prices some 30 percent below the levels offered by the major manufacturers.

*The first Zoomlion Rough Terrain crane.*



## Ausa announces mini telehandler

Spanish construction equipment manufacturer Ausa will launch the Taurulift T133H mini telehandler at Bauma. The new lift is an ultra compact unit with 1,300kg lift capacity to its maximum lift height of 2.7 metres.

The company says the new model features a patented 4x2 hydraulic drive axle system developed in cooperation with French hydraulic specialist Poclair. This offers a maximum speed of 20 km per hour and can handle gradients of up to 31 percent. Power comes from a 22.4 hp Kubota diesel engine and one-gear hydrostatic transmission. Attachments include a fork with side shift, bucket, grapple, Pelican scoop and Pelican forks.

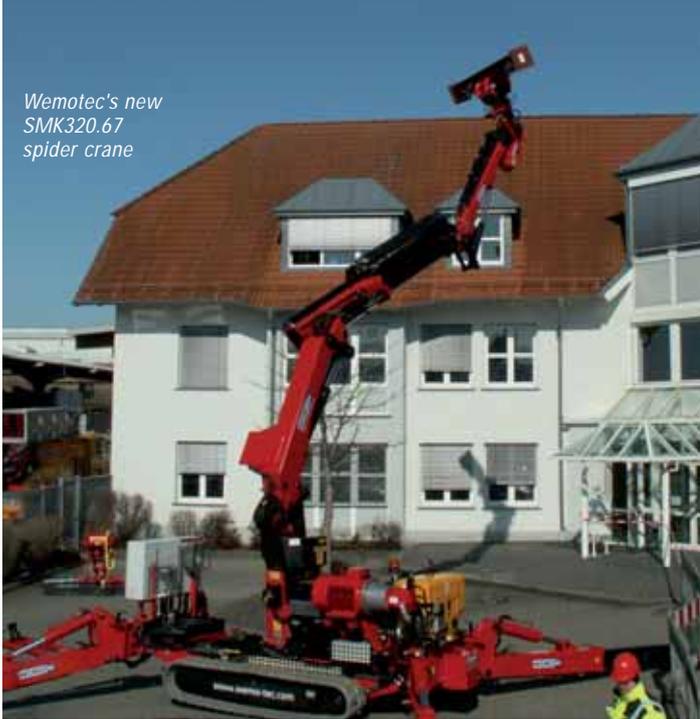
*The Ausa Taurulift T133H*



## Shaughnessy takes over as IPAF president

Steve Shaughnessy of Skyjack has been appointed as the new IPAF president taking over from John Ball who has completed his two year term of office. The hand-over took place at the IPAF AGM and Summit held in London in late March.

Wemotec's new  
SMK320.67  
spider crane



## Wemotec and Palfinger to launch spider crane

German-based crane, access and telehandler rental and engineering company Wemotec, has teamed up with Palfinger to produce a new long boom specialist spider crane targeted at placing glass panels and steel beams. The new crane, the SMK320.67 (SMK or SpezialMontageKran which translates as 'special installation crane') has stowed dimensions of 4.87 metres long by 1.75 metres wide with an overall height of 1.98 metres. In spite of these relatively compact dimensions it boasts a 32 metre hook height and 6.7 tonne maximum lift capacity.

The articulated boom has two main arms with over-centre articulation, plus a telescopic jib, making it amazingly versatile for reaching difficult areas. Maximum outreach is a remarkable 29 metres. A four-axis manipulator arm has also been integrated into the boom design for use with an RSJ grab or vacuum glass handler, allowing a 1,000kg pane or beam to be installed overhead or into difficult to reach positions. The new crane incorporates all of Palfinger's latest technology including AOS function damping for smooth operation and HPLS power boost. Power for the SMK320 comes from both a Hatz diesel engine and AC power unit providing indoor and outdoor operation.

Heiko Haase, the man responsible for the development of the new crane at Wemotec said: "We have used our first hand experience in this area to develop this machine along with the technology and engineering from Palfinger." He also adds that the company plans to introduce a further two mini cranes later in the year. In the meantime, visitors to Bauma can see the new crane on the Palfinger stand.

The crane includes a four axis manipulator for glass handlers and grabs



Power includes both electric and diesel sources

# Ranger to sell Spiderlift Company

Chesterfield-based Ranger Group, has decided to exit the rental market. The company currently rents tracked spider lifts as the Spiderlift Company. Andy Bray, Spider Lift's managing director, said that the company has taken the decision in order so that Ranger can concentrate more on its original brief - selling new equipment - without the possible conflict of competing with potential sales customers.

Bray said that he is currently in discussions with several companies with the possibility of either selling the business as a going concern or selling the platforms off 'one by one'. The company has around 24 spider lifts in its fleet, making it one of the top three spider lift specialists in the UK. He said that there is no particular deadline to complete the exit and will wait for the 'right deal or opportunity'.

The decision may have been brought about by one of Ranger's growing number of new equipment franchises which now includes Teupen, PB Liftechnik, Aichi and Giraf Track. To strengthen its sales efforts, Ranger has taken on Shane Marshall as regional sales rep for eastern England and Ireland. Marshall has worked in the access industry since 1988 and was previously a district manager with Instant UpRight. Bray plans to remain with the Ranger group following any sale.

## More safe green lifts for Facelift

Facelift Access Hire is continuing its investment in new equipment taking delivery of 74 new boom lifts, trailer mounts and scissor lifts from Niftylift and Skyjack. It says the order reflects its confidence in the access market for 2010. The order includes 10 new HR21 AWD Hybrids. The four wheel drive Bi-Energy units feature Nifty's environmentally friendly technology which combines, a three cylinder Kubota 722 diesel engine, fitted with an exhaust purification system and uses the electric drive motor to boost power on steep grades or

rough terrain. When operating as a diesel under normal conditions the motor converts into a generator/alternator charging up the machine's battery pack. The HR21's are also equipped with Nifty's latest basket, the 'Toughcage' with its almost indestructible composite base and large diameter steel tube guardrails and the SIOPS safety system. The hybrids will be added to Facelift's Green Fleet to help meet the increasing demand for cleaner, more efficient equipment.

New Nifty HR21 for Facelift



# Oil&Steel goes regional in UK

Truck and spider lift manufacturer Oil&Steel has announced a change in its UK distribution towards a number of independent regional offices/distribution outlets.

As part of the programme the company has already announced its first two appointments, with plans for more local technical support offices to follow.

The company is opening a new regional office Oil&Steel (Midlands) on the Leicestershire/ Northamptonshire border in partnership with access industry veteran Glyn Goodwin who has previously worked with Instant Zip-Up, Upright, Aerial Access, A J

Access, Genie and most recently Southern Plant.

The Oil&Steel northern regional office will be led by Gordon Jackson of Jackson Tools Scotland and will have dedicated sales and support staff providing telephone and on site back up. Oil&Steel chief executive Andrea Certo said: "It is absolutely vital that customers have access to our latest products and technical support in their own backyards. We intend to accelerate the commissioning of this type of office."

Oil&Steel's UK sales manager Chris Goodwin (no relation to Glyn) will begin to take a back seat role due



Glyn Goodwin



Gordon Jackson



Oil&Steel Snake 25

to increasing ill health. He has been diagnosed with Motor Neurone disease and said that he will remain active within the business for as long as he is able to contribute but has no idea how long that might be.

The latest move follows the recent appointment of Oil&Steel partner Cumberland Industries as a Sorage dealer for the UK and the departure of Oil&Steel UK director, Michela Viviani.

# Palfinger enters US access market

Palfinger has acquired an 80 percent stake in Oklahoma City-based truck mounted aerial lift manufacturer ETI (Equipment Technology, LLC). Palfinger is calling this acquisition a 'strategic partnership' as the current owners are maintaining a significant shareholding and will continue to run the company.

ETI makes a range of products, including bucket trucks - both standard and fully insulated - and pick-up service truck cranes. ETI has 190 employees at three locations, with revenues of around \$45 million in 2009.

The deal will boost Palfinger's revenues by around six percent, while its North American revenues will rise from 12 percent to around 18 percent.

Palfinger chief executive Herbert Ortner said: "We have known ETI for a long time and are excited that the company is becoming part of the Palfinger Group. ETI allows us to realise our strategy of becoming a truly local player in one of our strategic core business segments."



An ETI service truck crane.



An ETI work platform

# New 500 tonner for Bronzeshield

UK-based crane rental company Bronzeshield Lifting has taken delivery of a new 500 tonne Liebherr LTM 1500-8.1 All Terrain crane. The new crane tops out the Bronzeshield crane range and joins 30 other Liebherr cranes in the 60 unit fleet. The company has also placed a new order for a 200 tonne capacity Liebherr LTM 1200-5.1 which will join the fleet in May. Bronzeshield, which operates from depots in the South and East of England, ordered the eight axle LTM1500 with a fully loaded specification, including a seven section 84 metre main boom and numerous optional extras including 63 metre offsettable and 93 metre luffing jibs and Y-Guy superlift system.

Bronzeshield's managing director Bill Frost said: "One of the many things we like about Liebherr is that they consistently meet their delivery schedule - when they give you a date, they stick to it! Couple that with the build quality, technology, reliability and superb performance right through the duty charts, plus an excellent after-sales product support and we have plenty of reasons to continue with this long and fruitful association. The 200 tonne LTM 1200-5.1 we've also just ordered will add considerable muscle to our growing heavy-lift fleet and we are confident that this new addition will fulfil all our expectations".



Bronzeshield's new Liebherr LTM1500-8.1



# Big Wolff's first outing



Wolffkran's largest luffing jib tower crane, the 1,500 tonne/metre 1250B is working on its first major job, a coal fired power station in Wilhelmshaven, Germany. Hitachi Power Europe is supplying the core components and subsidiary Donges Steeltec the steel works. The big Wolff is being used for the construction of the boiler support structure. Space around the boiler is very constricted leaving no room for crawler or telescopic cranes - a key reason for the selection of the 1250B which boasts a small 'footprint' for its size and is easy to assemble with no component weighing more than 15 tonnes. The 1250B has been erected with a 110 metre tower on foundation anchors and is also anchored to the adjacent stair tower at 50 metres. It will remain in this location for the duration of the contract.

## Haki and Beaver 84 team up

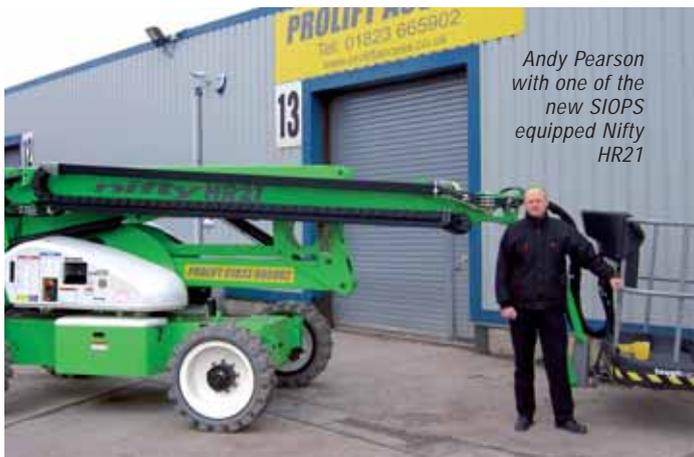
Leading scaffold, temporary fencing and access equipment supplier Beaver 84 and system scaffold manufacturer Haki have signed an exclusive rental partnership agreement to provide Haki scaffolding systems throughout the UK. Paul Brunt, managing director of Haki said: "The hire partnership agreement is a natural fit between the two companies. With Haki's product expertise and Beaver 84's unrivalled customer service and nationwide coverage, we have a winning combination."

## Bluelift to launch 22 metre spider

Italian spider lift manufacturer Bluelift will launch a 22 metre, articulated boom spider lift - the C22/11 - at Bauma. Weighing around 3,000kg it boasts a maximum outreach of 11 metres with 200kg lift capacity. Stowed dimensions are 900 mm wide and 5.2 metres long, but can be reduced to 4.5 metres if the basket is removed. (See last minute Bauma)

## Prolift takes first SIOP Niftylifts

Wellington, Somerset-based Prolift Access has taken delivery of two 63ft/19m platform height Nifty HR21s fitted with the SIOPS (Sudden Involuntary Operation Prevention System) safety system - the first rental company to add them to its fleet. Prolift's owner Andy Pearson said: "We are always looking to improve safety standards and I believe that Nifty's SIOPS system is a huge leap forward." SIOPS won this year's IAPA award for the 'best contribution to safe working at height - from a manufacturer'.



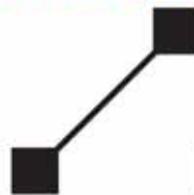
Andy Pearson with one of the new SIOPS equipped Nifty HR21

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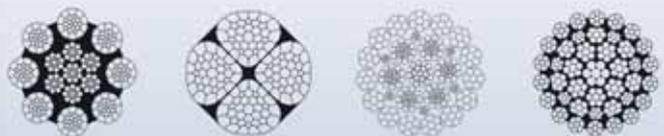


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Grove GSK55

## Grove to go direct in Spain

Manitowoc has moved to a direct sales operation for its Grove mobile crane line in Spain, mirroring an arrangement already in place for its Manitowoc crawler cranes. Grove was previously sold in Spain by its long-serving distributor, Madrid-based Mopsa owned and managed by Enrique Peralta.

The new sales and service team is locally based throughout Spain and will be managed by Orlando Mota, general manager for Iberia. Back office services for the Spanish market, such as administration, will be handled from Manitowoc's regional office in Baltar, Portugal. All warranties for Grove cranes sold by Mopsa remain valid and will be covered by Manitowoc Crane Care. Potain tower cranes will continue to be sold by its long-standing Spanish dealer Ibergruas.

## More training for Hird



Yorkshire-based crane and access company Peter Hird & Sons has become a consortium member of the RTITB, and as such is able to deliver a number of modules to enable heavy goods drivers to comply with the new requirements under the driver CPC.

The modules include Drivers Hours, Tachographs, Health and Safety as well as Safe Vehicle Operations and Loading. The courses can be run in blocks of seven hours to suit the client or can be taken as a week course of 35 hours. All modules are approved by the Joint Approvals Unit for Periodic Training.

## More military orders for JLG

JLG has received two new orders from the US government worth a total of \$45 million. The latest order is for 26 telehandler-based Engine Installation and Removal Vehicles (EIRV) for the US Navy. The order is worth around \$4 million and follows a \$41 million US Army order announced a week earlier for 311 JLG 10,000lb/4,500kg All Terrain Lifter Army System (ATLAS II) telescopic handlers.

The EIRV will be used for placing or removing engines on many common aircraft. It has a lift height of 12.5 metres, a horizontal reach of 8.8 metres and a lift capacity of 6,000lbs/2,721kg. The units will be manufactured in JLG's McConnellsburg, Pennsylvania.



The JLG EIRV



The JLG Atlas II

# Yokohama introduces new crane tyre

Japanese tyre manufacturer Yokohama is to supply Liebherr, Ehingen, with its new 445/95 R25 170F (177E) RB01 tyre for its All Terrain cranes. The RB01 will be available for Liebherr's latest two axle All Terrain and will be shown at Bauma.

The new tyres are rated at 80 km per hour under full load and are said to offer a better ride with reduced rolling resistance leading to improved fuel consumption and less noise through using a new tread pattern and rubber compound. They will be available on the full product range up to 220 tonne five axle models. The three RB01 R25 tyre range includes the 385/95 (170E) 445/95 (177E) and 505/95 (183E) widths



# Manitowoc opens new hoist line



Potain's plant in Charlieu

Manitowoc is investing €3 million in a new hoist production line at its facility in Saint-Nizier-Sous-Charlieu, France and closing its existing hoist plant in La Clayette, 20km away. The in-house manufacturing of hoists for Potain cranes originated in France, but the company says that the philosophies and procedures behind the

new plant will be adopted by the company's other production facilities in Germany, Italy, Portugal, China and India.

Philippe Cohet, Manitowoc executive vice president for Europe, Middle East and Africa, said: "This is a long-term investment that will modernise our production facilities in France and boost our competitiveness. It is both a response to the current low levels of demand and a move to position our company for future growth."

The facility at Charlieu will comprise four main areas of activity:

- The manufacture of large self-erecting tower cranes.
- The manufacture of hoist drums for Potain and Grove cranes.
- The production of sub-assembly of welded units.
- The production of spare parts and the provision of refurbishment services

The transfer brings the total number of employees at Charlieu to 340.

# Kobelco appoints Sin Heng

Singapore based crane and access company, Sin Heng Heavy Machinery has signed a dealership agreement with Kobelco Cranes, which gives Sin Heng the right to sell all current and new models of Kobelco cranes along with spare parts and services. Sin Heng, which went public in February, recently celebrated the delivery of its 100th Kobelco crawler crane.



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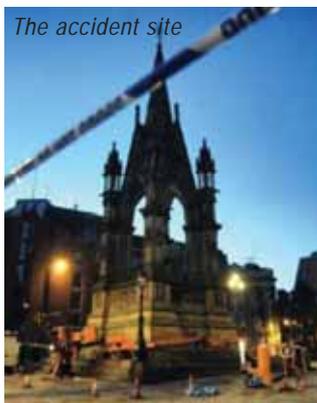
## Company and director fined for fatal accident

A company director has been ordered to pay £20,000 following the death of an employee who was also his best friend after an aerial lift toppled over in Manchester city centre in 2007. John Taylor, 65, admitted failing to ensure the safety of his long-serving employee Ian Gutteridge, 56, when they used the platform - an old Simon Topper - to reach the top of the Prince Albert monument in Albert Square. They were fitting a neon necklace to the 140-year-old statue.

Gutteridge had deliberately disabled an outrigger interlock in order to get the machine closer to the monument. He had also ignored a safety instruction to restrict the outreach. Gutteridge and a photographer who had been with him crashed to the ground, hitting their heads on the floor. Freelance photographer Jonathan Keenan, escaped with injuries to his head, back and shoulder, but Gutteridge, who had not been wearing a safety helmet, died from critical head and chest injuries.

Manchester's Minshull Street Crown Court was told that Gutteridge's actions in over-riding the safety mechanism had been known to his boss and best friend, Taylor who had been with him at the time and should have stopped him operating the machine while it was unsafe.

Taylor was fined £2,000 and the company £10,000, plus £8000 towards costs. Taylor was told however that the fines were substantially lower than would normally be imposed for a case in which a death had occurred, because of the exceptional nature of the circumstances.



## Blade expands fleet with spider lifts

Bradford, UK based Blade Access has added two new 17 metre CTE CS170 tracked spider lifts to its fleet. The units are the first in the UK to have full 180 degree platform rotation and a twin drive speeds.

The company also says that it is planning to add at least four new 23 metre spider lifts in 2010. Mark Bell of Blade said: "Track mounted platforms have been a preferred choice of our maintenance division for quite a few years now and are increasingly becoming the platform of choice for many reasons. With the ability to work both indoors and outdoors on the same site they have helped to reduce costs for our clients on many projects. Both new units are available for end user hire or cross-hire throughout the UK."



UK-based Blade Access is adding spider lifts to its fleet, including the CTE Traccess CS170



The new Isoli PT 225 HE+HE will be unveiled at Bauma

## Isoli announces 22.5 metre telescopic

Italian truck mounted platform manufacturer Isoli has announced a new 22.5 metre telescopic boomed truck mounted lift, the PT 225 HE+HE.

The new model will be mounted on a 3.5 tonne Nissan Cabstar chassis, will have 14 metres of outreach and a platform capacity of 230kg. The lift will also be available on a Mercedes Sprinter and VW Crafter chassis.

Gabriele Valli of Isoli said: "The PT225 is lightning fast to set up thanks to its computerised self-levelling system which can be operated from both the basket and the ground controls. The unit will also be available with 1,000 Volt protection or boom fed water and air outlets in the basket."

## Manitou reports full year loss

Market-leading telehandler manufacturer Manitou has released the details of its results for 2009 and reported improving order intake for most of its products.

Revenues for 2009 are confirmed at €684.1 million, a fall of 46 percent on 2008, this includes a 10 month contribution from Gehl. A like for like comparison shows revenues declined 54 percent.

Rough Terrain handling equipment - largely telehandlers but also regular RT lift truck sales - were down 53 percent to €485 million.

Industrial material handling sales - mainly counterbalance fork trucks - were down 45 percent to €124, while compact equipment revenues - Gehl skid steers etc - fell 66 percent to €75 million. The company says that it managed to

maintain its share of the telehandler market. During the year the company almost halved its net debt to €243 million, reducing its gearing to 73 percent. It also says that it has reduced its breakeven point by around 25 percent.

The company posted a loss for the year of €131.3 million compared to a profit of €4.1 million last year. This year's loss includes goodwill impairment and other write-downs of over €65 million. The company says that 2010 has started more strongly than it anticipated and it is hiring staff on a temporary basis to meet the demand. It warns however that it does not believe that the level of the upturn is sustainable over the whole year and is still predicting single figure growth for the year.

Manitou also announced that Gehl has adopted a leaner management structure with Dan Miller moving up to president and Serge Bosché to vice president, sales & marketing.



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*The Smart-Rig crane has some decent outreach - note the rolling outriggers*

## New lightweight crane

Newport Beach, California-based Smart-Rig Cranes has launched a new battery powered, ultra-compact pick & carry mini crane that weighs just 450kg. An additional 180kg of counterweight is added by filling the water tank counterweight system. The crane features a three section, six metre telescopic boom that can lift just over 1,000kg to a height of around three metres and will take 300kg to a 5.8 metre hook height or lift 225kg at its full outreach.

Measuring 2.4 metres long by 860mm wide and 950mm high at its most compact, additional stability is gained from an extendable water tank counterweight system and rolling outriggers/stabilisers that are swung into the forward position for maximum outreach. All capacities can be pick & carried.

The compact crane also features a boom mounted winch, single sheave boom nose and hydraulic lift cylinder, all operated via a small remote controller.



*The crane at its most compact*

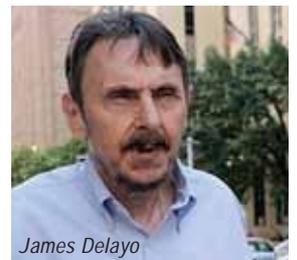


*The counterweight tank extends for additional ballast effect.*

## NY crane inspector gets 2 to 6

New York City's former chief cranes' inspector James Delayo has pleaded guilty to various charges and took a two-to-six-year prison plea. The disgraced 61 year old Department of Buildings inspector admitted that he repeatedly sold answers to the crane operator licensing test as well as selling the licenses themselves for around \$500 each. He also pleaded guilty to pocketing bribes, although prosecutors were only able to prove that he received around \$10,000 over a seven year period for clearing cranes through regular inspection.

Delayo was accused of taking such a bribe from the owner of a Long Island-based crane company, Nu-Way Crane Service. The company's owner, Michael Sackaris, has been charged with bribery as has one of his crane operators, Michael Pascalli, who is said to have paid Delayo to sign off on an operator's exam that he never took.



*James Delayo*

## Volvo to build technology centre in China

Volvo Construction Equipment has announced plans to build a design and technology centre that will concentrate on the development of products and components targeted at the needs of customers in the BRIC (Brazil, Russia, India and China) countries.

- The UK's HSE has issued a urgent Safety Notice following a recent fatal accident in Scotland (See training page).
- Rental software supplier InspHire has expanded its UK offices to include a new training centre.
- UK-based Speedy Hire has signed a five year, £20 million exclusive supply agreement with Connaught PLC.
- Manitex has won \$8.0 million of new orders, including \$5.0 million for boom trucks in the USA and Middle East.

- A dockside crane dropped a 126ft Snorkel boom lift around 24 metres in the port of Adelaide, Australia.



Snorkel boom

- US rental company, United Rentals is offering zero percent financing on its used equipment until the end of June.

- David Mathieson, the chief financial officer of US Rental company RSC has resigned to pursue other opportunities.

- Las Vegas-based Ahern Rentals has reported a \$70 million loss for 2009 but continues to expand its depot base opening five new locations so far this year.

- Bernard Pointet - formerly of LEV and Haulotte - has been appointed president of DLR - the French rental association.



Bernard Pointet

- US crane rental company Maxim Crane Works has sold \$250 million worth of five year senior notes.

- Ainscough Vanguard has appointed Matt Ainscough as its new managing director.

- Singapore-based crane rental company Sin Heng has successfully completed its IPO on the Singapore stock exchange.

- A tower crane that crashed down across a busy highway in Russia was caught on camera by a traffic video and is on Vertikal.Net.

- Chris Buisseret training manager of Rapid Platforms and active member of IPAF's training committee retired on April 1.



Chris Buisseret

- Manitou has streamlined the management structure at Gehl and appointed Dan Miller as president and Serge Bosché as vice president, sales & marketing.

- Tim Rowley has retired from day to day activity at Cranesafe, the UK subsidiary of tower crane anti-collision company SMIE.



Tim Rowley

- Simone Scalabrini has left Oil&Steel and has yet to confirm his future plans although he is expected to remain in the aerial lift industry.

- A tornado has been blamed for overturning a port crane in the Bahamas, causing at least two deaths.

- A large mobile telescopic crane boom, rigged with full luffing jib, crept down overnight onto a high rise facade in New York in late March. The operator had his licence suspended for not securing the crane properly.

- Michela Viviani, a director of Oil&Steel UK, has left the business.

- Peter Hird junior and partner Emma of UK-based Compact Lifting Equipment, have a new baby, William Robert Hird.



William Robert Hird

- Unic spider cranes has appointed Victoria-based Gleason Cranes Australia as its distributor

- Fabrice Bonassera takes over as the director of SMIE's UK operations, while Rowley remains available for special projects.



Fabrice Bonassera

- Balfour Beatty, the UK-based international major contractor, has recommended Niftylift's SIOPS safety cut out system and tough cage as industry best practice.

- German-based slew ring and rotary joint manufacturer IMO is setting up a production facility in South Carolina.



IMO USA new production facility

- Lavendon Group has issued 1.3 million new shares to the ex-owners of The Platform Company as part of its deferred payment.

- Work at height specialist Planet Platforms is offering a tower trade-in scheme to encourage companies to update their old scaffold towers for brand new ones.

- Gehl has appointed Shannon K. Van Dyke as vice president finance and corporate secretary.



Shannon K. Van Dyke

- CTE will make a grand unveiling of a new telescopic boomed B-Lift truck mount on a 3.5 tonne truck half way through Bauma.

- Crane manufacturer Kobelco has signed a dealer agreement with Singapore-based crane rental company Sin Heng.

- New UK tower crane rules came into force in April requiring companies to register tower crane installations on construction sites within 14 days of the Thorough Inspection.

- In mid March a small team of six - Ian James and David Walley from Bronto Skyreach UK, Christoph Pichler and Alexandra Dieterich from Bronto's Italian distributor Gbr-Pichler and Merja Viilola and Jan Denks of Bronto Finland - set out on the first Bronto Arctic Challenge, an eight day 100km self-supported snow shoe trek 300km north of the polar circle ascending Sokosti, at 718 metres, the highest peak in the UKK National park. After good initial progress the team ran into atrocious weather stopping them just a day away from their objective. They all returned safely and hope to have raised nearly £4,000 for the Alzheimer's Society. The plan is to run the Challenge as an annual industry event.



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# Almost but not quite....

In numerous parts of the world, the simple 25 tonne truck mounted crane is still the preferred mobile lifting choice - with more sold than all of the other types of mobile crane combined. However this is not the case in Western Europe which for many years has preferred the All Terrain crane. However, the growth of alternative lifting solutions, rising new equipment prices and decreasing rental rates over the last few years has meant fewer and fewer small All Terrains being sold. But will this result in resurgence for the truck crane? Cranes&Access investigates.

The truck crane is by far and away the most popular type of mobile crane in the world today, put in that position by the tens of thousands produced and bought in the Far East every year. In Western Europe, there has been renewed interest again in the truck crane, with several manufacturers introducing products, mostly on commercial truck chassis, rather than their own or specially built carriers.

But as yet, very few users/rental companies have 'bitten the bullet' and numbers purchased remain small. A few months ago, Cranes&Access reviewed the All Terrain crane market and concluded that at the lower end of the market - under 35 tonnes - there has been an enormous increase in alternative lifting solutions, such as mini cranes, while the significant investment in a two axle All Terrain appears too high to make economic rental sense.



Ormig 804AC



Liebherr LTF 1060-4.1

With decreasing sales, most major crane manufacturers have stopped or curbed production of All Terrain cranes of under 35 tonnes.

With the promise of reduced 'life time ownership costs', the market conditions have been favouring the truck crane again for some time, but in spite of the additional models and manufacturers entering or getting back into the truck crane sector, why are they still a rare sight on our roads?

By using a commercially available chassis with 'off the shelf' consumable replacement parts - particularly tyres - the truck crane should offer significantly lower running costs, particularly beneficial in the UK where most mobile cranes travel far too many road miles in search of work.

While this is undoubtedly true, the unexpected factor may well be the higher initial purchase price which can be up to 10 percent more than for a similar capacity All Terrain crane. Everyone's immediate reaction is that a truck crane must surely be cheaper, however the reasons for the opposite are fairly obvious. Most of the recently introduced truck cranes have two engines and cabs, while a commercial truck chassis can be expensive when purchased in relatively small numbers. Add to this other additional costs which are not incurred with a specifically designed AT chassis, such as building a second chassis/ sub-frame and modifying the chassis to accept it and it becomes clear that the overall cost is likely to be higher. Especially given the low volumes.

## More manufactures join up

Tadano Faun sold the first of its new truck crane range at Vertical Days last summer, but says that it is still too early to know the full 'running costs' comparison between a truck and All Terrain crane.

"Running costs need to be measured over a period such as five years to make meaningful comparisons and include items such as replacement tyres," explained Joe Lyon from Tadano distributor Cranes UK. "Initial feedback indicates the first customer (John Sutch Cranes) is happy with the purchase and the running costs are very competitive. However, the jury is still out on truck cranes but items such as tyres - R25 AT tyres are about £1,300 while truck crane tyres run around £300 to £400 - plus lower-cost mass produced truck parts should all add up to substantial annual savings making the initial price premium worthwhile."



Palfinger also makes a truck crane but only for the South American market.

Manufacturers obviously see the potential for increasing demand for truck cranes if new product launches are anything to go by. Liebherr, Tadano, Ormig and Sennebogen are all introducing new models in the near future, while Chinese based producers such as Zoomlion are making sure that their latest designs accommodate European requirements and preferences. What is significant is that apart from the 120 tonne Zoomlion (which probably will not be seen in Western Europe anyway) all of the new products have four or five axles and capacities between 60 and 80 tonnes - a specification that just happens to coincide with one of the most popular All Terrain capacity sector at the moment and fails to address the bottom end of the market that used to be dominated by three axle 25 tonners.

**How do they stack up against AT's?**

In the table on page 19, we have compared three new 'representative' truck cranes - from Tadano, Liebherr and Ormig - with capacities between 60 to 80 tonnes to give an indication of the differing specifications

largest of the truck mounted cranes but surprisingly smaller than some All Terrains of the same nominal capacity.

Of the two German truck cranes, the five axle Tadano Faun HK70 is obviously the longest by almost two metres, has the longer (44 metre) main boom and with 16 metre jib the highest on board tip height. The total machine weight is 52 tonnes allowing an extra of two tonnes for tackle etc. It can also carry five tonnes more counterweight at 15.2 tonnes. The crane was designed in partnership with Mammoet - which took delivery of the first model in the UK late last year - and uses the successful ATF 65G upper-structure and up to 61 metres tip height, mounted on a five axle commercial Mercedes chassis with rear axle steering.

The new HK70 is the largest in the three model Tadano Faun truck crane line-up. Smallest is the 40 tonne HK 40 with a 35.2 metre boom length and 45.4 metres when equipped with the nine metre extension. It is available either on a three or four axle chassis. Its previous range topper, the 60 tonne



Sennebogen is launching its 60 tonne HPC 60D at Bauma

tonne capacity HPC 40 - with the larger 60 tonne capacity HPC 60 D Series to be launched at Bauma. Little information is yet known but the new design uses a single boom cylinder for its 42 metre main boom and is said to be an extremely stable machine given its 'compact dimensions'.

**The Truck Terrain concept - has its time arrived?**

One product that ought to be popular, but has yet to make an impression in Europe is Link-Belt's Truck Terrain concept. The company currently offers two models, the 70

tonne HTT 8675 which has been launched in the UK and the 81.6 tonne HTT 8690. The concept aims to incorporate some of the best features of the All Terrain crane, including large single tyres (albeit standard truck super singles), all-wheel steer manoeuvrability and good gradeability up to 58 percent combined with the road travel characteristics of a truck crane - 90 km per hour top speed, axle loads of less than 10 tonnes and commercial truck running gear.

On the surface the concept is very attractive, so why has it not taken off?

available - four and five axle, boom to front and rear, Italian vs German design. Also in the table is an 80 tonne All Terrain crane from Terex just for comparison's sake.

What is immediately clear is that the Ormig, although it has a much shorter main boom, has the biggest lifting capacity from the smallest overall chassis. The 804AC is significantly shorter, lower and lighter than the others - three metres shorter, 500mm lower and 22 tonnes lighter than the Tadano - although its outrigger spread at 7.2metres by 7.4 metres is the

capacity HK 60 mounted on a 4 axle chassis has recently been upgraded. Liebherr sees its new LTF 1060-4.1 truck crane as an 'economical alternative' in the taxi crane class, capable of being driven to site with full 10.2 tonnes ballast ready to work. Its low operating costs are helped by using a standard Scania CB 8x4 chassis, which it also says gives low fuel consumption. The new crane is the largest truck crane in Liebherr's four model range.

German crane and materials handler manufacturer Sennebogen is adding to its single truck crane - the 40



XCMG has a 16 model truck crane range

## So how do they stack up

	Tadano	Liebherr	Ormig	Terex
Model	HK70	LTF 1060-4.1	804AC	AC80-2
Type	Truck	Truck	Truck	All Terrain
Max Capacity	70t	60t	80t	80t
o/a length/m	13.25	11.35	10.25	12.11
o/a width/m	2.55	2.55	2.50	2.75
o/a height/m	3.95	3.97	3.4	3.59
Total weight	52t	42t	32t	48t
Outrigger spread/m	6.47 x 6.28	6.40 x 6.84	7.2 x 7.4	7.7x7.0
Main boom length	44m	40m	34m	50m
Max capacity	70@2.5m	60@2.5	80@2.5	80@3.0
Max lift/t@height/m	9.2t @46m	10.4t@41m	-	6.5t @51m
Max capacity/t@reach/m	1.2t@40m	1.6t@36m	-	1.0t@42m
Lattice extension	16m	16m	12m	17.6m
Jib offset angle/degrees	0 - 40	0 - 40	0 - 40	0-40
Max counterweight	15.2t	10.2t	-	18.0t
Boom sections	5	5	6	6
Chassis	5 axle Mercedes Atros 10x4	4 axle Scania CB 8x4 MHZ	Iveco/ MAN 8x4x4	Specific 8x6x6
S/S engine	Mercedes 90kW	Liebherr 129kW	-	N/A

One factor that is always mentioned as an attractive feature of All Terrain cranes are compact dimensions and at around 14 metres overall length the HTT's are a good two metres longer than an equivalent AT and in the case of the 8675 a boom overhang of almost 2.5 metres may also be an issue. Interestingly the 8690 is more compact at 13.89 metres long, with less overhang and a longer boom at 42.7 metres. It may well be that this would have been the better of the two to launch in Europe? Most of all perhaps is that the concept does not yet have a 'champion' or two among the crane rental fraternity proving that it can work. With some tweaking and development, could this be a concept that has yet to find its time?

### Only in South America

Austrian manufacturer Palfinger also makes a proper truck crane, which it builds in Brazil for the South American market,

following the company's acquisition of crane manufacturer Madal in 2001. The company Madal Palfinger is based in Caxias do Sul and the Palfinger centre for South America. The truck cranes are built solely for that market and are not available for sale anywhere else. Palfinger has systematically maintained that it has no interest in the mainstream mobile crane market. It has though benefited from the demise of small mobile cranes, with its larger loader cranes often being used for work previously carried out by mobiles.

Link Belt  
HTT 8675



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Tadano Faun HK70



six-section oviform boom with a patented compact automatic telescopic system provides a maximum 85 metres tip height when equipped with jib.

XCMG has a 16 model truck crane range topped by the six axle, 130 tonne QUY130K. Its cranes look well designed and do sell well in markets such as the Middle East, but so far have

not made a great impression in Europe. A number of small Italian companies also continue to build truck cranes, including family owned Marchetti, which produces a small range of sturdy truck cranes with capacities ranging from 60 to 90 tonnes, all on commercial chassis, but volumes are relatively low.

So a quick look at the European market shows that all of the new truck cranes have capacities of more than 60 tonnes which is perhaps significant and an effort by manufacturers to offer an alternative to the popular sized All Terrains based on lower running costs. There appears, however, to be no attempt to try and cater to users looking for 25 to 35 tonne cranes. Perhaps the market has realised that other less expensive and lighter weight machines, such as spider and mini crawler cranes, along with aluminium and loader cranes really can offer a better, cheaper alternative.

Whether customers looking for a 60 - 80 tonne All Terrain crane will be tempted by the new commercial truck mounts remains to be seen.

Zoomlion claims that its latest 120 tonne capacity 'V' series QY120V633 is the largest five axle truck crane in the world. The crane has an 'on the road' GVW of 55 tonnes and features a combined hydro-pneumatic and leaf spring suspension system. Axles one and two - which use the hydro-pneumatic suspension - can be locked individually. The crane has three driven axles (axles two, four and five) and three steered axles (axles one, two and five). A 58.5 metre



The Ormig 804AC

Marchetti MKT60 at Intermat



Zoomlion's 130 tonne QY 130H truck crane



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# Scaffold what scaffold?

The mastclimbing work platform is, by definition, powered access and yet it sits uneasily alongside booms and scissors. In the early days a number of powered access rental companies dived into the business and sooner or later regretted it. The fact is that while mastclimbers are powered, they fit much more comfortably alongside their principle competition - façade or contract scaffold.

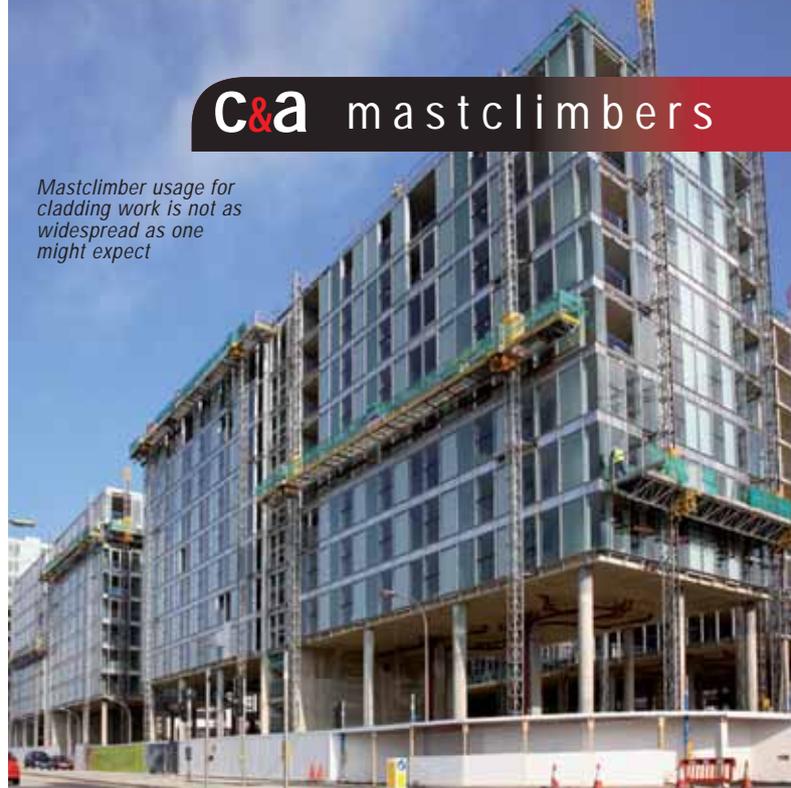
Apart from the very smallest towable models, which have yet to catch on, mastclimber rental or contracting requires a great deal of knowledge and engineering ability, not to mention efficient logistics and erection skills. The positive aspect of this for rental companies is that clients are prepared to pay for that know-how and experience - the intellectual capability of the supplier.

The odd thing is that while the use of mastclimbers has grown steadily both in Europe and North America, market penetration is still patchy, both geographically and in terms of applications. Mastclimbers are increasingly being used for tricky jobs or where their unique abilities of being able to lift materials as well as provide a perfect work platform, are particular requirements. When it comes to bog-standard façade work though most contractors will still tend to default to scaffolding. In some places that may even be to the most traditional form of scaffolding, such as tube and fitting or bamboo, both of which require a great deal of labour and a high level of specialist skill to do well. That combination of hard physical work and high levels of experience and knowledge is becoming increasingly hard to source so it is surprising that these forms of access remain competitive. What is even more puzzling is that even large and sophisticated contractors appear to be oblivious to the cost and convenience benefits of mastclimbers for routine work where scaffold is currently used.

Take the recent case involved the repainting the windows and some minor façade repairs on a historic five story Georgian apartment building in the UK. The façades included four floors above street



*A mastclimber at work in a typical renovation job*



**C&a** mastclimbers

*Mastclimber usage for cladding work is not as widespread as one might expect*

level and a basement level below. All of the shortlisted painting contractors quoted for the work with a full façade scaffold itemised separately at £22,500 and above.

As the tenants/owners of the apartments are charged by the housing association for the work, the successful bid was circulated prior to it being accepted. When an alternative form of access was suggested - a couple of boom lifts or a mastclimber for example - it was dismissed, based on the fact that it was not practical, let alone cost effective. Neither the contractor nor the client would even consider the option even though a relatively small and simple mastclimber installation would have been ideal for the job as well as

solving the potential security problems, stepped up the work pace and been safer overall (ladders were used for access). This is an all too common reaction and reinforces the comments made by Joy Jones of the HSE in our article on this year's IPAF summit, in which she says that most contractors have no clue about specifying the right type of access equipment and tend to stay with what they know.

The fact is that particularly for larger jobs, mastclimbers can dramatically reduce the cost of the job while offering other benefits such as being aesthetically more attractive during the contract, reducing the amount of climbing to the work zone, greater levels of safety and can save the rental of a separate hoist.



*An interesting application involving a special twin mast transport mastclimber, a regular hoist and a twin tower mastclimber - note how little affected the building appearance is compared to full scaffold cover*



*Mastclimbers can be adapted to fit all manner of shapes.*

Mastclimbers are also considerably safer to erect - something that safety authorities are increasingly focusing on and are faster and less expensive to put up. At night and weekends the platform can be disabled to prevent potential intruders climbing it to reach upper floors and finally it is less prone to wind damage. Every year in every country there are numerous cases of large expanses of façade scaffold collapsing into the street in the face of strong winds.

In the UK it is estimated that there are between 2,000 and 2,500 mastclimbers at work, possibly fewer than in several smaller markets where mastclimbers have already become more mainstream, such as Holland, Sweden and other parts of Scandinavia. For another comparison there are estimated to be around 14 to 16,000 units in North America which has a slightly better penetration level, although it varies enormously from state to state. After a few years of strong growth, mastclimber adoption has slowed, although much of this is due to the fall in high rise construction. Most mastclimber rental contractors are currently running with utilisation rates of around 50 percent, although feedback suggests that rates have held up better than in the aerial lift market and most companies we spoke to are still making a modest profit.

With pressure on contract prices contractors ought to be investigating the adoption of more efficient methods of working which would, one assumes, provide an opportunity for mastclimbing companies. And yet the opposite seems to be the case, with contractors now afraid to try what they don't know! There is surely a case for the industry to do something here to spread the word.



*The one metre cantilever extension provides access into the building as well as allowing the contractor to working into the corners*

# Double decker does the Lofts



*The mast sits neatly away from the cladding bars*

A 90 metre high single mast dual platform mastclimbing work platform has proved ideal for all façade works on a 32 storey new build structure in Sheffield, England. City Lofts is located in St Paul's and will be the tallest tower in Sheffield, designed specifically as an iconic landmark for the city centre. When completed it will incorporate some 22,000 square feet/2,100 square metres of retail and restaurant space, as well as 316 one and two bedroom apartments, set in two interlinking 12 and 32 storey towers.



*The 90 metre mast is fitted with two platforms in order to maximise productivity*

The mastclimber has been supplied by the Brogan Group for main contractor Shepherd largely for cladding works. It includes the supply and erection of two separate mastclimbing platforms running on a single 90 metre high mast. Both mastclimber platforms are fitted with two metre high guard rails and edge protection. The lower platform is also fitted with an overhead 'roof' protection.

Both platforms were also equipped with one metre wrap around cantilever extensions on one end to allow access into the building and for works to be carried out to the corners of the building.



# Built-in glass positioner boosts productivity

Harsco Infrastructure helped contractors speed up the construction of a Grade A commercial development in the heart of Glasgow last year. Two, West Regent Street is a high-specification 10-storey mixed-use development comprising nine floors of office accommodation above ground floor retail units.

In order to achieve efficient progress on the construction programme, main contractor Taylor Woodrow needed to find an external access system that would assist with the rapid installation of the building's glass curtain-walling façade, without monopolising the site's tower crane. The company approached Harsco, (SGB as it was then) which devised a solution using nine mast-climbing work platforms, five of which were specially modified with a custom-made monorail system designed to lift and position the glass panels against the building's 50 metre high façade.

Working closely with Taylor Woodrow, Harsco engineers attached the horizontal monorail to the top of each pair of mast towers. An electric winch, was then mounted to an under-slung trolley that ran along the monorail, a vacuum lifting device was then connected to the hoist line of the remote controlled winch to handle the glass panels.

**"The system provided us with the equivalent of five cranes"**

An additional advantage of the monorail system is that it can continue operating in wind-speeds well above that which shuts down the tower cranes on site. Using the system saved approximately four weeks in the cladding schedule.

"The monorail system effectively provided us with the equivalent of five cranes, which has meant we could really speed up work on site," said Mike King, project manager with Taylor Woodrow. "We were therefore able to maximise installation of large glass units on multiple work faces which would otherwise have solely relied on the tower crane thereby limiting the amount of labour we could use."

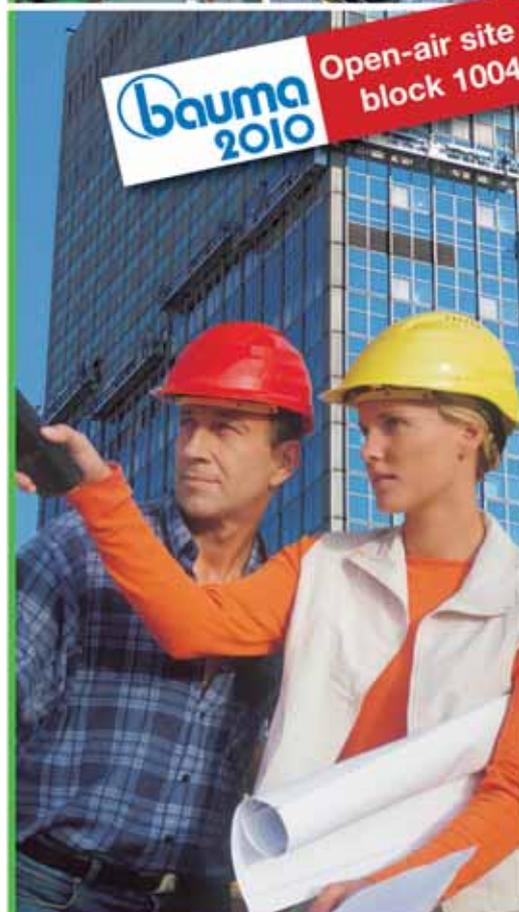
"The combination of the monorail with the mast-climbing work platform helped us get early completion of the building envelope and improve productivity by up to 300 percent. The system itself is far quicker to install than traditional scaffolding, in this case it took only about a week to install, whereas scaffolding would have taken three or even four weeks."



*The monorail glass handling system in action*



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# The full Monty

Merchant Square is new mixed-use building project in Paddington London which encompasses six architecturally diverse buildings set within a high quality public area with a major new canal-side square as its focal point. The scheme will consist of 559 new homes, shops, almost 100,000 square metres of new office space and substantial underground parking. The main contractor Carillion called on the Brogan Group to provide scaffolding, hoists and mastclimbing work platforms for work on different parts of the project.

The development comprises Building D and F, both of which are residential buildings - designed by the Kalyvides Partnership and UK-based Mossessian & Partners - with 140 and 196 apartments respectively as well as ground floor retail outlets

and three levels of basement parking. Brogan was called in to supply and erect scaffolding to Building D (West End Reach) which required initial access to all levels for the structural concrete framework. The scaffolding will then be adapted to facilitate the cladding elements required to the building including glazing and stone finishing. The courtyard area requires a bespoke scaffold layout to suite the varying shape and levels of a series of balconies.

Two hoists have also been erected to service the scaffolding, one to the canal elevation for the transportation of goods and personnel and the second on the west elevation to transport materials and personnel to and from the basement up to the 16th level.

On another part of the building a 26 metre high twin mast mastclimber



*A single mast 40 metre high mastclimber runs from the first floor, leaving the ground floor unobstructed.*



*The West elevation material and passenger hoist runs from the basement to the 16th floor*



*The canal side elevation showing the materials and passenger hoist and some of the extensive system scaffolding.*



*The twin mast, 26 metre high mastclimbing work platform is being used for cladding and rendering.*

was provided along with a single mast, 40 metre high mastclimber to the Harbet Road elevation. The mast on this unit runs from a first floor cantilever deck, leaving street level unobstructed. The two mastclimbers provide access for

curtain walling, cladding and rendering of the 16 storey building.

As a footnote, the access provision on this site has won Brogan several monthly health & safety awards from Carillion for maintaining a zero events record.

## Mastclimbers in demolition

Demolishing a 140 metre power station chimney/smoke stack is a challenge at the best of times. When it's surrounded by the low level buildings and offices the factor of difficulty is magnified many times. Faced with the challenge of bringing such a stack down at the Goose Creek power station in South Carolina, Commonwealth Dynamics and Atlanta-based Mastclimbers LLC worked together to create a method which dramatically increased productivity compared to traditional methods.

A combination of four heavy-duty Fraco mastclimbing work platforms, connected by curved platforms combined with Commonwealth's know-how and the use of a Positioner Actuator Manipulator (PAM unit) to increase the efficiency of the heavy-duty jack hammers brought the stack down in record time.

*Commonwealth and Mastclimbers combined their skills to bring down this chimney in record time.*



The project - which can take up to a year using traditional methods - was completed in just 65 days with more than two metres of progress a day.

Mike Pitt of Mastclimbers said: "We set out to achieve maximum productivity and maximum safety. The mastclimber units had to be specially configured with connectors to take account of the increasing diameter of the stack as it came down."

The PAM units were brought in to reduce repetitive strain and fatigue and enabled the operator to manipulate the heavy jack-hammer as if it weighed next to nothing.

*The PAM system helped improve jack-hammer productivity.*



*The mastclimbers during erection, note the connecting bridges that provided adjustment to cater for the changing diameter of the smoke stack*

# Bridges for APEC 2012

Two large suspension bridges are currently being built in the Russian port of Vladivostok to coincide with the start of the Asia-Pacific Summit (APEC) in 2012. The €6.5 billion project - Russia's largest - includes a four-lane road bridge using 226 metre high pylons, serving the Golden Horn bay area and a second bridge - the Russki Bridge - which takes the route over a stretch of water called the Eastern Bosphorus to the offshore island of Russki, where the conference will take place. The plan is to build a new town on the island which was once declared a restricted area by the military.

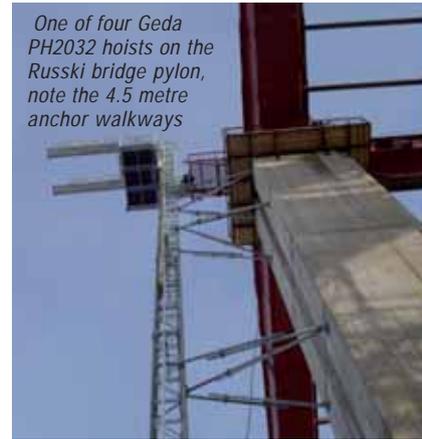
Building work began on the Russki Bridge in September 2008. The 1,885 metre long structure is supported by two, 320 metre high pylons. A tight construction schedule with completion required before the summit means there is huge pressure to complete the project on time. Bavarian-based Geda-Dechentreiter was awarded the hoist contract for four Geda PH2032 personnel and material hoists, two of which have been in use since last year, with another two to be supplied shortly. The mast height of the hoists increases as the pylons are constructed up to their full 320 metre height. The hoists have frequency inverter controlled lift speeds of 65 metres a minute, a maximum lifting height of 400 metres and can transport 25 people or 2,000kg.

The hoist cars are loaded and unloaded at the pylon formwork work platforms through an additional D-door on the inside of the car. Specially designed 4.5 metre long anchors maintain the mast distance to the pylons - fixed from two adjustable assembly frames that are mounted on the roof. The inclination of the mast increases as the pylon rises and this had to be considered in the planning. Another factor that had to be taken into account was the severe climatic conditions in Vladivostok, including heavy snowfall and freezing temperatures. Every aspect of the special designs for this project had to be accepted and approved by the Russian authorities. The safety at entry and exit points is ensured using Geda CE certified landing gates. Safety features such

as the speed-dependent safety device and overload protection, as well as upper and lower limit switches are part of the standard package.

With a population of 600,000 Vladivostok is the most important Russian port on the Pacific and has only been accessible again to foreigners since 1991.

One of four Geda PH2032 hoists on the Russki bridge pylon, note the 4.5 metre anchor walkways



The Hoists will eventually rise 320 metres

## Venice beach rack and pinion

When a 100 metre high-rise appartement block was built on the famous Venice Lido in Italy the contractor turned to mastclimbers and hoists to supply the access and lifting duties.

Italian manufacturer Maber won the contract to supply the equipment, which consisted of a large dual mast MB C 3500/120 mastclimbing transport platform with three metre by five metre loading platform, capable of lifting up to 3,000kg.

The company says that the platform saved at least one tower crane and avoided the need for landing platforms on each of the 25 floors.



Two MBP02/150 mastclimbers were used, first on the long façades and then the ends. Platforms are 23 metres long with two metre wrap around cantilevers

Maber also supplied an MB A 1400/150 - R single mast passenger and materials hoist with 1,400kg lift capacity, although it was selected for its 60 metres per minute hoist speed. The system was installed with a sophisticated call system and landings on each of the 25 floors.



The MBC3500 transport platform offers a 3mx5m lift platform with 3,000kg capacity.

Finally two twin mast MB P 02/150 mastclimbers with 23 metre platforms plus two metre wrap around extensions on each end, were chosen for the regular façade work such as the installation of window frames and glass panels. The mastclimbers were initially set up to cover two sides and then relocated to the ends.



The MBA1400-R passenger and material hoist with 25 landings

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# Up a tree without a rope

The recent batch of innovative and usual access platforms provide arborists with a better choice of equipment than ever for working at height, helping the industry build on the progress it has made towards reducing the number of falls recorded each year.

Falls from height are the biggest cause of workplace deaths and one of the biggest causes of major injury. In tree work, falls from height are still common in spite of the recent improvements and the result is often death or major injury. According to the UK HSE statistics, around 16 percent of all reported tree work accidents involve falling from height while a further six percent are due to uncontrolled swings in the tree leading to impact with branches or the trunk when climbing using ropes.

The use of aerial work platforms for tree care operations is not new. However, what is new is the increasing variety of platforms available both to purchase and more widely available for rent. While the take up of powered access has been growing rapidly, there is still a good deal of resistance among

many arborists, often based on negative experiences and/or ignorance of the wide range of machines now available. Selecting the wrong piece of equipment, whatever the job, will often put a company or user off of the entire concept. And simply using a machine because it is the only one readily available or within a nominal budget is no excuse and a clear indicator of inadequate work planning! There have been and will continue to be incidents where health and safety, not to mention efficiency, is compromised if the wrong type of platform is used.

The introduction of the Work at Height Regulations 2005 (WAHR) meant that the arboricultural industry needed to rethink its approach to tree work and resulted in a number campaigns and clamp down's by the HSE, resulting in an increasing number of contractors



*The arborist's choice - a tracked spider*



using powered access. This led to the publication by the Arboricultural Association of its 'Guide to the use of MEWPs in Arboriculture' in October 2008, which follows the basic principle of doing "all that is reasonably practicable to prevent anyone falling..."



The guide was put together with the help of a number of experts, including the HSE and IPAF and addresses every aspect of using powered access when working with trees, covering everything from legal considerations, selecting the right machine and setting it up properly,

to the use of MEWPs in tree work, safety equipment and rescue work. The book - which is certainly worth a read even if you are not involved in tree work - includes plenty of colour photographs, suggests layouts for risk assessment, method statement forms and other planning tools.

Six or seven ago there was a real reluctance from arborists to give up climbing - particularly from the younger, more agile tree workers who saw it as one of the main areas that defined their profession. The adoption of the aerial work platform meant that older tree workers that were no longer able to climb, could still have a hands-on role, and surprisingly to some, added the benefit of being able to work longer and faster. While there are still those who will always want to climb, more and more tree workers are selecting platforms first - helped along by 'working at height' legislation and their increasing popularity and availability.

Like the steel erectors before them (and many industries in general), arborists have been slow to accept mechanised access across the wider industry.



22 metre Ascendant truck mount



But their increasing awareness and acceptance of the access platform has coincided with the general growth of powered access, the increasing variety of platforms available and the growing realisation that it is not a pure cost. Five years ago, it wasn't just arborists that were unaware of the tracked spider lift. While its popularity has grown enormously since then, there are still a vast number of potential users that are still blissfully unaware of its existence. To be fair, arborists are now probably one of the 'better informed' sectors when it comes to access equipment as it is central to their day to day operations. Fortunately, platforms - particularly tracked spider lifts - have developed greatly in recent years. Equipment is also now appearing that is either designed specifically for the

arborist, or is far more suited to their operational needs, than anything that has gone before. Trees don't stop growing - even in a severe recession - although a lot of tree work is seasonal or has to work around restricted times such as the bird nesting season. Most of the tree work undertaken involves improving the form and removing defects (formative pruning); the removal of lower branches to increase clearance beneath the canopy (lifting); removing secondary branches from within the crown to reduce density giving even growth (thinning); removing defects such as dead wood, diseased, crossing and rubbing branches (crown cleaning) and the removal of outer branches to suitable growth points to reduce the crown's overall size or removing selected areas to reshape

asymmetrical crowns (crown reduction and reshaping).

The type of client ordering this type of work ranges from individual homeowners with a single tree to large corporations and Local Authorities responsible for whole tree populations. And depending on the situation and location of the tree, may require a variety of different equipment - or not!

One machine that has been specifically designed for urban and forest tree work is the Mecaplus ME12SL - a self levelling, 12 metre working height articulated boom lift with an automatic levelling system that does away with outriggers. The unit has just won the IPAF product of the year in 'The European Rental

Awards 2010' and was first seen in the UK at Vertical Days in 2009. The Spanish-based company emerged from the tree pruning industry and has more than 20 years experience as working arborists. The company's practical experience shines through in the machine's design.

There are several innovative features on the ME12SL primarily the dynamic self levelling system and 'foot' controls in the basket although other features such as clean lines - uncluttered by cables, pipes or hoses - and 3mm thick steel covers help to protect the unit from falling branches and snagging.

But perhaps the most significant feature on the Mecaplus machine is its self-levelling system which automatically and constantly levels the chassis on side slopes of up to 32 percent and up to 15 percent longitudinally. For the arborist this overcomes one of the most significant dangers - using equipment on a slope. The unit includes an oscillating front axle which as well as contributing to the machine's levelling ability keeps the drive wheels in permanent contact with the ground. The unit can also be driven in most positions when elevated.

To maintain high productivity, all the controls for the machine's boom movements are located on the basket floor and controlled by the operator's feet, allowing the operator to use both hands for chain saws and other equipment, dramatically increasing productivity and safety. The shrouding around



An option on the Mecaplus is rubber tracks



the foot controls has been improved recently to allowing more space to cope with industrial footwear. The ME 12SL also has three compressed air line outlets in the basket allowing a variety of pneumatic tools to be used as well as a 220 volt electric outlet.

The platform's maximum outreach of 7.6 metres varies depending on whether there is one person (120kg) in the basket or two (200kg) cutting the outreach to 6.3 metres. With 340 degrees slew and 180 degrees basket rotation, the machine can manoeuvre itself to deal with most



Palazzini TZX220

of the above tasks. Other features of the five tonne platform include an extra large diesel tank allowing all-day operation, oil and temperature alarms, four wheel drive, rubber tracks or foam filled tyres.

Mecaplus says that it intends to add larger machines, with 16, 18 and 21 metre working heights as well as introducing telescopic boom and jib options. This reflects the increasing demand from arborists for self propelled lifts with 18 to 23 metre platform heights. Whilst the specifically designed Mecaplus can cope with all types of tree work, it is particularly beneficial for series type work, such as the pruning of long avenues of trees, or forestry/orchard work. For many other types of tree work, there are now plenty of regular types of lift that are well suited to other applications.

For operations in or alongside the street for example, van and truck mounted platforms can be used. Obviously the standard products do not have foot mounted controls and cannot be driven at height, but they are road going vehicles and are ideal where only road registered vehicles can operate or for work



Merlo MPR 15



Tracked spiders can be driven to the work area

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that does not require constant repositioning. The new electric and semi-electric powered truck and van mounted platforms from Versalift would be ideal in that they are environmentally friendly (both emissions and noise) and the electric power is ideally suited for short distance, stop/start cycles where the platform could drive back to its local depot each evening for a battery recharge.

Surprisingly trailer lifts remain popular with arborists. Accepting their manoeuvrability limitations, the platforms are less expensive to hire or buy, easy and quick to set up for short duration work and being relatively light, they can be easily towed behind the tree worker's 4x4 or truck.

Of course for trees in back gardens, areas across soft ground or where a width restriction limits access, something special is required and the spider lift fits the bill. The vast majority of tracked spider lifts sold and available for hire have a working height of between 13 and 17 metres although a whole raft of new product launches this year will take the 'mass market' spider up to around 23 metres. Only a handful of manufacturers offer tracked spiders of more than 30 metres and due to their limited numbers yet high demand, hiring one often involves long-term planning or a long wait.

However, the tracked spider lift has all the features to make it THE access platform all-rounder and 'jack of all trades'. All are compact for the working height, usually narrow and low enough to pass through a standard door opening and therefore can easily track down the side passage of a house and negotiate the tight turn at the bottom. Being small they are easy to transport either in the back of a van, on a small truck or with some of the smaller versions - such as the 12.7 metre Teupen Leo 13GT with lightweight trailer - can come in under 1.9 tonnes all up giving a GVW of less than 3.5 tonnes.

As its popularity grows, there is now a healthy number of machines available for rent in the 13 to 23 metre working height range and with increased competition, rates are becoming very reasonable. As mentioned earlier, the larger spiders are still in very thin on the ground but if needs must, are available up to 50 metres.

One relative newcomer is the Giraf Track, a combination of a tracked excavator and a telehandler boom resulting in an 18 tonne machine that has a working height up to 20 metres. It can level on slopes up to 24 degrees and lift 3.8 tonnes.

There is very little if anything on the market that offers this specification and with a good size platform could be very useful in the arborist's armoury.

Another recently launched machine that may arouse the interest of the tree workers comes from Merlo, which have already touched some parts of the market with its telehandlers - with or without platforms. Following its recent entry into the spider lift market, the company has yet again pushed the innovative and usual boat out with its MRP15 and 18. Its four metre by two metre platform, 1,000kg lift capacity, full self propelled ability, lateral outreach, levelling ability, 4x4x4 drive and steer and 40 km per hour road speed could make it absolutely ideal for Local Authority tree work in the street for removing lower branches and raising the canopy or across fields or in other hard to reach places.

The more affluent or larger tree companies tend to have a 'go anywhere' Unimog on the fleet - many using its PTO to power a large chipper to reduce and recycle the cut branches, trunks and stumps to chip. Current Unimog based work platforms (from Versalift and Oil&Steel) are largely aimed at the power generation sector that needs the vehicle to cross fields to access electricity poles - a similar scenario to some arborists. A less expensive option is a Land Rover (or similar) based platform of which there are now several to choose from with the latest from Cumberland/Socage and SkyKing.

While there are some tree operations (thinning for example) that are not as easy to carry out with a platform and may require some climbing, it can still be accomplished using the right platform with adequate working height and more importantly, outreach. Small, round single person baskets can also help to get into the crown of the tree and a grid type floor in the bottom prevents sawdust building up. Speed and safety are the key words.



Out on a limb



A Land Rover-based platform



A Merlo telehandler with basket



This weeping Ash was too dangerous to climb



A Teupen Leo30 in Epping forest



Arbtruck's Overland



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# Last-minute Bauma

In case you missed it, we ran our main coverage of Bauma in the March issue, so this is very much a last minute round-up of those products that have just been announced, or where we have finally received photographs or better illustrations of the latest new products.

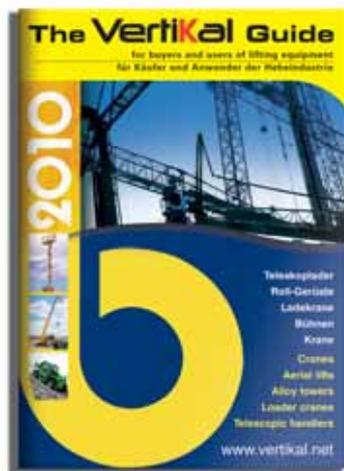
Bauma is such an important show - particularly this year when everyone hopes that the massive display of new equipment will help give the construction equipment industry a boost - that almost every manufacturer strives to have new products on display, with many of them working around the clock to complete prototypes in time to make it onto their stands.

As a result of this pressure many companies do not know if a new product will make it to the show until the week before. Other manufacturers don't like to 'show their hand' too soon before the event, while others like to keep a surprise or two. All of this adds up to a challenge for publishers like ourselves, with deadlines and shipping times to meet in order to get our publications out in advance of the show and to have them at the event.

## Visit planning

We are also using this issue to provide you with our detailed and final lists of which brands will be on display at the show. Bauma is such a massive and international exhibition with well over 3,200 exhibitors and hundreds of different categories of equipment, that the official guides, even the one online is an almost impenetrable maze of multi-lingual information. Our editorial staff in both Germany and the UK have spent weeks sifting through them, checking every press release that is issued, as well as contacting manufacturers and dealers to find out if a company will be represented or not.

While this might seem easy, many



manufacturers exhibit on their local dealer's stand, while some companies register under a corporate name which is different from its brand name, so it can be a nightmare. We believe that our two page listing of Crane, Access and Telehandler manufacturers and related products and components by principle product sector, is complete and definitive. We hope that you will find it helpful both if you are visiting the show or as a future reference tool.

We have also included our expanded plan of the outdoor areas which is where most of the products we cover can be found. Given the size of the show and the cost of hotel rooms, it is essential to plan your visit to the show if you are to get the most out of it. Hopefully the map and the listings will help you in this endeavour.

However the easy way out is to pick up a copy of Vertikal Bauma from our stand or one of the many distribution points in the outside area. Inside you will find guided tours already arranged for each major product sector.



## Overcoming last minute travel and accommodation problems

Here are a few practical details for those of you who might not have made plans yet or those of you making a last minute decision to visit. The biggest challenge is finding a room. If budget isn't an issue then call the most expensive hotels in town such as the Kempinski Vier Jahreszeiten. Unlike most hotels they do not usually have a specially inflated rate for Bauma and so for once in three years they appear good value and tend to have last minute availability. If you are going to shell out €300 to €500 a night you might just as well stay somewhere luxurious. If, as for most of us, budget is an issue then call your equipment suppliers. We have heard of several companies holding more rooms than they need and would be happy to have you take them off their hands. If none of this works then give the Munich

tourist office a try - they can be very helpful - or the official Bauma hotel room service - both available on the web. Finally follow the railway lines from the exhibition centre out of town and you will eventually find somewhere at a reasonable cost and being on the railway line, getting into the show will be easy, even if it takes an hour.

Flights? Many companies fly into Munich, including budget airlines such as Easy Jet. If you are flexible with your dates you should be able to find a flight at a reasonable price, if not then look at flying into somewhere with good train connections, such as Stuttgart or Frankfurt and take the train into Munich.



Once you are there your entry ticket will also serve as a ticket for the local trains - the S-Bahn and the U-Bahn - and unless your hotel is close this is the easiest way to travel to the show via the U-2 underground line, but stay on board to the last stop - Messestadt Ost - for the outside areas.





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**SKYJACK**

# Last-minute product round up

We have already covered the Bauma introductions in detail. Here though is some information and images of a number of late breaking products.

## Spierings City Boy

Spierings new City Boy - SK397-AT3 - mobile self erecting tower crane is still under construction as the team race against the clock to complete it. We now have a much better indication of what it will look like and a few more details on its capabilities. Not only is this new three axle single cab crane more compact than anything that has gone before, but it also features a radical Eco Drive system, using a lithium-ion battery pack for both drive and crane functions, with a smaller diesel engine to help power the electric motor and recharge the batteries. AC mains power is also possible.

of the job site. The 400kW (540hp) compact electric motor directly drives the front axles. A frequency controller converts accelerator pedal operation into a continuously variable acceleration of the chassis from 0 to 80 km/h. The same electric motor serves as a regenerative electric brake when slowing, generating power that is passed back into the batteries. The diesel engine, when used, runs at a constant speed, powering a generator that converts the energy to electrical power to power the drive motors or keep the batteries topped up. An auxiliary hydraulic motor powers the rear axle to provide extra traction when required on site. The crane can also travel with the cab in the crane position. The three section tower fully extends before the jib is unfolded to provide 30 metres height under the horizontal jib. The jib also luffs to 45 degrees to provide a maximum tip height of

55 metres. Maximum capacity at full height and maximum radius of 36 metres is 2,000 kg.

The Spierings City Boy

The single cab sits at the front of the crane for road travel and once moved into the crane position can also ascend the tower in order to provide a classic tower crane view

The Platform Basket 22:10



The Raimondi MRT294



Manitowoc will be launching the 400 tonne GMK6400 with 60 metre boom



Wilbert AT175 e.tronic

## Wilbert WT175 e.tronic

In addition to an ultra heavy-duty luffing jib tower crane - the WT 2405L e.tronic - Wilbert is unveiling a completely new and more mainstream 170 tonne/metre luffing jib crane. The WT 175L e.tronic has up to 36 metres jib and maximum single item assembly weight of just 1.5 tonnes. The crane also features a short four metre counter jib making it ideal for city sites.

## Raimondi MRT294

Raimondi Cranes will show its 16 tonne capacity topless MRT294 tower crane with 76 metre jib. The crane includes a new deluxe cab with seven inch touch screen for better control and incorporates an anti-collision system.



Bluelift's new C22/11

## Platform Basket 22.10

We now have a picture of Platform Basket's new 22 metre 22:10 with up to 10 metres outreach and variable outrigger positioning.

## Bluelift C22/11

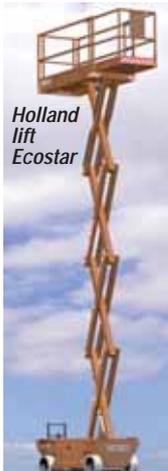
The 22 metre, Bluelift C22/11 weighs just 3,000kg and offers a maximum outreach of 11 metres with a 200 kg capacity. The 110 degree articulating jib and 160 degree platform rotation add to its versatility. Closed dimensions are 900 mm wide, 1.98 metres high and 5.2 metres long, but this can be reduced to 4.5 metres with the basket removed.

Standard features include extendable tracks, radio remote controls and three position outrigger settings. The unit is Honda powered with AC power motor for indoor use.



**Holland Lift Ecostar and Megastar Electric G-320DL30**

We finally have the full 3D drawing of the new Holland Lift Ecostar compact electric scissor lifts. With 26ft/7.8 metres and 32ft/9.7 metres platform heights and widths of 1,000 and 1,400mm the units aim to bring Holland Lift quality levels to the mainstream market by introducing an all-new product with a price closer to the mass produced mini scissor lifts.



Holland lift Ecostar

In addition, the company will show what it claims is the world's largest/highest battery powered scissor lift, the G-320DL30. While the structure is the same as its popular diesel powered version, converting the 31 tonne to practical battery power was no easy feat. The technology may be useful for companies looking to battery power large boom lifts? Lift capacity is 1,000kg and extended deck 9.6 metres.

is the smallest telescopic handler it has ever produced with an overall height of just 1.8 metres and length of 2.97 with a weight of under 3.5 tonnes. Like the recently introduced Miniscopic the single spine chassis allows a spacious cab with easy access.

Two other new telehandlers include the compact 527-58 and the high capacity 550-80. The 527-58 is just two metres wide and two metres high and has a maximum lifting capacity of 2.7 tonnes, with a lift height of 5.8 metres.

The 550-80 is JCB's highest capacity Loadall and designed for bulk handling operations with a lift height of eight metres and lift capacity of five tonnes.



Mecaplus ME12SL

**Mecaplus ME12SL**

Spanish manufacturer Mecaplus has announced that it will attend Bauma with its award winning 12 metre self levelling 4 x4 boom lift. The unit, originally designed for tree trimming, has been adapted for general construction applications with a two man platform and a more traditional control panel.

**Link Belt**

Link Belt has announced that it will show four cranes at Bauma including its 70 tonne telescopic boomed crawler, the TCC-750. Making its European debut is its largest Rough Terrain crane, the 120 tonne three axle



The 70 tonne Link Belt TCC-750



The Link Belt RTC-80130

RTC-80130 Series II with hydrostatic transmission. Also on show will be the 70 tonne HTT-8675 Series II truck mounted crane with All terrain features and the 60 tonne RTC-8065 Series II Rough Terrain.

The TCC-750 first shown at SED in 2009 is now available with two Pengo hydraulic powered earth augers and work platform attachments.

**GGR Unic**

Another company showing a work platform attachment for a crane is GGR Unic which will show a US produced boom nose mounted basket for its larger spider cranes. Intended for occasional use the platform fits easily and is relatively inexpensive.

**Aichi**

Aichi is expected to show further additions to its global electric

scissor lift range, included a 32ft/10 metre platform height model. However the company is keeping tight lipped and only says that it has not decided yet on which of its unique products to show at Bauma.

**CTE truck and spider**

CTE has confirmed that it will show an extension to its Traccess line in the 22/23 metre range with a total weight of less than 3,000 kg. It will also show a B series truck mounted lift the B-Lift 2010 MP

**MEC crawler boom lift**

We now have a photo of MEC's 40ft telescopic crawler mounted boom lift, designed for the European market the unit has been on test in Holland with a major rental company.



Omme 3700RBDJ

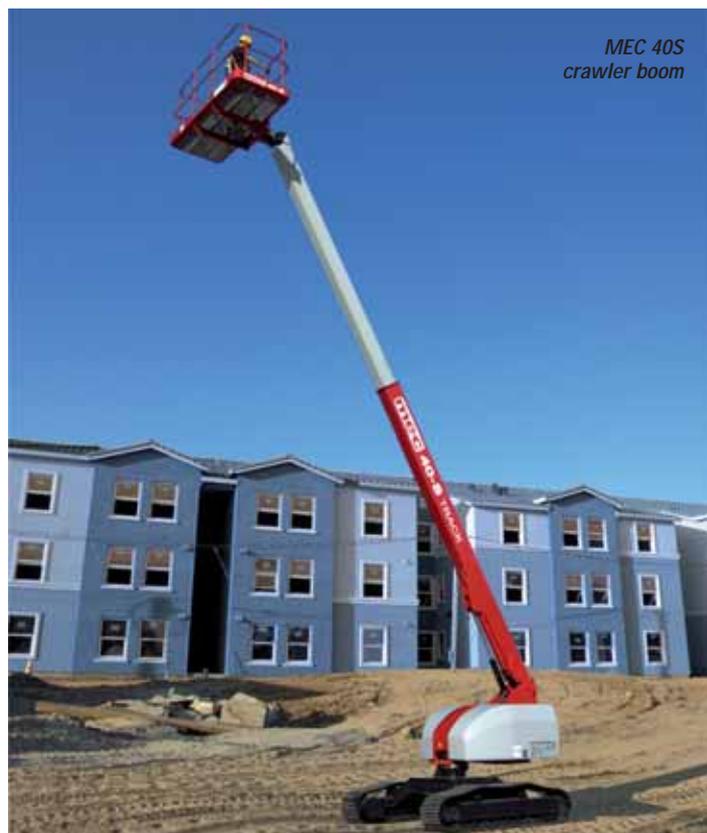
**Omme 3700RBDJ**

Here is a more detailed photo of the new 37 metre telescopic boomed Omme Lift 27 metre working height 3700RBDJ spider lift.

**New telehandlers from JCB**

JCB has announced the launch of three new telehandlers the ultra compact 515-40

The JCB 515-40



MEC 40S crawler boom



The new Liebherr  
LTC1045-3.1

### H.A.B T35J D4WDL

German-based aerial lift manufacturer H.A.B is unveiling a 100ft/33metre platform height telescopic boom lift at Bauma. The T 35 J D4WDL features 86ft/25.1 metres of outreach from its four section octagonal boom and articulating jib and platform capacity is 250kg. The new machine includes extendible axles which provide a 2.51 metre transport width and a 3.2 metre working width. The four wheel drive, four wheel steer lift also boasts 270mm of ground clearance.

### Hitachi Sumitomo

Hitachi Sumitomo will show two new crawler cranes - a 200 tonne compact easy to erect and transport unit, the SCX2000A-2 and the 550 tonne 6000SLX which is available with superlift attachment. In North America a Link Belt version will be offered.

### Liebherr LTC1045-3.1

Finally we have obtained final photos of the new Liebherr city crane, the LTC1045-3.1, which features a traditional drive train but radically new idea for the crane cab. By mounting it on a telescopic boom it can be moved to the front of the chassis to provide All Terrain type visibility and then retracted to the traditional superstructure position when on site.

### Isoli PT 225 HE+HE

Italian truck mounted lift manufacturer Isoli, is continuing its push to win a larger market share with the unveiling of its 22 metre telescopic boom lift, the PT 225 HE+HE. Mounted on a 3.5 tonne Nissan Cabstar it will have 14 metres of outreach and a platform capacity of 230kg. The Mercedes Sprinter and VW Crafter chassis will also be available.

The Isoli PT225  
HE+HE.



The 100ft  
H.A.B T35J  
D4WDL



We will be at the  
**BAUMA 2010**  
exhibition  
Hall **F11**  
Stand **1102/4**



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Firma Company	Hall area	Stand No
<b>Teleskop und Gelenkteleskopbühnen / Boom Lifts</b>		
Aichi	F11	F11.1102/2
Airo	F11	F11.1101/4
ATN	F12	F12.1201/4
Dinolift	F13	F13.1305/1
Genie	F7	F7.704/705
Giraf Track	F10	F10.1001/7
H.A.B.	F11	F11.1102/1
Hinowa	F13	F13.1305/2
Hitachi	F5	F5.504/505/5
Huddig	F6N	F6.N611/4
Iteco	F9	F9.903/5
JLG	F10	F10.1005/3
Junjin	F11	F11.1104/11
Kreitzler	F9	F9.901/7
Leguan	F5	F5.502/2
Manitou	F9	F9.908/1
MEC	F10N	F10.N1015/10
Mecaplus	F11	F11.1102/1
Merlo	F11	F11.1108/1
Palazzani	F13	F13.1303/3
PB Liffttechnik	F10	F10.1003/3
Platform Basket	F9	F9.902A/2
PSE	F10N	F10.N1015/10
Skyjack	F11	F11.1102/6
Snorkel	F11	F11.1103/2
Testcentrum De Lille	F10	F10.1001/7
Teupen	F12	F12.1204/6
UpRight	F11	F11.1103/2
<b>Raupenarbeitsbühnen / Spider Lifts</b>		
Airo	F11	F11.1101/4
Bluelift	F10	F10.1003/3
Cela	F13	F13.1303/1
CMC Sup Elefant	F13	F13.1302/2
CTE	F11	F11.1102/4
Denka Lift	F10	F10.1003/3
Dinolift	F13	F13.1305/1
Falck-Schmidt	F10	F10.1003/3
Hinowa	F13	F13.1305/2
Ihimer	F9	F9.903/5
Imai / Jekko	F12	F12.1204/4
Leader	F9	F9.904/6
Leguan	F5	F5.502/2
Merlo	F11	F11.1108/1
Oil & Steel	F13	F13.1306/2
Omme Lift	F11	F11.1102/1
Pagliario Multitel	F12	F12.1203/1
Palazzani	F13	F13.1303/3
Platform Basket	F9	F9.902A/1
Skako Lift	F10	F10.1003/3
Socage	F9	F9.902/4
Sup Elefant	F13	F13.1302/2
Teupen	F12	F12.1204/6
Worldlift	F10	F10.1003/3
<b>Mastbühnen / Mast Booms</b>		
Airo	F11	F11.1101/4
ATN	F12	F12.1201/4
JLG	F10	F10.1005/3
Manitou	F9	F9.908/1
Toucan - JLG	F10	F10.1005/3
UpRight	F11	F11.1103/2
<b>Scherenbühnen / Scissor Lifts</b>		
Aichi	F11	F11.1102/2
Airo	F11	F11.1101/4
ATN	F12	F12.1201/4
Bravi	F11	F11.1104/12
Genie	F7	F7.704/705
H.A.B.	F11	F11.1102/1
Holland Lift	F12	F12.1201
Iteco	F9	F9.903/5
Jiangsu Shenxi	A3	A3.614
JLG	F10	F10.1005/3
Junjin	F11	F11.1104/11
Kreitzler	F9	F9.901/7
Leguan	F5	F5.502/2

Firma Company	Hall area	Stand No
Liftlux	F10	F10.1005/3
Manitou	F9	F9.908/1
MEC	F10N	F10.N1015/10
Merlo	F11	F11.1108/1
PB Liffttechnik	F10	F10.1003/3
Platform Basket	F9	F9.902A/2
Pop-Up	F11	F11.1103/2
PSE	F10N	F10.N1015/10
Skyjack	F11	F11.1102/6
Snorkel	F11	F11.1103/2
UpRight	F11	F11.1103/2
Youngman	A5	A5.317
<b>Push Around Lifts</b>		
Böcker	F12	F12.1203/2
Braviisol	F11	F11.1104/12
Genie	F7	F7.704/705
JLG	F10	F10.1005/3
Kempkes / Kuli	A1	A1.321
Pop-Up	F11	F11.1103/2
UpRight	F11	F11.1103/2
Youngman	A5	A5.317
<b>LKW-Arbeitsbühnen / Truck Mounted Lifts</b>		
Barin	F13	F13.1302/2
Bison	F13	F13.1304/1
Bizzocchi	F11	F11.1102/4
Bronto Skylift	F12	F12.1203/3
Cela	F13	F13.1303/1
CMC	F13	F13.1302/2
CTE	F11	F11.1102/4
Esda	F13	F13.1302/4
GSR	F10	F10.1003/3
Hinowa	F13	F13.1305/2
Hydra Platforms/terex	F7	F7.704/705
Isoli	F11	F11.1101/5
Leader	F9	F9.904/6
Moog	F13	F13.1303/3
Multitel	F12	F12.1203/1
Oil & Steel	F13	F13.1306/2
Omme	F11	F11.1102/1
Pagliario Multitel	F12	F12.1203/1
Palfinger Platforms	F13	F13.1304/1
Ruthmann	F10	F10.1006/4
Socage	F9	F9.902/4
Tecchio	F11	F11.1107/2
Teupen	F12	F12.1204/6
Time Mfg	F10	F10.1002/5
Versalift	F10	F10.1002/5
Wumag	F13	F13.1304/1
<b>Anhängerbühnen / Trailer Lifts</b>		
Böcker	F12	F12.1203/2
Dinolift	F13	F13.1305/2
Denka-Lift	F10	F10.1003/3
Esda	F13	F13.1302/4
Genie	F7	F7.704/705
JLG	F10	F10.1005/3
Manitou	F9	F9.908/1
Omme Lift	F11	F11.1102/1
Paus	F5	F5.503/1
Platform Basket	F9	F9.902A/2
Skako Lift	F10	F10.1003/3
Skyjack	F11	F11.1102/6
Snorkel	F11	F11.1103/2
Teupen	F12	F12.1204/6
UpRight	F11	F11.1103/2
Worldlift	F10	F10.1003/3
<b>Mastkletterbühnen / Mastclimbers &amp; Hoists</b>		
Alba Macrel	F10	F10.1004/9
Alher	F12	F12.1204/1
Alimak Hek	F11	F11.1102/8
Böcker	F12	F12.1203/2
Camac	F11	F11.1104/1
Geda Dechentreiter	F10	F10.1004/1
Goian	F10	F10.1003/6
Harsco	A2	A2.122
HEK	F11	F11.1102/8

Firma Company	Hall area	Stand No
Hydro Mobile	F10	F10.1001/2
Jiangsu Shenxi	A3	A3.614
Maber	F10	F10.1003/4
Pega Hoist	F10	F10.1001/4
Pilosio	A2	A2.204
Raxtar	F11	F10.1001/2
SAE	F7	F7.701
Saltec	F11	F11.1103/11
Scaninter / Scanclimber	F13	F13.1302/1
Steinweg	F12	F12.1203/2
Stros	F12	F12.1201/2
<b>Rolgerüste / Mobile Scaffold Towers</b>		
Altrad	A2	A2.406
Altrex	A2	A2.401
Alufase	A2	A2.304
Harsco	A2	A2.122
Hymer	A2	A2.108
Instant UpRight	D1	D1.216
Krause	D1	D1.203
Layher	A2	A2.412
MJ	A2	A2.111
Plettac	A2	A2.406
Ulma	F7	F7.N712/1
UpRight Instant	D1	D1.216
Youngman	A5	A5.317
Zip-Up	D1	D1.216
<b>Teleskoplader / Telehandlers</b>		
Ahlmann	F7	F7.709/1
Ausa	F8	F8.802/2
Bobcat	F6	F6.601/602/3
Case	F7	F7.708/2
Caterpillar	B6	B6.102/104
Dieci	F11	F11.1110/1
Galmax	F8	F8.817/1
Gehl	F9	F9.907/1
Genie	F7	F7.704/705
Giraf Track/Testcentrum	F10	F10.1001/7
Faresin	F8N	F8.N820/1
Jakob-Fahrzeugbau	F8	F8.804A/805A
JCB	F7	F7.707/1
JLG	F10	F10.1005/3
Kramer	F9	F9.909-911
Liebherr	F8	F8.803-807
Manitou	F9	F9.908/1
Merlo	F11	F11.1108/1
New Holland	B5	B5.108/406
Schäffer	F8N	F8.N815/4
Sennebogen	F7	F7.706
Terex	F7	F7.704/705
XCMG	C4	C4.400/700
<b>Tiefelader / Transport Trailers</b>		
Cometto	F9N	F9.N923/1
Doll	F8N	F8.N825/2
Faymonville	F8N	F8.N824/6
Goldhofer	F8N	F8.N819/1
Humbaur	F8N	F8.N825/5
Kamag	F8N	F8.N823
Nicolas	F8N	F8.N823
Nooteboom	F7N	F7.N718/1
Scheuerle	F8N	F8.N823
Til-Gruppe	F8N	F8.N823
Zandt	F7N	F7.N714/5
<b>Dienstleistungen &amp; Organisationen / Services &amp; Associations</b>		
Conexpo-Con/AGG 2011	C4	C4.121
Cranes & Access	F7	F7.702/5
Intermat	A3	A3.338
IPAF	F10N	F10.N1016/1
Kran & Bühne	F7	F7.702/5
Lectura	B1	B1.130
Pirtek	A5	A5.333
Ritchie Bros.	C4	C4.421/518
SMOPYC 2011	A1	A1.304
TVH	A6	A6.226
Vertikal.Net	F7	F7.702/5

# More to see.



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# Exhibitor list (continued)

C&a

Bauma 2010

Firma Company	Hall area	Stand No
<b>Raupenkrane / Crawler Cranes</b>		
Casagrande	F5	F5.504/505/1
Galich Autocrane JSC	F11	F11.1101/1
Hitachi Sumitomo	F11	F11.1105/2
Imai	F12	F12.1204/4
Kobelco	F12	F12.1202/1
Liebherr	F8	F8.803-807
Link-Belt	F11	F11.1105/2
Manitowoc	F10	F10.1002/6
Maeda	F10	F10.1003/1
Mait	F6N	F6.N611/5
Mantis	F12	F12.1205
Marchetti	F10	F10.1004/5
Sany	F6N	F6.N608
Sennebogen	F7	F7.706
Soilmec	F6	F6.601/602/1
Tadano Faun	F12	F12.1205
T.C.M.	F11	F11.1104/4
Terex	F7	F7.704/705
Unic	F10N	F10N1017/3
XCMG	C4	C4.400/700
Zoomlion	F9	F9.905/1

Firma Company	Hall area	Stand No
<b>Mobilkrane / Mobile Cranes</b>		
Bencini	B5	B5.300
Böcker	F12	F12.1203/3
Cams	B5	B5.300
Demag - Terex	F7	F7.704/705
Galich Autocrane JSC	F11	F11.1101/1
Galizia	F9	F9.903/2
Grove	F10	F10.1002/6
Hitachi Sumitomo	F11	F11.1105/2
Kato/Kranlyft	F10	F10.1003/1
Kliintsi JSC	F11	F11.1101/1
Liebherr	F8	F8.803-807
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Link Belt	F11	F11.1105/2
Liugong	F11	F11.1111/4
Locatelli	F12	F12.1204/5
Manitowoc Group	F10	F10.1002/6
Marchetti	F10	F10.1004/5
National Crane	F10	F10.1002/6
Ormig	F10	F10.1006/7
PPM - Terex	F7	F7.704/705
Sany	F6N	F6.N608
Sennebogen	F7	F7.706
Shuttlelift	F10	F10.1002/6
Spierings	F10	F10.1002/1
Tadano Faun	F12	F12.1205
Terex	F7	F7.704/705
T.C.M.	F11	F11.1104/4
Valla	F9N	F9.N913/2
XCMG	C4	C4.400/700
Zoomlion	F9	F9.905/1

Firma Company	Hall area	Stand No
<b>Turmdrehkrane / Tower Cranes</b>		
Arcomet	F7	F7.709/3
BKT	F11	F11.1103/9
Comansa	F11	F11.1103/6
Comedil	F7	F7.704/705
Eurogru	F11	F11.1103/7
FM Gru	F11	F11.1103/3
GG Cranes	F10N	F10.N1015/14
Jaso	F10	F10.1003/6
Jost Cranes	F11	F11.1103/1
König Krane	F11	F11.1103/5
KSD	F13	F13.1304/2
Liebherr	F8	F8.803-807
Linden Comansa	F11	F11.1103/6
Potain	F10	F10.1002/6
Raimondi	F10	F10.1007
Terex Comedil	F7	F7.704/705
Wilbert	F12	F12.1202/3
Wolffkran	F9	F9.902/7
Zoomlion	F9	F9.905/1

Firma Company	Hall area	Stand No
<b>Mini - und Alukrane / Mini and Trailer Cranes</b>		
Böcker	F12	F12.1203/2
GGR - Unic	F11	F11.1102/5

Firma Company	Hall area	Stand No
Imai	F12	F12.1204/4
Jekko	F12	F12.1204/4
Klaas	F11	F11.1101/3
Kranlyft	F10	F10.1003/1
Maeda	F10	F10.1003/1
Palazzani	F13	F13.1303/3
Paus	F5	F5.503/1
Unic - GGR	F11	F11.1102/5

Firma Company	Hall area	Stand No
<b>Ladekrane / Loader Cranes</b>		
Amco Veba	F7N	F7.N715/3
Bonfiglioli	F12	F12.1206/5
Cargotec	B4	B4.403C
Copma	F9N	F9.N922/1
Cormach	F7N	F7.N715/10
Effer	F8N	F8.N819/4
Fassi	F8N	F8.N824/1
Ferrari	F9N	F9.N924/2
Furukawa Unic	F10N	F10N.1017/3
GAL	F10	F10.1001/9
Hiab	B4	B4.403C
Hyva	B4	B4.211/212
Kennis	B4	B4.211/212
Marchesi	F9N	F9.N919/1
Maxilift	B4	B4.200
MKG	F8N	F8.N826/1
Next Hydraulics/Maxilift	B4	B4.200
Palfinger	F8N	F8.N822/5
Pesci	F9N	F9.N922/1
PM Group	F8N	F8.N822/2
Soosan	F6N	F6.N610/6

Firma Company	Hall area	Stand No
<b>Alternative Hebeteknik / Lifting Gear</b>		
Enerpac	A1	A1.105
Feltes	A1	A1.410
GKS-Perfekt	B4	B4.119
Hadef	A1	A1.514
Jung	B3	B3.110
Lift Systems	F8N	F8.N827/5
Power Cat	B4	B4.119
Probst	F13	F13.1307
Stahl, Carl	A1	A1.327
Taim	C2	C2.402

Firma Company	Hall area	Stand No
<b>Motoren / Engines</b>		
Cat Power Systems	A4	A4.115
Cummins	A4	A4.319/410
Deutz	A4	A4.321/516
Hatz	A4	A4.419/522
Kubota	A5	A5.233/336
Lombardini	B3	B3.306
Mercedes Benz	B4	B4.102/204
Perkins	A4	A4.115/314
Scania	A4	A4.402

Firma Company	Hall area	Stand No
<b>Komponenten / Components</b>		
Ala Officine	A4	A4.311
Allison Transmission	A4	A4.414
Alturna Mats	A5	A5.520
Baude Kabeltechnik	B4	B4.314
Bonfiglioni Riduttori	A4	A4.117/210
Bosch Rexroth	A4	A4.317/510
Brevini	A4	A4.221
Bridon International	A6	A6.110
Bucher Hydraulics	A4	A4.318
Carl Stahl	A1	A1.327
Casar	B3	B3.205
Cavotec	C2	C2.420
Comer Industries	A4	A4.113
Crosby	F6	F6.606/6
Dana Corporation	A4	A4.215/312
Danfoss	B4	B4.404
Diepa Drahtseilwerk Dietz	A5	A5.305
Dieppe	A5	A5.305
Dinamic Oil	A4	A4.306
Dromos	A5	A5.109
Duferco Clabecq	A6	A6.305
Eaton	A3	A3.303/400
Eberspächer	A4	A4.422
Ferro Umformtechnik	C4	C4.110
Fuchs Lubritech	A5	A5.235
Gemmo	A5	A5.302

Firma Company	Hall area	Stand No
GKN	A6	A6.418B
Groeneveld	C4	C4.516
Haldex Hydraulics	A4	A4.508
Have Hydraulic	A4	A4.214
Helac	A6	A6.514
Hi-Force	A1	A1.101
HKS Dreh-Antriebe	F8N	F8.N810/7
Hydac	A5	A5.439/534
Hydraforce Hydraulics	A4	A4.421
Hytorc	A1	A1.118
Igus	A6	A6.230
IMO Antriebseinheit	A4	A4.520
Kleenoil Panolin	A4	A4.119
Knott	A4	A4.412
Nylacast	A5	A5.428
Panni Oleodinamica	A4	A4.527
Parker Hannefin	A5	A5.231/334
Penny & Giles	C4	C4.430
Pfeifer	A2	A2.323
Pirtek	A5	A5.333
Planeta Hebeteknik	B4	B4.213
Poclain Hydraulics	A5	A5.224
Probst	F13	F13.1307
Pullmaster Winch	B4	B4.107
Quadrant Composites	D1	D1.202
Rötzler	A4	A4.409
RT-Filtertechnik	A4	A4.101/202
RUD Ketten	F8N	F8.N823
Saudem	B4	B4.113
Sauer-Danfoss	B4	B4.405/506
SKF	B5	B5.204
SSAB Oxelösund	A6	A6.423
Sunfab Hydraulik	A3	A3.201
Sunway Zinlong Hydraulic	A3	A3.508
Thyssen Krupp Steel	A6	A6.429
T.M.A. Winches	A4	A4.313
Van Beest	B3	B3.509
Verope	F10	F10.1002/4
Wanner	A2	A2.332
ZF	A4	A4.213/310
Zollern	A4	A4.206

Firma Company	Hall area	Stand No
<b>Reifen / Tyres</b>		
Bridgestone	A6	A6.103/208
BKT Tyres	A6	A6.504
CGS Tyres	A6	A6.109
Continental	B2	B2.403
Goodyear	A6	A6.213
Magna Tyres	A6	A6.101
Michelin	A6	A6.421/518

Firma Company	Hall area	Stand No
<b>Funkfernsteuerungen / Remote Controls</b>		
Autec	F11	F11.1106/3
Cavotec	C2	C2.420
Datek	B3	B3.634
Gross Funk	F7	F7.702/1
HBC-Radiomatic	F7	F7.702/4
Hetronic	F9	F9.907/8
Ikusi	F8	F8.801/9
Imet	F8	F8.801/5
NBB	A6	A6.232
Ravioli	F7	F7.704A/6
Tele Radio	A3	A3.548

Firma Company	Hall area	Stand No
<b>Elektronik &amp; Software / Electronics &amp; Software</b>		
3B6	A5	A5.408
AGS	F11	F11.1108/9
Bauser	A6	A6.324
Brigade Electronics	A5	A5.531
Cobo	A5	A5.408
Creative Business Solutions	F11	F11.1108/11
EHB	A4	A4.408
E-build innovations	F9	F9.911A/2
GKD Technik	A5	A5.413
Hirschmann	A5	A5.205
Intercontrol	A4	A4.323
Load Systems International	F11	F11.1104/3
MethoCad	F11	F11.1108/11
Moba	A3	A3.322
Motec	A6	A6.118
Orlaco	A3	A3.501
PAT-Krüger	A5	A5.205
Prolec	A3	A3.217/221
Rayco Wylie	A5	A5.411.6
Rösler	F11	F11.1102/1
SMIE	F8N	F8.N801/7
Tecsis	A5	A5.148
TT Control	A6	A6.513

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Terex  
AC1000  
on the  
test pad



The Terex  
AC1000



The Potain  
MDT 368



The new Airo A12JRTD.

### Harsco

Newly named Harsco will have a large stand to show a range of access equipment including some special mastclimbing work platform solutions which it is offering for rent over a wider geographic area.

### Yokohama AT crane tyres

Japanese tyre manufacturer Yokohama will show a new All Terrain crane tyre on the Liebherr stand, fitted to a two axle crane. The new tyre, the 445/95 R25 170F (177E) RB01 is rated at 80kph under full load and is said to offer

a better ride with reduced rolling resistance resulting in improved fuel consumption and reduced noise. It will be available on all of the product range up to 220 tonne five axle models.

### Sup Elephant

Sup Elephant, sister company to CMC, will show a new 24 metre spider lift with up to 14 metres of outreach on an 877mm wide chassis.

### Terex AC1000

Finally some photos of the long awaited AC1000, with its 100 metre boom which the company

says will be transportable in place according to UK STGO rules. One of the first units will be delivered to Ainscough Crane Hire of the UK, with a hand over ceremony taking place on the Terex stand at the show.

### CraniMax Crane Manager V3

Not exhibiting under its own name, but the CraniMax Crane Manager version three and ToM tower crane manager, can be seen on several stands, including Terex, Kobelco, Spierings.

### Potain

Potain will show its new range-topping MDT 368 which will be available in two versions - the L12 and L16.

### CMC TB24

CMC is unveiling a new 24 metre truck mounted articulated boom lift mounted on a 3.5 tonne Nissan Cabstar chassis. The all-steel dual riser and telescopic top boom offers up to 11 metres of outreach.

...Last minute stop press...Last minute stop press...Last minute stop press...Last minute stop press...

### Ruthmann to launch 20m telescopic

German truck mounted lift manufacturer Ruthmann will show the TBR200, a 20 metre telescopic boom lift with jib, mounted on a 3.5 tonne truck. With 14 metres outreach to the edge of the basket, the jib articulates by 90 degrees - from in line with the boom to 90 degrees below. Maximum capacity is 230kg with 100kg at full outreach. According to the range diagram the full set-up width over the outriggers is around 3.5 metres.



### New B Lift from CTE

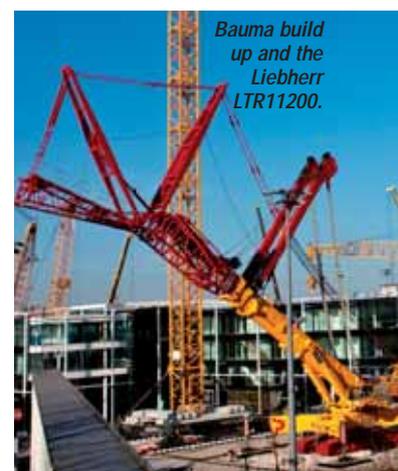
CTE is also launching a new telescopic lift which it says it will unveil during the show. The B-Lift unit is expected to be a 20 metre model on a 3.5 tonne chassis.

### Liebherr shows big tele-crawler

Liebherr will show off what is almost certainly the largest telescopic crawler crane ever built, the LTR11200. The company displayed a prototype at an open day last April and as far as we know, this will be the first public outing for this unit.

### Latest RentalMan software

Also at the very last minute we hear that Wynne Systems will unveil the latest version of its RentalMan software.



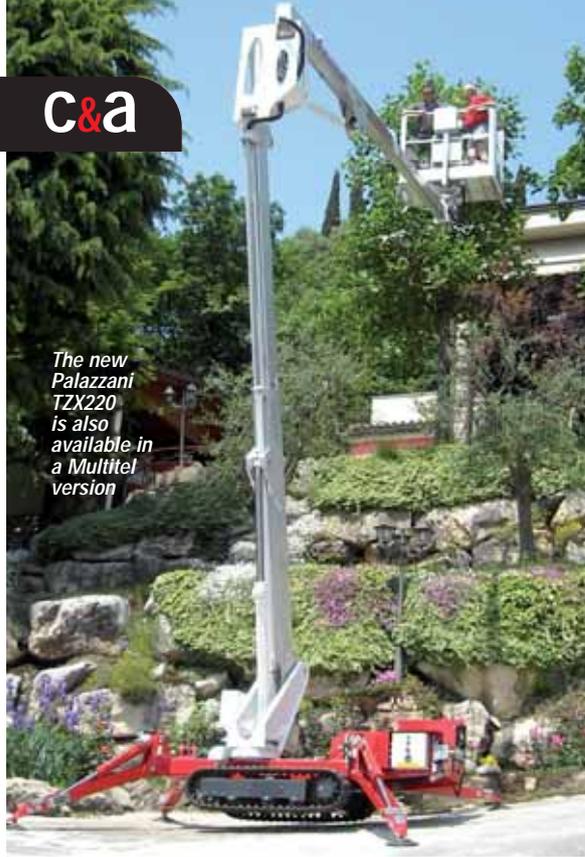
Bauma build  
up and the  
Liebherr  
LTR11200.

**Two new spiders from Palazzani**

Palazzani is launching the 22 metre Ragno TZX 220 dual telescopic boom spider lift, the second unit in its partnership with Multitel Pagliero. The new model offers dual outrigger positions with self levelling, automatic working envelope limiter varying according to the load in the platform and bi-energy, diesel/AC electric power. The company is also showing the 27 metre Ragno ECO 27C battery powered telescopic spider lift with jib. The new unit uses a heavy duty, full-traction battery pack, which according to the company, provides up to six hours of continuous operation. The non marking tracks retract to an overall width of just 980mm, while the variable outriggers can set up in a space as narrow as three metres. Outreach is 12 metres with 200kg and 14 metres with 120kg.

**Palfinger PK 22002 EH**

We now have pictures of one of Palfinger's two world premiers - the PK 2002 EH High Performance - which will be unveiled along with the



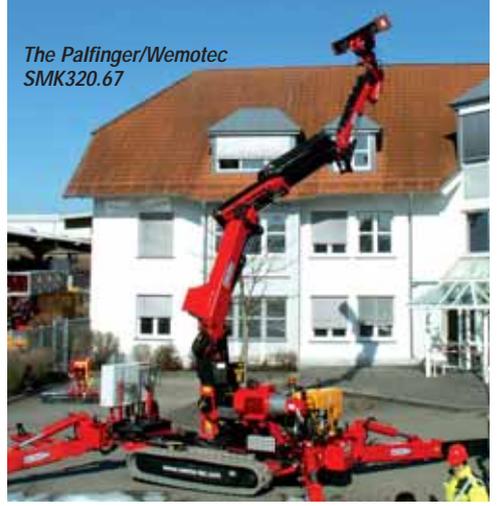
*The new Palazzani TZX220 is also available in a Multitel version*

PK 19502. Other loader cranes on the stand will be the PK 50002 EH and a PK 26002 EH.

**Palfinger Wemco SMK 320.67 mini crane**

On the Palfinger stand you will find a new mini crane built in

partnership with Wemco. At 4.87metres long and 1.75 metres wide and an overall height of less than two metres it is compact. However this unit offers a 32 metre hook height and the 6.7 tonne capacity. The Palfinger boom has



*Palfinger PK 22002 EH.*

two articulations plus a jib giving it incredible versatility to reach difficult areas and can be fitted with many Palfinger loader crane attachments.

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# Innovative particulate and emission regulation solutions

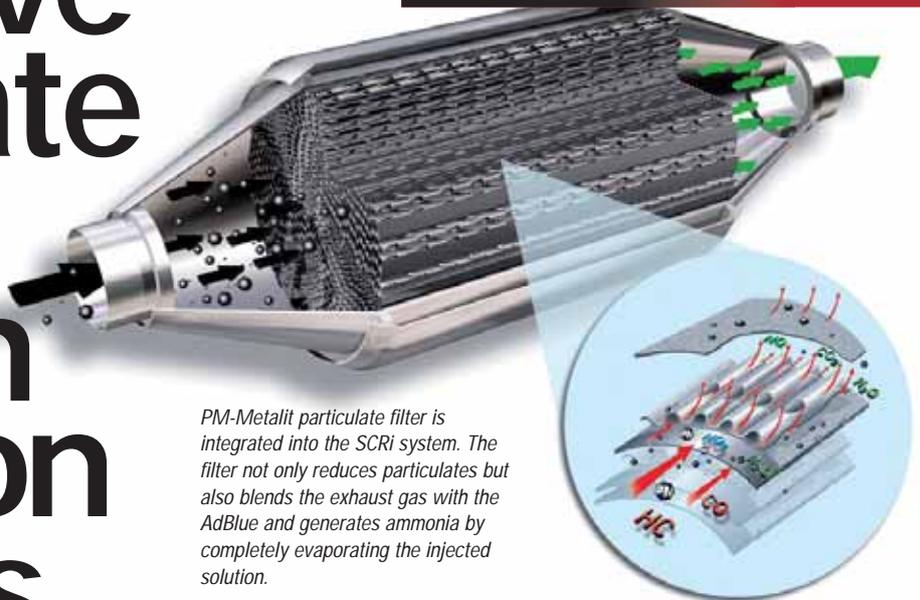
From 2011 construction machinery will have to meet a soot particle limit (PM) of 0.025 g/kWh as specified by EU stage IIIB. This represents a reduction of at least 87 percent compared to stage IIIA. At the same time nitrogen oxide (NOx) emissions will be limited to 3.3 g/kWh for engines up to 130 kWh and to 2.0 g/kWh for larger engines, a reduction of 50 percent compared to stage IIIA.

While it is possible to meet the requirements of stage IIIA with engine-based measures alone, technology for stage IIIB will need to include exhaust gas after treatment with catalysts and/or particulate filters. In engines up to 130 kW the nitrogen oxide limit can easily be met through engine-based measures. Particulate emissions from these engines typically have to be reduced by around 40 to 60 percent.

Emitec has developed the PM-Metalit, a continuously regenerating particulate filter, which has already proven itself in production cars and trucks. Thanks to its compact size it can be integrated in the silencer close to the engine. The all-metal filter has been designed to be maintenance-free for the service life of the machine.

It is also introducing the innovative SCRi system that reduces diesel

PM-Metalit particulate filter is integrated into the SCRi system. The filter not only reduces particulates but also blends the exhaust gas with the AdBlue and generates ammonia by completely evaporating the injected solution.



The AdBlue dosing system for SCR and SCRi applications, consists of an AdBlue tank, a delivery pump, control valve, injection unit and an electronic control system with associated sensors and pipes. The system can operate autonomously, that is, independently from the engine management system.

particulate and nitrogen oxide (NOx) emissions. The system combines the Metalit particulate filter with its selective catalytic reduction (SCR) process to reduce NOx emissions. Small, precisely adjusted quantities of an aqueous urea solution (AdBlue) are injected into the exhaust gas and converted to

ammonia, which is then used to convert the nitrogen oxides in the catalyst to form the natural components of air, that is, nitrogen, water and carbon dioxide. The company says that the system is 30 percent more compact than previous systems and can fit inside most engine bays.

## Torque control increases efficiency

Eaton has introduced a version of its 420 pump with hydro-mechanical torque control which automatically senses heavy loads and adjusts hydraulic fluid flow accordingly. The new pump is intended for moderate-flow, medium-pressure mobile applications such as telehandlers, rough terrain forklifts and telescopic booms which operate at up to 280 bar continuously. To accommodate

the new torque control, the pump housing was redesigned and a case-to-inlet check valve added to improve cold weather operation and provide added protection to the seals and rotating group. The new torque control works in parallel with the standard compensator, using a special mechanism to replace the control piston. Other design changes have decreased airborne noise to a typical 76 dBA at 1,800 rpm and 207 bar, providing an environmental benefit both to the operator and those working around the vehicle.

Eaton's new 420 pump with hydro-mechanical torque control.

Productivity is enhanced by increasing the speed with which the vehicle function is performed due to flow rate changes made by the torque control system. For example, raising a heavy load with a set of forks on a telehandler places a significant demand on the hydraulic pump and system. To prevent engine stalls without limiting the telehandler's lifting capacity, manufacturers not using torque control would be forced to use a smaller displacement pump that significantly slows the operation of the forks. Torque control automatically senses heavy loads and adjusts flow accordingly. Limiting the flow in high pressure situations limits the torque the pump can apply to the engine and, as a result, avoids the corner horsepower point and prevents the engine from stalling. It also allows for higher flow and quicker operation when the set of forks is empty, which means higher productivity."

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.

# Liebherr LTM1050-3.1

The vast majority of Liebherr's models have until now been made by the German based companies Conrad and NZG. However for their latest crane model they have turned to the Dutch company WSI. The crane in question is the LTM1050-3.1, a 50 tonne capacity three axle All Terrain crane with a maximum boom and extension length of 54 metres - comprising, 38 metres of boom and up to 16 metres of extension.

The first impression of the model is that it is highly detailed, as might be expected from WSI. Underneath the chassis it has fully a replicated transmission and suspension system and although these are modelled in plastic, the quality is high. The tyres and wheels are very good with a particularly fine tread pattern on the tyres. Each axle can steer independently so the crane can be posed with crab steering or co-ordinated if required.

The details on the carrier are excellent. Some of the graphics are absolutely tiny and they add greatly to the realistic look of the crane. At the rear, there is a tool box and very fine detailing of the lights and number plate. The carrier cab is great too. The hook block tie-down loop for road travel is precisely to scale and tiny, while the door steps and handles look completely authentic. A ladder is attached to the underside of the cab in exactly the same manner as



The Liebherr LTM1050-3.1

on the real machine. There is also some more really good modelling behind the cab with mesh grids which look very authentic.

A particularly nice feature on this model are the outriggers. The cylinder rods are smooth with the screw mechanism being internal so they look realistic. The pads have a working pinning mechanism which allows them to be fixed in an offset way so they are within the width of the crane when the outrigger beams are retracted. This is the first time this feature has been replicated on a scale model.

The crane superstructure continues the high level detail with hydraulic hosing and a nicely replicated cab interior. The counterweight has been made in sections which can be attached just like the real crane. Detailing on the boom includes various spooling drums and cable runs, and looks good. A folding swingaway extension completes the model, and it can be stripped down to form an optional assembly jib, although it can not be set to replicate an offset angle, which is a pity.

A good metal hook is supplied, as is a dummy load with the Liebherr name on it. On the review model the winch was very loose so it would not hold any significant weight.

This is an excellent mobile crane model and WSI can produce it in special colours/livery for orders as low as 100 units, so it would be a great promotional model for crane hire companies. It is available from the Liebherr webshop for €98 and is highly recommended.

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



Very fine mesh details



Convincing cab



Hydraulic hoses and tiny graphics



Set up for a lift

## Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	25
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	13
Overall (max 100)	81%

# New operator's safety guide

UK-based access rental company Facelift has published a new pocket-sized guide 'Operator's Safety Guide to Mobile Elevating Work Platforms'. The company has conferred with numerous industry sources and experts - including the International Powered Access Federation (IPAF), the Health & Safety Executive and The Vertikal Press, publishers of Cranes & Access - although the most important contribution has probably come from Facelift's training and technical staff using their 'hands-on' experience to tailor the guide to real users.

Facelift managing director Gordon Leicester, a long-time champion of safety while working at height, says that the project was spurred on by the need for a more visually attractive and less expensive guide to the selection and safe use of aerial lifts which was cheap enough to be given away with every rental and for contractors to issue to all of its employees.

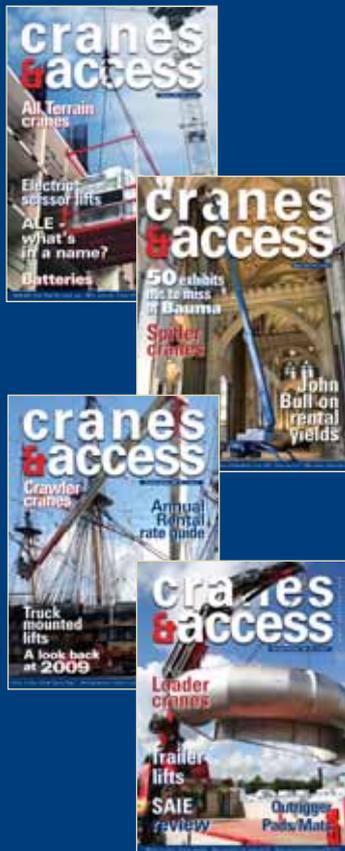
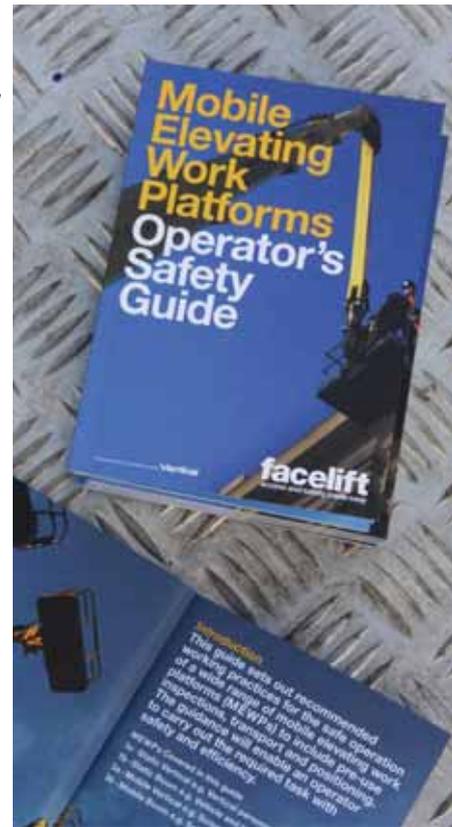
The 48 page guide certainly has 'curb appeal' with liberal use of good quality coloured photography, combined with a good print and

binding job. The basic content is of course based on guides that have gone before such as the IPAF Operators Safety Guide. It has the advantage in that it has been written with just the UK market in mind, although given the fact that EU regulations are standard throughout Europe, it will prove useful over a much wider area.

The guide is comprehensive, well written and concise, uses plain and to the point English and most importantly it is well illustrated making it easy to get the point while encouraging those who

hate manuals to read it. We were impressed enough to offer support to the project on the basis that its distribution could make a significant positive contribution to operator knowledge and safety. As part of that support we plan to insert a free copy into the UK distribution of the May issue of Cranes & Access.

*The Mobile Elevating Work Platform Operator's Safety Guide is available to download from the Facelift web site for free, while hardcopies can be order at a price of £1 a copy with a minimum order of 10 copies. [www.facelift.co.uk/mewpguide](http://www.facelift.co.uk/mewpguide)*



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# New guidance on remote controls installations and use

As a result of the recently revised Machinery Directive, ALLMI has provided guidance for its members on an issue concerning the use of remote controls.

The Machinery Directive's Essential Health and Safety Requirement 1.2.1 'Safety & Reliability of Control Systems' requires installers to ensure that 'reasonably foreseeable human error does not lead to hazardous situations.' This is particularly relevant to remote controls as they are typically equipped with functions that can give rise to additional hazards, such as the provision for user defined switching, increasing and decreasing engine speed, and starting and stopping the engine.

- User defined switching capabilities are normally used either for direct control of electrical machinery, such as a winch; to divert hydraulic functionality to other equipment, such as ramps; or to switch on a function of the truck, such as engaging the PTO. It's important to recognise the hazards which may result from these actions and to implement control measures accordingly.
- Increasing the engine speed may result in too much flow being delivered to the loader crane unless the Engine Management System is capable of limiting the engine speed. Excess flow leads to overheating of the hydraulic system and so presents a significant risk to the operator and to the equipment. There have been many cases of injury and / or equipment damage resulting from overheating.
- Implementing the functionality to start and stop the engine may appear to be low risk with a loader crane powered by a donkey engine, but significant risks are present if the same functionality is

incorporated into a loader crane mounted on a truck. There has recently been an incident in Germany caused by the operator starting the truck engine from the remote control whilst the truck was in gear, resulting in the truck moving and seriously injuring a person by crushing them against a wall. A risk analysis would have highlighted this hazard and suitable control measures, such as interlocking with the transmission, could have been put in place.

It's therefore important that a risk analysis is undertaken before such options are implemented. Any measures taken to address issues such as those above should be recorded in the vehicle build file and where appropriate, clearly stated as parameters on the ALLMI Engine Management System Programming Request sheet sent to the truck dealer carrying out the PDI, in order to ensure clear audit trail.

*For a full copy of the guidance note relating to this issue, please contact ALLMI.*



## Safety tips for the use of remote controls

- Always use in accordance with the manufacturer's instructions.
- Always store the control unit in a suitable place when not in use.
- Always ensure the remote is de-activated when not in use.
- The operator must always be aware of the working area, including their proximity to the load and vehicle.
- Never walk whilst operating the remote control.
- Always use the belt / neck strap provided.
- Always check site rules to confirm that the use of a remote control is permitted.



*Remotes allow the operator to work closely with the installation team*

## Remote systems on the increase

The extended reach and increased lifting capacity of today's loader cranes means remotes are more versatile than ever before. These developments in the equipment, together with increasingly complex lifting operations, mean that greater vigilance is required on the part of the operator, and the use of remotes can play a major role in enabling duties to be performed in a safer, more efficient manner; allowing control of the loader crane from greater distances, providing the operator with a better view of the working area and allowing them to stay in safe visual contact with the load (often negating the need for a signaller). Because of this, and with the developments in technology leading to increasingly sophisticated radio remote systems, it's easy to understand why operators are opting for remote controls when purchasing loader cranes. In fact, their use has increased significantly over recent years; in 2004, only 10 percent of new loader cranes were remote controlled, but that figure rose to over 40 percent in 2009.

## EN12999 A3 update



As reported in the previous issue of ALLMI Focus, CEN Members had until 15th March to raise any objections relating to the latest changes to the European Standard for loader cranes, which followed an appeal from the Italian Standards Body, UNI. No objections were received and so WG8 members now have until 7th May to take part in a correspondence vote for the approval of the draft Standard.

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For further information on our IPAF Access Safety Training courses please contact:

Web: [www.aplant.com](http://www.aplant.com)  
Tel: 0845 600 8573  
E-mail: [cts@aplant.com](mailto:cts@aplant.com)



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



# The show must go on

C&a

training

The Alo Group, of Santiago de Chile, delivered an IPAF training course as planned on March first, in spite of the devastating earthquake that had hit the country that weekend.

"We were amazed when people who had arranged the training with us the week before arrived that morning," said Sandra Franco of the Alo Group. "We really had not expected them to come due to the chaotic situation in the city, but they braved the mess of the earthquake and crossed the city to receive IPAF training."

The classrooms and offices of Alo Training were less damaged than most and IPAF-certified instructor

Claudio Figueroa managed to perform the training. The Alo Group runs a fleet of 400 aerial lifts with a staff of 70. Its Santiago and Antofagasta branches escaped serious problems, however the Concepción branch - at the epicentre of the earthquake in the South - suffered a communications blackout. The company sent an emergency group with four wheel drive vehicles to help in the reconstruction of the branch.



Claudio Figueroa of Alo Training carries on training

## Improper work at height costs client £15,000

Cobham Advanced Composites of Gelders Hall Road, Shepshed, has been prosecuted for allowing three contractors to work on a roof without adequate safety measures to prevent them falling. The firm pleaded guilty to breaching the Health and Safety at Work Act 1974 and was fined £10,000 plus costs of £4,778.

Cobham employed Streamline Guttering and Cladding of Kirkby Muxloe, to install new guttering on its seven metre high building in December 2008/January 2009. The workers accessed the roof via a mobile tower at the front of the building, but there was no equipment to stop the men falling at the back

of the building where work was underway.

Streamline was fined at an earlier hearing after pleading guilty to breaching the Work At Height Regulations 2005. HSE Inspector Mhairi Lockwood said: "Working on roofs is a high risk activity. There was a foreseeable risk of a fall through either fragile roof lights or from the unprotected edge of the building. Any of the three roofing contractors could have suffered serious injuries or worse if they had fallen. This case shows that it is not only the responsibility of the contracting company to ensure the safety of its workforce, but also that of its client."

## Telehandler safety bulletin

The UK's Health & Safety Executive has issued a Safety Notice following a recent fatal accident in Scotland where the operator of a telehandler was leaning through the broken right side window, when he was crushed and fatally injured by the descending boom.

The Safety Notice requires the following actions:

- If the side window glass is broken or missing the telehandler should be removed from use until the screen has been replaced.
- Telehandler owners, users and operators should be warned of the dangers of operating their machines with the side screen broken or

missing, and the importance of reporting such damage as soon as it occurs.

- Users are also reminded of the importance of carrying out daily checks of the condition of their machines and that the condition of the cab windows is part of these inspections.



The right hand side window

## £100,000 fine for untrained crane operator

Corus steel has been fined £100,000 plus almost £10,000 in costs following a crane tipping over at a Rotherham stockyard. Operator Michael Spiewak managed to escape through a window as the reinforced cab landed on a skip and crushed in around him.

Sheffield Crown Court heard the crane had been fitted with a tipping alarm two months earlier, but no-one on the site at Aldwarke Steel Works had been trained to use it. The 10 tonne capacity crane was used to lift two large columns of steel weighing well more than 10 tonnes with a magnet. The overload alarm was in working order but employees were only able to switch it on to

make the crane work, but had no idea of how to set it.

The prosecutor said: "The cab was entirely crushed but luckily Mr Spiewak escaped through a window. Corus failed to provide adequate information, instruction and training."

Corus pleaded guilty to breaching the Health and Safety at Work Act. The court heard the firm had eight previous convictions since 2004. Judge Roger Keen QC said Corus was guilty of a "gross dereliction" of its duty of care to employees and added: "an employee was extremely fortunate not to have been killed. All workers had to do was press the 'mode' button, that's the culpability."

## Who trained him then?

These two were spotted with their truck mounted alloy tower, almost breaking every rule of safe working in the book.



# Mobile Elevating Work Platforms

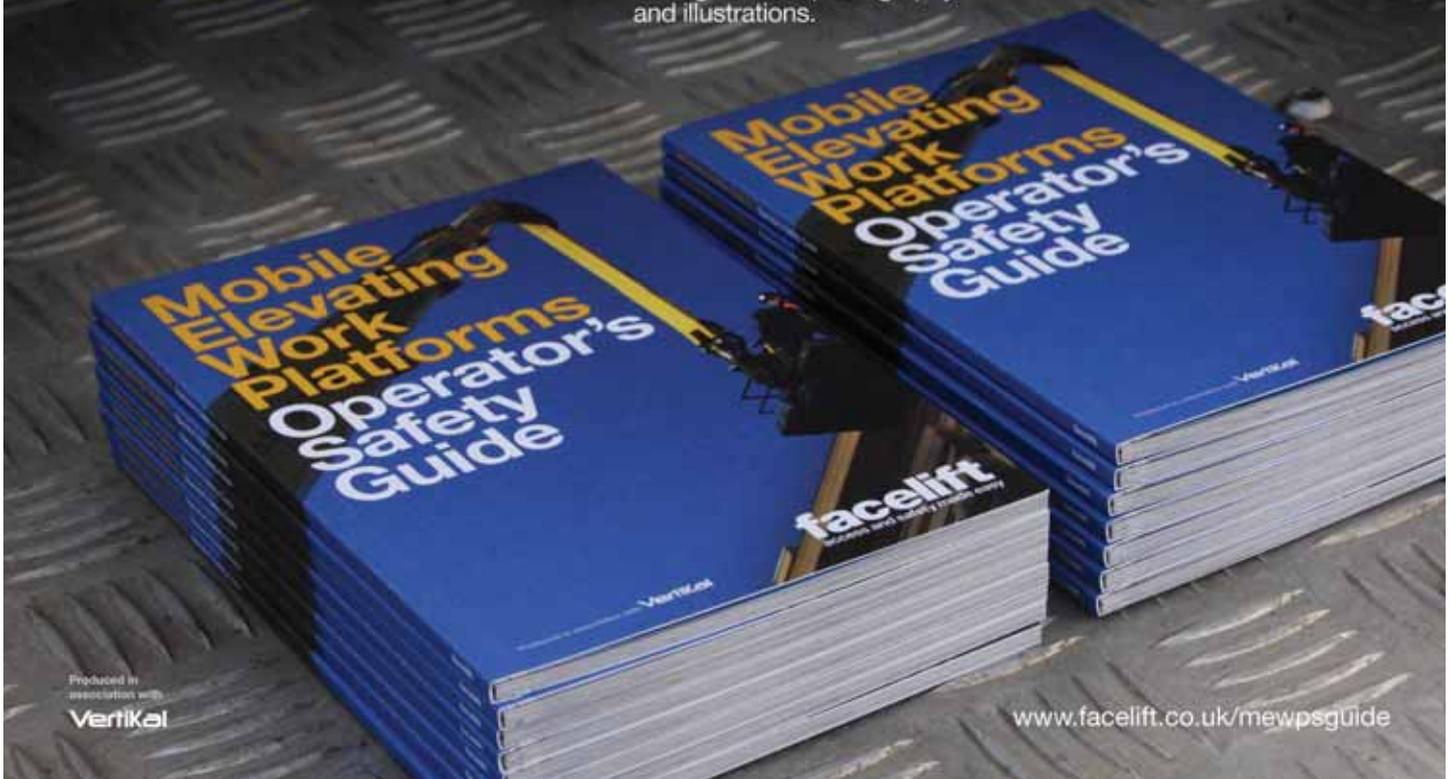
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# And the winner is..

A record audience of more than 430 celebrated the winners of the second International Awards for Powered Access Access (IAPAs) held on 25th March.

The three awards restricted to IPAF members saw a truly global spread: Chile's Alo Rentals/Alo Training won the Best Marketing Campaign for IPAF Training award, Jildou de Jong from Kamphuis Hoogwerkers and Gerry Palmer from HSS Training were joint winners of the IPAF Instructor of the Year award, and BS Technology of Singapore won the Best New IPAF Training Centre award.

Other UK winners included: Lavendon (Access Rental Company of the Year), A-Plant (Rental Company Contribution to Safe Working at Height), Niftylift (Manufacturer Contribution to Safe Working at Height), Crown House Technologies (End User Contribution to Safe Working at Height) and Harsco Infrastructure (Mast Climbing Work Platform Achievement Award).

The next IAPAs will be held on 14th April 2011 in Amsterdam. See the full list of winners at [www.ipaf.org/iapa](http://www.ipaf.org/iapa)

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IPAF focus



IPAF Instructors of the Year Gerry Palmer (left) and Jildou de Jong (centre), with IPAF international training manager Rupert Douglas-Jones (right).

## Committed to serve: New IPAF president at the helm



Taking over the reins (left to right): Steve Shaughnessy, new IPAF president; Tim Whiteman, IPAF managing director; John Ball, outgoing IPAF president.

Steve Shaughnessy, president of Skyjack, was elected president of IPAF at its Annual General Meeting on 25th March. He brings with him a 32-year career in the access industry spanning the US and the UK, in access rentals for the most part and more recently in manufacturing. Shaughnessy praised the "strong, energetic leadership" of outgoing IPAF president John Ball, managing director of Height for Hire Ireland.

"This is a great responsibility," said Shaughnessy. "This is not an entitlement. It is an obligation and it will be a privilege to serve the Federation." He outlined his vision for IPAF as: serving the interests of its 720 members, spending the Federation's resources wisely, continuing the commitment to develop the North American market, growing regional councils to

respond to members' needs and introducing programmes to support IPAF services and training in countries that the Federation is currently not able to support.

"IPAF is doing well in the crisis, but it has not escaped unscathed," said Shaughnessy. "The Federation's members need to succeed and return to better years. It is values like the complete and utter commitment to service that will hold us through in this symbiotic relationship between manufacturers, rental companies, media and users. We all live or die together."

"Steve's unique experience from both sides of the Atlantic make him ideal as IPAF president," said IPAF managing director Tim Whiteman. "His background will be invaluable as IPAF grows its activities around the globe."

## Promote access or perish: Industry pioneer David Shipman

David Shipman, chairman of AFI-Uplift, announced that AFI-Uplift would commit £25,000 to a national campaign to promote the benefits of powered access, if other IPAF members would contribute another £75,000. Shipman was speaking to more than 200 delegates at the IPAF Summit in London on the theme of "Safety is a management issue". Shipman made his challenge after explaining that access rental demand levels cannot be expected to recover anytime soon. He estimated that UK activity levels have decreased 15-20 percent from their 2008 peak while rental rates have dropped 10-20 percent.

AFI-Uplift's David Shipman throws the industry a challenge and pledges £25,000 for a promotional campaign.



Joy Jones, a principal inspector of the Health & Safety Executive (HSE) for the past 25 years and a member of the Strategic Forum for Construction Plant Safety, discussed management's responsibilities toward operators of mobile elevating work platforms (MEWPs).

"The problem is MEWPs are seen only as a solution when sometimes they are the problem," said Jones. She explained that MEWPs are a very safe and efficient way to work at height, but they present a management issue, in that managers need to plan the work, select the right equipment, monitor the job and involve their employees in adopting correct procedures and safe practices.

The next IPAF Summit, to be directly followed by the International Awards for Powered Access, will be held on 14 April 2011 in Amsterdam.



MEWPs are safe but managers need sustained and coherent policies to manage the use of equipment on site: HSE principal inspector Joy Jones

## The IPAF Safety Experience comes to bauma

If you are visiting bauma do come by the IPAF Safety Experience in the Outdoor Area F10, Stand N1016/1. Lively demonstrations on the themes of safety and best practice are being featured in this dynamic, walk-through learning experience. The IPAF Stand Reception is on 21st April at 17:00 and all IPAF members are welcome.



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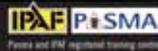
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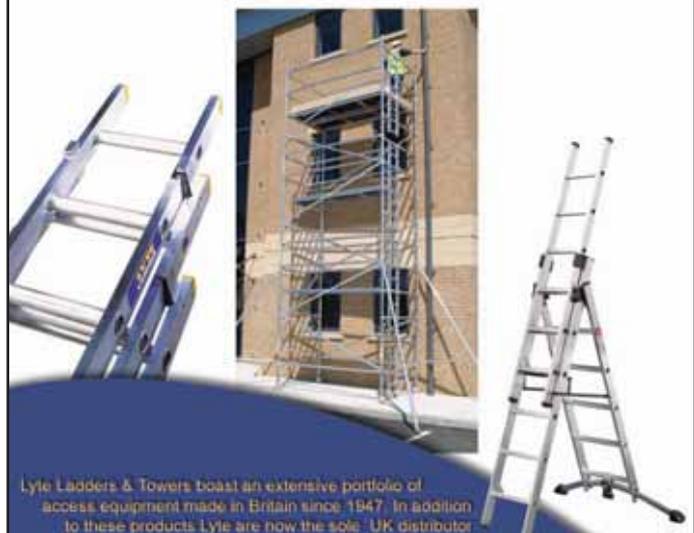
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# Judith Hackitt opens PASMA HQ

Judith Hackitt, chairman of the UK's Health and Safety Executive, has officially opened the new headquarters of PASMA. Situated in the commercial heart of Glasgow, 7 Newton Place is the association's first permanent headquarters and is home to its eight strong secretariat.

Unveiling a plaque to mark the occasion she recalled her time as director general of the Chemical Industries Association (CIA) and acknowledged the contribution of PASMA and trade associations in general to advancing safety and best practice.

In particular, Hackitt highlighted the long time cooperation between HSE and PASMA and the work of the association in promoting competency when working at

height. She commented: "PASMA is a good example of what can be achieved when regulator and trade body work together to improve standards and develop a culture of safety and excellence."

Responding on behalf of the association, PASMA managing director, Peter Bennett, said: "PASMA has always valued its relationship with the HSE and continues to do so. It remains a key partner in helping us to serve



Judith Hackitt and Peter Bennett at the unveiling of the plaque celebrating the opening of PASMA's new HQ



PASMA Council Members (L-R) Paul Gallacher, Kevin Bellis, Brian Meadmore, Peter Bond, Colin Wright and Paul Pritchard.



Judith Hackitt with guests on the front steps of PASMA's new HQ at 7 Newton Place, Glasgow.

both our members and the industry at large, and in promoting and encouraging the safe and proper use of access equipment for working at height."

One of the fastest growing trade associations in the work at height sector, PASMA has made considerable progress in the last 18 months. Celebrating its 35th birthday in 2009, it moved into its

own premises, took over full-time responsibility for the secretariat, appointed its first technical manager and trained more than 50,000 delegates in the safe use of mobile access towers in that year alone.

The opening was attended by members of the PASMA Council, past and present officers, staff and invited guests from all over the UK.



PASMA Team (L-R) Christine Shepherd, Stuart Hopkins, Karen O'Neill, Jill Couttie, Chris Smith, Lynn Couttie, Susie MacFarlane and Don Aers.

## Strategic partnership

The Association for Project Safety (APS) and the Access Industry Forum (AIF) - of which PASMA is a member - have announced an agreement to provide mutual advice and assistance and, in particular, to act as strategic partners with regard to construction health and safety risk management and working at height respectively.

The aim of the agreement is to provide advice and assistance to each other's organisations and respective members by recognising and benefiting from each other's knowledge and skill base.

## Diary dates

**Working at Height Knowledge Base and Access Village at Safety & Health Expo**, 11 - 13 May 2010, at the National Exhibition Centre, Birmingham.

More information at [www.accessindustryforum.org.uk](http://www.accessindustryforum.org.uk)

**PASMA Annual General Meeting** at Moxhull Hall Hotel, West Midlands, 13th July 2010. More information at [www.pasma.co.uk](http://www.pasma.co.uk)

## Wanted Southern regional auditor

PASMA is looking for a Southern Regional Auditor for the South of England, including Greater London, see the advert in the recruitment section of this magazine.

### Contact details



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**Poor planning**

Dear Sir,

I am writing in response to your request for additional information in Block 3 of your accident report form. I put "poor planning" as the cause of my accident. You asked for a fuller explanation and I trust the following details will be sufficient:

I am a bricklayer by trade. On the day of the accident, I was working alone on the roof of a new six story building. When I completed my work, I found that I had some bricks left over which, when weighed later were found to be slightly in excess of 500 lbs. Rather than carry the bricks down by hand, I decided to lower them in a barrel by using a pulley, which was attached to the side of the building on the sixth floor.

Securing the rope at ground level, I went up to the roof, swung the barrel out and loaded the bricks into it. Then I went down and untied the rope, holding it tightly to ensure a slow descent of the bricks.

You will note in Block 11 of the accident report form that I weigh 135 lbs. Due to my surprise at being jerked off the ground so suddenly, I lost my presence of mind and forgot to let go of the rope. Needless to say, I proceeded at a rapid rate up the side of the building.

In the vicinity of the third floor, I met the barrel, which was now proceeding downward at an equally impressive speed. This explained the fractured skull, minor abrasions and the broken collar bone, as listed in section 3 of the accident report form. Slowed only slightly, I continued my rapid ascent, not stopping until the fingers of my right hand were two knuckles deep into the pulley.

Fortunately by this time I had regained my presence of mind and was able to hold tightly to the rope, in spite of beginning to experience pain. At approximately the same time, however, the barrel of bricks hit the ground and the bottom fell out of the barrel. Now devoid of the weight of the bricks (the barrel weighed approximately 50 lbs) I refer you again to my weight.

As you can imagine, I began a rapid descent, down the side of the building. In the vicinity of the third floor, I met the barrel coming up. This accounts for the two fractured ankles, broken tooth and several lacerations of my legs and lower body.

Here my luck began to change slightly. The encounter with the barrel seemed to slow me enough to lessen my injuries when I fell into the bricks and fortunately only three vertebrae were cracked.

I am sorry to report, however, as I lay there on the pile of bricks, in pain unable to move, I again lost my composure and presence of mind and let go of the rope and I lay there watching the empty barrel begin its journey back down onto me. This explains the two broken legs.

I hope this answers your inquiry. Kevin Roben

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*This is a bricklayer's accident report, which was printed in the newsletter of the Victoria Crane Association, earlier this year.*

Good afternoon,

Revised business rates are due to come into effect in the UK this month (April) following the revaluation carried out in 2008. This will lead to significant cost increases for many small businesses.

As a result, there appears to be an increasing number of unscrupulous companies offering to appeal against revised rates on behalf of small firms. Some of these companies are charging large sums of money but deliver very few successful appeals.

These cowboys spring up and start cold calling businesses offering to get them big reductions on their rates. However, in reality, it's often the case that any savings they make are minimal and are quickly dwarfed by the fees they charge.

LeaseholdersUnited's list of 150 recommended rating surveyors is available to view for free on its website. The surveyors achieve a reduction in business rates for at least one in three clients - this is the average success rate across the industry.

Many thanks,

Chris Gorham  
Forum of Private Business

Hi Leigh,

I recently came across a contractor replacing guttering and soffits on a two storey house close to where I live. They were using three ladders and some planks placed upon brackets hooked onto the ladders, the ladders were not properly set and there were no guardrails, even though they were working at a height of over five metres.

I approached job and personally spoke to the two lads working and made them aware of the obvious danger they were putting themselves in. The reply was unbelievable. "We always do it like this and anyway a guardrail gives you a false sense of security". One of the lads declared proudly that he had done a rope access course so knew all about safety.

I pointed out that they would not get a penny (that's if they survived a fall) but also their company would be shutdown. The reply to this was "Well they aren't going to shut down Nxxxxxxx (edited) are they? - I would guess from that they are subcontracting to them? - So when you think you have seen and heard it all before!

Regards  
James O'Grady

**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 Vertical Press Ltd or its staff.

# Records peak at IPAF Summit

C&a

IPAF summit

This year's IPAF Summit and awards dinner held in the City of London broke all attendance records in terms of numbers at the dinner and international delegates and was arguably the best so far for the quality and content of the Summit presentations.

This year we are covering the event in two parts with a review of the Summit presentations - including a large number of interesting and important issues - published this month, leaving our popular photo album and 'tongue in cheek' look at the event for the May issue.

## The 26th AGM

The main aim of the Annual General Meeting is of course to get through the required business as succinctly as possible. While this year was not the shortest AGM on record, it was concise and to the point. Key elements included approving the re-election of officials, approval of accounts and the appointment of a new president. Having completed his two-year term as president, John Ball handed over to the new incumbent Steve Shaughnessy, of Skyjack. Steve Couling (Versalift) becomes vice president and Wayne Lawson (JLG) deputy president.

In his handover speech Ball thanked the staff at IPAF and his fellow directors at Height for Hire - Harry and Fergus McArdle - for their support over the past two years. He noted that IPAF membership now stands at an all time high of 771 and that the Federation is now a truly international organisation. He also noted the sad and sudden departure of George Reid who had been a strong and prominent supporter of IPAF's training efforts.



John Ball hands over the chain of office to Steve Shaughnessy

Shaughnessy thanked Ball for being one of the most energetic and charismatic presidents in the Federation's history, before saying that he regards the role not as a

privilege but more of an obligation, although it is a privilege to serve, adding that he is grateful to Skyjack and parent Linamar for enabling him to take up the role as IPAF president.

In his acceptance speech he said that he was lucky to grow up in his family's crane rental business in Boston. He added that his father, now 83, was a pioneer in the access industry and had a complete commitment to service, recalling that no machine would go out unless it was in the best possible condition. He attributed his later success to the early training he received from his father. He referred to 'the symbiotic relationship between manufacturers and rental companies' which makes IPAF a special association saying: "We all live or die together."

## New president's commitments

As to his vision for the Federation, Steve committed to represent the interests of members:

- To promote the safe and efficient use of powered access worldwide
- To continue IPAF's push into North America
- To promote the formation of national councils to add further services on a local basis, duplicating what is being achieved in Italy and Holland
- To support the provision of products and services to developing markets such as the recently launched 'training in a box' package

## The Summit

IPAF managing director Tim Whiteman made a brief introduction before handing over to Ward Bushnell and Roger Brown, co-founders of Genie industries, who talked about the early days of Genie and the challenges they have faced through four recessions. They detailed the strategies employed



Roger Brown and Ward Bushnell

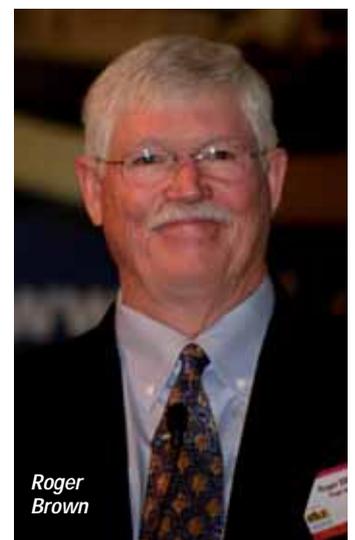
not only to survive such times but also to grow and benefit from the opportunities that emerge as they end. They noted that the current downturn was the toughest yet, saying: "stay with it - it will end" and asked "What are your plans for the post recession environment? We are probably on the cusp of it right now".

The two noted that through most of their careers at Genie, the economic cycles meant that they 'built like hell for seven years then cut for three'. Each time they managed to pull through and eventually benefit from each recession. The early 1980's found the company having just moved into larger more expensive premises in Redmond causing it to seek out new products. It combined an articulated boom design from European trailer lifts with an electric forklift type chassis to create the Genie Z-30 and the articulated boom market sector. They noted that every time they thought they had reached a point where they were "bullet proof" a deep recession came along and knocked them off their perches. The recession of the early 1990's caused the company to completely change its management processes, which they said 'had gotten sloppy through the years of rapid growth and pushed it to further expand its product range'.

When the recession of 2000 hit, the company had more than 3,000 employees, while they knew what they had to do to get through it, a lack of cash caused a crisis. After

talking to a number of potential investors which would allow it to stay private, Genie received a proposal from a private equity firm but it was contingent on the company dropping its employee profit-sharing programme, something that the owners refused to do. It was then that they met Ron Defeo, of Terex, and recognised that they could not only ride out the storm with Terex. They also liked Defeo's plans for both Genie and Demag cranes to "change the face of his business" by being a positive influence on the rest of Terex.

Moving on to some of the reasons for their success the two talked of the importance of values. They asked: "Would your employees know what your company's values are? Would your customers know? And what about your competitors?"



Roger Brown



Simon Rooks  
of Tyco

**Genies five values:**

- Quality - "We went to Japan three times to learn what quality was all about."
- Cost - "We did not know what our costs were until the recession of the 90's hit."
- Full customer satisfaction
- Delivery "right time, right place"
- Safety
- Morale - "If everyone cares it overrides everything else - Bob Wilkerson our majority owner always cared."

These five values became the foundation of the Genie culture. Roger Brown also stressed the importance of sales leading the company. "Every transaction in business starts with a sale - the accounts function - everything. Without a sale nothing else happens."

**One line wisdoms**

The presentation was full of excellent one-liners, including:

- "Hire the best people you can and let 'em run"
- "What gets measured gets done - if you can't measure it don't do it"
- "Know when to get out of the way"
- "People will listen to what you say but will do what they see you do"
- "Take work seriously but not yourself"
- "Take criticism on board"
- "Do not be afraid to fail"

**An accident changes everything**

Next up was Simon Rooks of Tyco Fire Protection and Electronic Security who discussed how a bad accident on the 7th June 2001, critically injured two employees after the scissor lift they were using went over and how it changed everything. He recalled: "It was a beautiful sunny morning yet within hours we

realised that we knew very little about the safe use of work platforms, but by 22nd June we knew too much. It was fortunate that no one died in the accident, there were materials all over the place, the ground was uneven, the levels of training were poor."

"We now use a single supplier for 90 percent of our equipment needs. Our relationship with the Health & Safety Executive has become proactive and we now treat them as a partner where we used to be scared of them. Having teamed up with Lavendon for our access needs we came across Blue Sky in 2004 and have worked with them to find solutions for handling the heavy steel sprinkler tubing that we install." Rooks said that the approach the company now adopts could not be more different than it was back in June 2001 and as a result the company's operations are both safer and more efficient with fewer employee days lost through stresses and strains.

**State of the industry**

Jenifer Mathis from Drucker Research provided an overview of the preliminary findings from the research that the company has done for the 2010 IPAF European and US aerial lift rental market



Jenifer Mathis of  
Drucker Research

reports which will be published at Bauma. It covers a five-year period from 2007 through to 2011, with data collected from 100 interviews in the EU and 30 in the USA. It believes that the companies it has covered make up 42 percent of the total market estimating that the European market - worth around €2.2 billion - has fallen by 11 percent while the US market is estimated at \$6 billion, after having fallen by around 25 percent since its peak in 2008. It predicts that both markets will begin to grow again in 2011.

The report looks at 11 EU countries, ranging from Spain as the worst affected by the downturn to the Netherlands which it says has fared the best. The presentation also took a specific look at the French market as an example of what the report offers, including rental rate performance, market maturity and the split between specialist aerial lift companies and general equipment rental businesses.

**Hard-hitting principal inspector**

Joy Jones of the HSE surprised almost everyone in the audience with the delivery of a riveting, hard hitting and analytical look at the causes behind accidents while working at height, and specifically accidents with aerial work platforms.

She kicked off with "I don't believe anyone sets out to harm themselves. There are many underlying reasons for accidents but knowledge is a key one and in many, if not most cases, it is a failure of management, with too much focus on the written word and the shifting of responsibilities."

"MEWPs are increasingly seen as the solution, when sometimes they are the problem! For example there are jobs where a small step ladder is the more appropriate method of access, and not an inappropriately large aerial lift for which no planning has been carried out, such as looking at ground conditions etc..."

"Few contractors really know how to select a MEWP. Many tend to order what they are familiar with, regardless of whether it is the right tool or the job. The rental industry has a major role to play here."

Jones is a member of the Strategic Forum for Construction Plant Safety and discussed some of the points that have come out of the work that it has been doing. She talked about trapping, such as between platform guardrails and an overhead



Joy Jones

obstacle. She pointed out that the seconds or minutes immediately following an operator becoming trapped are critical and yet almost invariably no one has a clue of how to rescue them. "This is due to no one taking the risk seriously enough, otherwise those on the ground would practice using a machine's emergency descent procedures before it goes into use. All too often people turn too quickly towards PPE when picking the right work-at-height equipment will make the biggest difference."

Rarely has someone from the HSE been listened to so intently at a Summit, leaving the audience in a thoughtful mood for the final speaker.

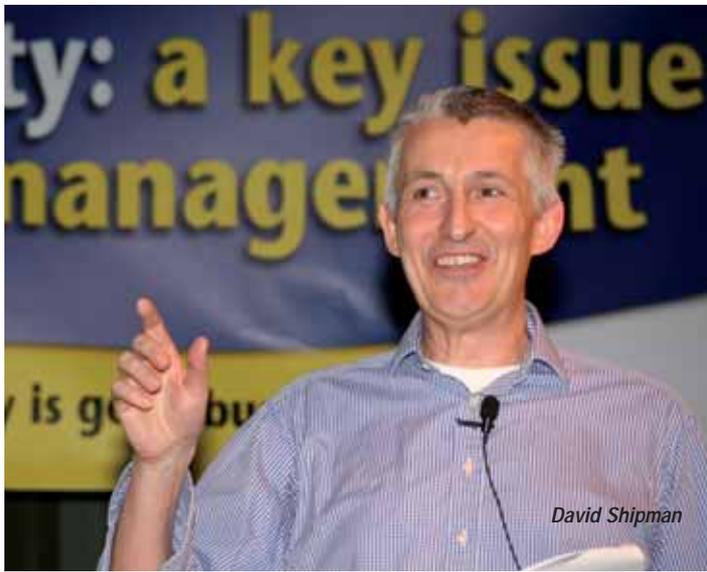
**A simple Derbyshire lad**

The last speaker of the day, David Shipman, chairman of UK rental company AFI, introduced himself as 'a simple Derbyshire lad who sees things in simple terms'. He began his presentation with a gloomy overview of the state of the powered access rental industry saying that he believes market activity has fallen between 15 and 20 percent since its peak in 2008, while rates have fallen by 10 to 20 percent. "With order book declines at major contractors beginning to tail off we are somewhere close to the bottom."

However he claimed that pricing pressures are not abating as contractors pass on their own pricing pressures - "it's the way of the world and it leaves us in a very uncomfortable position."

"I don't believe that activity levels will recover anytime soon; rate pressures will continue to grow, revenues will continue to fall, cash flow pressures will increase and investment in new equipment will





David Shipman

remain subdued. Fleets will age and costs will increase, as we slip into a prolonged period of stagflation - if we don't do anything, but it doesn't have to be like that."

Safety is a good business. The HSE is waging a very effective Shattered Lives campaign in order to cut down on the 2,000 plus falls and 21 fatalities in construction. This is an opportunity"

"I believe that powered access is the safest form of access in most applications, and we must promote that message as an industry, with one voice - and IPAF should be that voice. No one will help us out of this mess, we must help ourselves. We need a bigger pie to compete over and we need a common approach on critical safety issues such as:

- Training
- Familiarisation
- Product standards such as common controls

- The promotion of our industry

We need to get out and sell the story and IPAF should take the lead. The PAL card has been a great success, but we must promote the training of managers and supervisors."

He then asked how many training centres represented in the room had conducted an IPAF 'MEWPs for Managers' course? Just one company in a room full of training centre employees put its hand up leading Shipman to ask: "Why is this when Joy Jones of the HSE says that this is the most important factor to cutting work at height accidents?"

Moving on to machine familiarisation and handovers, he said that there is a demand for 'proper familiarisation', but acknowledged that it will be expensive, stressing that the only way to tackle that problem is either to have a sensible pricing policy for it, or to build it into the rental rate.



The winners with their trophies

As far as bolt-on devices for aerial lifts are concerned, Shipman acknowledged their potential benefits but condemned their fitment by third parties which appears to compromise a machine's CE certification. "Manufacturers ought to embrace such equipment and be involved with its development," he said and called on IPAF to condemn the third-party fitting, which does not involve the manufacturers' approval.

Finally he wrapped up by reiterating his point that the industry has a good story to tell and can prosper again far more quickly if it sells that story with a strong single voice. He then offered to contribute £25,000 to a promotion fund if other companies put up a further £75,000.

"The current picture is bleak, but it does not have to be," he said. More coverage of some of these presentations and our annual photo review will feature in upcoming issues of the magazine.

### 2010 Award winners

#### Best marketing campaign for IPAF training

- Alo Rental, Chile

#### IPAF instructor of the year - joint winners

- Jildou de Jong of Kamphuis, Holland
- Gerry de Palmer of HSS, UK

#### Best new IPAF training centre

- BS Technology, Singapore

#### Access Industry sustainability award

- RSC Rentals, USA

#### Access industry training award

- Serfin, Italy

#### Access Int' new product of the year award

- Mecaplus ME12SL Spain

#### Contribution to safe working at height, Manufacturer

- Niftylift UK

#### Contribution to safe working at height, rental company

- A-Plant UK

#### Contribution to safe working at height, End User

- Crown House Technology UK

#### Mast climbing work platform achievement award

- Harsco Infrastructure UK

#### IPAF safety champion of the year

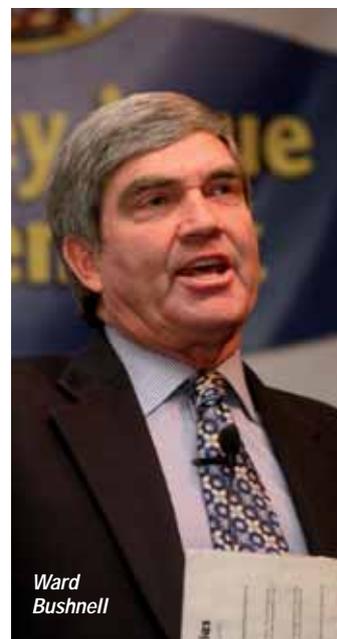
- Joint winners
- Brad Boehler, Skyjack, Canada
- Kevin O'Shea, Mastclimbers, USA

#### Access Rental company of the year

- Lavendon Access Services, UK

#### Lifetime achievement award

- Ward Bushnell, Bob Wilkerson and Roger Brown, USA



Ward Bushnell

# 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.

## 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](mailto:tbond@cmpinformation.com)

## Reach Expo 2010

US crane and rigging conference May 26-27th, 2010 Houston, USA.  
Tel: +1 800-231-8953  
E-Mail: [fmotz@maxcapmedia.com](mailto:fmotz@maxcapmedia.com)  
[www.reachexpo2010.com](http://www.reachexpo2010.com)

## CTT

Russian equipment show June 2-6th, 2010 Moscow, Russia  
Tel: +49 89 949 22 116  
Fax: +49 89 949 22 350  
E-Mail: [miedaner@imag.de](mailto:miedaner@imag.de)  
[www.ctt-moscow.com](http://www.ctt-moscow.com)

## 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](mailto:info@vertikal.net)  
[www.vertikaldays.net](http://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](mailto:2010@platformers-days.de)

## Verticaaldagen Benelux

Benelux lifting event September 24th-25th 2010 Safaripark Beekse Bergen, Netherlands  
Phone: +31 (0)6 30 421 042  
Fax: +31 (0) 84 710 0518  
E-mail: [info@verticaaldagen.net](mailto:info@verticaaldagen.net)

## SAIE 2010

Bologna Fair, Italian Building products exhibition.  
October 22-25th, 2010, Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: [saie@bolognafiere.it](mailto:saie@bolognafiere.it)



## Bauma China

Shanghai, China, November 23-26, 2010  
Tel: +49(0)89 9 4920251  
Fax: +49 (0)89 9 4920259  
E-Mail: [info@bauma-china.com](mailto:info@bauma-china.com)

## Executive Hire Show 2011

Exhibition for the UK Tool Hire industry February 2-3rd, 2011 Coventry, UK  
Phone: +44 (0) 1249 700607  
Fax: +44 (0) 1249 700776  
E-mail: [nigel@executivehirenews.co.uk](mailto:nigel@executivehirenews.co.uk)



## ARA / Rental Show 2011

Las Vegas, Feb 27th to March 2nd 2011  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: [info@therentalshow.com](mailto:info@therentalshow.com)



## 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](mailto:international@conexpoconagg.com)

## IPAF Summit

Annual Summit for International Powered Access Federation  
April 14th 2011, London, UK  
Phone: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
E-mail: [info@ipaf.org](mailto:info@ipaf.org) [www.ipaf.org](http://www.ipaf.org)



## SED 2011

UK construction equipment show May 17-19th, 2011 Rockingham Speedway, Corby, UK  
Phone: +44(0) 202 8652 4810  
Fax: + (44) 020 8652 4804

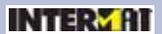


## Apex

International powered access fair September 14-16, 2011, Maastricht  
Tel: +31 (0) 547 271 566  
Fax: +31 (0) 547 261 238  
E-mail: [Joyce@ipi-bv.nl](mailto:Joyce@ipi-bv.nl)  
[www.apexshow.com](http://www.apexshow.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](mailto: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
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	6x4x6	30,00m + 8,00m
40 t Liebherr LTM 1040-1	1997	6x4x6	30,00m + 14,50m
40 t Liebherr LTM 1040-1	1999	6x6x6	30,00m + 14,50m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
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 H80/1	1999	8x6x8	48,00m + 17,00m
80 t Demag AC 80-1	2000	8x6x8	50,00m + 9,20m
80 t Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
90 t Liebherr LTM 1090/2	1996	8x6x8	52,00m + 19,00m
90 t Faun ATF 90G-4	2009	8x6x8	51,20m + 19,00m
100 t Terex-Demag AC 100-4	2008	8x6x8	50,00m + 19,00m
110 t Faun ATF 110G-5	2008	10x8x10	52,00m + 16,20m
120 t Terex-Demag AC 120	2008	10x8x10	60,00m + 17,00m
160 t Faun ATF 160G-5	2009	10x8x8	60,00m + 37,40m
160 t Krupp KMK 5160	1995	10x8x8	49,00m + 18,00m
180 t Grove GMK 5180	2001	10x8x10	60,00m + 38,00m
220 t Faun ATF 220G-5	2009	10x8x8	68,00m + 37,20m
225 t Liebherr LTM 1225	1996	12x6x10	60,00m + 63,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Kato NK 250 E	1998	6x4x2	30,00m + 2,50m
50 t Kato NK 500 E III	1996	8x4x4	40,00m + 15,00m
50 t Kato NK 500 E	1997	8x4x4	40,00m + 15,00m

**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 Girolift 5022	2001	4x4x4	22,00 m

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Altrex B.V.	<a href="http://www.altrex.com">www.altrex.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
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Bil jax	<a href="http://www.biljax.com">www.biljax.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Denka Lift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
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-awp.com">www.mec-awp.com</a>
Nagano	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</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>
Ommelift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
PB Lifetechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
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>

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Alimak-HEK	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
LTC Hoists	<a href="http://www.ltcscaff.co.uk">www.ltcscaff.co.uk</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>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
LTC Powered Access	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</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>
Riwal	<a href="http://www.riwal.com">www.riwal.com</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://www.maxaccess.co.uk">www.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 Mag Inc	<a href="http://www.donmag.com">www.donmag.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>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</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>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</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>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</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.platformsaleseurope.com">www.platformsaleseurope.com</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Thanner	<a href="http://www.USD-Worklift.com">www.USD-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

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Altrex	<a href="http://www.altrex.com">www.altrex.com</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</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>

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CRANETECH	<a href="http://www.cranetechgroup.com">www.cranetechgroup.com</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</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>

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Acro Services	<a href="http://www.acroservices.co.uk">www.acroservices.co.uk</a>
CAT Access Solutions	<a href="http://www.cataccesssolutions.co.uk">www.cataccesssolutions.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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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.activerentals.co.uk">www.activerentals.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.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.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>

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Ritchie Brothers

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Unic Cranes  
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[www.jekko.it](http://www.jekko.it)  
[www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
[www.liebherr.com](http://www.liebherr.com)  
[www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
[www.manitowoccranes.com](http://www.manitowoccranes.com)  
[www.mantiscranes.ie](http://www.mantiscranes.ie)  
[www.ormig.co.uk](http://www.ormig.co.uk)  
[www.manitowoccranes.com](http://www.manitowoccranes.com)  
[www.sany.com.cn](http://www.sany.com.cn)  
[www.sennebogen.com](http://www.sennebogen.com)  
[www.spieringskranen.nl](http://www.spieringskranen.nl)  
[www.tadano-faun.de](http://www.tadano-faun.de)  
[www.terex-cranes.com](http://www.terex-cranes.com)  
[www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)  
[www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
[www.zoomlioncranes.co.uk](http://www.zoomlioncranes.co.uk)

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Bob Francis Crane Hire  
City Lifting  
Hewden  
Ladybird tower crane hire  
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McNally crane hire  
Port Services Ltd Heavy Crane division

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[www.berrycranes.co.uk](http://www.berrycranes.co.uk)  
[www.bobfranciscranehire.co.uk](http://www.bobfranciscranehire.co.uk)  
[www.citylifitng.co.uk](http://www.citylifitng.co.uk)  
[www.hewden.co.uk](http://www.hewden.co.uk)  
[www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
[www.mantiscranes.ie](http://www.mantiscranes.ie)  
[www.cranehire-ireland.com](http://www.cranehire-ireland.com)  
[www.portservices.co.uk](http://www.portservices.co.uk)

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DWLS Ltd

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

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Easy Reach Scotland  
Industrial Access Romania  
JT Mini Crane Hire  
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[www.easiuplifts.com](http://www.easiuplifts.com)  
[www.easyreachscotland.co.uk](http://www.easyreachscotland.co.uk)  
[www.industrialaccess.ro](http://www.industrialaccess.ro)  
[www.jtminicranes.co.uk](http://www.jtminicranes.co.uk)  
[www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
[www.trackedaccess.com](http://www.trackedaccess.com)

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Crowland Cranes  
E.H Hassells  
Immo Cranes  
Jones-Iron Fairy  
Kobelco  
Mantis Cranes  
M. Stemick  
P.V. Adrighem BV  
Terex Demag  
Used Cranes CCK  
Valla UK Ltd  
UCM

[www.agd-equipment.co.uk](http://www.agd-equipment.co.uk)  
[www.cranesuk.net](http://www.cranesuk.net)  
[www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
[www.hassells.com](http://www.hassells.com)  
[www.immo-cranes.com](http://www.immo-cranes.com)  
[www.jonesironfairy.co.uk](http://www.jonesironfairy.co.uk)  
[www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
[www.mantiscranes.ie](http://www.mantiscranes.ie)  
[www.stemick-krane.de](http://www.stemick-krane.de)  
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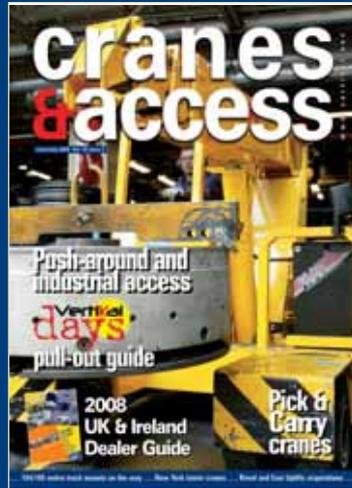
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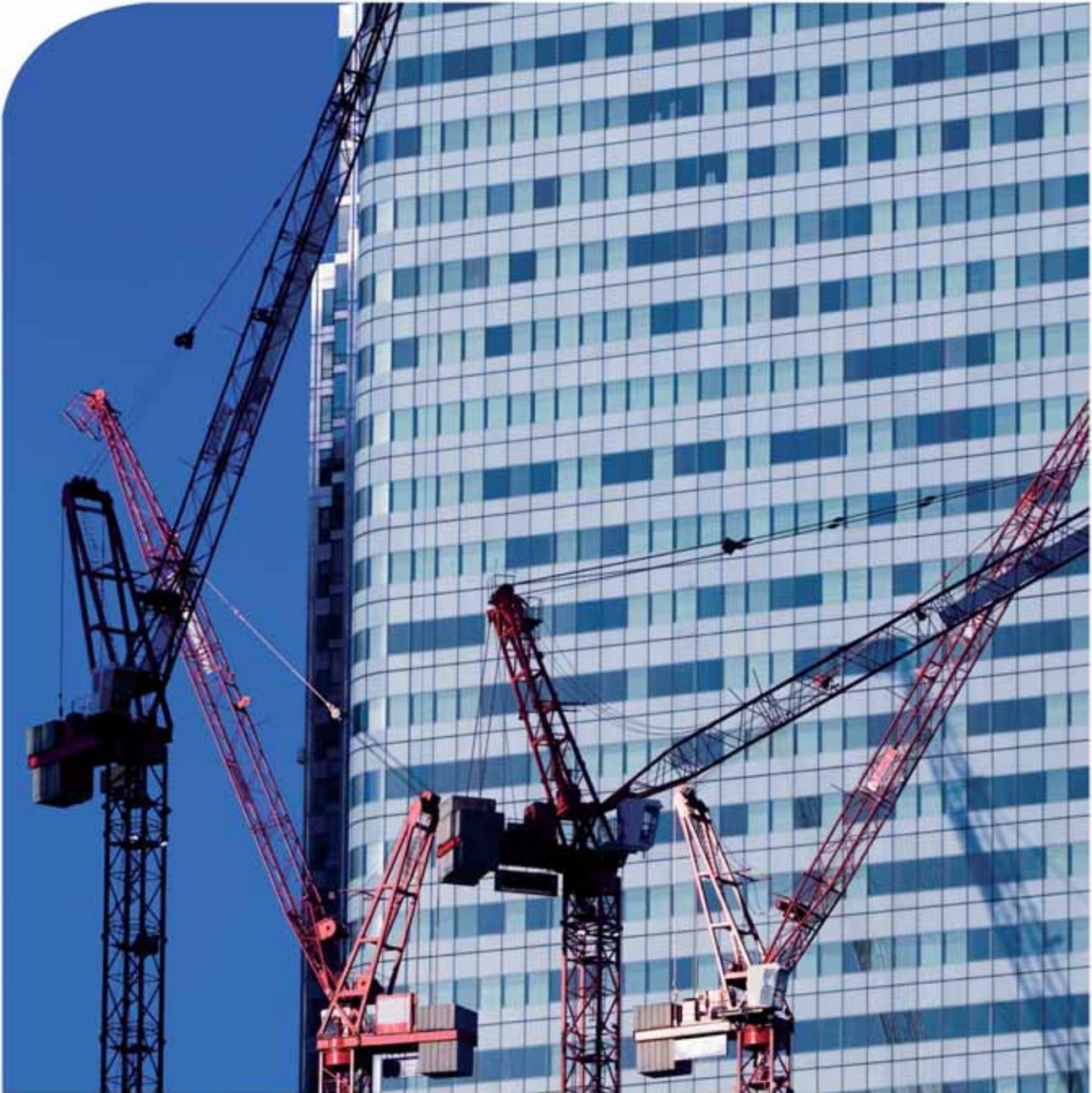
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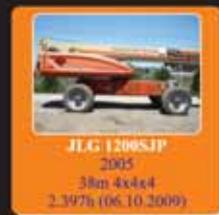
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  - ✓ Panelling
  - ✓ Installation
  - ✓ Maintenance
- 
- ▶ Roof Top and Underground Lifts
  - ▶ Restricted Access
  - ▶ Uneven Ground



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## Consider

**the possibilities!** The smaller Maeda Mini Cranes are so slender they will fit through a standard doorway, the larger cranes have a reach of up to 22m and a lifting capacity up to 6 tons. Mini Cranes excel in all areas of operation and saves both time and money. Find out how Maeda Mini Cranes could help you!

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