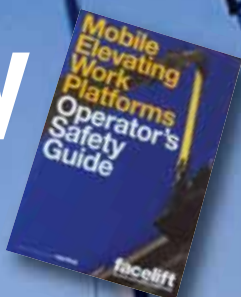


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Operator's
Safety
Guide



Mobile self
erecting
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preview

Trailer
lifts

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photo album

Bauma review

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Der Leitwolf. The leader of the pack.



On the cover:

One of Manchester-based K-Lift Crane Hire's Spierings mobile tower cranes lifting onto the roof of a multi-storey apartment building.



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17 Mobile tower cranes



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Mobile tower cranes 17

With many businesses struggling to survive it would make sense to look for more efficient, money saving ways of doing things. We take a look at the many advantages of the self erecting mobile tower crane and ask why are they not more popular? Mark Darwin interviews Liverpool crane character John Sutch about his experiences over the past 40 years.



Trailer lifts 23

The trailer lift - while still a popular powered access product with a loyal band of users - has settled into something of a sleepy backwater. Does the surprise entry into the market by Italian manufacturer Platform Basket signal a renewed interest in this sector? Does it know something no one else does? Cranes & Access investigates.

In the next C&A

In the next issue of C&A we have our Annual Dealer Guide and Plant Shutdown feature including Industrial Cranes and Lifting and Industrial Access/Self Propelled Booms along with a review of Vertikal Days.

Bauma 2010 review 29

This year's Bauma exhibition was set to break all records before a puff of Icelandic volcanic ash effectively scuppered tens of thousands of international visitors. Although final figures were down, the show lived up to its reputation as 'the biggest construction show in the world'. The Vertikal team were out in force to bring you this extensive review of the more interesting product launches.



Vertikal Days show guide 39

The fourth Vertikal Days event at Haydock Park is almost here, taking on a much more important role with the demise of SED and so many UK visitors not being able to make it to Bauma. This 'pull-out' show guide has all you need to know about the show, the exhibits and the seminars.



IPAF Summit in pictures 53

Here is our annual 'slightly irreverent' pictorial review of the IPAF Summit and Awards evening.

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C&A comment



A near miss?

In most of Europe it is a legal requirement to report 'dangerous occurrences' - something that happens that does not result in an injury but could have done - ie a near miss. However the low number of

reported incidents indicates that when it comes to cranes and access, the law is generally ignored.

Recognising this fact IPAF is testing a new incident reporting form with its members in a bid to gather this missing information and share the generic data with others in order to help reduce the number of 'near misses' and thus the number of 'hits'.

I am sure that we have all either been involved in or know of a significant near miss, I can remember many. In the early 1980s I was working as an engineer for a contractor on a nine storey apartment contract in central London. A sister site just up the road needed the tower crane to remove the large concrete floor 'flying' forms but unfortunately the crane operator had gone to lunch. As time was short his brother volunteered to operate the crane. The large formwork was hooked up before being 'freed' from the floor slab above. Unknown to us, the 'untrained' new operator had trolleyed the hook to the end of the jib so that when the huge formwork 'released' it was pulled rapidly away from the building, swinging across the busy A41 Finchley Road and just missing the top of a full London double decker bus.

Almost 30 years on, it is easy to see the 'funny' side of this incident but there is a serious point to 'near misses' that needs addressing. They allow others to learn from our mistakes - albeit mistakes that fortunately did not result in death or injury. Reporting them however needs to be done without risk of prosecution or recrimination which is currently not the case.

Information is also important when a 'near miss' is avoided. Take the example of a routine lift plan that is considered by one contractor to be dangerous enough to modify, but who does not then communicate this to a second contractor, who follows the original and has a fatal accident. Given that the first contractor spotted the potential for a 'dangerous occurrence', but did not share it with the other contractor, is he not at least partly to blame for the fatalities that followed?

We will only take the reporting of near misses more seriously if the information is used positively, rather than to feed our 'blame mentality'. IPAF's initiative should be applauded, but perhaps the HSE needs to review its 'near miss' prosecution procedures in order to encourage more open reporting which will ultimately reduce the number of accidents.

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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McNallys takes two

Irish-based international crane rental company and wind turbine specialist McNallys has taken delivery of two new 1,200 tonne Liebherr telescopic cranes.

The company, one of the first to acquire a Liebherr LTM11200 All Terrain crane, has added a second

unit to its fleet as well as purchasing the crawler mounted version, the LTR11200. We understand that two of the units, including the new LTR11200 are en route to Western Australia to work on large wind farm installations.

The LTM11200 has proved to be an



McNallys' second Liebherr LTM11200

ideal crane for large turbine erection work with its 100 metre main boom and superlift device. McNallys and its affiliate Windhoist, have carved

out a solid reputation in the wind turbine business and also took delivery of a 103 metre Wumag WT1000 last year to assist with this work.

Ramirent acquires Havator Access

Finnish-based international rental company Ramirent, has acquired the self propelled powered access business of fellow Finnish crane and access group Havator, signing a five year rental and cooperation agreement with the company covering Finland, Sweden and Norway. Havator will retain its truck-mounted aerial lift fleet which will remain alongside its mobile crane rental operation. Ramirent says that the agreement strengthens its position within the industrial sector and on large investment projects. The price of the acquisition has not been disclosed.

A Havator crane, work platform and jacking system on the same contract



Kimberly on acquisition trail

UK access and handler rental company the Kimberly Group has acquired 1st Access Rentals and its subsidiaries Scotia Plant & Tool Hire and Pinnacle Platforms with bases in Glasgow and Preston.

The new businesses will continue to operate autonomously within the Kimberly Group and under the management of Stevie Connelly who was the sole shareholder of 1st Access Rentals.

Commenting on the deal Kimberly chairman Ray Ledger said: "This is the first step in our publicly stated strategy to grow Kimberly by the acquisition of powered access rental businesses with strong maintainable brands in order to achieve national coverage. It was an excellent opportunity to add a very profitable and well run businesses to the Group. The depth of experience and enthusiasm of a strong team will enable us to grow the operations in both Scotland and the North West."

The acquisition takes Kimberly's combined fleet to about 2,200 units making it the eighth largest powered access rental company in the UK/Ireland. The company says that the response to its advertising campaign was very strong and it is looking at a number of further acquisitions.



Explosion proof crane

Italian crane manufacturer Locatelli has designed and built an explosion proof version of its 30 tonne GRIL 8300T Rough Terrain crane. The crane has been sold to gas supplier GNL Italia working in sensitive areas at one of its plants. The contract included theoretical and practical training on the use and maintenance of the crane and its safety systems.

The modification is a classic full ATEX modification to the old Zone 1 or 2 levels. Locatelli says that following this exercise it is now able to offer ATEX certification on all of its cranes.



Paylor leaves JLG

Craig Paylor, president of aerial lift and telehandler manufacturer JLG has announced that he will step down from the post and leave the company on July 1 and take retirement. His successor will be Wilson Jones, currently president of Oshkosh's Fire and Emergency business.

Paylor, 54, joined JLG in 1978 as a district sales manager, was appointed as senior vice president of sales and market development in 1999 and became president of the company in May of 2007 following a six month transition and selection period.

Jones joined Oshkosh in 2005 as the vice president and general manager of the airport products business unit and later became vice-president, sales and marketing for the fire and emergency group. In 2007, he was promoted to president of Pierce Manufacturing, moving to his current role in 2008. He will be replaced from within the Pierce Manufacturing business.



Craig Paylor is retiring from JLG after more than 30 years.



Wilson Jones is the new president of JLG.

Vertikal Days 2010

The fourth Vertikal Days event at Haydock Park opens in just two weeks and promises to be bigger and better with more display area and new product launches than ever before. With no SED this year and with many Bauma visitors unable to attend because of travel problems, the event takes on an even more important role for exhibitors and visitors. Entry is free to those who work for companies that buy, rent or use aerial lifts, cranes and telehandlers. Simply register on line at www.vertikal.days.net or turn up with a business card or complete an entry ticket at the door.



Riwal launches German operation

Dutch-based international rental company Riwal has opened a new German operation at a 3,000 square metre facility in Dortmund. The company has been looking at the German market for some time, in order to extend its coverage from Denmark to the north, Poland to the east and France to the west.

"It was just a matter of finding the right local people to open up Riwal Germany" said Dick Schalekamp, Riwal's chief executive. As part of the company's search Søren Rosenkrands, general manager of Riwal Denmark, contacted Christoph Scheeben, an ex colleague from his days at Mateco.

Having appointed him to head up



Christoph Scheeben and Søren Rosenkrands

the new operation, Riwal Germany officially opened for business on May 1st.

"Obviously our primary focus is to be successful with self propelled and truck mounted aerial work platforms as well as telehandlers in the 'Ruhrgebiet'. However we will also be looking at other parts of Germany and aim to add more depots in areas that will bring profitable business," said Scheeben.

New trailer/push around lift

UK-based Kermco has introduced a new lightweight 5.4 metre platform height indoor/outdoor push around lift - the HyTower HT750. The new product, which shares some design features with the popular Hop-Up Plus from the early 1990's, weighs just 450kg and uses large pneumatic tyres making it an easy unit to push around even on gravel. Outriggers allow the unit to be levelled as well as adding additional stability for outdoor use. The machine is just 740mm wide when stowed while the outriggers extending that to just 1.55 metres.



The HyTower HT750

The lift mechanism includes a two section telescopic mast and upper boom with up to 7.4 metres of working height. The standard unit is a pure push around with a road towable alternative. A lower unit with a 4.3 metre platform height - the HT650, which weighs less than 300kgs will also be available at a later date. Kermco says that the new lift will be both adaptable and cost effective. The company plans to launch the new product at Vertikal Days.

Finning sells Hewden

Finning has sold Hewden, its UK rental business, to private equity firm Sun European Partners for £110 million. In the UK Hewden runs the largest telehandler fleet, is the second largest crane rental company and the third largest in powered access. The price paid for the entire share capital comprises £90.2 million in cash, an interest bearing five year loan note of £20 million, repayable in five equal instalments with interest at five percent payable at the end of the period and a five percent equity warrant payable in the event of a sale or IPO during that period.

Finning says that it has agreed a strategic alliance with Hewden's new owner although it does not include any firm commitment to buy Caterpillar equipment. It also says that Caterpillar fully supports the sale. The company will use the proceeds to reduce its overall debt. Hewden which rents a wide variety

of other construction equipment currently operates from 63 locations in the UK with 1,300 employees. The existing Hewden commercial centre in Manchester is proposed as its new head office. Finning has agreed to provide transitional services to Hewden until January 2011. Kevin Parkes who has headed Hewden for the past year or so will continue to

manage the business under its new owners along with his senior management team. Finning UK will continue to operate its 20 branches in the UK with 1,470 employees as the Caterpillar distributor from its head office in Cannock, Staffordshire.



Hewden has the UK's largest telehandler fleet

New role for Barnes

Barry Barnes, director of Terex Demag sales in Europe and managing director of Terex Cranes UK, has announced his successor in the UK, Lee Maynard previously UK general sales manager of Terex-Atlas. Maynard will take up the position of general manager Terex Cranes UK on 1st July reporting to Barnes.

Unknown to many outside the company, Barnes has been carrying out the role of director of sales Europe - in addition to his UK role - since last July, with a brief to improve the level of customer service and support to that in the UK. Countries covered include Scandinavia, France, Spain, Italy, Germany and the Benelux countries.

Barnes also confirmed that UK-based Ainscough Crane Hire will take delivery later this year of the first 1,000 tonne AC1000 mobile crane unveiled at Bauma. Doug Friesen, vice president and managing director of Terex Cranes added that there are orders for three AC1000 for delivery this year with a further 26 orders already in the pipeline.



Barry Barnes, Terex Cranes director of sales Europe.



Lee Maynard will take over from Barnes in the UK.

New lightweight Nifty

Niftylift has launched a new lightweight 50ft/15 metre platform height HR17 articulated Rough Terrain boom lift – incorporating its Hybrid power pack and SiOPS safety system.

The new model is considerably lighter than the previous HR17 4x4 at just 4,750kg. Dimensions are similar with an overall width of just two metres, stowed length of five metres (with jib tucked) and an overall height of 2.15 metres. The Hybrid drive system is the same as that used on the increasingly popular HR21Hybrid, featuring a Kubota diesel with exhaust purification system, supported by a powerful electric motor for steep grades which then works as a generator to top up the battery pack when the engine is left idling. The electric motor and battery pack are also used without the engine when indoors or where noise is an issue.

The HR17 is fitted with Nifty's 'Tough Cage' complete with the SiOPs system that cuts all functions in the event of inadvertent pressure on the control panel should the operator be pressed against an overhead obstacle, while allowing him

to operate a function to free himself. In the event that he fails to do so within a specific time period, a message is transmitted from the base warning that the operator may require assistance, supported by a flashing blue light. The working envelope is similar to the model it replaces, in spite of its lower weight, although the revised lift geometry has reduced outreach by 500mm to 8.5 metres to the edge of the platform, but it is still only beaten by 51ft models that weigh up to three tonnes more and are 250mm wider. The company has also added some further enhancements to the platform controls with a digital screen that incorporates the battery charge and platform load indicator.



Niftylift's enhanced control panel.



The Niftylift Hybrid drive system.

The new Niftylift HR17 Hybrid 4x4.



Road-Rail boom from Platform Basket

Italian-based aerial lift specialist Platform Basket has launched a new road-rail self propelled articulated boom lift designed for railway maintenance duties.

The new lift, the Road-Rail 14 EVO has been developed with a number of UK rail contractors over several years and complies fully with British RIS1530 – PLT Railway standards and has been approved by the British Vehicle Acceptance Body (VAB).

On rails the unit is capable of up to 5mph and can tow light rail trailers. It can also handle and work on banked turns with an automatic superstructure levelling system that can cope with up to 200mm/eight degrees of side slope.

The lift mechanism comprises a short single riser, two section telescopic boom and articulated jib. The extra large basket has an unrestricted lift capacity of 300kg. A second, auxiliary, diesel engine is installed to ensure

that it can dismount from the tracks in the event that the main engine fails. The unit is also equipped with interlocks to allow it to travel under live overhead power lines and mechanical locks to eliminate the risk of slewing into the space of live railway lines.



The Platform Basket 14 EVO.

Manitou and Genie sign supply agreement

Manitou and Genie have signed a mutual supply deal in which Manitou will supply Genie with mast booms, while Genie will supply Manitou with RT scissor lifts. Each company will market the products under their own brand names and



be responsible for all aspects of product support.

Genie will produce its 26ft and 32ft platform height compact Rough Terrain diesel scissor lifts for Manitou to sell as the 100 SC and 120 SC. Manitou will manufacture its 5.7 and 7.9 metre platform height mast booms as the Genie GR-20J and GR-26J. The agreement initially covers Europe, with the intention to expand to other markets in 2011.

Matt Fearon of Genie (L) and Jean-Christophe Giroux CEO of Manitou confirm their joint supply deal in front of a Manitou badged Genie scissor lift.



The Genie GR26J

Radical new CTE platform

Italian truck and spider lift manufacturer CTE has unveiled a radical new 20 metre truck mounted lift - the 20:13MP Multi Purpose - said to offer the advantages of both a telescopic and articulated lift in a single unit by utilising two telescopic booms with a slew ring in between.

The platform can be used in various configurations with either the two section lower boom stowed (giving a working height of 13 metres with or without outriggers) or in an elevated position from horizontal to almost vertical, the upper boom is free to lift, slew or telescope in a similar manner to a regular telescopic boom regardless of the lower booms position, the lift offers almost nine metres up and over reach and nine metres of outreach.

The outriggers can be set fully retracted, extended on one side only or on both sides, with the machine automatically adjusting the working envelope to match.

You can see and try the 20:13MP at Vertikal Days June 16th/17th at Haydock Park.



The new CTE 20:13MP will be on display at Vertikal Days.

Atlas sale details confirmed

The buyer of Atlas Cranes & Excavators from Terex has been confirmed as Atlas Maschinen GmbH which is 100 percent owned by Fil Filipov. The new business will be headquartered at the Atlas crane plant in Delmenhorst, Germany. Atlas will continue manufacturing excavators, cranes and hydraulic cylinders at its three German locations - Ganderkese, Delmenhorst and Vechta. "The Atlas name and colours will be used and no changes will be made to the current distribution network," said Filipov. "Our main objective is to focus on quality, customer service, cost improvements, lead time reductions and to expand our product offerings." No factory closings or headcount reductions are planned.

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Record-breaking lift for ALE

Heavy transport and lifting company ALE has successfully completed a 1,457 tonne inaugural lift with its new Terex Demag CC8800-1.

The lift - which was completed at a radius of 13.1 metres with a 60 metre boom and 640 tonnes of counterweight - took place in Sines, Portugal and is said to be the heaviest lift ever carried out by a single Terex Demag crane. The CC8800-1, part of ALE's €11 million investment earlier this year, was shipped directly to Portugal. The lift was part of a project to transport two reactors from Italy to the Galp Energia refinery in Sines and involved a combination of sea transport, road transport and heavy crane lifting.



Tailing was completed using a gantry especially designed by ALE.

Platform Sales acquires BAR

Platform Sales & Hire of Leighton Buzzard, UK has acquired Bucks Access Rentals (BAR) of Milton Keynes which operates more than 80 lifts, primarily Niftylifts. Platform Sales focuses on selling access equipment to end users and has a 30 unit rental fleet plus a training operation. BAR will retain its Milton Keynes base along with the local staff.



The Sea Jack with its Manitowoc Ringer on board

Fatal accident in Harwich

A fatal accident occurred at the Port of Harwich in the UK last month. The jack up vessel Sea Jack was loading a 45 tonne blade root when the lifting frame gave way dropping the load and crushing two banksmen as they tried to guide the load into its stowage rack on board the vessel.

42 year old Per Terp from Denmark of Siemens, was pronounced dead at the scene while the other man was seriously injured. Port of Harwich and Siemens employees carry out the rigging and lift management for the ship to shore lifts. The turbine is one of 42 Siemens 3.6 MW turbines for the Greater Gabbard Offshore Wind Farm.

Graeme Hill to drive CTE UK forward

Graeme Hill - operations director at UK-based Skylift EPL - is moving to CTE UK this summer as general manager. Hill has spent more than 25 years with EPL and remained with the business after the company was acquired by Lavendon last August. Brian King, remains as managing director of CTE UK, but plans to dedicate more time to the Power Tower business.



Graeme Hill

hire

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higher

higher

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higher

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Hiab introduces new EN280 platform

Loader crane manufacturer Hiab has launched a new integrated work platform that fully complies with the latest version of the EN280 standard and machinery directive. One of its new features is the Variable Stability Limit (VSL) system - also beneficial for regular loader crane work - which maximises capacity in relation to stability by registering how far the stabilisers are extended and ensuring that the jack legs are set firmly on the ground.

Hiab MEWP cranes are also fitted with stabiliser lights and an upgraded operator protection system (OPS). MEWP mode is activated by means of a key switch. The Hiab XS HiPro crane retains full capacity in this mode but speeds are optimised for comfort, safety, and precision.



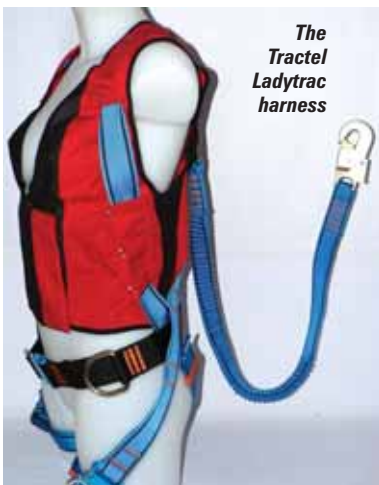
Hiab's new MEWP aerial work platform conforms with the latest directives

Big Tadano handover

Scotland-based crane hirer Forsyth of Denny has ordered a Tadano Faun ATF220-G. The crane will be painted in the company's new livery for handover at Vertikal Days later this month.

IPAF announces female harness winner

Tractel's Ladytrac harness has won the IPAF design prize for the best designed harness for women. The winning entry features several points that makes it particularly suitable for use by female aerial lift operators but it can also be used by male operators. Straps are positioned down the side of the upper body and not across the chest and the harness has a detachable, lightweight, breathable vest fitted with adjustable Velcro fastening. The colour-coded, quick-release buckles fasten on the outer rather than the inner thigh making it easier to put on and take off and more comfortable to wear.



The Tractel Ladytrac harness

Another harness from ZT Safety Systems was highly commended and features a harness with two shoulder straps built into workmen's trousers through an alternate thick/thin webbing system. In the event of a catapulting incident, the load-bearing pressure is directed around the calf muscles and the force is spread through the strong trouser material. (Try the ZT system out at Vertikal Days where it will be demonstrated)

"The judges commended this entry for its clever thinking and the fact that no forces are applied to the chest area," said Rupert Douglas-Jones, IPAF international training manager, who led the independent panel of judges for this competition.

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First quarter financials

Orders up at Bronto

Finnish truck mounted lift manufacturer Bronto saw order intake jump 52 percent in the first quarter, while revenues fell 24 percent to \$24.8 million with an operating income of \$800,000 compared to \$2.4 million last year. The backlog at the end of March was \$72.2 million.

JLG boosts revenues

Second quarter revenues at JLG almost trebled to \$990.1 million, thanks largely to its M-ATV subcontract work for owner Oshkosh. Sales of access and telehandler products were \$253 million, up 1.5 percent on the same period last year. Operating income was \$46.1 million, compared to a loss of \$941.6 million last year.



Manitou ramps up

Access and telehandler manufacturer Manitou says it is ramping up production in spite of a 16 percent fall in first quarter revenues. Telehandlers sales fell 14 percent to €116.2 million, industrial equipment fell 30 percent to €24.9 million and compact equipment remained stable at €21 million.

Tough start for Harsco Infrastructure

Harsco Infrastructure - previously SGB, Patent Scaffold and Hünnebeck - reported lower sales and a loss in the first quarter. Revenues were \$250.6 million, down almost 12 percent, resulting in an operating loss of \$19.3 million compared to a profit of \$18.3 in the first quarter 2009.

Palfinger upbeat

Palfinger reported a return to profit in the first quarter in spite of revenues falling 7.8 percent to €129.4 million compared to 2009, but 10 percent up on the last quarter. The company says that it is optimistic for the rest of the year.



Snorkel/UpRight drops 63%

Tanfield's preliminary results to the end of December 2009 show a 63 percent fall in UpRight/Snorkel revenues to £42 million (\$63 million) compared to 2008. The group's electric vehicle business was down 40 percent to £15 million. The group posted a pre-tax loss off £22.4 compared to a loss of \$88.8 million in 2008.



HSS jumps 11%

UK-based rental company HSS reported first quarter revenues up 11 percent to £41.9 million. EBITDA was up 26 percent to £9.3 million, well above expectations. Two new superstores opened during the quarter while it strengthened its training business though the acquisition of Hydex Training last month.

Lavendon revenues fall 13%

Lavendon's first quarter revenues fell 13 percent, but is seeing improving conditions since the start of April. Its largest operation - the UK - fell 12 percent but has been improving, with pricing levels stabilising towards the end of the quarter. All other companies posted declines for the period, ranging from two percent in Belgium and France to 20 percent in Germany.

Manitowoc down 45%

Manitowoc's first-quarter crane revenues fell 45.5 percent to \$366.8 million, compared to the same quarter in 2009. Operating income for the period fell to \$4.5 million from \$56.5 million last year. The crane backlog totalled \$613 million as of March 31, an improvement of seven percent since the end of December.

CAT upgrades forecasts

Caterpillar has reported a return to profitability in the first quarter and upped its full year forecasts. Revenues were \$8.24 billion down 11 percent, primarily due to lower engine sales. Machinery sales slipped just one percent its lowest decline since the recession began in 2008. Pre-tax profits increased to \$469 million compared to a loss of \$212 million last year.

Loxam down 18%

French-based rental group Loxam reported full year revenues for 2009 of €697.7 million, 17.7 percent down on 2008. Revenues in France fell 17 percent, while revenues elsewhere dropped by 27 percent. Net profits fell by 93 percent to €2.8 million.

Liebherr drops 16.9%

The world's largest crane maker Liebherr, reported full year revenues for 2009 of €6.986 billion a fall of 16.9 percent on 2008. In spite of the fall its net result improved marginally.

Total crane sales were down around 16 percent to around €2.7 billion, broken down as follows: mobile cranes down 7.2 percent to €1.77 billion, tower cranes and concrete technology 48.7 percent lower at €514 million and maritime crane sales up 7.3 percent to €673.7 million.



Terex Cranes down 6.6%

Terex Cranes reported first quarter revenues of \$413.7 million, a fall of 6.6 percent, however without Fantuzzi revenues, sales fell 29 percent due to slower AT crane sales, while demand for large cranes remained strong. The business posted an operating loss of \$3.1 million, compared to a profit of \$29.6 million last year.



Terex AWP/Genie slips 4%

Terex Aerial Work Platforms achieved first quarter revenues of \$216 million, four percent down on the same quarter last year but order intake is improving. The company made an operating loss of \$20.3 million, compared to a loss of \$39.5 million last year.

Haulotte dips 4%

Haulotte reported first quarter revenues of €47.8 million, down just over four percent on last year. Equipment sales were €32 million or 67 percent of total revenues. Rental revenues increased 26 percent, largely due to last year's acquisition of Access Rentals in the UK



Speedy sees improving trend

The UK's largest equipment rental company Speedy has reported full year revenues to the end of March of £351.1 million down 27.3 percent, while its pre-tax loss was reduced from £71.1 million last year to £22.8 million this year.

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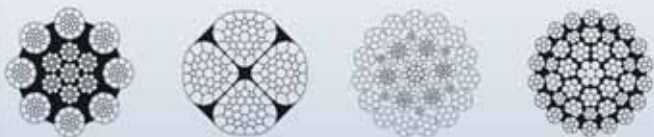


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New crane tyre

Dunlop has announced the launch of the ER50, a 445/95/R25 177E All Terrain crane tyre designed and produced at its Japanese plant.

Testing in the UK has been carried out with Coussens crane hire of Bexhill on a new Terex AC-120, equipped with 27 tonnes of counterweight and frequently run with 16.5 tonne axle loads. Director Paul Coussens, said: "The Dunlop ER50 was quiet and strong and regardless of the axle loads the tyre side walls sit straight. I was very impressed." The new tyre will be on display at Vertikal Days in June.



The new Dunlop ER50 All Terrain crane tyre.

King orders 350 tonner

King Lifting, the Bristol-based crane rental company, has ordered three new Terex All Terrain cranes, including the new six axle 350 tonne, 64 metre main boom AC350/6 and two long-boom 40 tonne AC40/2 L. The deal, completed at Bauma, includes a 72 metre luffing jib for the AC350/6 giving the maximum boom combination length of 125.7 metres.

"We see an increasing demand from existing customers for larger capacity cranes," said Tristan King. "The AC350/6 will be the largest crane in the fleet replacing a 250 tonne capacity Terex Demag AC250-1."



(L-R) Barry Barnes, Tristan King, Kieron King and Mark Evans after finalising the deal at Bauma.

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More LR13000 details

Liebherr has revealed more information on its new, range-topping 3,000 tonne LR13000 crawler crane being assembled at its Ehingen plant. Maximum boom and jib combination is 246 metres, comprising a 120 metre main boom and 126 metre luffing jib.

The standard superstructure counterweight ranges from 400 to 750 tonnes, while a suspended superlift counterweight system of up to 1,500 tonnes is available with a 54 metre derrick boom. The 52mm hoist ropes are 2,000 metres long and the main hoists have a line pull of 62 tonnes. All winches are driven by several independent motors which can continue working if one fails and has to be replaced. No single component on the LR13000 weighs more than 70 tonnes and most have a transport height of under 3.6 metres and four metres of width. The modular main hook block weighs 111 tonnes and is 9.7 metres high.



Liebherr's massive LR13000 starts to go together.

- UK-based tower crane company, **Dunham Cranes** has closed its doors following a voluntary liquidation.
- **Hinowa** has added a second lithium-ion battery powered spider lift to its range the 19 metre LightLift 19.65 IIS Lithium Ion.
- **Liebherr Nenzing** has announced its Pactronic drive system which claims to reduce fuel consumption by up to 35%.
- **Terex Cranes** has appointed **Marco Zucchet** as export manager Asia-Pacific based in Singapore.
- The crane division of **Palfinger's** loader crane distributor for the UK **TH White** has been certified to ISO 9001-2008.
- **Niftylift** has won the 'best new product award' from Australia's **Hire & Rental Industry Association** for its Tough Cage and SiOPS safety system.
- Singapore-based **Tat Hong** has reported a strong pick-up in the fourth quarter although full year sales fell 22%.
- **JCB** chairman **Sir Anthony Bamford** has been nominated for a peerage by the Conservative party.
- UK-based **HSS Training** is expanding operations into Ireland – initial locations include Dublin, Cork, Limerick, Galway and Belfast.
- **United Rentals** has sold its single location in Mexico to Dallas, Texas-based **Briggs International**.
- Modular spreader beam manufacturer **Modulift**, has launched a new training division for riggers and lifting managers.
- **Neff**, one of the largest rental companies in the USA, has filed for protection under chapter 11 bankruptcy rules.
- German based crane rental company, **Breuer & Wasel** has taken delivery of a new 350 tonne Terex AC350/6.
- Italian manufacturer **Barin** has supplied an ABC125LS under-bridge inspection lift for work on La Réunion in the Indian Ocean.
- A new **Bravi Leonardo**, 'Outdoor edition', was used as a conductor's podium at an outdoor concert in Purgstall, Austria.
- **Mainline Tools and Plant Hire** of Swadlincote in Derbyshire, UK has joined the **Access Link**.
- UK-based access company **High Level Platforms** has moved to new larger premises in Poole, Dorset.
- UK-based access specialist **Planet Platforms** has sold its service department to parts and service provider **IPS**.
- Vp, the UK-based rental company, has acquired **Harbray** (Plant Hire) a pipeline testing company.
- **Briggs International** the Texas-based equipment dealer and rental company has acquired Mexican rental company **Maquinaria Ligera Equinter**.
- **Mark Evans** has returned to **Terex Cranes** in the UK after three years in the Middle East.
- **Ahern Rentals** of Las Vegas has reported a \$20 million loss as it expands its depot network.
- **Lifterz**, the UK-based access rental company has added five more Youngman BoSS X push-around lifts to its fleet.
- **JCB** North America has appointed **Van Clarkson** as its vice president sales for the Eastern region.
- The UK's **HSE** is urging building firms in Greater Manchester to improve safety standards.



Anthony Bamford



Mark Evans

- **CTE** has formalised its distribution agreement for the Swiss market appointing its partner **Rosenbauer** Switzerland.
- Tower crane manufacturer **Linden Comansa** has signed a distribution agreement with **Terra** of Austria.
- UK-based **1 Up Access** is adding the new **Bravi Leonardo** self propelled lift to its fleet along with more big booms.
- **Hiab** has launched a new telescopic piggy-back Moffett M series telehandler, the M10 25.3.
- **Craig Rooke** has established a new UK based company **AXS**, to offer new and used access equipment.
- **Energy Safe Victoria**, Australia has issued a safety alert regarding visibility through some tinted cab skylights.
- **Australian Crane Distributions** has launched the **Jekko** mini crane line in Australia and New Zealand.
- **Essex Crane**, the largest crawler crane company in America, has reported first quarter revenues down 62 percent.
- **Ken Jepson** founder of **Lorry Mounted Tower Cranes** of London, UK died suddenly aged 80.
- UK-based access company **Ranger Equipment** has appointed **Shane Marshall** to its sales team.
- **H&E Equipment** of Baton Rouge, Louisiana has reported first quarter revenues down 38.4% but sees improvement.
- **Ramirent's** first quarter results show a difficult start to the year but it sees an improvement in the second quarter.
- **Linamar**, owner of **Skyjack**, has signed a strategic alliance with **NCB Lohmann**, to produce wind turbine components.
- Italian based truck mounted lift manufacturer **Isoli** has appointed **Alberto Caon** as its new regional sales manager for its access and recovery products.
- **London Tower Service (LTS)** of Beckton in East London, UK is converting its push around scissor lift fleet to the **Youngman BoSS X** series.
- **Hertz Equipment Rental** has reported first quarter revenues down over 18% while losses level off.
- A tower crane erector escaped death by wearing a harness after he fell from the jib 40 metres up in Melbourne.
- The Industrial & Terminal division of **Cargotec** has reported a 15% jump in order intake while revenues fell 31%.
- **Oshkosh** has opened an offer to exchange its outstanding senior notes for new notes with the same maturity.
- The first US-built **Haulotte** Optimum 1930 E scissor lift has rolled off the production line in Archibold, Ohio.
- The owners of Swedish-based access company, **Zip-Up Svenska** have sold their shares as CEO **Lennart Mattson** prepares to retire.
- **United Rentals** has announced first quarter revenues almost 20 percent lower at \$478 million.



Ken Jepson



Alberto Caon

- **Liebherr**, the largest exhibitor at Bauma, has reported that it has taken more than 70 new crane orders at the show.
- **Lucy Ashburner** of **Higher Access** completed a 200 metre 'zip slide' raising £550 for charity.
- **JCB** successfully applied for court injunctions to have the products of three manufacturers removed or covered at the Bauma show.
- **CTE** has signed an exclusive distribution agreement with **H.A.B.** to sell its scissor lift range in Italy.
- Italian-based **Valla Cranes** has initiated legal action against **Maurizio Manzini** and **Emilio Berti** and **JMG Cranes**.
- **Lift**, the UK-based crane company ordered a new **UNIC 706** spider crane at Bauma.
- **Maeda** master dealer **Kranlyft** has appointed **2M Makina** as its distributor in Turkey for **Maeda Mini Cranes**.
- **UpRight (now Snorkel)** has appointed **Mark Yarnold** as UK key account sales manager.
- **Dana** and **Bosch Rexroth** have announced a joint venture for advanced drive transmissions for the off-highway market.
- UK-based **Ainscough Crane Hire** has appointed three new area sales managers **Kevin Vogan**, **Steve Waterworth** and **Vincent Todhunter** and set up a new projects division.
- In April **Graeme Riley**, CEO of **GGR Unic** travelled to Russia to take a flight to the edge of space.
- **Bravisol** celebrated 15 years of production of the **Leonardo** by displaying one of the first production units at Bauma.
- **Bigge Crane & Rigging** has expanded its operated crane rental activities to all seven western US states.
- **SGB/Harsco France** and **Instant-UpRight** access towers won the 'Prix Innovation Préventica' health & safety award.
- Finnish aerial lift manufacturer **Dinolift Oy** has appointed **AB Equipements** as its new distributor in France.
- **JLG** is launching an after market version of its **ClearSky** telematics/fleet management tool.
- **Maeda** master distributor **Kranlyft** has appointed **Richard Beiron** as a new salesman in Sweden.
- Heavy-lift contractor **Mammoet** has added five 250 tonne **Kobelco CKE2500-2** crawler cranes to its fleet.
- UK-based access rental company, **Horizon Platforms** has placed a £1 million order for new equipment with **JLG**.
- **Roger Bree**, UK manufacturing manager for **JCB's** Loadall telehandler division is retiring after 47 years with the company.
- UK based telehandler and access rental company **Fork Rent** has added 10 **Manitou MT1436R** telehandlers to its fleet.



Mike Yarnold



Richard Beiron



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Remark: BAUMA 2010 introduction on the ATF 220G-5

The 8,5/ 20,9 m Hydraulic Telescopic Luffing Jib (HTLJ), please get in touch for the new DVD!

Go on, be different

When times are busy, deadlines are tight and business is good, companies can be forgiven for sticking with what they know. After all, what's the point of taking risks when everything is stretched to the maximum?

However with many businesses currently struggling to survive with reduced work loads you would think we'd all be looking for ways to do things more efficiently to save money and get in shape for when the good times return. But are we?

Let's take mobile cranes. Regular users tend to call up their usual suppliers and then either beat them up on price or shop around among the rate cutters and by shaving a few pounds off the rate, classify this as increased efficiency.

However, by not opening their eyes to different methods of work, they may be oblivious to more significant savings. Sometimes new methods of work can also improve safety and not jeopardise future pricing by pushing rental rates down to unsustainable levels. One 'new' work method might be to use a self erecting mobile tower crane rather than a regular All Terrain? The Dutch know a thing or two about efficiency, so it is no surprise that it has by far the highest proportion of mobile towers in the world. It is clear that many contractors are still unaware of the benefits mobile towers can offer.

A large seven axle mobile tower crane can set up alongside an

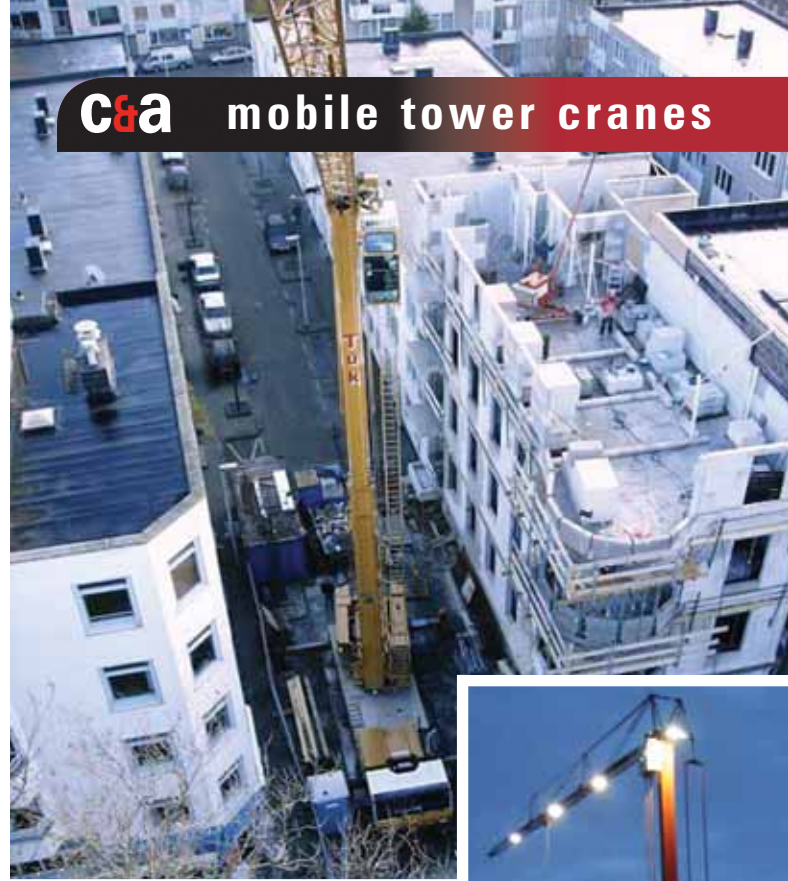
eleven storey, 30 plus metre high building and be ready to work in about 15 minutes. It can place a load of up to 5.5 tonnes up to 42 metres radius. The equivalent All Terrain needed to do the same lift would be at least a 250 tonner with long jib.

Add to this the fact that delivering and setting up such an All Terrain in a city centre requires a huge amount of logistics (including longer road closures) and could take a weekend just to set up and strip down for a lift that may take an hour. The self contained mobile self erector can be ready to lift with a half hour and then ready to leave in a similar time frame with the whole job done before the police have realised that you are blocking the street.

So when it comes to working in the city there really is no contest unless the load is substantial. However while mobile towers are the king of the city streets, they can also clean up on suburban work, such as steel erection or roofing on large industrial distribution warehouses. While the fast set up and clean 'up and over' reach are not at such a premium for this type of work, they are substantially more efficient thanks to their tower crane configuration and up to 60 metre working radius.



Arcomet showed off its A45D City at Bauma



The operator has an optimum view of the area and the loads are quickly 'trolleyed' along the horizontal jib where a regular telescopic has to move its heavy boom in and out, and or telescope/ retract in order to shift loads from one spot to another, consuming substantially more fuel and time.

Switched-on contractors know that a mobile self erector with a good operator will easily carry out more than 100 lifts a day, even when they are to different positions and heights and from a location that requires more than just lifting and slewing. If the contract is well planned - and these days it ought to be - a contractor can shave days, if not weeks off of the steel erection time. The same would apply to a number of other jobs with such repetitive work.

All too often a contractor will simply focus on the hourly or daily rate and then grind the hire rate down. The fact that he will need the crane for three days instead of one

completely escapes him. If we look at the UK, there are already a fair few self erecting tower cranes at work - the majority being Spierings along with some Liebherr - although compared to Holland the market penetration is miniscule. Until the introduction of the City Boy (see story next page), Spierings had a range of five mobiles with three to seven axles and a tracked version of its largest machine. Maximum capacities range from 7.5 to 18 tonnes, with jib lengths from 33 to 60 metres and maximum hook heights from 35.7 to 64 metres. Its largest - in terms of capacity - the SK2400-AT7 - is capable of lifting 5.5 tonnes to a maximum radius of 42 metres.

The three model Liebherr MK range includes three, four and five axle models all with a maximum lift capacity of eight tonnes, with the largest five axle MK110 lifting 1.8 tonnes to its 52 metre jib tip and 1.7 tonnes to its maximum hook height of 68 metres.

mobile tower cranes C&A

Previously popular Munster cranes were taken over by Dutch company MTC in 1999 before being acquired by Arcomet of Belgium in 2001. While the company showed a mobile tower crane at Bauma (the A45D City) it tends to concentrate more on its traditional tower cranes rather than the mobile versions.

An unusual alternative is made in India by Action Construction Equipment (ACE). Its MTC 2418 is a small, two axle mobile crane with a maximum height of 15 metres and a capacity of 550kg at 18 metres radius. Maximum lift is 1,600kg.

So in summary the benefits of self erecting mobile tower cranes over regular telescopic cranes are:



The ACE MTC 2418

- Easier and faster to move
- Axle loads are never more than 12 tonnes and road speeds are higher.
- Crane arrives fully self contained
- Set up in less than half an hour
- Raised cab gives the operator excellent visibility of the load and the site
- Outrigger footprint is more compact allowing set up in narrower spaces
- Outrigger loadings are substantially lower, especially when under load



Excellent operator visibility



Set-up time can be as little as 20 minutes...



... and in between buildings

A new type of crane

When Spierings announced its new 'City Boy' self erecting tower crane concept, no one could have imagined such a massive leap forward in mobile tower crane design. The basics of the crane itself are impressive enough. It is more compact – narrower, shorter and more manoeuvrable - than any three axle model before it making it ideal for congested city streets. Its tower is 3.5 metres higher (at 28.5 metres) and it boasts a maximum hook height five metres better than its nearest competitor (at 53 metres) while its jib is three metres longer than Spierings' other three axle model the SK377-AT3 (see chart). The jib erection sequence has also been improved to assist set up in narrow spaces.

But this is only half the story. The City Boy also incorporates a totally new (Eco) direct electric drive



The central lubrication system

system which claims to reduce fuel consumption by at least 50 percent. The compact 400kW main electric motor is powered by a large lithium ion battery pack, with regenerative braking that channels the energy back into the batteries to extend their life and range. A small diesel engine, when used, runs at a constant speed running a generator that tops up the batteries and powers the auxiliary hydraulics that drive the rear axle for extra 'grunt' on challenging ground conditions. Finally the crane can also be plugged into the mains with its AC power cable.

With city authorities increasingly looking to reduce emissions and European contractors obliged to move towards Zero Carbon buildings, cranes such as this are bound to become popular.

The most noticeable feature is the single cab. During the erection process, the cab - which includes a rear seat for road travel - rotates forwards and transforms from the horizontal road cab position into the vertical tower crane cab. The road windscreen - now below the operator's feet - is automatically covered with a plate, while the crane cab door which forms part of the cab floor in road going format is now at the rear. The crane can still travel at creep speeds with the cab in the crane position and can also climb the tower as with other Spierings models in order to provide a tower crane view of the lift - ideal when working over the top of high buildings.



Spierings new 'City Boy'

The crane also incorporates large built-in outrigger mats which stow under the chassis for travel. Once on site the outrigger beams are extended and the mats slid into position centrally under the jacks. The City Boy includes the usual Spierings bells and whistles including automatic stowage of the hook, a central lubrication system and a massive lockable stowage space for slings etc. The company has already taken orders for 10 units in Germany, Holland and Switzerland, with lead customers



Inside the cab



The large built-in outrigger mats

being Scholpp, Flück Zurich, Mick Volendam, Mobi Hub, Wiesbauer and Saan.

How does the City Boy compare with the other main three axle models?

| | Spierings City Boy | Spierings SK377-AT3 | Liebherr MK66 |
|---------------------------------|--------------------|---------------------|---------------|
| Axles | 3 | 3 | 3 |
| GVW | 36t | 36t | 36t |
| Carrier length | 12.82m | 13.31m | 13.72m |
| O/A width | 2.5m | 2.6m | 2.75m |
| Transport height | 4.0m | 4.0m | 4.0m |
| Max load capacity | 7.0t | 7.5t | 8.0t |
| Max radius | 36m | 33m | 36m |
| Max lift @max radius | 2.0t | 1.9t | 1.8t |
| Standard hook height | 28.5m | 20.0m | 25.0m |
| Max luffing height (at radius)m | 53.15 (25.8) | 35.7 (28.8) | 47.9 (25.8) |
| Outrigger footprint/m | 7.1 x 6.4 | 6.9 x 6.4 | 7.1 x 6.9 |
| Max road speed | 80kph | 83kph | 75kph |
| O/S turning radius | 9.72m | 10.55m | 10.84m |
| Max jib elevation | 45° | 30° | 45° |

Sutch is life

John Sutch is a well-known character in the UK crane sector. Happier keeping a low-profile, he has been in the business for almost 40 years – building up his own company, John Sutch Cranes, since 1989.

Like many other crane companies he has seen better times than at present, but is still passionate about the industry and is often the first to try new ideas and equipment such as the mobile self erecting tower crane. Mark Darwin travelled to the North West to find out more.

Sutch's first involvement with cranes dates back in 1973 when aged 20, he followed in his father's footsteps, joining Stoneycroft Crane Hire in Liverpool as an operator, driving a Hydrocon. Three years later he joined Hewden Stuart Heavy Cranes, operating cranes all over the UK. "I was the first operator to drive a 110 tonner – a Liebherr - in the UK," says Sutch. "I was just 23 and one of the youngest in the group. In those days, a 100 tonner was a big crane."



John Sutch

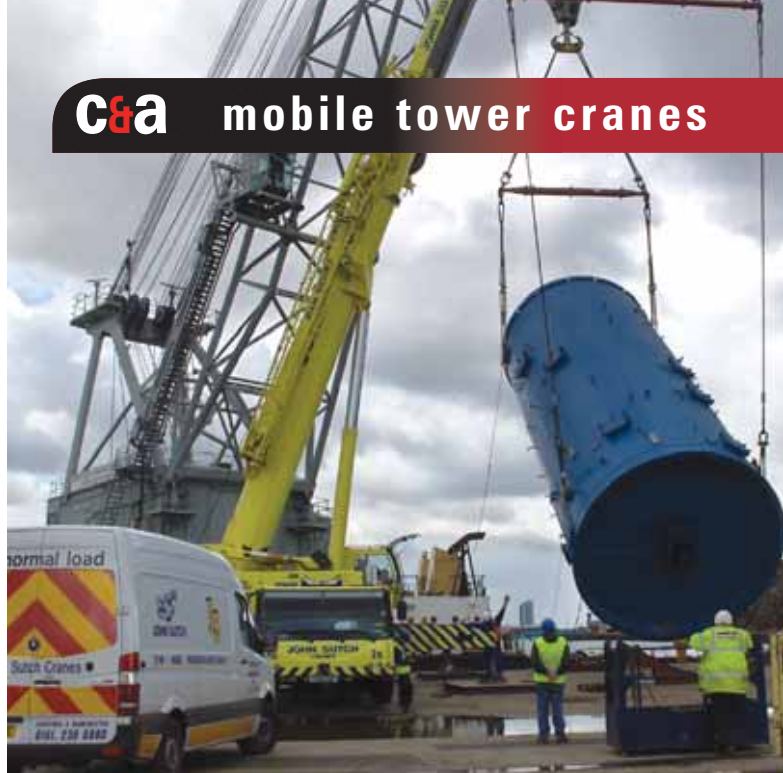
As the saying goes 'behind every successful man is a woman' and it was Sutch's wife who pushed him into starting his own company.

"Basically she thought that I could be more than just an operator," said Sutch. "I started Ainscough off in heavy cranes and drove their first 100 and 140 tonners, after taking time out after falling off a crane, I came back repping for them - looking at jobs, winning the work and doing the work - so it was only a small step to starting my own business – John Sutch Cranes."

"Martin Ainscough tried to stop me going on my own and buy my crane back (a 25 tonne Coles Hydra 25/28). But I left, started the business and am still good friends with the Ainscough family. Although it is 21 years since we started, the only celebrations we'll have this year are that we're still here!"

Sutch bought his current yard – about an acre in size not far from Liverpool City Centre - around six years later and in 2004 expanded further by opening in Trafford Park, Manchester. "More of our work was in the Manchester area as well as extending further into Yorkshire and it was becoming too expensive

Sutch was one of the first to see the potential of the mobile self erecting tower crane



c&a mobile tower cranes

(particularly the fuel costs) to operate from Liverpool."

The 33 machine fleet is split between the two depots and although the majority of the work is in the North West, the company covers the whole of the UK following its customers. "We had plans to open a new depot in the Birmingham area but these were put on hold when the current downturn hit," he said. "When business picks up again it will be back on the cards, probably next year."

The new depot was not the only thing hit by the downturn

"We had a 350 and 220 tonner plus a few smaller machines on order but all have been put on hold. Work over the past few months has picked up, but I don't want to commit to more finance at the moment. Let's get

shut of this year first! At the moment there is no money to be made on any cranes between 25 and 40 tonnes. Hopefully the weaker companies will get out of the market and the rates will improve."

Sutch thinks that the major crane hirers have a policy of trying to drive smaller companies out of business, in an effort to reduce competition. "Market leaders should lead the industry in a positive way and the rest will follow. During the worst part of the recession I had to put a significant amount of money back into the business to keep it going. We are now seeing an upturn but for many the worst is not yet over. I think more companies will go bust this year."

"It took 10 years to get the hire rates to a reasonable level before the crisis and will take another 10

The company's unusual yellow livery was a paint mistake that stuck





*John Sutch Cranes
work all over the UK*



*The 13 tonne Kato KRM13H City
crane has a 30 metre main boom*

years to return to that level," he adds. "The only area where we are making money at the moment is contract lifting."

"Cranes get in your blood and you become a prisoner to the business. I thoroughly enjoy what I do but if someone made the right offer, I would sell up and retire."

Or perhaps not as Sutch's two daughters who have been with the company for the best part of 15 years, are company directors and will probably take over the business. "When I first started 21 years ago I was getting £250 a day for the Coles crane. Now there are companies doing it for £220 – where has it gone wrong or are we all stupid? This industry needs a good shake-up."

"We do a lot of work for a major building contractor and get £850 for a 25 tonner on contract lift with two men. This is good price giving enough to reinvest in correct procedures and new equipment but there are others who will do it for £550. At this price there is no margin in it at all and it is ruining it for those who want to do it properly."

"I think we work too hard for the money we earn in this industry and the safety aspect is becoming ridiculous. Every job you go to now wants big outrigger mats yet no one wants to pay for them. Even for a 35 tonne crane they want two metre square mats – the mats are bigger than the crane!" Newly qualified AP's want stacks of information such as the outrigger loadings for the simplest of lifts."

The crane fleet at the moment includes four Spierings mobile towers. The All Terrains are mixed – Demag, Liebherr and Tadano – with most machines in the 50 to 80 tonne capacity range. At the smaller end there are five 30 and 35 tonne Demags, then five Tadanos ranging from 80 to 160 tonnes, while a 250 tonne Liebherr LTM1250-6.1 is the largest crane in the fleet. Sutch also

has an interesting 'new' 13 tonne Kato KRM13H City crane – one of just two in the country (Lee Lifting has the other) which were imported from Rivertek Services based in Blarney, Co Cork in Ireland.

"The machine was six months old when we bought it and we have run it for about a year. If I can get another I would have one in the Manchester depot. The unit has a 30 metre boom and a luffing fly jib so it is a handy crane. I paid £100,000 for it and we get £350 per day compared to £280 for a 25 tonner. You are much better off with specialised equipment."

Sutch – along with City Lifting in London – were the first companies in the UK to invest in Spierings mobile tower cranes. "We went to



Bauma 15 years ago and my wife saw the Spierings and said why don't you get one of them – and we haven't looked back. Overall it has been a very good crane for us."

Sutch took the first Spierings 599 in the UK. "It was the prototype machine and it was a nightmare," he said. "I also took a prototype 55 tonne three axle mobile from Grove and that was the same, so I have learnt over the years not to take early production models, but to hang back and wait for the faults to be ironed out. In the early days, the mobile tower cranes were very profitable," he said, "but the market was spoilt when some five axle

machines went into Heathrow Terminal 5 for £900 per day when the going rate was £1,750 a day – it was just stupid pricing!"

Most of the work for the Spierings involves placing large roofing sheets on big distribution industrial type buildings (for Asda and IKEA etc) setting the six axle Spierings up in the middle of the site and being able to reach up to 60 metres radius. To do this with an All Terrain would require a 250 tonner, two men and two transport wagons costing considerably more.

"If you add a luffing jib on a 250 tonne telescopic you are looking at rate of £10,000 whereas the six axle Spierings with one man runs around £2,200 and uses less fuel with no transport behind it. I think

the mobile tower crane will become ever more popular in the future."

Sutch is particularly impressed with the new Spierings City Boy. "The new Spierings looks really good – Leo Spierings was here last week and showed me the specifications – but if I do buy, it will be City Boy number 20, after all the faults have been sorted. In addition to its electric drive the City Boy has a taller tower and that would be very useful when working in Liverpool or Manchester city centres. We already run a three axle SK 377-AT3 and would probably swap it for the new crane."

"These cranes are relatively expensive to buy and run, but the advantage is that there are fewer of them about, helping us to get better returns. The seven axle Spierings is very good for certain jobs, but it is not versatile enough. I asked Leo if he could add another section to increase its radius to 50 metres but the crane would lose its lifting capacity. Our 250 tonne Liebherr LTM 1250 can in theory work as a 15 tonner down the docks because there's loads of room. Versatility in a crane is essential and unfortunately the seven axle Spierings isn't."

"Customers do ring up for a specific Spierings model because they know it is the best machine for their job."



"We have been running mobile tower cranes for a long time and know how to get the best out of them. Some crane hirers that got into the sector are now selling their machines because they are more complicated and can be more expensive to run."

One crane that is said to be cheaper to run are truck cranes and Sutch bought the first 40 tonne Tadano Faun HK40 which was shown at last year's Vertical Days. "The crane has been great but overall I don't think the running costs are any cheaper, apart from the tyres - £200-300 compared to £1,500. It travels better on the road and doesn't bounce as much as an AT. If I do buy another truck crane it

would probably be a 70 tonner." Sutch also has a Maeda five tonne mini crawler crane and is considering adding another.

Despite the current climate and the dire rates for the smaller All Terrain, the company is looking for a new 40/45 tonner and is considering the new Liebherr LTC1045 launched at Bauma or the less expensive Demag AC40. "We took the first AC40 in the UK and currently have three AC30's in the fleet but are looking to replace one with the new 40/45 tonner. Unfortunately I didn't make it to Bauma which is a shame given that Terex, Liebherr and Tadano Faun were all there. When we go for the new 220 and 350 tonners Liebherr is the current



favourite. However we probably have the biggest Tadano Faun fleet in the UK and they give us great service and have a 220 and new 360 tonner so we have not made our final decision yet."

"The 350 tonner will replace the 250 tonne Liebherr, leaving us short in the 200 tonne range so we would fill in with the 220 tonner." Sutch recently sold its Potain Igo 36 self erecting tower crane, not because of the returns (which were quite good) but because it took focus away from the core business.

"The recession makes you concentrate on what you are good at," says Sutch, "and for us that is mobile cranes."





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Turret rotation 360 deg

Total weight 1800 Kg

Powered:

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Electric mains 220 Vac

Combustion Engine

Bi-Energy 220Vac+Engine



NEW TRAILER MOUNTED RANGE

- TR 13.70
- TR 15.80
- TR 18.90

PLATFORM BASKET

Spiderlift and more...



Here to stay

The trailer lift - while still a popular powered access product with a loyal band of users - has appeared to have settled into something of a sleepy backwater of a market sector. Little has changed since our last feature some nine months ago although surprisingly an Italian manufacturer, Platform Basket has decided to dip its toe in the water, in spite of the fact that Italians do not buy trailer lifts.

The main markets for trailer lifts are the Nordic countries along with Germany, the UK and North America, so it is no surprise that these are also home to the major manufacturers - until now - although Spanish-based Matilsa has had some modest success in both its home market and for export. The notion that an Italian manufacturer would enter this market seems as far fetched as one can imagine. However Platform Basket, which showed its first unit at Bauma, is planning a range of at least three models aimed at.....overseas markets. Does Platform Basket know something that the rest of us don't or is it banking on the spread of the rental concept and general (tool hire) rental stores throughout Europe and with it, easy to transport work platforms?

We take a look at the recent developments in the sector and ask does the trailer have a long-term future?

On the surface the trailer lift has a lot going for it - it is a lightweight, uncomplicated, easy to transport and relatively cheap. These features are what drove its strong growth in the early days of the powered access market. However its downsides are that it is not self propelled, it is relatively bulky even when working and is remembered by many as requiring a lot of physical effort to use - pushing into position and cranking up manual outriggers.

As a result its popularity has declined among specialist rental companies at the same time as its appeal has shrunk among regular users to a certain type of tradesman such as smaller scale maintenance



or painting companies, tree workers and the more adventurous DIYer. For all of these users the machine is ideal. It is still widely available from rental stores/hire shops, is no hassle to collect when needed at the beginning of the contract with a car, 4x4 or truck with tow bar and can be rented for one day or as needed. The way the product is rented on a short term ad hoc basis with customer collecting rather than being delivered, has also helped turn off the specialist supplier which prefers rentals where it delivers the product to larger companies for terms of at least a week. Finally another factor is the weather, the trailer lift does tend to be a fair weather machine, when it is nice out they are busy, when cold and rainy they are not, while the spider lift is more of an indoor/outdoor product.

In spite of the overall slide in the popularity of the trailer lift, or maybe because of it resale values for trailer lifts have held up well with good second-hand units being few and far between and consistently fetching good money. The trailer is clearly one of those 'marmite' platforms - you either love it or hate it. Rental

companies that love it say they are more than happy with the return on investment - the daily rate is undeniably good but unless you really specialise and have a big customer base for the product, utilisation tends to be poor in comparison with most self propelled lifts. However, the majority of platform hirers appear to 'hate' the trailer for the reasons we have already mentioned, reducing availability and perhaps popularity. Whatever the reason, trailer lift rental is now firmly the domain of the tool hirer or general rental company.

Perhaps the trailer just isn't 'sexy'. Compared to say a tracked spider lift it does have something of a Plain Jane, DIY image. But as any engineer or designer knows - simple is best and most trailer lifts are relatively simple in design and operation.

Over the past year or two, Cranes&Access has been predicting the rise and rise of the spider lift as the access industry's 'jack of all trades', and increasing sales figures certainly appear to back this up. Yes its crawler undercarriage and often narrow dimensions can get the



Platform Basket has entered the trailer lift sector



A Nifty TD120T

platform into almost any position under its own steam, and yes most can be transported easily on a two axle plant trailer, but it does have several disadvantages when compared to a trailer lift.

At the lower end of the market spider lifts tend to be a few hundred kilos heavier than an equivalent trailer lift, especially when you allow for the trailer required to move the spider, and they are around 50 percent more expensive to buy. The extra weight can lead to towing problems or at the very least require a larger vehicle while the extra cost means a substantially greater rental charge.

One of the main criticisms levelled at the trailer lift, compared to a spider is that it is too long which causes problems negotiating narrow and tight turns such as an aisle or passageway to the side of an entrance door, especially as most of the trailer lifts in rental fleets, at least in the UK and Ireland, are not equipped with self drive as standard. They are also too wide to pass through garden gates or down the side of a house, although the smaller trailer lifts do have retractable axles. Criticism is also directed at large outrigger spreads

and limited outreach at low levels – many of these negative points are in fact related to older product designs, which in some countries still make up the bulk of the rental fleet.

But as Niftylift – which produces both trailer and tracked machines – points out its latest 12 metre trailer lift, the highly developed H120T, is only slightly (550mm) longer than its spider lift which is also 400kg heavier. Apart from these two dimensions - machine height, width, carrying capacity, basket size and outrigger spread are all exactly the same (see table below). Although to be fair Nifty's spider lifts are a little more rugged than many, so for the sake of balance we have added in the Hinowa 14:70 probably the most popular small spider lift.

So while it isn't the most popular type of platform, it will always have its group of dedicated followers.

Platform Basket takes on the market leaders

With a full range of spider lifts (as well as self propelled boom lifts) already in its range, it was a logical, if surprising, step for Platform Basket to introduce a

trailer lift. However, with much of its equipment being exported, here is an Italian manufacturer which thinks there is a bright future in the trailer lift market.

The model launched at Bauma was the 17.7 metre working height TR 18.90. The company says that it already has a 15 metre model ready to go and a 13 metre will follow at the end of this year.

As a new (and late) entrant into the market you might have expected every one of the specification criteria to be more than on par with the leading competitors. However while the TR18.90 has all the latest developments (Bi-energy, fly jib, basket rotation etc...) it does not offer significant improvements in any area. As expected from a manufacturer based in a country that specialises in vehicle mounted lifts, it is the lightest in its class at 1,800kg and is also the shortest at just 5.76 metres. Price then may be the deciding factor but it will have to be very competitive to

break into Niftylift's dominance in the UK, Dutch and Irish markets particularly as the Nifty 170 offers more outreach, a drive option and yet is only slightly heavier.

Perhaps the lack of obvious innovation effectively signals the fact that the trailer lift has reached the end of further major product developments (although they said that about the Hoover before Dyson). Certainly global aerial lift manufacturers such as Genie and JLG, not to mention Haulotte, have not been focusing on new trailer lift product introductions in recent years. Most producers have been looking to refine and tweak their existing designs, reduce long-term ownership costs and improve quality – a tricky feat to continually achieve. Genie says that it has achieved significant improvements in the quality of its TZ platforms at its South Carolina facility particularly in the control system and limit switches, maintaining pricing levels and giving the customer added benefits.

The surprise trailer addition - Platform Basket's 18.90



The 18.90 is the shortest and lightest in its class



Tracked or trailer?

| | Nifty TD120T | Nifty 120T | Hinowa 14:70 |
|------------------|--------------|----------------------|-----------------|
| Type | Spider lift | Trailer lift | Spider lift |
| Working height | 12.2m | 12.2m | 14m |
| Basket capacity | 200kg | 200kg | 200kg |
| Maximum outreach | 6.1m | 6.1m | 6.5m |
| Length | 3.95m | 4.5m | 3.98m |
| Width | 1.10m | 1.50/1.10m retracted | 0.78m retracted |
| Height | 1.9m | 1.9m | 1.98m |
| Weight | 1,850kg | 1,450kg | 1,700kg |
| Stabiliser width | 3.55m | 3.55m | 3.0m |

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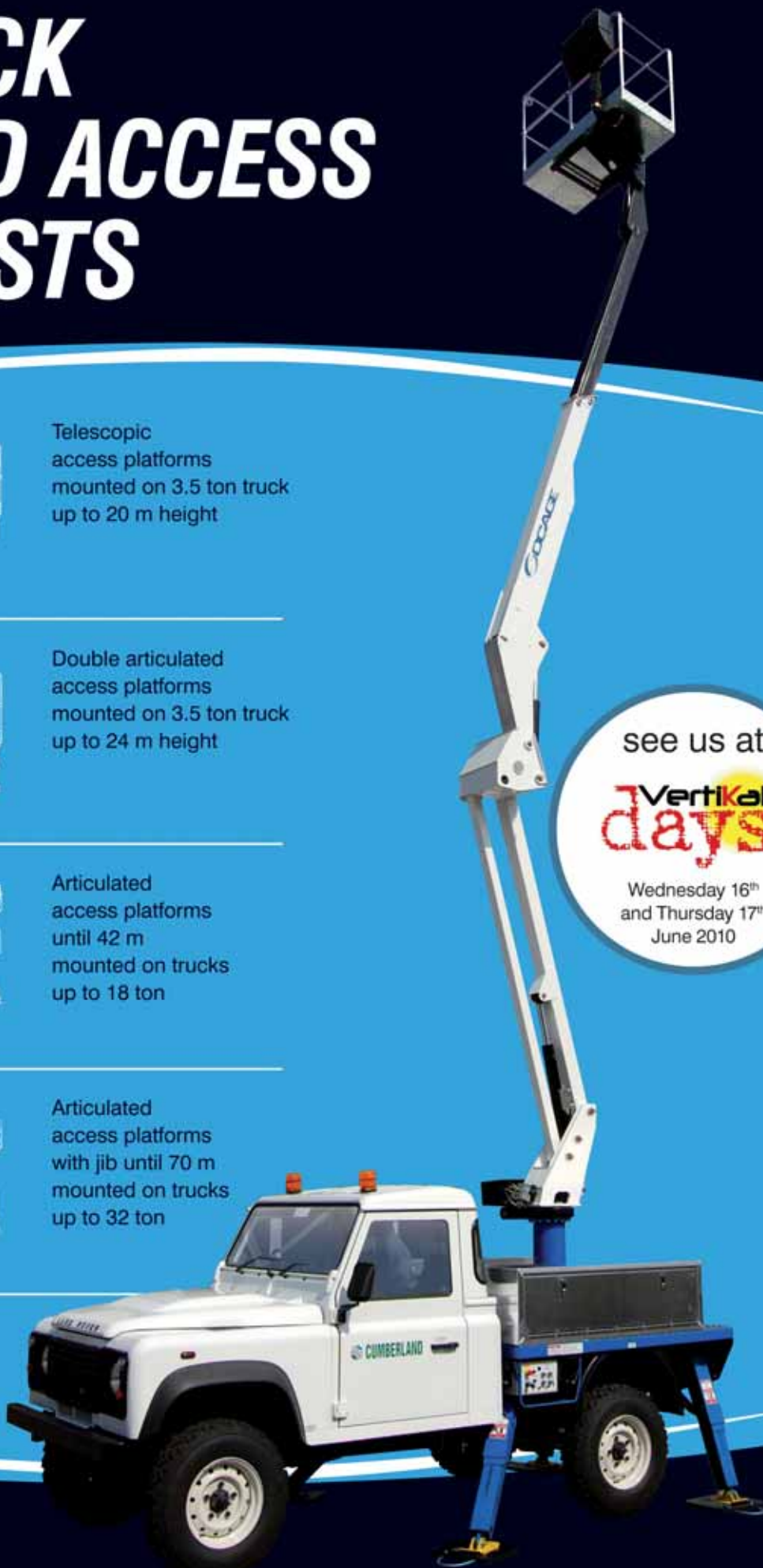


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How the Platform Basket TR18.90 compares:

| | Platform Basket | Niftylift | Snorkel | Dinolift | Omme | Genie |
|--------------------|----------------------------|----------------------------|----------------------------|-------------------------|----------------------------|-----------------------|
| Model | TR18.90 | 170 | TL49K | 180XT | 1830E | TZ50 |
| Working height | 17.7m | 17.1m | 17.0m | 18.0m | 18.3m | 17.09m |
| Capacity | 200kg | 200kg | 200kg | 215kg | 200kg | 200kg |
| Outreach 200kg | 6.8m | 8.7m | 9.1m | 6.9m | 10.15m | 8.89m |
| Length | 5.76m | 6.20m | 7.10m | 6.57m | 6.70m | 7.16m |
| Width | 1.65m | 1.65m | 1.75m | 1.80m | 1.60m | 1.68m |
| Height | 2.14m | 2.15m | 2.10m | 2.29m | 1.99m | 2.0m |
| Outrigger spread/m | 4.1x4.0 | 4.4 x 4.4 | 4.65x4.65 | 3.8 x 3.8 | 4.21x4.21 | 4.37x4.37 |
| GVW | 1,800kg | 1,900kg | 2,250kg | 2,100kg | 2,550kg | 2,025kg |
| Power | AC Battery Bi-energy | AC Battery Bi-energy | AC Battery Bi-energy | AC Battery Diesel | AC Battery Bi-energy | Battery/ Bi-energy |
| Platform rotation | 70 + 70° | Optional | 90° | 90° | | 80 + 80° |
| Turntable rotation | 360° | 360° | 680° | 360° Continuous | 400° | 359° |
| Fly jib | Yes | No | Yes | No | Yes | Yes |
| Drive option | No | Yes | Yes | Yes | Yes | Yes |

Other trailer lifts

In the UK, Ireland, USA and Australia, and to a lesser extent the Benelux markets, when buyers or users of aerial lifts think of trailer lifts it is usually the articulated boom type. However there are, as we have pointed out before, a number of alternatives. One of these is the trailer mounted scissor lift - in

recent years pioneered by PLE – and were at one time popular in Scandinavia. UpRight (now Snorkel) has been selling its own version of the PLE TP9000 for around two years but it always created more interest than actual sales due, at least in part, to the lack of self drive. The company then introduced the self drive XT24SD which is still

light enough to tow behind a car but now can be driven from the platform when in the stowed position, similar to a conventional self propelled scissor lift. Following the Snorkel ‘orange’ rebranding the machine is now called the Snorkel TS2461SD and has a weight of 1,350kg, a maximum platform height of 24ft/7.3m, a 2.44 x 1.22 metre deck with 277kg lift capacity, self levelling outriggers, operated from the platform and a towing width of 1.5 metres. The unit is very easy to tow and once on site is surprisingly manoeuvrable and light on its feet. There are some applications to which it is well suited such as working on airport aprons and on large plants where work areas are far apart and jobs

short in duration. For general use, while it has a great curb appeal it is still being treated as a niche product.

Straight telescopic

While we covered this in our last feature, it is still surprising that outside of certain markets such as Scandinavia and Germany, the benefits of straight telescopic trailer lifts - which have been subject to some strong development in recent years - do not appear to be fully appreciated. These include faster cycle speeds and greater outreach for often a lighter weight. However with developments being slow in this market, perhaps this is a story for another time?

Straight telescopic trailers are often lighter, faster and have greater outreach



Snorkel TS2461SD elevated



Snorkel TS2461SD in Snorkel orange





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Bauma 2010

Three years in the planning and this year's Bauma exhibition in Munich - the largest construction equipment show in the world – was set to break all records. Then a puff of Icelandic 'Eyjafjallajokull' volcanic ash effectively scuppered tens of thousands of international visitors. Not only did overseas visitors struggle to get to the show, but more than 80 exhibitors - mainly from China and the USA - were also prevented from attending with many exhibits remaining in their packaging for the whole show. Final figures suggest 415,000 visitors attended, 17 percent less than in 2007.

As flights came on stream from Wednesday night onwards the overseas contingent increased and by the weekend – it was almost business as usual. At times, the crowds were so large it was difficult to make any headway. The primary area of congestion was around the Liebherr stand, the most imposing, impressive and dominant stand ever seen at a Bauma. It is said that Willi Liebherr wanted to make a statement – and that he certainly did. The biggest talking point of the show was the cost, with

everyone guessing what it was while Liebherr were most certainly not letting on. Several other external stands stood out – Sennebogen with its largest Bauma stand ever to launch its new 'green' corporate branding, Aichi with a substantial wood structure with distinctive Japanese feel, Holland Lift had a great beach cabana and IPAF had a large interactive theme park stand.

Despite the bitter disappointment over the lack of overseas visitors, the amount of new equipment on show was amazing. Almost every



manufacturer had some new product news – some more radical than others. GG Cranes' twin jib tower crane dominated the northern area skyline, stimulating debate for and against. For sheer size and audacity of design, the crane must be applauded. CTE unveiled its MP20:13 Multi-Purpose platform with elevated slew ring which generated a similar level of discussion. And the product that summed up the show? It has to be the 10 metre high, 111 tonne hook block from Liebherr's new 3,000 tonne capacity LR13000 – amazing.

Liebherr

With such a huge stand it is difficult to know where to start. Five new crawler cranes included the 100 metre boom, 1,200 tonne LTR 11200 telescopic crawler crane on a narrow undercarriage targeted at wind farm erection, where it can travel between turbines with full counterweight and luffing jib. Its much smaller brother was the new 40 metre boom, 60 tonne LTR1060. The new 300 tonne LR1300SX with newly developed, eight metre, 117 tonne capacity heavy jib for assembly and maintenance work on wind turbines, combined with the 113 metre main boom for a sheave height of 123 metres which can



The 111 tonne 10 metre high hook block from the new LR13000

handle 42 tonnes. The HS 895 HD is the flagship of the duty-cycle crawler crane series and aimed specifically at maritime duties. The company also unveiled its revised four model telehandler range with lift heights of 10 and 13 metres and lifting capacities of 3.5 and 4.5 tonnes. The most



Part of Liebherr's impressive stand - inside looking out



Liebherr's new 81 K cab



Liebherr LTC 1045-3.1 with elevating cab

noticeable feature was a new boom profile with larger cross-section and rounded wear pads, making it more suitable for shovel work.

Three new tower cranes included the 280 HC-L 12/24 Litronic luffer, the 285 EC-B 12 Litronic flat-top and the 81 K self erector. The 280 HC-L slots between the 180 and the 355 HC-L and will be available in three variants with maximum lifting capacities of 16, 24 and 28 tonnes. The model on show had a 24 tonne capacity at 60 metres radius and can be used for both internal climbing (lift shafts) and externally using the compact 1.9 metre by 1.9 metre 355 IC climbing tower system. The new 285 EC-B 12 tops the company's flat-top crane range at 285 metre/tonnes.

The 81 K supersedes the 71 K with significantly improved lifting capacities – up to 25 percent better

in some areas. A new feature in this class of crane is the fully double-reeved operation allowing it to operate at maximum speed and load. The new fast erecting crane proved surprisingly popular with a substantial number of orders booked at the show.

In the mobile crane range, the 45 tonne capacity, three axle LTC 1045-3.1 city crane was clearly the star of the show. Its innovative moveable single cab on a telescopic boom can also be specified with elevation for a better view when loading.

Manitowoc

Manitowoc adapted to the current market slowdown with a more modest stand, where it launched its new six-axle All Terrains – the 300 tonne GMK6300L and the 400 tonne GMK6400. Although aimed at different applications, both have common features including a new carrier cab offering more space and greater visibility and five outrigger settings for maximum flexibility.

First to market later this year will be the GMK6300L with its seven section Twin-Lock 80 metre long main boom. The 6300L will lift 12 tonnes on its full main boom and for further reach, a 37 metre jib is available (not the 29 metre announced in January).

The 400 tonne GMK6400 features an innovative single engine power source, 60 metre main boom and new self-rigging Mega Wing Lift attachment. Luffing jib length will be around 79 metres giving a maximum tip height of 136 metres.

Also on the stand was the 40 tonne TMC540 truck crane with 31 metre four-section boom and 13.7 metre offsettable swing-away extension on a four-axle Scania chassis. With a GVW of less than 32 tonnes it can travel without special permits in its target markets.

Manitowoc also launched the first of Potain's new High Performance winches - the 75 HPL 30 - which



Manitowoc Cranes president Eric Echhart in the new ultra cab



Grove TMC540 truck crane



The seven axle 300 tonne Grove GMK6300L

can reach speeds of up to 225 metres per minute when working on two falls. Single line pull is 3,000kg and the company claims it is the first in its class to break the 200 metres per minute barrier. It will be offered on a range of Potain tower cranes.

The world's largest self-erecting crane – the eight tonne capacity Potain Igo T130 – also made its debut. Sharing its main features with the Potain GTMR 386, the Igo T130 offers a number of improvements including easier transport and lower power consumption. It can take its eight tonnes maximum capacity to a radius of 18.6 metres or lift 1.4 tonnes at 50 metres.

The new Ultra View operator's cab was also shown for the first time, a key design change is the relocation of the electrical control panel to a

dedicated space outside and behind the cab, freeing up space for a small table. The cab is also said to be safer and easier to rig, thanks to its ground level screw-in slinging points.

Terex

An impressive Terex stand included several new cranes and telehandlers. Main attraction was the much anticipated, nine axle 1,000 tonne capacity AC1000, said to be the world's most powerful 'boom-on' All Terrain crane. Its two 50 metre 'boom in boom' arrangement gives a 100 metre maximum main boom which can stay on the crane where 16.5 tonne axle loads are permitted such as the UK.

Terex also claims that the AC1000 can be rigged faster than any other crane in its class, thanks to its patented luffing jib rigging system, which minimises the requirements



Some of the Liebherr tower exhibits



The 400 tonne Grove GMK6400

King Lifting's Tristan and Kieron King (centre) travelled to Bauma and finalised the deal with Terex Cranes' director of sales, Europe Barry Barnes and UK regional sales manager Mark Evans



Terex AC1000

for working at height. The crane cab is equipped with an integrated IC-1 touch-screen control system which provides information on wind speed/direction, hook load, nominal load capacity, reach, boom length, as well as calculated and actual outrigger loads.

Also new was the 100 tonne AC 100/4 L long boom, the CTL 440-24 luffing jib tower crane and new carrier and crane cabs for its AC range. Terex says it completed a number of deals at the show including an AC350/6 and two AC40/2 Ls to UK-based King Lifting. The new 350 tonne with 64 metre main boom AC350/6 has a 72 metre luffing jib giving a maximum combination of 125.7 metres.

Sennebogen

Sennebogen had four interesting new machines – the 60 tonne, 42 metre HPC 60 truck crane, the 70 tonne R673 crawler telescopic, the 280/300 tonne 7700 crawler and the 20 tonne, 620HD duty cycle crawler crane.

Dominating the stand was the new Star Lifter 7700 with 140 metres of boom and jib. A key feature of the new crane is its ease of transportation and rigging.



The folding boom 620HD

The 620HD is a compact 20 tonne duty cycle crawler crane based on a folding boom crane that Sennebogen last built around 20 years ago. The crane's main feature is its ability to hydraulically fold the main boom (up to 12 metres long) backwards with the maximum 10 metre long fly jib over the A frame.



HPC 60

The crawler undercarriage can extend from 2.75 metres to four metres, while transport height with the folded main boom is just 3.13 metres or 3.5 metres with the main boom and fly jib. The 620 is also available with a wheeled undercarriage which weighs a tonne less at 22.5 tonnes.



Sennebogen 300 tonne Star Lifter 7700 crawler crane

JCB

JCB unveiled three new telehandlers with the 515-40 - the re-named Miniscopic - the smallest JCB telescopic handler ever at just 1.8 metres high and 1.56 metre wide. The compact 527-58 at two metres high and two metres wide – and the five tonne capacity, eight metre lift height 550-80. While the company said it is working on new telehandlers it would not be drawn into saying whether a 360 degree

model is on the cards. JCB also made news at the show when it won a court injunction to have three products of "Far Eastern manufacturers" removed or covered up from the show for copyright and patent infringements. Preliminary injunctions were served against one telehandler company, believed to be XCMG and two loader backhoe manufacturers.



JCB 527-58

GG Crane

The 42085 e-Tronic double jib tower crane from Belgium-based GG Crane Group certainly created a lot of interest. As well as visually dominating the northern area with its twin 85 metre jibs, the helicopter-like sound of the twin propellers certainly made you aware of the crane's presence.



GG Crane's 42085 e-Tronic double jib tower crane

Individual jib lengths range from 60 metres to 150 metres, giving a maximum span of up to 300 metres on the two metre square tower. The GG Crane was built by German tower crane manufacturer Wilbert using around 90 percent standard Wilbert components.

Patrick Gillis of GG Crane claims a number of advantages to the design, including productivity gains of up to



JCB 515-40

rear of the machine using the upper boom only to a height of 13 metres. Putting the outriggers down, using the platform mounted controls allows the lower boom to be raised and telescoped, converting it to an articulated boom with an up and over height of 8.9 metres and around nine metres of outreach. In all cases the unit has zero tailswing and totally flexible outrigger



CTE 20.13 MP

c&a

Bauma

Terex CTL 440-20 luffing jib tower crane



Patrick Gillis CEO GG Crane

50 percent, better lift capacities and reduced energy consumption. The model on display had a 16 tonne maximum capacity with 2.2 tonnes at 82.5 metres radius.

CTE

Advanced information on CTE's new 23 metre Traccess 230 spider lift created a lot of interest ahead of the show, however no-one, expected the new 20.13 MP – a 20 metre 3.5 tonne truck mounted platform with telescopic riser and boom with a slew ring mounted on top of the lower boom. The MP can be used without stabilisers over the



Out with the UpRight blue and in with the Snorkel orange

configurations including straight down and one-sided jacking. Stowed dimensions are 6.6 metres long with an overall height of 2.7 metres.

Provisional specifications for the 23 metre dual riser, boom and jib Traccess 230 include a working outreach of 11.5 metres, 200kg platform capacity, 2,940kg GVW and overall length of 5,243mm including basket.

Altec

Altec's display included its track mounted, narrow base DB35 crane, work platform and digger derrick. The unit, which was displayed with its auger, can carry a telegraph pole over rough ground, drill a hole, plant the pole and then use the insulated platform to complete the job.

Another new product for Europe was the 36 tonne truck mounted AC36t-38S crane with five section, 38.7 metre boom, plus either a 9.4 metre or 16.8 metre jib providing a 58.5 maximum tip height.

Snorkel

Out with the blue and the future may or may not be bright but it is certainly orange - Snorkel orange. The corporate rebranding sees the UpRight name and blue livery banished to the history books. New products included the X24SD self-drive trailer mounted scissor lift and three metre Pop-Up Drive 10 self propelled.

Other models making their European debut included the 46ft/16 metre T46JRT with two metre jib giving a 12.2 metre outreach. The new lift replaces the Snorkel TB46JRT and the UpRight SB46. Snorkel is planning to launch further articulating and telescopic boom lifts on the same chassis, over the next 12 months.

The new S series electric slab scissors included the critically important 19ft/5.8 metre micro scissors, the S1930E and S1932E. The S1930E is 760mm wide while the lower weight 820mm wide



Snorkel Pop-Up Drive 10

S1932E is almost 140kg lighter. The S series replaces the Snorkel S1930 and the UpRight MX19. Similarly, the S2632E, S2646E and S3246E replace the UpRight X26N, X26 and X32 and Snorkel S2646 and S3246. The S1930E is already in full production, while the other S Series will be phased in during 2010.

Aichi

Aichi launched three new models the 34ft/10.4 metre platform height SP20HD heavy duty boom with 500kg lift capacity and 8.2 metres outreach. The platform has an unusual two metres by 1.5 metres basket with 180 degrees platform rotation. Other than this the new unit is a classic boom with 360 degrees continuous slew. Overall weight is 8,200kg.

The 30ft/ 9.3 metre platform height WZ09ASM is a telescopic alternative to an RT scissor lift similar to the Manitou TP15. Unlike the Manitou it offers an unrestricted working envelope with up to four metres outreach from the front axle when the boom is horizontal, although capacity in this position reduces from 800kg to just 100kg. The platform rotates though 180 degrees to provide up to a metre of lateral outreach and is a weighty 6.8 tonnes

Finally from its domestic Japanese range comes a battery powered 12ft/3.8 metre crawler mounted mast lift, the RM04B pitched as an alternative to 12ft wheeled models, such as the Snorkel/UpRight TM12, JLG12ES and new Skyjack SJ12.

A new range of models was to be launched at the show but they have taken longer than expected to get to market.

Manitou

The big news at Manitou was its supply deal with Terex where it will provide Genie with a version of its mast booms, while receiving Genie's compact RT scissor lifts in return, which it will market as the Maniaccess 100SC and 120SC RT scissors. It also had its updated 46ft/14 metre 160 ATJ+ articulated boom, with 8.95 metres outreach and 400kg platform capacity.



Manitou MT 625T

On the telehandler front, the 17.9 metre lift height 360 degree MRT 1840 Easy has new stabilisers, a self levelling option and new cab. Manitou says that the new 14, 16 and 18 metre models are easier to operate and less sophisticated.

It also launched its latest fixed frame model, the MT 625T, a slightly larger 6.8 metre/2,500kg 'compact' telehandler with a 1.92 metre overall height and 1.82 metre width. Finally the new MHT 780 T Evolution has an eight



Aichi Takashi Shimada, Jaap Zwart and Masaharu Katou with two ladies in traditional Japanese costume on the Aichi stand

Manitou 160ATJ+



tonne capacity and 6.8 metre lift height and is the replacement for the MVT 665 and MVT 675.

Merlo

Centre of the Merlo stand was its new P41.7 Hybrid which claims to be the first patented hybrid eco-telehandler. Merlo is using its EcoPowerDrive transmission on its larger telehandlers which promises a 20 percent reduction in fuel consumption although the P41.7 also offers zero emissions for indoor use with its Hybrid system. Developed in conjunction with Turin Polytechnic, the Hybrid has two power sources, a 55kW Kubota diesel and a 50kW brushless permanent magnet electric motor/generator with lithium ion batteries. Power to the transmission can be provided by the combined diesel and electric motors for maximum effort, or in Hybrid mode where the diesel engine is available on demand to supplement the motor or recharge the battery pack. The all electric mode is of course ideal for indoor applications or where noise is a critical issue.



Merlo P41.7 Hybrid

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130 TON 10x8x10



2002 GROVE GMK5100 10x8x10



2009 TEREX BENDINI TCC45



2008 GROVE GMK4100L 8x8x8



2007 TEREX-DEMAG AC120-1 10x8x8



2001 TEREX DEMAG AC80-1



2009 TEREX PPM AC40-2 4x4x4



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2007 HAULOTTE HA41PX



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1 / 3 - DEMAG AC40-1 6x6x6

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Merlo Cingo PL14 spider

Other products seen for the first time included Merlo's All Terrain aerial lift, the MPR15 and 18 and the larger Cingo PL14 spider lift – the second and largest in a planned range.

Palfinger

Palfinger had two stands – one for its loader cranes and one for its truck mounted platforms. New truck mounts included the P320, a 32 metre model with 25.5 metres outreach and a 700kg platform capacity with a Gross Vehicle Weight of 11.9 tonnes. Also on show was the new 25.6 metre outreach P260B mounted on a 3.5 tonne Nissan chassis.

The PK 23002 SH, PK 27002 SH, PK 34002 SH, PK 19502 and PK 22002 EH High Performance loader cranes all made world premiers.



Palfinger P320 and P260B

The most unusual exhibit on the Palfinger crane stand was the Wemotec SMK320.67, long boom specialist spider crane which uses a Palfinger upper. With stowed dimensions of 4.87 metres long, 1.75 metres wide and overall height of 1.98 metres it boasts a 32 metre hook height and 6.7 tonne 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. The company says that it plans to introduce two further mini cranes later in the year.

Spierings

Almost a quarter of a century after introducing its first three axle crane – the SK345-AT3 – Dutch manufacturer Spierings unveiled its latest and possibly most radical



Wemotec SMK320.67 long boom spider

new model – the SK387-AT3 City Boy with Eco Drive. The most noticeable feature is the single all-in-one operators' cab that serves both as the drivers cab on the road, and tower crane cab. Basic specifications include lifting two tonnes to 36 metres at a 28.5 metres hook height. Alternatively the luffing jib can lift this weight to a height of 53.15 metres. Maximum capacity is seven tonnes at 12.36 metres.

A new compact direct drive 400kW (540hp) electric motor gives continuously variable acceleration up to 80 kph and also serves as an electric regenerative brake. A small, constant-speed diesel engine uses a generator that converts diesel to electric energy which can charge the lithium ion battery pack or help peak capacity to accelerate or drive up a hill.

With the tower raised and the cab rotated to tower crane mode, the truck may be driven with steering, acceleration and braking carried out using the crane's remote control. When rigging the crane, the jib will only start to unfold when the three tower sections are fully extended. During breaks in work and slow operation, the battery is also charged allowing the truck to be driven home.

Also on the stand was the track mounted SK2400-R which has an 18 tonne capacity at 14.6 metres, 42 metres radius (with 5.5 tonne lift) and a 56 metre maximum lift height with the jib raised 30 degrees.

Ausa T133

Ausa unveiled its new compact telehandler the T133 and the slightly larger four wheel drive version the T133x4 which has a height less than two metres and width of



Spierings City Boy



Ausa T133

1410mm. Maximum lift is 1.3 tonnes and maximum height 2.7 metres.

Bobcat

Bobcat showed its new, Dieci-built, 360 degree 'rotary' models, with lifting capacities from 3,500 to 5,000kg and lifting heights from 15.7 to 24.5 metres, total weights range from 13.1 tonnes to 17.5 tonnes.



Bobcat rotary telehandler

Genie

As well as showing off its new 'Manitou' sourced GR26 J mast boom, Genie unveiled its new 17.5 metre GTH-4018SR telehandler and showed its Z-40/23N RJ (electric) articulated booms and the Genie S-65 Trax telescopic boom.

Herkules

Swiss-based Jakob Fahreugbau was showing off its new 30 metre Herkules TD40305 telehandler

Goldhoffer

Goldhoffer displayed its latest designs for transporting wind turbine components.



Farasin

Italian telehandler manufacturer Farasin showed several new rotating cab telehandlers. The 22.45 t eva is a 4.5 tonne, 22 metre model with 130 degrees cab rotation, while



Genie GTH-4018SR



Genie GR26J

the smaller 13.38 can lift a maximum of 3.8 tonnes to 13 metres and has 140 degrees rotation.



Farasin

Ruthmann

Ruthmann launched two new truck mounted lifts, the 27 metre Steiger TB 270 and 20 metre TBR 200 – both mounted on a 3.5 tonne chassis. Both units feature a 105 degree articulated jib coupled with a 160 degrees of platform rotation. Chassis options include the Cabstar, Maxity and even a 4x4 chassis.

Ruthmann says that the show was its most successful ever with a total of 30 units ordered worth over €4.5 million with the TB 270 and TBR 200 accounting for two thirds of the numbers.



Herkules TD40305



Ruthmann TBR200



A-SERIES Articulating Booms



Skyjack's A-SERIES boom lifts boast an industry leading, standard equipped, 360 degree continuous turret rotation, zero tail swing, axle based 4WD, direction sensing drive and steer controls, and a true vertical rise with riser function which prevents drifting forward or backwards. The A-SERIES models are available in two configurations featuring the SJ 46AJ and SJ 51AJ models.

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SKYJACK



XCMG QAY240



XCMG Australia crane ZQ20



undercover

XCMG

Although short of a few stand staff caught in the 'no-fly ash-cloud' XCMG had a large indoor stand with several interesting exhibits. Largest was its six axle 240 tonne QAY240 truck crane but it also had its ZQ20 articulated 20 tonner developed in a joint venture with Australia Crane and Machinery where it is known as the ARC20. Copyright and patent infringement problems kept what was thought to be a telehandler under cover.

Harsco

Newly appointed managing director of Harsco Infrastructure Europe, Paul Kelly, outlined the vision for the \$3bn turnover company which merges the scaffolding and formwork businesses of Hünnebeck and SGB in Europe and Patent in North America.



Paul Kelly

Paus

Paus unveiled a new aluminium trailer crane, the Skyworker PTK31, a 360 degree slew diesel/electric crane with a maximum 1.6 tonnes lift capacity and 31 metre hook height.



Paus Skyworker

Hitachi

Helping out with Hitachi demonstrations was this HX99B-2 tracked boom lift. Weighing 5.4

Hitachi HX99B-2



tonnes the unit has a 9.4 metre platform height and 8.3 metre outreach with 200kg in the basket.



Harsco mastclimber

Sany

Largest exhibit on the impressive Sany stand was the 630 tonne SCC6300 in Sarens colours, specifically designed for the installation of 3MW wind turbines and featuring a 108 metre main boom and 192 metre maximum boom/jib combination. Alongside it was the SCC1800 – 180 tonne crawler aimed at the European market. Also on show was the 55 tonne SRC550 Rough Terrain crane.



Sany SCC6300



Sany SRC550RT

Raimondi

The newly restructured, now Qatari owned, Italian tower crane manufacturer, Carlo Raimondi, showed its MRT 111 with 1.37 tonnes capacity at the tip of its 61 metre jib mounted on a 1.5m x 1.5m tower.



Raimondi MRT111

Moog

Latest platform from underbridge specialist Moog is the MBL1600 capable of a 16 metre outreach when under the bridge.



Moog MBL1600

Cela

Now teamed up with Socage, Cela showed its new 49.4 metre working height TL50 truck mounted platform. Using technology from its fire fighting platforms, the new TL50 has a 300kg platform capacity and 29.5 metre outreach when mounted on a 26 tonne chassis, or 33.5 metres on a 32 tonne chassis.



Cela Spyder 350

Also on the stand was the revamped tracked Spyder 350, a 35 metre working height, 16 metre outreach, large basket spider lift.

Bronto

As well as showing a new tool for testing ground conditions (see innovations) the main attraction on the Bronto stand was its new, world-record breaking 112 metre working height S112 HLA truck platform.

The first unit is mounted onto a Mercedes 76.60 all-wheel drive chassis with five steered axles and a GVW in standard specification of 75 tonnes. Maximum outreach is 33 metres with 25 metres available at a height of 90 metres and 700kg platform capacity.



Bronto S112 HLA

Bluelift

Bluelift unveiled its new 22 metre R220C spiderlift with 10.8 metre outreach, and 3.16 tonnes GVW.



Cela TL50



Bluelift R220C

GSR

Italian manufacturer GSR had several new machines on its stand - three in the Comfort E range - including the 26.2 metre E260 TJ telescopic truck mount with 16.2 metres of outreach and 280kg platform capacity mounted on a 7.5 GVW chassis.

Socage/Cumberland

There was much to talk about on the Socage stand, but the product that stole the show for many was the new 13.5 metre working height, Land Rover mounted lift on a short wheelbase Defender chassis, with low centre of gravity thanks to its clever boom design. Total weight is 3075kg.



Socage Cumberland Land Rover



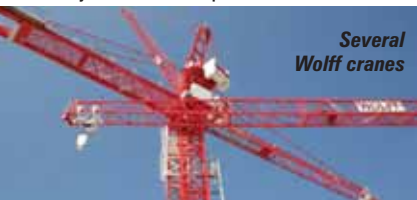
Alfons Thihatmer and Michael Wotschke of Teupen

Teupen

Teupen launched its new Teupen Leo 18GT, a fully reworked model which includes many of the features seen on the smaller Leo 13 GT including the new black iso-cyanide, electrostatic dipped coating chassis finish which doesn't chip, scratch, peel or rust. The company says it aims to create a range of similar machines with working heights up to 20 metres.

Wolff

As well as the new 42 and 50 tonne capacity 630B and 700B luffers which complete its medium to heavy luffing crane range and a brand new System 23 tower system which offers 112 metre free standing height for cranes up to 700 metres/tonnes, Wolffkran introduced the new 8033cross, the big brother of the best seller Wolff 7532cross. The maximum load capacity of the crane is 20 tonnes with maximum jib radius of up to 80 metres.



Several Wolff cranes

Multitel Pagliero

One of the largest new truck mounted platforms was launched by Multitel - the 75 metre MJ 750 with 35 metres outreach and 600kg platform capacity mounted on a Volvo chassis. The first was due to be delivered just after the show. There was also talk of a new 83 metre truck mount. Also seen for the first time was the 22.4 metre working height, 10.25 metre outreach SMX 225 spider lift which weighs just 2,500kg.



Multitel SMX225



Skako Lift stand

Skako Lift

Skako Lift, the new name for Worldlift, owner of Falck Schmidt spider lifts and Denka trailer lifts, unveiled its all new 32 metre heavy duty articulated spider lift the FS320 which weighs under 5,000kg and yet offers around 16 metres of outreach and is priced competitively.

Holland Lift

The Holland Lift stand was stuffed full of new products, most notable of which were the 106ft/32 metre platform height battery powered scissor lift. The new model, sold to Riwal's new German operation, combined new technology with massive battery packs to offer a decent shift time between recharges as well as maintaining the power of the diesel model. The company's new Eco Star models also proved to be highly popular with a good number of orders booked at the show.



Holland Lift

PB Liffttechnik

PB was showing off the talents of its new 4x4 rough terrain scissor range in the form of the S151-19E 4x4. Fitted with a 16kW electro-hydraulic drive system (equivalent to a 25-30kW diesel engine) the machine features 80 degree steering angle, oscillating front axle with 250mm levelling and a height adjustable rear axle (up to 380 mm) - which can be levelled individually as well as in full automatic mode.



PB's 4x4 scissor

Leader

Italian-based Leader launched two new models - the 21 metre truck mounted AJ 21.10 with a travel height of just 2.3 metres and the LC1775 spider lift with 16.7 metre working height weighing 1,950kg.



Sandrino Ferrarini with the new Leader AJ21.10

Jekko

Jekko showed off its new 17 metre SPL 17C spider lift (the same machine as the Leader) but appeared to have more interest in its new, 2.7 tonne SPX 527 mini crane which can take a tonne to more than 13 metres and with jib reach to 17 metres.



Jekko stand and SPX 527

Maeda

Kranlyft made its first sales of the recently unveiled 2.93 tonne Maeda LC383M-5B.

Christer Dijner, managing director of AB Kranlyft (L) with Peter Leeb from Leeb Technik Austria and Ben Kemp from Kemp Netherlands.



MEC

Tucked away in the northern area, MEC showed its new 12 metre/40ft 40S tracked telescopic boom designed in co-operation with a number of Dutch rental companies, alongside its electric Speed Level.

MEC 40S



Youngman stand

Youngman

As well as its Boss range of push around lifts, Youngman had its Ecolite-T mobile lighting tower on display which boast a fuel consumption as much as 80 percent better than its peers.

JLG

JLG showed off its 'similar looking' but almost completely changed E300 series articulated booms.

Skyjack

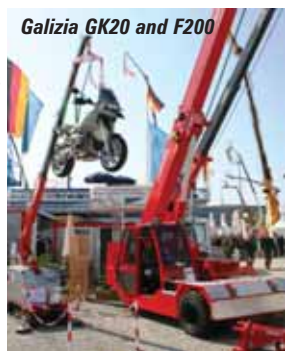
Dave Hall of Skyjack took great delight in showing off the final version of the SJ16 self propelled, mast-type lift which has many nice features including the push-out deck.



Dave Hall and the SJ16

Galizia

Galizia displayed its new GK20 electric crane (lifting a BMW motorbike) and the improved F200 electric.



Galizia GK20 and F200

Imer

First outing for Imer's three model spider range, the LEM 1500, 1800 and the new machine, the LEM 2200.



Imer's new 1500 1800 and 2200 spiders

The **Vertikal** Guide

for buyers and users of lifting equipment



Access Equipment
Cranes
Telehandlers

Vertikal

days

16th & 17th June Haydock Park

www.vertikaldays.net

Bigger and better

The fourth Vertikal Days event opens in a few weeks and promises to be bigger and better than ever with more products on display and more new product launches. The event takes on a more important role this year with no SED and many visitors not making it to Bauma due to the travel problems.

The key point of Vertikal Days is for those who buy or use access platforms, cranes or telehandlers to see and try the latest equipment and most important of all to meet and spend time with suppliers. In addition, the growing number of short seminars allows you to combine your visit with an informative learning experience.

The number of ancillary suppliers is also growing and as a result we have enlarged the 'marketplace' marquee yet again. This year's stands include safety electronics, tyres, batteries, replacement parts, rental/business software and service suppliers.

While this is a small show in comparison to Bauma, it is much more concentrated and if you want to gain the maximum benefit you should consider allowing two days. The show is 'all inclusive' with coffee, soft drinks and pastries on offer all day with a hot lunch provided between noon and 2.30. Entry, parking and all hospitality is free with your invitation or pre-registration.

The Wednesday evening networking event promises to be more popular than ever with up to 500 people attending. Tickets can be purchased through exhibitors.

Show details

Venue: Haydock Park Racecourse, Newton Le Willows, Merseyside WA12 0HQ. (Junction 23 off the M6)

Wednesday June 16th

Doors open 10:00
Lunch 12:00 -14:30
Show closes 17:30
Networking event 18:30 -11:00
(Ticket required)

Thursday June 17th

Doors open 10:00
Lunch 12:00 -14:30
Show closes 16:30

How to register

- On line at www.vertikaldays.net and pick up your badge at the door.
- Obtain a VIP ticket from an exhibitor and exchange it for a badge at the gate.
- Turn up at the gate, complete a form then swap it for a badge.

The Marketplace



Meetings and Seminars

Wednesday 16th June

Launch of the CPA Best Practice Guide on the Maintenance, Inspection, and Thorough Examination of Mobile Cranes

Produced in conjunction with the Health and Safety Executive (HSE), Safety Assessment Federation, the United Kingdom Contractors Group, the National Construction College and ConstructionSkills, the document addresses maintenance and thorough inspections along with the often contentious issue of four yearly proof load testing. The launch will include presentations from the HSE and the CPA and will provide plenty of opportunity for questions from delegates.

Time: 10.30 in the Davies Suite of the Tommy Whittle stand.

Contact: Haydn Steele at CPA – haydn.steele@cpa.uk.net

IPAF Rental Plus meeting

IPAF is holding a Rental Plus information meeting on

Time: 10.30 – 12.00 in Leverhulme Suite 3 of the Tommy Whittle stand.

Contact: Jean Harrison at IPAF – jean.harrison@ipaf.org

Launch of the Best Practice Guide on the Safe Use of Lorry Loaders

The CPA and ALLMI will launch the Best Practice Guide on the Safe Use of Lorry Loaders, which builds on the advice in the revision of BS 7121-4 Code of practice for the safe use of cranes – Part 4: Lorry loaders, produced in conjunction with the Health and Safety Executive (HSE), the Modular and Portable Buildings Association, Safety Assessment Federation, the United Kingdom Contractors Group, the National

Construction College and ConstructionSkills. The launch will include presentations from the HSE, ALLMI and the CPA.

Time: 14.00 – 15.30 Davies Suite of the Tommy Whittle stand.

Contact: Haydn Steele at CPA – haydn.steele@cpa.uk.net

Thursday 17th June

CPA Plant Safety Group Meeting

10.30am to 13.00 in Leverhulme Suite 3 of the Tommy Whittle stand.

Contact: Haydn Steele at CPA – haydn.steele@cpa.uk.net

ALLMI Operators' Forum

The ALLMI Operators' Forum will hold its General Meeting at **10:00 in the Whittle suite**. Providing members with an update:

- ALLMI's affiliation agreement with CPCS
- Launch of the ALLMI / CPA Best Practice Guide
- Development of ALLMI's Appointed Person training course
- Update on BS7121 Part 4 and EN12999
- Update on developments to the ALLMI training schemes.
- Update on ALLMI's Code of Practice development.

Non-member guests are welcome and should contact ALLMI to confirm a place.

Contact: Tom Wakefield at ALLMI – tom@allmi.com

Short Seminars – both days

Higher Concept Syrnix Workshops

Higher Concept Rental software is organising a series of training workshops on both days for its clients in the Newton Stand Café.

Contact: Jane Luther at Higher Concept Software - jane@higherconcept.co.uk

inspHire Masterclass Sessions

inspHire is inviting customers to register for Free Masterclass Sessions available both days in the **Newton Stand Bar**. Ideal for those wishing to expand their knowledge of inspHire hire management solution.

Contact: Karen Miles at inspHire – karen.miles@inspHire.com

Will Leftwich Associates Seminars

Will Leftwich Associates will be holding two seminars on both days also taking place in the **Newton Stand Bar**:

- Surviving the recession successfully presented by Peter Thomas and Richard Mason
- CE marking lifting equipment – impact of the new machinery directive, presented by Nick Williams, Conformance Ltd and Synchronised Business Solutions.

Contact: Will Leftwich – will@wlassociates.co.uk

Top Service - Protecting yourself from bad debt

Top Service will host seminars on both days in the **Newton Stand Cafe**, covering the topic of helping to minimise bad debt.

Contact: Emma Bridges at Top Service emma.bridges@top-service.co.uk



3B6 – Stand 137

Represented by CLE

Access Industries Group – Stand 113

See Multitel

Aichi – Stand 134

On the Ranger Equipment stand will be five Aichi lifts including the 40ft/12m telescopic SP14CJ, one of the first wheeled Aichi booms in the UK, the 13ft/6m SV06CNS micro scissor, the 20ft/6m platform height SV08CNL scissor with four metre long extended platform and the 24ft/8m SV10CWL with its slightly wider chassis and platform. Both mini scissors include AC drive and advanced features. Finally the ultra compact track mounted RM04 mast lift will be on display to gauge reaction.



Alarina – Stand MP9

First-time exhibitor Alarina will unveil a brand new, low-level self propelled scissor lift, the Alas 2100 with 7ft/2.1m platform height and GVW of just 340kg – no more than most push-arounds.



ALLMI – Stand 154

ALLMI is holding a number of meetings and seminars at Vertikal Days and has a stand manned by its members.

Altec – Stand 155

Altec will show its DB34 insulated 'digger derrick' with auger, platform and crane alongside the 14 metre AT130F van mounted lift and the 36 tonne AC36t-38S truck crane with 38 metre main boom.

APS – Stand 146/147

See Omme and Hinowa

Artic Crane – Stand 106

On the City Lifting stand, the new Raptor 84 articulated tower crane will be fully erected to demonstrate its world beating out of service radius.

Ascendant Access – Stand 151

Ascendant will feature models from its growing range of truck and van mounted lifts including its new 20

metre articulated boom Z20 with 9.6 metres of outreach and a 12.5 metre van mount. The company is also looking to expand overseas sales.

Atlas – Stand 154

Terex Atlas is showing models from its popular range of loader cranes.

ATN – Stand 121

ATN can be seen on the Power Lifting stand showing one of its Piaf 810 mast booms and for the first time in the UK and its 12 metre, 4x4 Zebra 12RT boom lift which offers the greatest outreach of any articulated self propelled lift under 50ft.

Avant Tecno – Stand 143

See Leguan

Bil-Jax – Stand 138

Represented by Promax

Bison – Stand 114

See Palfinger

Bizzocchi – Stand 150

Represented by CTE

Bluelift – Stand 126

On the Bravi UK stand Bluelift will show its all new 22 metre C22/11 spider lift, with 11 metres outreach and a total weight of less than 3,000kg.



Böcker – Stand 104

Böcker trailer and truck mounted aluminium cranes and lifts will be on display, possibly with some examples from its new hoist range.

Bravi UK – Stand 126

Bravi will have its new Caddy self propelled stock-picking lift on show, alongside the improved version of



the popular Leonardo low-level self propelled lift which is now available with an outdoor rating. Also take a look at and try the Eddielift Duo lightweight push around lift.

Broderson – Stand 156

On the Cranes UK stand is the eight tonne Broderson IC80 pick & carry crane with a 14 metre tip height and four wheel steer.

Bronto – Stand 100

Bronto will have a 36 metre X36XDT on its stand and will be demonstrating its Loadman portable ground testing device (see innovations Page 59)

Cargotec – Stand 155

Represented by Altec

Cautrac – Stand 133

Cautrac will show its latest 15 metre articulated self propelled rail-road boom lift which offers a number of significant improvements and enhancements.

City Lifting – Stand 106

London-based crane hirer City Lifting is one of the leading tower crane specialists in the UK and distributes Comansa and Artic tower cranes.

Comansa – Stand 106

Represented by City Lifting

Compact Lifting Equipment – Stand 137

The mini crane and glass handling distributor and access rental company will show a two tonne

Jekko pick & carry crane and will launch the new JMG range of pick & carry cranes.

CPA – Stand MP15

The UK's Construction Plant-Hire Association has organised a number of meetings and is launching its latest 'Best Practice' guides.

Crane Safe – Stand MP8

The UK arm of tower crane anti-collision device manufacturer SMIE now offers a wide range of crane safety electronics and systems which will be demonstrated at the show.

Cranes Today – Stand MP10

The crane magazine will be on site along with sister publication Hoist. The company also organises the Middle East and Asian crane safety conferences.

Cranes UK – Stand 156

Cranes UK is the Tadano Faun and Broderson distributor for the UK but also carries a good inventory of used cranes for sale.

Crowland Cranes – Stand MP18

The Zoomlion and Ormrig crane distributor for the UK will be exhibiting in the Marketplace this year with LSI products. It also offers a wide range of replacement parts, crane repairs, testing and engineering services.

Crown Battery – Stand MP17

See Shield Batteries.



CTE – Stand 150

CTE is using Vertikal Days to show off its latest new products including the radical MP20/13 3.5 tonne truck mounted lift. Unveiled at Bauma the lift introduces a new concept to the sector, combining a 13 metre telescopic model with no-outrigger duties with a 20 metre articulated. The eagerly awaited Traccess 230 spider lift will also be a key feature of the stand.

Cumberland Industries – Stand 119

Cumberland will show a selection of its own specialist vehicle mounted lifts, along with products from Socage, including the all new



14 metre Land-Rover based A314 articulated boom lift, a Unimog with 14.7 metre Terex TL42M fully insulated boom, the world premier of its 4x4 Iveco with the 20 metre double articulated Socage DA320 boom and the first UK showing of the 70 metre Socage TJJ70 truck mounted platform.

Custom Equipment – Stand 122

Custom Equipment will show its improved low-weight self propelled lifts, including the 10ft Hybrid S1030 and the production version of the Hybrid S830 ultra compact.

Denka – Stand 116

See Skako Lift

Dinolift – Stand 138

Represented by Promax

Dunlop Tyres – Stand 117

Goodyear-Dunlop is using the show to launch its all-new All Terrain crane tyre, which it says can manage the 16.5 tonne axle loads permitted in the UK. It is hoping that crane companies will consider switching from those tyres which cannot.

Easi-UpLifts – Stand 111

Easi-UpLifts will be promoting its sales division which specialises in young, used aerial lifts as well as its re-rent operation which offers large and specialist aerial lifts and telehandlers on a re-rent basis. The stand will feature a number of units including a 70 metre Bronto truck mounted platform.

Easy Lift – Stand 121

Easy Lift spider lifts on the Power Lifting stand will include the Easy Lift R130, R150, R160 and R210 models with working heights of 13,

15, 16 and 21 metres respectively.

Eazzilift – Stand 122

The British-built push around lifts, including a Mini and Midi model will be on the r2 Access stand.

Eco Crane Solutions – Stand 104

The new company offers environmentally friendly lifting equipment such as the Böcker aluminium crane range.

Effer – Stand 150

Loader crane manufacturer Effer is represented by sister company CTE

Elebia - Stand 154

The company manufactures a unique automatic hook for bulk bags and other standard loader crane loads.

Facelift – Stand 131

Facelift will show some of its niche access products as well as launching and demonstrating the all-new, radically different ZT Safety Systems fall arrest harness system. In addition to demonstrating its effectiveness it will also have a test rig to allow visitors to give it a try.

Falck Schmidt – Stand 116

See Skako Lift

Galizia – Stand 129

The self propelled pick & carry cranes will be on the GGR stand, look for the highly spec'd electric two tonne G20.

Genie – Stand 149

Genie will show a sample of its scissor and boom lifts, along with the 26ft/8m platform height GR26J from its new mast boom range.

GGR – Stand 129

See Unic, Galizia and Paus



Hinowa Goldlift 14.70

Glasboy – Stand 129

See GGR

Giraf Track – Stand 141

The company will show its latest track mounted boom lift complete with 13 metre wide platform and several attachments. A must see exhibit.

Goodyear – Stand 117

See Dunlop

Grove – Stand 153

Grove will show its recently launched 45 tonne three axle City crane, the GCK3045.

GSR Stands 114/115

The company's range of van and truck mounted lifts will be on display on the Skyking stand.

Haulotte – Stand 125

The star of the Haulotte stand will be its new 33ft/10m compact boom lift the HA12CJ. With an overall height of less than two metres, width of 1.2 metres and short riser, telescopic boom and jib (with rotating jib on the CJ+) it is ideal for working in congested spaces.

Hiab – Stand 155

Represented by Cargotek

Higher Concept Software – Stand MP6

Higher Concept Software will demonstrate the latest versions of its Syrnix Hire Management System. In addition to the rental management module, Syrnix also keeps a detailed service and inspection history for all items in the fleet, can issue service and safety inspection certificates while equipment maintenance can also be managed and tracked by the system. The company is also holding its popular Syrnix workshops and technology seminars at the show.

Hinowa – Stand 146/147

Based on the APS stand Hinowa products will include the ground-breaking Lithium-ion powered Goldlift 14:70, the all-new 17 metre Goldlift 17.80XL IIS and 23 metre

III series Hinowa 23.12. A track mounted Hinowa forklift will also be on display.

Hitachi Sumitomo – Stand 152

No products on display this year but distributor NRC will be happy to discuss any deals.

Holland Lift – Stand 132

On the Russon Access stand will be the biggest scissor lift at the show, the 106ft/32 metre platform height Megastar G-320. Also expect to see one of Holland Lift's high-reach narrow aisle electric models with indoor and outdoor rating.

Hy-Brid – Stand 122

See Custom Equipment

HyTower – Stand 121

Power Lifting will show the new HyTower 750 towable push-around lift.

Imai - Stand 142

See Jekko

Imer Direct – Stand 123

First time exhibitor at Vertikal Days Imer will show the IHIMER spider lift range that now extends to 22 metres, along with a hoist from the Maber range. The company may also show one of the new Iteco self propelled lifts.

inspHire - Stand MP19

inspHire will demonstrate its Hire Management Solutions, designed to give the user a comprehensive view of the business, tracking equipment, customers and trends. inspHire's full off-hire service routine with attached test certification helps businesses control their fleets. The system can prevent users from booking equipment without the test certification and includes service scheduling and pre-delivery inspections. Latest developments include Vista Certified CRM with remote synchronisation and MobileWorking using the latest .Net technology, freeing staff to process orders more efficiently with barcode or RFID functionality including features such as on site signature capture.



Haulotte HA12CJ

IPAF – Stand MP12

In addition to hosting an open Rental+ meeting the International Powered Access Federation IPAF is challenging operators to 'Do the Test' held on a course in a special demonstration area. The 'Test' allows operators to demonstrate their skills in doing daily checks, testing safety systems, putting on personal protective equipment (PPE) and driving the aerial lift correctly through an obstacle course. An IPAF-certified instructor will be on hand to assess the operator's performance and to explain, at the end, what mistakes were made and what the correct procedures should be.

IPS – Stand 144

IPS will have one of its parts vans on display with the new van-based IT system that allows computerised sales quotes and delivery notes to be produced on the spot. The van includes a selection of fast moving parts for aerial lifts. A refurbished Pop-Up will demonstrate the company's refurbishment abilities and will be available for sale from the stand.

Isoli – Stand 138

On the Promax stand Isoli will be launching its all new 14.2 metre Land Rover mounted MPT140 articulated boom with 6.7 metres outreach and insulated cage option.

Iteco – Stands 123 & 132

Iteco scissor lifts - now part of the Imer Group - will be on the Russon and Imer stands.

Jekko – Stand 142

Jekko spider cranes will be on Jekko UK stand, while its two tonne pick & carry crane will be on the CLE stand.

JLG – Stand 135

JLG will feature its direct drive ES scissor lift range with the latest

attachments, the 1230ES mast lift, M3369 compact RT scissor, Toucan 10E mast boom, 60ft/20m M600JP Bi Energy boom lift and a 3246ES Rent-Ready+.

JMG – Stand 137

New pick & carry crane manufacturer JMG can be found on the CLE stand

Kalmar – Stand 155

Represented by Cargotec

King Trailer – Stands 114/115

King Trailer will show off its latest trailer designed for efficient aerial lift transport as sold to Nationwide Platforms.

Kranlyft – 135A

See Maeda

Leguan Lifts by Avant – Stand 143

The company will show the latest version of its skid steer booms and spider lifts.

Liebherr – Stands 101/102

Liebherr is out in force again with a wide range of cranes, including the 60 tonne LTR 1060 crawler telescopic unveiled at Bauma and the LTF 1045-4.1 truck crane mounted on a Volvo FM 84 RB chassis. Making its debut is the largest crane at the show, the 350 tonne LTM 1350-6.1 as well as the 130 tonne LTM 1130-5.1 and the 90 tonne LTM 1090-4.1. In the demonstration area the MK 88 mobile self erecting tower crane will be showing how fast and easily it can set up, while the regular tower crane line will be represented by the head of the 250 EC-B flat-top. Instructors from Liebherr's highly successful CPCS training school will also be on hand to discuss courses.

Liftlux – Stand 135

See JLG



Liebherr LTF 1045-4.1



TRACCESS 230

Working height 22,6 m
Working outreach 12 m
Capacity 200 kg

Sales Office

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Fax +39 041 413844



dolo@ctelift.com - www.ctelift.com



Link Belt TCC750

Link Belt – Stand 152

Link Belt will focus this year on its 70 tonne telescopic crawler crane, the TCC750 which is now available with a range of attachments including a man basket and an auger.

LSI – Stand MP18

On the Crowland Cranes stand LSI will show its wireless safe load indicator, anemometer and slew systems which can be easily retrofitted to older cranes.

Maber – Stand 123

One of the company's material hoists will be displayed on the Imer Direct stand

Maeda – Stand 135A

The star of the Kranlyft stand will surely be the new LC383M-5 mini crane which sold so well at Bauma where it was first shown. The Maeda range of spider cranes will also be on display.

Manitou – 117A

The stars of the show will be the new 16 metre 160ATJ+ boom lift with high lift capacity and the compact, fixed frame MT625 telehandler. The new 360 degree MRT telehandlers might also be on display.

Manitowoc – Stand 153

Ask about the CraneStar remote diagnostic/telematics package gradually being fitted as standard on the company's cranes.

MCS – Stand MP13

The company will be demonstrating its rental software systems tailored to companies in the crane and access rental market.

Mentor Training – Stand MP11

Mentor provides operator training for all types of access equipment, overhead cranes and fork lift trucks. Courses are fully accredited by the industry's leading bodies including IPAF and LEEA and can be delivered on customer sites.

Merlo – Stand 136

This will be the first event since the company decided to enter the more mainstream access market with its compact spider lifts and high speed boom lifts. It will also display the latest models from its Roto 360 telehandler line and compact Panoramic straight frame models.

Multitel – Stand 113

Multitel will show its all-new 22.5 metre, two boom spider lift the SMX225. Built in co-operation with Palazzani it offers up to 10 metres of outreach and weighs just 2,480kg. Truck mounted lifts will include an MX 200 on an Iveco 35s11 chassis, an MX225 on a Renault Maxity with inboard outriggers and 10 metres outreach and an MX270 with 13.3 metre outreach and 225kg platform capacity. In the Demo area will be a 35 metre J335ALU with 400kg capacity and hydraulically extending cage.

MTI Lux – Stand MP20

In the Marketplace the tower crane dealer will show a model of its new, own-design flat top crane, the first model of which has now been built.

Myerscough College – Stand MP2

The college which has developed a speciality in cranes and access courses is launching its two year FdSc Heavy Plant Machinery Management and Logistics course at Vertikal Days. The Foundation Degree programme provides a 'hands on' practical learning experience combined with academic study and draws on diverse disciplines from business, science, engineering, IT and logistics.



Multitel SMX225

Specialist IT solutions for the rental industry

“inspHire is
paramount
to our operational success”



Ben James, Managing Director - 1 Up Access Ltd

“Within two days we were up and running with all our plant information ready on the system. I would recommend inspHire again and again. It's easy to use and the reporting is excellent. I can't thank inspHire enough, they really pulled out all the stops”

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Niftylift HR17 Hybrid

Niftylift – Stand 120

Nifty will unveil its new 50ft/15 metre platform height HR17 Hybrid boom lift with environmentally friendly economical power system and award winning SiOPS safety system and Tough Cage as well as a range of its trailer and self propelled lifts.

NRC – Stand 152

See Link Belt and Hitachi Sumitomo

Oil & Steel – Stand 110

Oil&Steel will be talking about its new regional distribution and will have its Octopussy 1401 and 1800 Evo spider lifts on show along with the 20 metre truck mounted Snake 2010 'Rental Edition' mounted on Nissan Cab Star.

Omme – Stand 146/147

On the APS stand Omme will have its 27 metre Omme 2750 RBDJ

spider lift with 15.5 metres outreach.

Ormig – Stand MP18

Represented by Crowland Cranes

Pagliario – Stand 113

See Multitel

Palazzani – Stand 130

On the Tracked Access stand the Palazzani spider lifts will include the 22.5 metre dual telescopic boom TZX225 and a 32 metre telescopic XTJ32. There is also a chance that the new ECO-30 model might be on the stand.

Palfinger Platforms – Stands 114/115

UK distributor Skyking will show the compact, 70 metre Wumag WT700 truck mounted lift with 700kg lift capacity and up to 36 metres of outreach. The unit will be mounted on an MAN chassis with 2.5 metres overall width and 13.75 overall length.

Paus – Stand 129

A Paus aluminium trailer crane will be on the GGR stand.



Omme spiders are on the APS stand



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**PB Liftechnik 4x4
Rough Terrain scissor**

PB Liftechnik – Stand 134

On the Ranger Equipment stand you'll find the 50ft/15m platform height S171-12ES ultra-narrow electric scissor lift. Although only 1.2 metres wide it is certified for outdoor use and offers up to 10.3 degrees of levelling. If all goes well one of the new, highly impressive 4x4 Rough Terrain scissors will demonstrate its amazing abilities.

Platform Basket – Stand 138

On the Promax stand you'll find the new 22 metre Spider 22.10 with 10.2 metres unrestricted outreach. Weighing less than 3,500kg with trailer it features hydraulically extending tracks, a self levelling system and is fully radio controlled. A similarly equipped 18 metre Spider 18.90 will also be on show.

PM – Stand 110

The loader crane company will be on the Oil&Steel stand.

Pop-Up – Stand 127

Pop-Up will show the production versions of its excellent new push



**The Pop-Up
Push range**

around scissor lift range the PUSH6, PUSH8 and PUSH10 with platform heights of 6ft/2m, 8ft/2.5m and 10ft/3m. The new lifts offer numerous improvements over the original models including automatic braking.

Potain

While not confirmed yet expect to see the latest self erecting Potain tower crane on the Manitowoc stand.

Power Lifting – Stand 121

See Easy Lift and ATN

Power Tower – Stand 145

The original push around Power Tower with its 5.2 metre working height will be joined by the self propelled Nano which is also available in a simple push-around version.

Power Scissor – Stand 132

On the Russon Access stand is the new manually operated indoor/outdoor scissor lift with three metre platform height and can now be used with power drill for faster lift and descent. Do give it a try.

Promax Access – Stand 138

See Dinolift, Bil-Jax and Platform Basket

R2 Access – Stand 122

See Custom and Eazzlift

Ranger Equipment – Stand 134

See Aichi, Giraf Track, PB Liftechnik, The Spider Lift Company and Teupen

Russon Access – Stand 132

See Holland Lift, Iteco and Power Scissor

SB Training – Stand MP16

Making its debut at Vertikal Days, SB Training offers a one-stop shop for safety at work training which includes IPAF, PASMA, CPCS, NPORS, and FLT.

Shield Batteries – Stand MP17

Shield Batteries is celebrating its 100th year as a UK manufacturer. Founded in London in 1910 to



Shield Batteries is celebrating its 100th birthday



produce accumulator type batteries in glass jars, it still produces special batteries today. More recently it was appointed as sole UK distributor for Crown deep cycle batteries as used in electric powered aerial lifts. US-based Crown is also offering its CEG range of Gel VLRA batteries for deep cycle applications.

Skako Lift – Stand 116

In partnership with Urban Access, Skako - the new name for Worldlift owner of Falck Schmidt and Denka - will show the recently announced 32 metre 320Z articulated spider lift. The new heavy duty lift not only offers more outreach and up and over height from its compact base, but is said to be priced very competitively. A must see.

Skyjack – Stand 139

Skyjack will have its new SJ16 ultra compact electric mast lift on display along with examples from its scissor lift ranges and its articulated 4x4 boomlifts.

Skyking – Stands 114/115

See Palfinger and GSR

SMIE – Stand MP8

See Crane Safe

Snorkel – Stand 128

Exhibiting under its new global branding the merged UpRight and Snorkel will have a full display, but will highlight the new 46ft/14m T46JRT telescopic boom lift, with two metre jib, 6,400kg GVW and fast cycle speeds. Also look for the new 19ft micro scissor lifts, the S1930E and lighter S1932E - now in full production.



**Snorkel
S1930E**



Socage – Stand 119

Working with Cumberland Industries the star exhibit is likely to be the 70 metre Socage TJJ70 truck mounted platform and the new 20 metre 4x4 Iveco DA320.

Speedy Hire – Stand 112

Speedy Hire is the UK's largest equipment rental company and will display a range of products from its lifting tackle and access equipment ranges. The company also sponsors Vertikal Days and provides generators and fencing.

Syrinx – Stand MP6

See Higher Concept

Tadano Faun – Stand 156

On the Cranes UK stand will be a new 220 tonne ATF220G-5 and a hand-over presentation at the show as well as the two axle 40 tonne ATF40G-2. There is also a chance of a surprise.

Terex Atlas – Stand 154

See Atlas

Terex Utilities – Stand 119

See Cumberland Industries

Test Centrum – Stand 141

See Giraf Track

Teupen – Stand 134

There will be a full line up of Teupen spider lifts on the Ranger stand including the more competitively priced Leo13GT and the first UK showing of the 23 metre 'Facelift' Leo 23GT - one of a new generation of Leo models.

The Spider Lift Company – Stand 134

See Ranger Equipment

The Vertikal Press – Marketplace centre

Providers of information to the lifting industry and publishers of Cranes&Access, Vertikal.net, Kran&Buhne and Cranes&Access Russia.

Thermoil – Stand MP5

Thermoil battery treatment additive is gradually proving its worth as an increasing number of access users appreciate the cost savings and extended battery life it offers. Its biggest problem is that it sounds too good to be true, but users swear by it.

Timbermat - Stand 157

Timbermat offers a wide range of mats and tracking to help heavy equipment such as cranes and large lifts cross and set up on soft ground.

Tinsley Trailers – Stand 103

The company will show the latest developments of its special crane counterweight trailers

Top Service – Stand MP14

The only fully integrated financial information credit rating and debt collection service that focuses in the construction industry with members sharing information on poor and non payers.

Toucan/JLG – Stand 135

See JLG



Tracked Access – Stand 130

See Palazzani

Unic – Stand 129

On the GGR stand will be a full range of Unic Spider cranes including the largest 706, also ask about ATEX certified air-powered models developed in the UK.

UpRight – Stand 128

See Snorkel

Urban Access – Stand 116

See Skako Lift

Versalift – 116A

Versalift has a large display of new products including a 14 metre boom on a Land Rover Discovery chassis, a new City range all-electric lift on Modec electric chassis, a 13 metre semi-electric lift on Iveco Daily, a new fully insulated Xtreme semi-electric 15 metre platform on a Mercedes Unimog U400, a fully insulated 20 metre platform on a Mercedes Zetros chassis and a 13 metre boom on a new 4x4 Daily chassis.

Wienhold – Stand 110

On the Oil&Steel stand the company will show models from its WLK and WLU Material Lift ranges.

WLA – Stand MP7

Will Leftwich Associates is a hands on management consultancy that specialises in helping develop strategic planning for the future as well as guiding a company's growth by merger or acquisition, process improvement, bringing products to market, team building, skills development and training. The company is presenting two short seminars during Vertikal Days – see Seminars and Meetings.

Worldlift – Stand 116

See Skako Lift

Wumag – Stand 114/115

See Palfinger

Wynne Systems – Stand MP4

Wynne Systems provides the widely used Rentalman rental management software used by some of the largest and smallest rental companies around the world.

Youngman – Stand 148

Youngman will have the latest versions of its increasingly popular BossX-Series push around scissor lifts, including the X2, X3 and X3.5. It will also be demonstrating its new BoSS Cam-lock advance guardrail system for access towers, not to mention ladders and podium steps.

ZF Components – Stand MP1

ZF produces transmissions and running gear for a wide range of cranes and telescopic handlers and will be on hand to discuss its support services.

Zoomlion – Stand MP18

Sadly the two Zoomlion cranes destined for the show, a 35 tonne truck and 80 tonne crawler crane will arrive too late to appear, but dealer Crowland Crane has a stand in the Marketplace.

Teupen Leo23GT



Youngman Boss X3X



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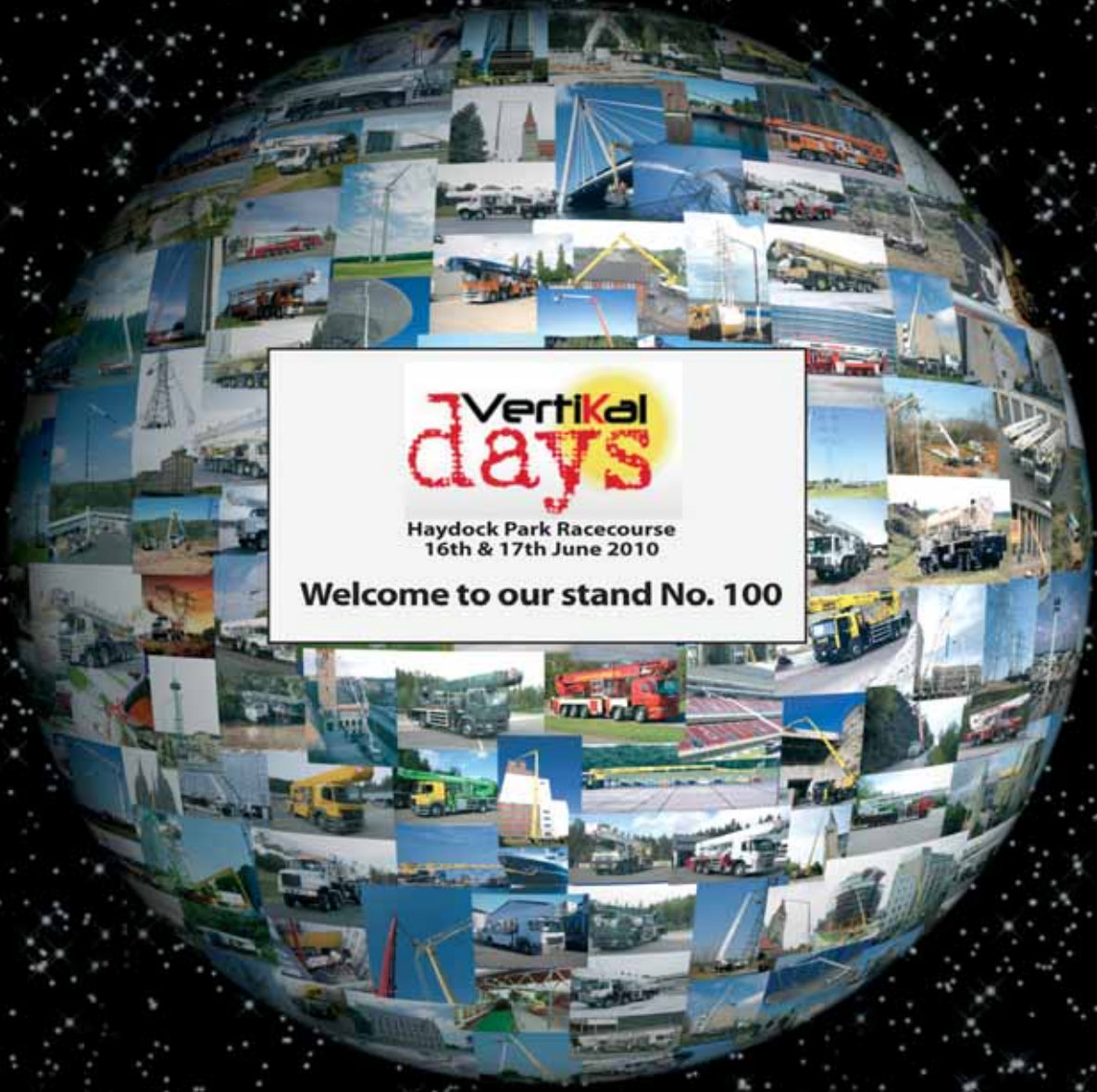
The FALCON SPIDER is available on wheels and crawlers in heights from 29 to 52 metres.

11 m

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Above all



Time Versalift Land Rover

Continued from page 38

Effer

Effer showed at least three new loader cranes including the world premier of this 955.

Fassi

The new Fassi F100T

Time Versalift

Time generated interest in all-electric lifts and 14.3 metre Land Rover unit with 7.3 metres outreach.

Wilbert

Dominating Wilbert's stand was its new - rather large, 128 tonne capacity WT 2405L. Maximum freestanding tower heights are up to 130 tonnes.



Wilbert WT2405L

HAB

German-based aerial lift manufacturer HAB had a very full stand and unveiled a 100ft/33m platform height telescopic boom lift, the T 35 J D4WDL with four section octagonal boom and articulating jib. Also seen for the first time was its 99ft/30 metre, 1.25 metre wide, 600kg capacity S320 -12 E4WDS electric, narrow scissor. CTE has recently been appointed as distributor for Italy, but the company is also looking for a dealer in the UK.



HAB stand



ATN CX15

ATN

French-based ATN continues its product diversification with the launch of its first 4x4 scissor, the 15 metre working height, 700kg capacity CX15.

Zoomlion



Zoomlion QAY400

Zoomlion had a massive stand and included a new 260 tonne QAY260 All Terrain, and 80 tonne and 400 tonne lattice crawler, five new tower cranes and its first Rough Terrain crane, the 34 metre boom, 55 tonne RT550.

Bravi

Bravi reminded everyone who started the small masted platform with its original machine from 1995.



Bravi original and best

Tadano

No new All Terrains on the Tadano stand but following its purchase of Mantis last year there was the 70 tonne telescopic boom Mantis GTC 700 EX crawler.

XJCM

Unfortunately, the stand personnel did not make it from China, but these two cranes including 30 tonne Rough Terrain QRY30 did.



XJCM rough terrain



Hinowa Goldlift 17.80XL

Hinowa

This was the first chance for many to have a closer look at the Goldlift 14.70 Lithium tracked spider. The company also launched the 17 metre Goldlift 17.80XL with the IIS automatic levelling system which works on slopes up to 11 degrees. And automatic one button outrigger stowage.

Kobelco

Kobelco's plans for two handovers - the latest variant of the 550 tonne SL6000 to Dougie McGilvray of Weldex and the CKE800 to Graham Booth of BPH Equipment - were scuppered by the ash clouds. However the cranes looked impressive.



Kobelco weldex

Isoli

Rapidly expanding Italian manufacturer Isoli launched its new 22 metre PT225 HE+ HE and displayed its Land Rover based lift.



Isoli PT225

Unic Cranes Europe

Unic Cranes had a good show taking several orders including this for one for its largest mini cranes, a Unic 706 to Lift Ltd.



Unic 706 sale

Linden Comansa

Linden Comansa had several new cranes including the 21 LC 750 its largest flat-top to date.



IPAF stand

IPAF

IPAF had an excellent interactive stand with demonstrations to highlight the problems of not using the right equipment for a job using a highly skilled acrobat to reinforce the message to the many stand visitors.



IPAF acrobat demonstration

Oil&Steel

Italian truck and spider lift manufacturer Oil&Steel launched its new 27 metre working height truck mounted lift mounted on a 3.5 tonne chassis. The Snake 2714 Compact is unusual in that it mounts the platform onto a connected third axle trailer and not directly onto the truck chassis. By mounting this way it can be driven on B and E driving licenses and is particularly suitable for the Dutch and German markets.



Hitachi Sumitomo 550 tonne 6000SLX

Hitachi Sumitomo

Two large crawlers from Hitachi Sumitomo, the compact and easy to erect 200 tonne SCX2000A, and the 550 tonne 6000SLX available with superlift attachment attracted a good deal of attention.

Link Belt

Link Belt executives struggled to reach the show, but UK distributor NRC was out in force. With three of the cranes heading back to the UK after the show.



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The Summit photo album

Once again by popular demand we include our slightly irreverent photo album from the IPAF Summit and awards dinner. This year's event was held in London, with an evening networking event at the historic Cabinet War Rooms and the Summit and dinner at a major hotel next to St Pauls Cathedral in the City of London. As is often the case we had way too many photos for the five pages that we have available in this issue. If you would like to see more of them please do let us know and we will look at how we might publish the rest. Hopefully the selection we have chosen will portray what a great event it was and just how cosmopolitan it has become. If our any of our offbeat imaginary captions offend anyone we apologise in advance.



"OK Karina smile like this and they'll go away"- Karina Lehmann and Teresa Carlino of IPAF.



Trust Vertical to get it wrong – the backdrop was too high for all but the end of the buffet.



"So who wrote this then?" Phil Graysmark, Lars Petter Godenhielm and Andy McCusker at the AGM.



"Oh come on John I told you only five minutes!" Steve Shaughnessy, Tim Whiteman and John Ball during the AGM.



"Come on Andy we've heard that one before" Andy McCusker of Active chatting with Brad Boehler and Steve Shaughnessy of Skyjack.



"John believe me it won't fit – you'll just have to do two more years!" - John Ball passes the presidents chain of office to Steve Shaughnessy.



"Aghhh I should never have called that woman a bigot" The IPAF council at the AGM.



"Damn I broke a nail - where's that Teresa got to" Karina Lehmann mans the IPAF booth.



The new president – Steve Shaughnessy is congratulated by outgoing president John Ball as Tim Whiteman looks on.



Roger Brown and Ward Bushnell founders of Genie got the Summit off to a strong start.



"Simultaneous Chinese would be nice" Bai Ri of JCHI at the Summit.



"We can really sing where I come from" Joy Jones one of the best HSE speakers ever to address an IPAF Summit.



"Oh I thought it was Karaoke time" Karin Nars of Dino lift asks a question.



"Go on give him one!" Tim Whiteman makes an impassioned point.



"I dare you to come up here and say that!" David Shipman of AFL makes a strong point.



"Stop that Steve it tickles" John Ball and Steve Shaughnessy share a joke.



"So where is this we are going?" Guests including Klaus-Dieter Rösler and Carsten Bielefeld, arrive at the wartime Cabinet War Rooms.



On arrival guests find an occupant left over from the 1940's.



"What on earth is that?" Evaristo Bayona of Mecaplus confronts a typewriter.



"They have brought us to a bunker Arjen" Arjen Snijder of Teupen with Cees van der Kooij of Loxam.



"Its really basic guys" Tony Groat of IPAF/AWPT with Steve Shaughnessy and Roger Brown.



"Mastclimbers and hoistsfor us ha ha" Adrian Bolton of Alimak Hek with John and Alistair Jordan of Rapid Access.



The queen appears to have slipped in unnoticed.. or is it Margaret Caton of IPAF?



"Hey look at me" Florencio Alonso of AP Aerial Platforms SA with Romina Vanzi of IPAF and Rocio Romero also of AP.



"Now I want you all to listen to what I have to say" Our guide briefs the guests on the detail of the Cabinet War Rooms.



Pascal Deher of IPAF France with François Desbriere and Maxime Deroch of Manitou.



Giles Councill of IPAF with Kevin and Alison O'Shea of Mastclimbers LLC



Steve Couling of Versalift with Duncan Howard of Platform Sales.



"Hear-Yea Hear-Yea the bar's open" Jean Harrison of IPAF rings the dinner bell as Peter Cramer of Cramer Arbeitsbühnen looks on.



"I'm not impressed with this underground stuff" Peter Grant of Merlo (centre) with Hans Peter Spielhoff of Spielhoff Arbeitsbühnenvermietung (L) and Rhona Lombardo of Nacanco (R).



"The three nations" Klaus-Dieter Rösler, Carsten Bielefeld, John Ball, Amancio Lebrero and Wilhelm Buchman.



"Oh ! Arjen?" Arjen Snijder of Teupen tries to scare Steve Hadlow while of Ranger Equipment looks on.



"Eh-up lad" (L-R) Harry McArdle of Easi UpLifts, Russell Rowley of R2 Access and Andy Northwood of Ascendant Access.



"Southern Europe rules" (L-R) Rhona Lombardo and Luca Gardella of Nacanco with Macarena Garcia Oliver of Movicarga and Roberto Marangoni of JLG Italia.



"I have a story for you" Oh Oh someone let John ball have the microphone.



Renzo Pagliero and wife of Multitel Pagliero with Michele Hillebrand and Lorenzo Cipriani of CTE.



"Pst... I am an ex president now" Leigh Sparrow of Vertikal with ex president John Ball of Easi UpLifts.



From Spain with love - Macarena Garcia Oliver and Romana Vanzi.



"We are the three musketeers" Gil Male of IPAF, Peter Grant of Merlo and Peter Jones PGJ Business line.



Benito Saporito of Riwal with Wayne Lawson of JLG.



The pre-dinner reception.



John Ball presents the Access Rental company of the year to Lavendon UK- Andy Wright, Peter Douglas and Richard Miller.



"Dancing like your dad" Kevin O'Shea gets a 1940's dancing lesson.



IPAF managing Director Tim Whitman (centre) dwarfed by two safety champions Brad Boehler of Skyjack and Kevin O'Shea of Mastclimbers LLC.



"OK John we have you outnumbered" Matt Fearon, Roger Brown John Ball and Ward Bushnell.



Justin Chadwick of Hendersons Insurance the sponsor of the Networking event welcomes guests to the War Rooms.



"Hurry up Fester" Simon Cracknel of JLG UK and Peter Jones of PJG arrive at the Cabinet War rooms for the pre-summit Networking event



Sandra Franco of Alo Rentals Chile with daughter Catia Zenklussen.

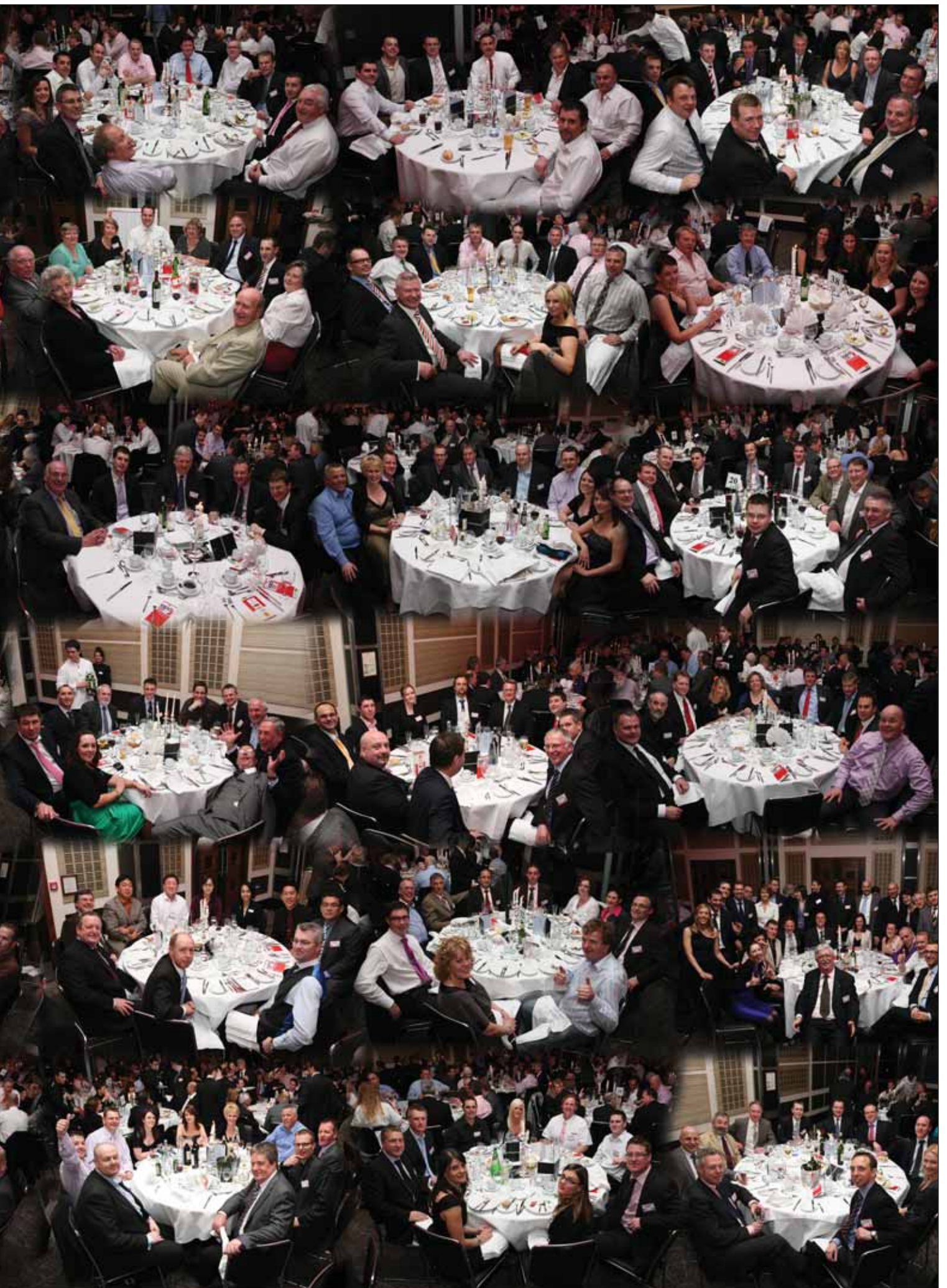


"This is how its done" Chrissie Sloan of R & M Marketing giving a dancing lesson.

And so to dinner

Another record turnout with more than 400 joining the gala dinner and award ceremony.







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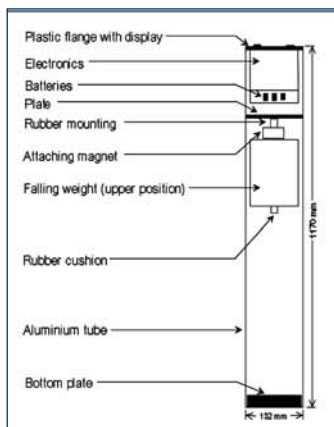
innovations

When we asked the Vertikal team to name the single new product that impressed them the most at this year's Bauma, at least one member immediately named one of the smallest exhibits at the show – the Bronto Loadman.

Given that most accidents with cranes, truck mounted aerial lifts and concrete pumps are caused by outrigger and ground failures, the need to assess ground conditions has always been a concern.

Until recently equipment for testing for underground voids or compaction qualities has been exceptionally expensive while filling a van or truck and largely reserved for specialist road, oil exploration and other geological-based companies.

Bronto - in partnership Al Engineering of Espoo Finland - has launched the Loadman, a portable handheld Falling Weight Deflectometer. Measuring 1.2 metres long by 132 mm in diameter and weighing just 16kg the cylindrical unit has a base plate at one end of the tube while the other houses an accelerometer, electronics, controls and digital read-out as well as the batteries that power the unit. Below these is an aluminium plate that supports an electro-magnet.



The internal details of the device (not to scale)

The internals

Inside the tube there is a 10kg free moving weight with a rubber buffer on one end. In order to use the device it must first be switched on and left 60 seconds to 'prime' itself. The tube is then turned upside down to allow the weight to slide



The device will measure the capability of surfaces - even concrete - to support loads

down to make contact and attach itself to the magnet. The base plate is then placed firmly over the point to be measured. It is important that the plate is in full contact with the ground and sand can be used to even out the surface. The button is then pressed to release the weight which drops to the base plate. The accelerometer records the deflection under the weight along with the length of loading impulse. It is usual to repeat the test in the same place in order to fully record the ground compaction.

The Loadman then gives the following outputs:

- Deflection in mm
- The modulus of elasticity (E or E-modulus)
- The length of loading impulse
- The percentage of rebound deflection compared to the maximum deflection
- The effectiveness of compaction (the ratio of the E-modulus of a second to the first tests)

The results are then compared to the charts that come with the device which indicate - depending on the type of surface - the maximum ground bearing pressure that the surface will support allowing the crane operator for example to decide what size of mat or other spreader structure may be

required. Larger-sized base plates are available for the device to cope with very soft ground. The standard base plate covers most ground conditions on which a crane or large lift might be set up including tarmac, concrete, gravel or other compacted surface.

In addition to checking the localised load bearing capability, the device can be used to check the quality of a compacted platform constructed



The Bronto Loadman and transport case

to support crawler cranes and other large tracked equipment. The device has been tested extensively by a number of research institutes in Europe, the USA and New Zealand since 1993. Most, if not all of the findings indicate that in most applications the Loadman was as effective as the large Falling Weight Deflectometer testing equipment that typically costs €250,000 and more.

The major downside of the Loadman at this stage is its price of more than €12,000. While it is very cheap in comparison to anything that has gone before the price will hopefully come down if and when volumes rise and the unit can go into serial production. Until now it has been produced on a one by one basis. The unit comes complete with an aluminium storage and transport case.



The controls and readout – The red button drops the weight while the green is the reset button used when switching measuring location

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of 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 with 'Innovations' typed in the subject box.

Mini Kavanaghs

Kavanagh Cranes is one of the largest crane hirers in Ireland and operates a fleet of cranes that includes self erecting mobile towers, All Terrain and City cranes of up to 400 tonnes capacity. In common with many of the larger international companies it has started selling branded merchandise and has commissioned two scale models in its colours. These are the Terex Demag AC100/4 and a Nootboom six axle ballast carrier.

The Terex AC100/4 is a four axle 100 tonne All Terrain crane with a 50 metre main boom. The model is made by Conrad of Germany and it is typically heavy and solidly made. Steering of the axles is good, with a large range of movement, although they are in linked pairs so not all of the modes of the real machine can be replicated. The outrigger beams are made of tough plastic and the rods are standard screw threads and do not look as good as the smooth rods now used by on some models.

The two cabs are convincingly detailed with mirrors and lights. At the rear, the counterweight slabs are made of separate pieces, including cheek weights, which gives flexibility in rigging the model. The main slab weights can also be realistically stowed on the carrier if desired.

The five section boom is all metal and telescopes out smoothly. A nice aspect is that the Kavanagh name is painted on each boom section. A bi-fold swingaway

Lifting on the swingaway extension



The ballast carrier looks very smart

extension is also included and this can be configured with the second section folded or extended. It can also be set at two different offset angles which increases the display possibilities. Overall the paintwork and graphics are really good and it is obvious that care has been taken to copy the original machine faithfully.

The Nootboom ballast carrier is a version of the model produced by WSI of Holland. It is towed by an 8x4 Scania tractor, and this looks superb in Kavanagh livery. The detail level is very high, typical with WSI models, with good door mirrors and lights, and the cab tilts forward to reveal the engine. The trailer is very high quality and the detail underneath is excellent with hosing to each axle which runs the length of the trailer. Both the suspension and steering works well and is intricately modelled, with the four steering axles linked together. One axle can be locked up out of service, and there is a spare wheel contained within a holder which has an opening door.

Both these models look great in company colours and will be collectable items for those lucky enough to obtain them. They are sold through the Kavanagh website www.irishcranehire.com



Terex Demag AC100/4 travelling without counterweight



Excellent paintwork and graphics

with the Terex at €185 and the Nootboom at €140. These prices reflect the limited edition nature of these models.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

| | |
|--------------------------|-----|
| Terex Demag AC100/4 | 73% |
| Nootboom Ballast Carrier | 78% |

The Kavanagh model fleet



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ALLMI at Vertikal Days

For the fourth consecutive year, ALLMI will have a presence at Vertikal Days which takes place at Haydock Park on the 16th and 17th June.

ALLMI will be exhibiting alongside a variety of loader crane manufacturers, as well as holding an Operators' Forum General Meeting and a seminar for the launch of the ALLMI / CPA Best Practice Guide. ALLMI executive director, Tom Wakefield, said: "We're delighted to be involved with this year's show and we expect to build upon the success we experienced last year. As well as our presence in the body of the show, we have two important events taking place at Haydock during the 16th and 17th and so we're expecting to see a large numbers of end users in attendance."



C&a

ALLMI focus

"ALLMI fully supports Vertikal Days and it's pleasing to see once again, loader crane manufacturers have chosen to use the show as a platform to promote their latest products."

All ALLMI members and training providers qualify for free show tickets, which provide free parking, a hot lunch and refreshments. For further information please contact ALLMI.

Operators' Forum General Meeting at Vertikal Days

On the 17th June, the first Operators' Forum General Meeting of 2010 will take place at the Vertikal Days. As always, the General Meeting presents ALLMI's operator members with an opportunity to be updated on the association's



activities (this will include an update on the development of ALLMI's Appointed Person training course for lorry loader operations), as well as all technical and legislative issues currently affecting the loader crane industry. Following the meeting, members will have the chance to visit the numerous show stands and demonstration areas, allowing them to view some of the latest lifting equipment to hit the market.

ALLMI & CPA launch Best Practice Guide

On the 16th June, again at Vertikal Days, ALLMI and CPA will hold a seminar to launch their 'Best Practice Guide (BPG) for the Safe Use of Lorry Loaders'. The BPG was produced in conjunction with the Health and Safety Executive, the Modular and Portable Building Association, the Safety Assessment Federation, the United Kingdom Contractors Group, the National Construction College and Construction Skills, and its purpose is to clarify and expand upon the requirements of BS7121 Part 4: 2010 (the new British Standard for the Safe Use of Lorry Loaders) which was released in February this year. The seminar will provide an overview of the BPG's content and will present those in attendance with the opportunity to raise questions and participate in debate relating to any aspect of lorry loader use. ALLMI chairman, Mark Rigby, said: "Both Associations, as well as a number of other bodies, have put a great deal of work into the Best Practice Guide during the last 12 months and so it's very pleasing to see it reach publication. The Guide will serve as an invaluable reference document for all lorry loader users and it will be freely available on both the ALLMI and CPA websites."

For further information on the BPG seminar, please contact the ALLMI office.



ALLMI & CPCS form Technical Advisory Group

In October last year, ALLMI and CPCS formed a temporary agreement that allows ALLMI lorry loader operators to apply for the red CPCS card. In an effort to achieve their aim of further aligning the two schemes, ALLMI and CPCS have decided to form a Technical Advisory Group, the purpose of which will be to produce a proposal for a permanent agreement between the two parties, which will then be put before the ALLMI Board and the CPCS Management Committee for approval. The Technical Advisory Group will consist of representatives from the following Committees, Associations, organisations and industry sectors:

- ALLMI Training Standards Committee
- ALLMI & CPCS Training Providers
- Construction Plant-hire Association
- Specialist Lifting Sector
- Civil Engineering Contractors Association
- Materials Supply Sector
- United Kingdom Contractors Group
- Utilities Sector
- Health & Safety Executive



ALLMI executive director, Tom Wakefield, said: "We're very pleased with the progress that's being made between ALLMI and CPCS, and we see the formation of the Technical Advisory Group as another significant step forward. The Group will represent a broad range of interests and viewpoints and so we're optimistic that the meetings will result in a proposal that suits all parties concerned and that will benefit the lorry loader industry as a whole."

General Meeting review for manufacturers and service agents

On the 15th April, ALLMI held its first General Meeting of 2010 for manufacturers and service agents. Members were provided with a comprehensive trading update, as well as information on ALLMI's current projects, including: ALLMI's affiliation agreement with CPCS, the Association's presence at the Vertikal Days show, updates on BS7121 Part 4 and EN12999, as well as the work being carried out on the ALLMI Code of Practice, guidance on used equipment, a ready reckoner for stabiliser loadings, Engine Management Systems and Whole Vehicle Type Approval. Members were also informed that ALLMI will be building a library on its website of frequently asked questions for all technical and legislative issues relating to lorry loaders.

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Tel: 0845 600 1550
Email: michelle.pentony@easiuplifts.com



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

Web: www.aplant.com
Tel: 0845 600 8573
E-mail: 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 for full listing

Slow learning costs £150,000

An HSE inspector has criticised Rubb Buildings Ltd for not learning the lessons from a fatal accident involving one of its employees. Rubb was contracted to dismantle a temporary airport hangar at Bristol Airport on 16th December 2006. Steven Watson and a colleague were using a boom lift to remove the hangar's PVC tarpaulin roof. Watson was given permission by his supervisor to step on to the roof to cut a hole in the tarpaulin. He was not wearing a harness and as he started to climb back into the platform he fell 10 metres through the hole he had cut in the roof to the concrete floor below. He died at the scene from internal injuries.

The HSE issued a Prohibition Notice for failing to implement a safe system of work, and to stop workers gaining direct access to the roof of the hangar. Inspectors stressed that Watson should not have been allowed to access the roof at any time. He should have been instructed to cut the tarpaulin from the underside of the roof, from the safety of the lift's platform.

In January 2007, the company was contracted to erect a temporary hangar at Sellafield Nuclear power plant. However it was prevented

from starting the job after the site's principal contractor, the Kier Group determined that the method of work and equipment were unsuitable. HSE inspector Steve Frain said: "The principal contractor at Sellafield had no knowledge about the Bristol fatality. It does not appear to me that Rubb Buildings had been proactive in learning the lessons from this tragic accident, despite receiving a letter from the HSE about its failings during the incident and being issued with a Prohibition Notice."

Rubb came before Bristol Crown Court on 13th April this year for the Bristol fatality and was fined £100,000 plus costs of £48,795 after pleading guilty to breaching health and safety at work regulations. In mitigation, Rubb said it had no previous convictions and had entered an early guilty plea and has put a new safety management system in place and reviewed its method statement.

Frain said: "The company failed in its duty to ensure there was a properly planned and supervised

means of working. There should have been no need to work directly on the roof and adequate safety measures must be in place to protect all workers in order to prevent tragic incidents, such as this. Steven Watson should have been properly protected by Rubb Buildings, but instead he lost his life."

The principal contractor at Bristol Airport - Volkerfitzpatrick Ltd - was also prosecuted in October 2009, when it was fined £6,000 plus £10,146 in costs.

Climbing out of a platform onto a roof can be highly dangerous



Who trained him then?

A man with a boat saving the modest cost of a platform by using a makeshift steel scaffold tower to carry out work on the mast. Is all this effort and risk worth the £100 he saved?

Cluttered site/unsafe lifting costs £20,000

John Doyle Construction Ltd of Welwyn Garden City, Hertfordshire, UK has been fined after an employee was seriously hurt when he was struck by steel beams falling from a tower crane. Stephen James, 58, was working as a slinger for the company at a residential development at Wilton Plaza, Victoria in September 2007. James had slung 20, 2.7 metre long steel beams using a twin leg set of chains so that they could be moved across the site. As the load was lowered it hit a piece of reinforcing bar protruding from a first floor slab. The chain legs came together allowing the beams to slip free.

James suffered multiple injuries including severe damage to his right arm and leg and now has a metal plate in his head and has been unable to work since his accident. A Health & Safety Executive investigation found the lift was not carried out in safe manner and the site was congested with building materials, the HSE asserted that there should have been a specified safe zone for lifting the company was fined £2,000 with costs of £17,466

HSE inspector Monica Babb said: "The terrible injuries Mr James suffered in this incident should and could have been avoided. This type of incident illustrates the importance of lifting operations being properly supervised and carried out in a safe manner. The site should have been tidier and there should have been a specific area set aside for lifting operations."

Fatal telehandler accident costs £20,000

A family farm in East Lothian, Scotland, was fined £20,000 after one of its workers was crushed to death by a one-tonne concrete panel being lifted by a telehandler. On 3 June 2008, the man was helping to build a wall for a barn, when the pre-cast concrete panel fell and crushed him. He died from his injuries at the scene.

The Health & Safety Executive investigation found that there had been no risk assessment carried out for the project. While the telescopic handler and the slings and hooks

were all in good order, no suitable lifting attachment had been fitted to the telehandler forks, meaning that it was inevitable that the slings would slip and slide on the forks especially as the panels needed to be rotated into position. Suspending the concrete panel from lifting slings supported by the forks did not allow the panel to rotate freely as it would have done if supported by a crane hook.

Hamilton Famers (East Lothian) of Garvald Mains Farm, Garvald, pleaded guilty to breaching Health



& Safety at Work rules. HSE Inspector Gillian McLean said: "Tragically this worker was needlessly crushed to death because his employers failed to properly assess the risks and implement a safe system of work. The use of precast concrete panels

to build farm buildings is common place as is the practice of farmers 'having a go' at the construction when they are not properly trained or equipped in structural engineering and health and safety practices."

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IPAF works with RoSPA to eliminate training alphabet soup

IPAF is working with the Royal Society for the Prevention of Accidents (RoSPA) on a new initiative that will increase clarity about which health & safety qualifications employees need to have and which training courses they need to undertake.

Launched in May, the National Core Competence Benchmark (NCCB) is a collaborative initiative supported by a wide range of trade associations and is open to any training provider.

A website will be created which lists courses and qualifications that are accredited by trade, safety or examination bodies, ranking them against recognised training frameworks. The initiative also includes "smart card training passports", where contractors can store all training histories online



Trade associations join hands to create the National Core Competence Benchmark.

and on electronically readable cards, allowing quick access and easy sharing of records.

"This initiative is a timely response to confusion and uncertainty among employers as to which training they should choose, the quality of the courses and the levels of competency," said IPAF managing director Tim Whiteman. "IPAF is pleased to work with RoSPA to give employers a viable framework on which to make training decisions."

Vote on mutual status

An Extraordinary General Meeting is being held on 18th June 2010 in Cumbria to vote on IPAF changing its legal status to a mutual organisation. Copies of the EGM notice and the new rules of the Federation have been sent to all members.

In practice, the conversion will not change the way IPAF deals with members and suppliers.

On conversion, IPAF will no longer be a company limited by guarantee that is registered at Companies House. Instead, it will be an Industrial and Provident Society registered with the Financial

Services Authority (FSA) widow/orphan protection.

Having no liability for corporation tax and being subject to the rules of the FSA will provide better protection of any financial reserves that IPAF builds up and enable it to use these funds purely for the purposes directed by members.

How big is the powered access rental market?

The European and US rental markets for MEWPs are expected to improve in 2011, according to the IPAF European Powered Access Rental Report 2009 and the IPAF US Powered Access Rental Report 2009. The European market is estimated at €2.6 billion in 2009, a decrease of 13 percent over 2008, while the US market is estimated at \$6 billion, a drop of 25 percent. The reports can be purchased at the Publications section of www.ipaf.org

Scottish regional meeting

IPAF's first Scottish regional meeting will take place on 29th June 2010 at 18:00 at the Hilton Strathclyde Hotel, Phoenix Crescent, Bellshill ML4 3JQ.

IPAF's regional meetings are an informal opportunity to meet industry associates and to discuss topics of interest. A buffet meal will be provided, for which there is a nominal charge. IPAF members and non-members are welcome and should register in advance at www.ipaf.org/events

PDS events in North and South

IPAF-approved instructors and training centre staff in the UK can look forward to attending one of two Professional Development Seminars in September. The PDS for those based in the South will be held on 21st September 2010 at the Milton House Hotel in Oxfordshire, while the northern meeting will be held on 23rd September at the De Vere Whites Hotel in Bolton. Details at www.ipaf.org/events

All IPAF instructors are encouraged to attend a PDS once a year and earn points toward their continuing professional development programme – required for maintaining instructor status.

IPAF Safety Experience draws in bauma visitors

Visitors who did make it to Bauma took the unique opportunity to walk through IPAF's powered access theme park highlighting the safe and effective use of equipment. Professional artistes illustrated, through lively shows, how MEWPs can offer a safer, more economical way to work at height than ladders and other traditional access methods.



Dr. Katrin Kobe, managing director of Tractel-Greifzug (L), with the award-winning Ladytrac harness modelled by Teresa Carlino of IPAF.



Tractel's Ladytrac harness won the IPAF Design Award for the best designed harness for women. The harness is equally suitable for men. Another harness submitted by ZT Safety Systems was highly commended for its innovative thinking and the fact that no forces are applied to the chest area.

Incident reporting

The IPAF UK Hire Committee is testing an incident reporting form with the aim of drawing out key lessons that can be used to improve safety and best practice. The form is for use by

IPAF members to record incidents that occur to themselves, their employees and contracted personnel. It covers incidents on the member's premises as well as those that occur during delivery and collection of MEWPs from customers' premises or places of work. All information will be treated in strict confidence, with only aggregated results made available to the Committee and other interested parties.



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PASMA takes centre stage at AIF Knowledge Base

Over a period of three days at the recent Safety & Health Expo at the NEC, member organisations of the Access Industry Forum (AIF) delivered a series of debates, discussions and presentations connected with working at height.

In a deliberate break with the past, and with a view to exploring and comparing the various merits of the two methods currently approved by PASMA and the HSE for assembling, dismantling and altering mobile access towers – the AGR (Advanced Guardrail) and 3T (Through the Trap) methods - the association hosted a series of university style debates.

David Tait and Andrew Gray, both recent law graduates from Glasgow University, debated the following motions:

- That 3T is a perfectly acceptable method of preventing falls from mobile access towers;
- That advanced guardrails are the best available option for preventing falls from mobile access towers;
- That industry cannot afford the cost of converting to advanced guardrails.

Tait spoke in favour of the 3T method and Gray in favour of advanced guardrails. The debates were wide ranging and covered, amongst other things:

- Assembly and dismantling times;
- Safety and fall prevention;
- Application and availability;
- Training and logistics;
- Economic viability.

Both Tait and Gray spoke for seven minutes each with a three-minute



Peter Bennett joins the panel to discuss 'Who's the working at height expert - client or contractor?'

rebuttal at the end, and questions were then taken from the audience. The debates are part of an ongoing

process reviewing the two alternative methods.



Law graduates David Tait (L) and Andrew Gray (R) who took part in the tower debates



Jill Couttie and Stuart Hopkins on the PASMA stand in the Access Village

Annual Members' Meeting

The 2010 Annual Members' Meeting will once again take place at Moxhull Hall, Holly Lane, Wishaw in the West Midlands. The date is Tuesday, 13th July. A regular highlight in the association's calendar, the AMM is an ideal opportunity to hear about the association's achievements, its plans for the future and the way in which it is advancing safety and standards generally. It also represents a great way of meeting fellow members and exchanging news and views. For more information, please contact jill.couttie@pasma.co.uk

Delegates will be the first to receive a copy of PASMA's new Annual Review.

PASMA sponsors Safety Award

For the second year running, PASMA sponsored the 'Effective Health & Safety Management' award at the Hire Awards of Excellence organised by the Hire Association Europe. Regarded by many as the industry's ultimate accolade, the winner of the 2010 PASMA award was Lavendon Access Services.

L to R: Roger Verallo, PASMA; Chris Wraith, of Lavendon and Bob Mills

Passing off sparks court case

According to Association News, the online newsletter for the not-for-profit sector, a tradesman has incurred a bill of nearly £2,000 as a result of falsely passing himself off as a member of a trade association. The person concerned - an electrician from York - pleaded guilty to four charges of displaying a trade association logo he was not entitled to use, and one of displaying a 'trust mark' that he was not entitled to use.

The case was brought by York Trading Standards who claimed that the company used quotation forms bearing the logo of the National Association of Professional Inspectors and Testers (NAPIT) and used a trust mark linked to the same organisation. The logo was also inappropriately used on the firm's website.

PASMA managing director Peter Bennett said: "This case exemplifies the need for all association members to remain vigilant about the use of the PASMA logo and to report any suspected misuse to the secretariat without delay. Action will always be taken to protect the integrity of the PASMA brand and the reputation and credibility of members."

Contact details



PO Box 26969, Glasgow G3 9DR
Tel: 0845 230 4041
Fax: 0845 230 4042
Email: info@pasma.co.uk
www.pasma.co.uk

Gentleman,

19th April 2010 (and yes, I should have been at Bauma, too)

The letter entitled 'Poor planning', published on page 62 of the April edition of Cranes & Access, is but a poor - albeit updated - rendition of the famous monologue given by Gerard Hoffnung on 4th December 1958 at the Oxford Union. The original recording, of which I have a copy on LP, can now be obtained on a BBC Audiobooks CD entitled 'Hoffnung: A Last Encore', ISBN 0563536756.

An accurate transcript of the original can also be found at www.bluegum.com/Humour/Assorted/bricks.html. However, although the words on the page tell the story, nothing other than listening to Hoffnung himself recounting the tale can convey the true brilliance of this classic of British humour. It was his timing that stole the show.

With kind regards,

Simon Walker

Dear Sir, Madam,

Since I appreciate your safety awareness items very much, you can't rub it in enough, I thought you might appreciate attached photo of an improvised crane which I saw in action in London last year.

A chain hoist, a ladder and some scaffolding is all you need to unload steel from a truck. Working circumstances were difficult though, a narrow alley close to the Thames made it hard to reach for a crane.

Maybe the photo is good enough for publishing. If so, please go ahead.

Kind regards,

Marcel Riemslog



18th April 2010

Improper use

Just to point out that in your article on page 24 of the latest issue of Cranes & Access on the 'Double Decker does the Lofts', you describe the misuse of a mastclimber where you suggest that the wrap around platform extension is also used for access into the building. If I understand the rules correctly this contravenes the regulations covering mastclimbing work platforms which are not supposed to have passenger access from multiple levels.

Wayne Richards

Bedford

This has also been raised by others and we are expecting an official letter on the subject. We have checked the wording and confirm that it properly reflects the information that we were given. One thing that is clear is that any use of the decks to access the building - assuming it was set up properly - was not intended to convert the platform into a passenger lift. Surely if the use of such an extension to access the platform was the only (perhaps the platform did not run from the ground?) or safest way for workers to enter the platform and a full and a thorough risk assessment was carried out, it would be perfectly acceptable? Please let us have your opinion. Ed

Letters to the editor:

Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK.

We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertical Press Ltd or its staff.

Who trained him then?

Hi,

We receive a copy of Cranes & Access every month and always take great delight in seeing the pictures of health and safety nightmares in the 'Who Trained Him Then?' section. I suddenly remembered we had photos of an incident that would fit quite nicely under this title.

Attached are a couple of pictures of two gents who needed an hour's crane hire and a man to do some maintenance on the rigging on their yacht. They felt that the £100 we wanted to charge to assist was extortionate and decided to do it their own way by erecting a scaffold tower against their mast, precariously perched on bearers across the deck of the yacht and guyed to the pontoon either side. The yacht was sat in soft mud at the time which was fractionally more stable than it being afloat I guess but still unbelievably dangerous!

I hope the pictures are of use to you, I took them myself on a company camera so you are welcome to reproduce with my permission if you would like.

Thanks

Name withheld by request

One of the photos sent in by this reader can be seen on our training page under Who trained him then?

Outrigger cribbing,

I note that in your article on page 21 of the April issue of Cranes & Access you show at least one photograph (the Marchetti crane) of a machine set up with no spreader plates or mats under the outrigger pads. This is odd given the position that you seem to take on this subject - which I and my company fully support. Surely if you are serious about this subject you would not publish pictures like this?

I assume that the photographs come from the manufacturers looking to advertise their products? If so can you not refuse to publish them unless they meet your standards of safety and good work practice? This would then at least focus attention on the subject and help eliminate the idea that this is somehow an acceptable practice?

Yours Truly

Gerry Daniels
Shreveport, LA
(USA)

While we agree with the sentiment of Mr Daniels, it is easier said than done in order for our features and articles to cover the full gamut of products and to be visually attractive we need to show all products and like to use good photography. We do try to eliminate such pictures, but sometimes it is the only one we have, we then try and crop out the offending practice but occasionally it is not possible and we have to either use an offending photo or leave it out.... This particular picture was taken at Intermat and while the outriggers were set the boom was not extended, however mats should still have been used. ed



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Whats on?

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

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Fax: +49 89 949 22 350
E-Mail: miedaner@imag.de
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
www.vertikaldays.net



Platformer Days

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



Europlatform

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Fax: +44 (0) 15395 64686

Email: info@ipaf.org www.ipaf.org

Elevarte

Crane & access event for Spain
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Email: macarenagarcia@giluslan.com
www.elevarte.es

Verticaaldagen Benelux

Benelux lifting event
September 24th-25th 2010
Safaripark Beekse Bergen, Netherlands
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Fax: +31 (0) 84 710 0518
E-mail: info@verticaaldagen.net



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Fax: +44 (0) 1539564686
E-mail: info@ipaf.org www.ipaf.org



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Rockingham Speedway,
Corby, UK
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Apex

International powered access fair
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| 40 t Liebherr LTM 1040-1 | 1997 | 6x4x6 | 30,00m + 14,50m |
| 40 t Liebherr LTM 1040-1 | 1999 | 6x4x6 | 30,00m + 14,50m |
| 45 t Faun ATF 45-3 | 2004 | 6x4x6 | 34,00m + 15,20m |
| 50 t Faun ATF 50-3 | 1997 | 6x4x6 | 38,00m + 16,00m |
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| 75 t Grove GMK 4075 | 2001 | 8x6x8 | 43,20m + 17,00m |
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| 80 t Demag AC 80-1 | 2000 | 8x6x8 | 50,00m + 9,20m |
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| 90 t Faun ATF 90G-4 | 2009 | 8x8x8 | 51,20m + 19,00m |
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| 120 t Terex-Demag AC 120 | 2008 | 10x8x10 | 60,00m + 17,60m |
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| 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 |

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| 50 t Kato NK 500 E III | 1997 | 8x4x4 | 40,00m + 15,00m |
| 130 t Gottwald AMK 126-63 | 1983 | 12x6x8 | 48,50m + 14,00m |

ROUGH-TERRAIN CRANES

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

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|-----------------|-------|----------------|-------------|
| 40 t PPM 40 GMI | 1991 | 4x2x2 | 4 th height |

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|-------------------------------|----------|-------|----------------|
| 3,5 t JCB Telehändler 535-125 | 2007 | 4x4x4 | 12,50 m |
| 5,0 t Terex Ginosift 5022 | 2001 | 4x4x4 | 22,00 m |

YARD CRANE

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| 14 t Demag V73 | 1983 | 4x2x2 | 13,50 m + 5,50 m |
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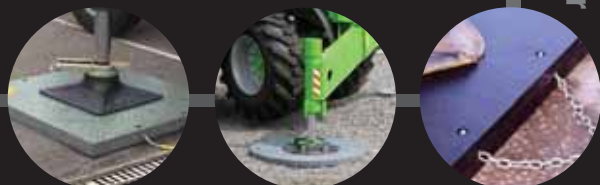
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