

# cranes & access

www.vertikal.net

November 2010 Vol. 12 issue 8

Truck  
mounted  
lifts

Loader cranes

Tower cranes

SAIE  
review







# Put your work above all.

**Workspace and capacity.** The more you have, the more you can do.

Rely on JLG® scissor lifts to help you run **more efficiently** and be **more productive**.

With large platforms, heavy lifting capacities, exceptional mobility, industry-leading duty cycles and quieter operations, they'll take you farther - getting whomever and whatever you need into the places you need them.

Get the **reach** you need, the **reliability** you want, and the **efficiency** the job calls for. With JLG scissor lifts and the JLG customer service and support team.

JLG. Helping you reach your potential.



## On the cover:

A Palfinger Systems marine crane – The Palfinger Group has recently acquired the marine division of Palfinger Systems as well as Dutch davits and deck equipment manufacturer NDM, expanding its marine crane business.



# C & a contents

## 17 Truck mounted lifts



## 25 Loader cranes



## 33 Tower cranes



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

**SUBSCRIBE ONLINE AT:**  
[www.vertikal.net/en/journal\\_subscription.php](http://www.vertikal.net/en/journal_subscription.php)

**BULK DISCOUNTS:** These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

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

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

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

## Comment 5

## News 6

JLG enters the spider lift market and announces a new Toucan, New president appointed at Skyjack, Big Ecostar from Holland Lift, SED closes its doors, €70 million mega order for Terex, Genie launches shipyard booms in China, JCB compensated for copying, new 1,500 tonne jack-up vessel, Palfinger to produce in India, Terex unveils 60 tonne challenger, First Euro 5 van with Versalift platform, CAT buys Bucyrus, Big Liebherr offshore pedestal telescopic, Facelift opens on Tyneside, Emerson invests, Pop Up production moves to UK, Weldex chooses Hyster ReachStackers, JCB launches EN15000 compliant control system, New UK dealer for Altec, Crane Management UK chooses Maeda and third quarter financial results roundup.



## Truck mounted lifts 17

The truck mounted lift was arguably the first form of powered access. Today it can be found in every country even those few places where powered access has yet to make an impact. We take a brief look at its development and delve into the minefield that is the 3.5 tonne truck driver license requirements and equipment. We also compare two unusual new products the CTE 20.13MP and the Cela DT21.



## Loader cranes 25

In recent years, loader crane manufacturers and installers have had to endure more than their fair share of red tape. The latest version of EN12999: 2010 has recently been finalised by the European Committee for Standardisation. While many may complain, the legislation has been introduced to improve safety and reduce accidents. We take a look at the changes and how manufacturers will comply as well as rounding up other loader crane news.

## Tower cranes 33

Now approaching 100 years old tower crane developments have been relatively slow and steady. In recent years there have been some radical ideas some which have caught on, some which haven't. We take a look at some of these developments as well as a number of interesting applications.



## SAIE review 44

Might this year's SAIE show in Bologna be the last at which access companies attend on annual basis? In spite of this being a Bauma year, there was still plenty of new and interesting product launches to see. We bring you the show's highlight in a largely pictorial review.



## Face to face 50

The UK-based Specialist Hire Group brought together all of its crane rental operations under one umbrella on 1st October. This growing crane company, which made it into the UK Top 100 fastest growing private equity funded companies in 2008 and 2009 has another side which includes heavy-duty fork trucks. Mark Darwin travelled north to one of its depots in Wigan, Lancashire to speak with managing director John Chappell.

## regulars

Books & Models 53

ALLMI Focus 55

Training 57

IPAF Focus 59

PASMA 61

Innovations 63

Your Letters 64

What's on 68

On-line directory 74

## In the next C&A

In the next Cranes & Access issue we feature our Annual Rental Rate Survey, we look back on 2010 and another eventful year as well as covering Mobile Cranes for the city and Push Around Lifts.

 **SYRINX**

**No.1 for Hire Software**  
600+ companies throughout the UK and Ireland use Syrinx®



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

Tel: +44 (0) 118 956 9577





Wear a full body harness with a short lanyard in boom type platforms

# Aerial platforms



# IPAF trained operators



# Safe effective work at height



IPAF Approved Training Centres train more than 80 000 operators per year worldwide in the safe and productive use of modern platforms - its PAL Card is recognised everywhere as proof of high quality training.

International safety legislation increasingly demands proper training and your business relies on the productivity of your operators. So insist on IPAF training for operators to get every job at height done effectively and in complete safety.

**Welcomed on  
UKCG sites**

**Contact IPAF for full details now**

Call +44 (0)15395 66700 Email [info@ipaf.org](mailto:info@ipaf.org)

- Find your nearest IPAF Training Centre
- Learn how to become an IPAF Training Centre
- Discover how to join IPAF and how IPAF can help your business

IPAF, Moss End Business Village, Crooklands, Cumbria LA7 7NU, UK  
Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA  
IPAF training is certified by TÜV as conforming with ISO 18878



The world authority  
in powered access



[www.ipaf.org](http://www.ipaf.org)

# cranes & access

The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK  
Tel: +44(0)8448 155900 Fax: +44(0)1295 768223  
email: info@vertikal.net  
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,

Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814

email: info.vertikal@t-online.de

web: www.vertikal.net

Germany, Scandinavia,  
Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,

Corte Lambruschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapoint srl.it

The Netherlands

Hans Aarse

39 Seringenstraat, 3295 RN,

S-Gravendeel, The Netherlands

Tel: +31-78 673 4007 Mobile: +31(0) 630421042

email: ha@vertikal.net

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY. UK

Tel: +44(0)8448 155900

email: pp@vertikal.net

Design & Artwork by:

bp design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2010

The Vertikal Press also publishes:



For users & buyers of lifting equipment  
November 2010 Vol. 12 issue 8

#### Editors:

Leigh Sparrow  
Mark Darwin

#### Associate Editors:

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

#### Sales & customer support:

Pam Penny  
Karlheinz Kopp  
Clare Engelke

#### Production:

Nicole Engesser

#### Publisher:

Leigh Sparrow

**Vertikal**  
Press

The Vertikal Press Ltd.  
MEMBERS OF



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

The Editor,  
cranes & access,  
PO Box 6998, Brackley  
NN13 5WY, UK  
Tel: +44(0)8448 155900  
Fax: +44(0)1295 768223  
email: editor@vertikal.net

# c&a

comment



## Competent or not?

In this our last issue before Christmas we look at the new loader crane standards and the additional safety systems that are now required. Given that overload devices have been on cranes for around 75 years you may well ask why some have not been mandated before.

The new legislation - which requires sensors to ensure that outriggers are fully deployed - focuses on trying to make the hardware 'idiot proof' and compensate for the lack of common sense or competency of an 'idiot' operator. This is battle that will never be won - there will always be a bigger idiot out there. However, experience shows that by giving competent people more responsibility the safer they tend to be. The town of Makkiga in Holland is famous for removing all the sign posts and road markings, making people more responsible/accountable for their own actions. The number of accidents fell considerably.

The key word is of course, competent, a word widely used in the crane and access business. A machine lifting people must have a Thorough Examination every six months, carried out by a 'competent person' - every 12 months for a crane. But try and define 'competent' and you will almost certainly get a variety of answers.

For this reason organisations such as ALLMI and IPAF have developed programmes to certify individuals as competent, while an increasing number of companies choose certified third-party inspectors for their Thorough Examinations. Into this mix are the inspectors who carry out annual inspections for insurance companies. Many loader crane owners assume that an insurance company inspection will suffice as a thorough inspection - after all if they miss something then surely that's the insurance company's problem?

Some of the inspectors sent by insurance companies are well qualified and thorough individuals - 'competent' in every way. However, many are not. Would you risk your company's reputation, the safety of your employees and members of the public on the say so of a person who may know nothing about the type of equipment he is inspecting or who is not even qualified to operate it?

This week a telehandler operator in the UK was fined £7,000 following a fatal accident. While carrying out his daily checks, the operator raised and fully extended the boom. The machine was not on firm, level ground and tyre pressures were low, as a result it tipped over and the forks landed on a parked car with three occupants - killing one and injuring the other two. The operator was diligent enough to carry out pre-work checks, but was this the action of a competent person?

Perhaps it is time to focus on individuals taking more responsibility for their own actions and being truly competent, rather than constantly trying to make the equipment idiot proof?

Mark Darwin

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

**Vertikal**  
.net



# JLG enters the spider lift market

JLG has agreed an OEM badging deal with Italian spider lift manufacturer Hinowa. The deal initially covers four models - the 14 metre Goldlift 14:70 IIIs, the 14 metre 14:72 Lightlift, the Hinowa Lightlift 19 metre 19:65 and 23 metre Lightlift 23:12 - and will see both companies selling these models under their own brand names and through their own distribution networks in most European markets. Initially Germany, Austria and the Benelux markets will be excluded from the deal in order to protect Hinowa's exclusive distribution contracts in these countries.

In other parts of the world JLG will have exclusivity to sell the Hinowa models as JLGs. Tim Morris, JLG global vice president, sales, marketing said: "We believe that JLG will help expand the market outside of Europe for these products as well as providing JLG's European customers with a one-stop shop for all of their access product and aftermarket service needs."



The new Toucan 8E joins the 10E

## And announces a new Toucan

Earlier this month JLG also announced a new six metre platform height Toucan 8E mast boom. The unit has a platform height of 20ft/6.15 metres, outreach of 2.35 metres and an 850mm x 900mm platform with an optional 1.1m x 900mm XL basket available with entrance gates either side.

The new AC direct electric drive machine has a 990mm overall width and 2.10 metres overall length. A key advantage is its 100mm ground clearance and break angle of 25 degrees, allowing it to travel over door thresholds while coping better with loading ramps on transport vehicles. The new model shares a large number of components with the Toucan 10E which started shipping in 2009.



JLG will offer four spider lifts in all but a handful of countries

## Big Ecostar from Holland Lift



Holland Lift is adding two 39ft/12m platform height models to its new compact Ecostar scissor lift range. The 11812 and 11816 use the same components as other Ecostar units, which aim to bring Holland Lift quality to the mini scissor lift market at a price that does not frighten buyers off.

The 11812 is a 1.2 metre wide 2.49 metre long model with similar dimensions to 26ft and 32ft platform height, 46 inch wide scissor lifts offered by all of the major self-propelled lift manufacturers. However it includes an extra scissor stack to provide the almost 40ft platform height. Essentially Holland lift has taken its 32ft (9.7m) model and added a heavier duty scissor stack below.

The 11812 goes head to head with products offered by Iteco and Haulotte and features a 3.3ft/1 metre roll-out platform extension and 300kg platform capacity on both the main deck and the extension. Overall weight is 3,200kg.

The 11816 is similar to the 11812 but has an unrestricted outdoor rating thanks to its wider 1.65 metres (65 inches) chassis. It also has a wider platform to match the chassis. All other components are the same and the machine is a similar weight at 3,250kg. The Ecostar range unveiled in April at Bauma also includes two 24ft/7.9 metre platform height models and two 32ft/9.7 metre models.

The new Ecostar 11812 is an ultra compact 40ft scissor lift.

## Mega order for Terex

Indian-based crane rental company Sanghvi Movers has placed an order worth more than €70 million with Terex Cranes for 12 large crawler cranes. The order includes four 1,600 tonne CC8800 and eight 600 tonne CC2800 models. The official order was signed by chief executive Chandrakant P. Sanghvi at the start of a Terex open day at its plant in Zweibrücken, Germany that attracted 900 customers.

Sanghvi also reported record first half revenues to the end of September were 1.75 billion Rupees, (\$39.2 million) an increase of 7.8 percent on the same period last year. Profit after tax was 445 million rupees (\$9.97 million)

The signing ceremony: (L-R) Doug Friesen - managing director Terex Cranes Zweibrücken, Thomas Hartmann - sales director, Terex Cranes Zweibrücken, Chandrakant P. Sanghvi and Rick Nichols - president, Terex Cranes.



# SED closes its doors

The owners of UK construction equipment exhibition, SED and the publication SEM announced earlier this month that both would be closed effective immediately with all staff being laid off. The move was driven by poor bookings for the 2011 event, following on the heels of a cancelled 2010 show and difficulties at parent RBI. The first show was held 44 years ago.

The UK construction equipment association CEA has said that many of its member companies felt SED's venue in Rockingham was not ideal and will be working with its members to see how it might help them with a suitable showcase in 2011 and beyond.



c&a

news

*The last SED struggled to attract exhibitors*

## Genie launches shipyard booms in China

Genie has introduced two straight boom lifts, the 100ft (30.5m) S-3200 and 120ft (36.5m) S-3800. Based on its existing S100 and S120 boom lifts, the lifts are aimed directly at the Asian shipbuilding market and will be manufactured exclusively at the new Terex Aerial Work Platforms plant in Changzhou, China.

The units - to be unveiled at Bauma China - include a complete hostile environment kit as standard, including cylinder bellows, boom wiper seals, turntable shield, ring gear guard and air pre-cleaner. The platforms on the new lifts include high-strength steel tubing, padded bumpers, steel mesh, a new heavy-duty foot switch and a steel platform rotator shield. The control boxes feature joystick guards, a sealed extra-tough control box cover and angled lid to prevent the accumulation of debris.

An enclosed cable and hose power track with heavy steel covers, is mounted on top of the boom to help prevent impact damage, while all exterior hoses and cables are fitted with fire-resistant sleeves.

The usual composite superstructure covers have been replaced with steel ones with large removable service doors for easy routine service access. They also have integral bump rails and lockable control panel doors.



*The Genie S 3200 is built in China for the Asian shipyard market.*

## Terex unveils new Challenger

Terex has unveiled a three axle 50 to 60 tonne All Terrain crane at its open day in Zweibrücken, Germany. Dubbed the Challenger 3160, the lightweight crane has 50 metres of main boom and will lift more than 35 tonnes to four metres radius yet can meet 10 tonne axle loads if its counterweight is removed. Fully rigged the crane meets 12 tonne axle loadings. The 2.55 metre wide chassis features all wheel steering and the company's new cab that was unveiled at this year's Bauma. Terex says the new crane will appeal to markets where a lighter more roadable crane with long boom is appreciated for taxi crane work.

The Challenger is the second crane that the company has chosen to give a name to, following the launch of the 100 tonne Roadmaster 8000 (now renamed the 5300) in September. It will be the first of a new family of All Terrain cranes that follow a similar principle. The nomenclature used on the new models represents the number of axles and the crane's capacity in tonne/metres - so for the 3160, three axles, 160 tonne metres.

*The new Terex Challenger 3160*



## And new units from China

Terex's joint venture truck crane manufacturer Changjiang of Luzhou, Sichuan, China, also introduced two new truck cranes Bauma China. The Changjiang Toplift 30A is a 30 tonne, three axle model with five section 37.4 metre main boom and eight metre swing jib attachment for 45.3 metres of onboard reach.

The second unit is the 100 tonne (at three metres) Changjiang Toplift 100A, a new five axle crane with 48.2 metre five section telescopic main boom, plus 18 metre swingaway extension.

## New president appointed at Skyjack

Linamar, owner of Skyjack, has announced the appointment of Ken Myers as the new president of the Canadian-based aerial lift and telehandler manufacturer, replacing Steve Shaughnessy who departed in mid-October. Myers - previously group president of Linmar's powertrain division - joined

the company in 2002 from Arvin Meritor, a US-based manufacturer of automotive components. Shaughnessy is also the current president of the International Powered Access Federation (IPAF) which issued a statement saying: "Steve Shaughnessy has agreed to continue his term of office as IPAF President despite his changed professional situation."





The 8,000 tonne capacity Beluga Hochtief Offshore

## 50,000 t/m jack-up vessel

Beluga Hochtief Offshore - a joint venture between Hochtief Construction and Beluga Shipping - has commissioned a special jack-up vessel for the rapid assembly of offshore wind turbines which should go into service in 2012.

The vessel which incorporates a 1,500 tonne (50,000 t/m) at 31.5 metres capacity crane will be built at the Polish shipyard Crist in Gdańsk is expected to install more than 80 wind turbines a year, with a height of over 120 metres in water depths of up to 50 metres. The crane has a maximum payload of 8,000 tonnes.

The EU Commission estimates that investments in offshore wind farms will increase to more than €200 billion by 2030. The British government alone has awarded contracts worth €110 billion for related project developments.

## JCB compensated for copying

JCB has agreed a settlement with an 'Asian manufacturer' following allegations of product copying of its 3CX backhoe loader. The company has received an undisclosed payment and the manufacturer - which has not been named but is one of three that were forced to cover backhoe and telehandler products on their stands at Bauma this year - has agreed to fundamentally redesign its backhoe loader.

Tim Burnhope, JCB's group managing director for product development and commercial operations, said: "This is the fourth incident this year of an Asian manufacturer copying one of our machines and taking unfair advantage of 57 years of product development. JCB is determined to act promptly and decisively in relation to such activities and stamp them out."

One of the covered machines at Bauma 2010.



(L-R) Richard Buttling of PJ Hire and Graham Cartledge of May Gurney/Cartledge with Heath Thompson of Versalift at the hand over.

## Green machine

PJ Hire Services of Chelmsford, Essex, has taken delivery of the first new Euro 5 van to be mounted with a hybrid Versalift mobile work platform. The 5.2 tonne Iveco EcoDaily combines its Enhanced Environmentally friendly Vehicle (EEV) emissions status with a semi-electric access platform which can operate without the vehicle's engine running.

Purpose-built for the street-lighting sector, the unit will be used exclusively by PJ's largest customer, May Gurney/Cartledge, a division of infrastructure support services group May Gurney. Richard Buttling, fleet manager at PJ Hire Services, said: "We are continually looking for ways to make our fleet greener and have worked closely with Versalift to develop this new technology. By combining the environmental benefits of the EcoDaily with a hybrid lifting platform we are setting new standards for the market and delivering a significant carbon saving to our customer."

## New facility in India

Austrian-based crane and access manufacturer Palfinger has invested Rs80 million (€1.3 million) in a 4,000 square metre assembly facility near its existing offices in Poonamallee, Chennai, Southern India.

The facility - which should ship its first units early next year - will initially produce about 200 units a year for countries such as China, Thailand,

Indonesia and possibly markets in the Middle East as well as the local Indian market.

Production will include the new three tonne straight boom PS8000 launched at Bauma China. The unit is targeted specifically at the Asian market and is expected to go head to head with small telescopic loaders cranes such as those built by Unic in Japan.

Palfinger announced the investment at a press conference to launch the appointment of a new dealer. Automotive and logistics specialist T V Sundaram Iyengar & Sons is the new Palfinger dealer for the Tamil Nadu, Andhra Pradesh, Karnataka and Kerala regions of Southern India.

Palfinger moved into India in 2007

with a joint venture distribution business - Star Palfinger Equipment - with Western Auto and Hameed Salahuddin. That arrangement was dissolved in February, following the establishment of wholly-owned Palfinger Cranes India in April 2009, which now operates from nine locations throughout the country and is headed by managing director Subhamoy Ghosh, who joined the company in June from Hyva.



Subhamoy Ghosh MD of Palfinger Cranes India.



First picture of the three tonne straight boom PS8000 launched at Bauma China

## CAT buys Bucyrus

Caterpillar has agreed to buy Bucyrus International for \$7.6 billion in cash, while assuming all of its debt, effectively valuing the deal at \$8.6 billion and making it the company's largest acquisition ever.

Cat is offering \$92 a share, a premium of 32 percent over Bucyrus's closing price at the time of the offer. The deal follows Bucyrus' \$1.3 billion takeover of Terex Mining earlier this year which was recently the subject of a law suit following an attempt by Bucyrus to revalue the deal after the fact.



# Offshore pedestal LTR11200

The superstructure of a Liebherr LTR 11200 crawler crane has been mounted on an offshore jack-up barge for wind farm work making it the largest telescopic crane ever mounted on a barge. Aarhus, Denmark-based ship owner DBB Jack-Up Services worked with Liebherr on mounting the 1,200 tonne capacity superstructure to a specially designed pedestal integrated into the structure of its offshore vessel *The Wind*.

DBB says that the advantage of a telescopic crane compared to a lattice unit is its smaller space requirements and the lower centre of gravity of the crane thanks to the fact that the boom can be completely retracted. These advantages make it possible for a substantial hook height to be achieved from a relatively small barge. The LTR 11200 had various modifications for working at sea including an electric motor in place of the usual diesel power unit which eliminates the need to store fuel on deck; marine standard coatings and protection treatment for the crane's electrics.

Installation on the barge at the Orskov shipyard in Frederikshavn, was completed in a week with the barge going straight to work on the Dutch OWEZ offshore wind farm.



The 1,200 tonne offshore pedestal crane on *The Wind*

## NASC slams scaffold permits

The UK's National Access & Scaffolding Confederation (NASC) has issued a highly critical report of the standard of scaffold permit checks by local authorities.

The Association says that in spite of tough European regulations and all UK scaffolds requiring a pavement licence that is issued from the local or public authority, rogue scaffolders building unsafe scaffolds close to the general public is an all too common occurrence.

A survey carried out by the NASC to find out which criteria a scaffold company was expected to comply with when erecting a scaffold close to the general public revealed that almost every authority was different ranging from just evidence that the scaffolding company held adequate insurance should something go wrong.

Some authorities did ask for evidence of competence, but almost all of the 50 plus permit criteria received from around the country failed to meet legal requirements such as the Health Safety At Work Act 1974, Working At Height Regulations 2005 and the Construction Design Management Regulations 2007.

As a result of its findings the NASC has developed a document detailing criteria and guidance which has been circulated to every authority in the UK, in order to create a consistent standard for scaffolding companies to comply with industry best practice and legal requirements. The document can be viewed and downloaded from the NASC's website [www.nasc.org.uk](http://www.nasc.org.uk)



Niftylift UK sales manager Tim Ward handing over Premier's first HR21 Hybrid AWD.

## First for Premier

Premier Platforms - a new UK aerial lift rental company established by Leigh Farmer in the Midlands - has taken delivery of its first Niftylift HR21 Hybrid 63ft/19m platform height articulated boom lift.

## Access Systems takes new spider

Glasgow-based Access Systems has taken delivery of the UK's first Multitel SMX 225, a 22.5 metre spider lift supplied UK dealer Access Industries. Launched at Bauma earlier this year the SMX 225 has a 10 metre outreach and weighs 2,500kg allowing it to be towed by a conventional 4x4 with standard construction trailer. Other features include 180 degrees platform rotation, a Kubota diesel engine and a 240v electric motor for indoor use. Access Industries says it will be making further deliveries of the SMX 225.



Glasgow-based Access Systems has taken delivery of the UK's first Multitel SMX 225 spider.

## Facelift opens on Tyneside

UK rental company Facelift has opened a new location in Gateshead in the North East. The move has been helped by the recent demise of E.S. Access Platforms - which also included Scotland-based Brogan Access Ltd - taking on a number of staff laid-off by E.S. Access following its closure by the administrator on 15th October.

Bruce Johnson, previously of E.S. Access has been appointed as acting branch manager. A local fleet has been assembled from Facelift's other locations and the company has expressed an interest in some machines from the E.S. Access fleet.





[www.geda.de](http://www.geda.de)

**GEDA**  
ORIGINAL



TEMPORARY INSTALLATIONS

**GEDA**  
TRANSPORT PLATFORMS  
SUSPENDED WORKING  
PLATFORMS

GEDA rationalizes construction work: For transport of persons or material – a versatile orientated platform concept can be individually arranged for every use. Up to 400 m height, max. 3200 kg (persons and material), European type test certified, thousand fold in action at constructions sites worldwide.

**GEDA**  
Dechentreiter GmbH & Co. KG  
D-86663 Asbach-Baumenheim  
Phone +49 (0) 906 9809-0  
Fax +49 (0) 906 9809-50  
E-Mail: [info@geda.de](mailto:info@geda.de)  
[www.geda.de](http://www.geda.de)



Emerson Crane Hire's new Grove 4100L

# Emerson invests

Dagenham, UK-based Emerson Crane Hire has added a variety of equipment to its fleet including a 100 tonne Grove GMK4100L All Terrain crane. The company purchased the four axle unit specifically for its long boom and compact chassis, given its principal markets are ever smaller jobs sites in the London area. The 4100L has a chassis length of just 10.7 metres but boasts a 60 metre main boom and 85 metres of on-board tip height with the offsettable swingaway extension.

Emerson has also purchased a 100 tonne five axle Liebherr LTM1100-5.2, two 40 tonne Terex AC40/2 City cranes, two new spider cranes and a 31 metre/tonne loader crane.

## Pop Up Push in production

The new Pop-Up Push series of push-around scissor lifts is now in full production at Snorkel's production facility on Tyneside. The first 150 units are being prepared for an un-named major UK rental company.

Until now, Pop-Up scissors have been produced in China, but the company's agreement with Snorkel includes the transfer of responsibility for the on-going design and production of Pop-Up products, including the new Push6, Push8 and Push10, as well as working together on other developments. The original Pop-Up models are still available as a lower cost alternative to the Push range.



Pop-Up production at Snorkel's Vigo facility in the UK

## Handling is a breeze

UK-based crawler crane company Weldex has purchased two Hyster ReachStackers to handle large wind turbine components for Siemens Wind Power at the Port of Mostyn in North Wales.

The customised Hyster RS 46-41L CH ReachStackers - modified and supplied by Barloworld Handling – now work like large industrial pick & carry cranes and are said to be faster, more efficient and economical for this job than using crawler cranes and trailers. The units weight 84 tonnes, have a tip height of 18.2 metres and can travel at up to 24kph. The spreader attachment has been replaced with a simple fixed hook and heavy duty swivel. A typical job involves lifting and carrying 100 tonne tower sections from the quay side to the storage area or individually handling 50 tonne hubs.



Two Hyster RS 46-41L CH ReachStackers lift and carry a 100 tonne turbine tower section





JCB's Adaptive Load Control can be fitted to all its Loadall, Teletruk and variable reach Telemaster models

## JCB launches EN15000 compliant control system

JCB has launched a patented, EN15000 compliant Longitudinal Load Moment Control system - JCB Adaptive Load Control - ensuring that all its telehandlers, including its Teletruk and Telemaster models meet new EU legislation. Telehandlers with side mounted engines and the Telemaster range are fitted with a proportional cut-out for the hydraulic functions to reduce dynamic loading when the load is stopped, while keeping cycle speeds as high as possible.

Other models have a two stage version fitted which first slows the function speed and then stops it completely when the load reaches its limit. In both cases the operator always has the ability to retract or raise the load to reduce outreach and return to a safe operating condition. The Adaptive Load Control is automatically deactivated when the machine is on the move or with the boom fully retracted and is re-activated when it stops travelling and the boom extended, ensuring the machines' performance is not compromised when being used for tasks such as loading shovel duties.

## Crane Management UK chooses Maeda

C&A

news

Thetford, Norfolk-based Crane Management UK - owned by Doug Genge of Falcon Crane Hire - has purchased six, 2.8 tonne capacity Maeda MC285 CRM(E) spider cranes. The cranes have gone straight to work on a major regeneration/cladding project in East London with one of the UK's leading cladding companies, M. Price of Enfield. All are equipped with single fall hook blocks and extended cable remote control units to enable the lifting of loads from the ground when located on the building roofs up to 35 metres high.



The MC285 has a hook height of up to 8.7 metres and weighs less than two tonnes

## New UK Altec dealer

Kettering-based Cumberland Industries is to represent US-based aerial lift and crane manufacturer Altec in the UK. The announcement follows the termination of Cumberland's agreement with Terex Utilities last month. Cargotec, the previous Altec distributor ceased representing the company at the end of September as part of its restructuring. The agreement is to be officially finalised in the coming weeks. In the meantime, Cumberland has sold its first unit - an AT36/40 insulated platform mounted on a Unimog U400 - to CE Electric for delivery in March.

# SYRINX<sup>®</sup> No.1 for Hire Software

600+ companies throughout the UK and Ireland use Syrinx<sup>®</sup>

- ▲ Straightforward & easy to use
- ▲ Contract Management & History
- ▲ Automated Invoicing
- ▲ Purchasing & Sales
- ▲ Service, Repair & Inspections
- ▲ Operated Hires
- ▲ Customer Servicing
- ▲ Cash Hires & Payments
- ▲ Customer Relationship Management



*"After a disastrous 3 months with our initial supplier we switched to Syrinx and within 1 day we were up and running with all our plant information on the system. I would recommend Syrinx again and again, it's easy to use and the reporting is excellent. I can't thank Higher Concept Software enough, they pulled out all the stops when we really needed them."*

Ben James, Director - 1 Up Access



SYRINX

www.higherconcept.co.uk Tel: +44 (0) 118 956 9577

# Latest results

The end of September completes the third quarter for most companies (the full year for JLG) and it is encouraging to finally see a string of positive numbers. Full results for each company can be found on [www.vertikal.net](http://www.vertikal.net)

## JLG up 250% for the year

JLG has reported its full year results to the end of September, which show full year revenues increased 250 percent to just over \$3 billion, producing an operating income of \$97.3 million compared to a loss in 2009 of \$1.16 billion.

In the fourth quarter, access and telehandler sales (excluding \$151 million of Oshkosh military parts) rose almost 58 percent to \$385.8 million, while operating income was \$7.3 million compared to a loss of \$49.1 million for the same quarter in 2009. The result includes \$6.7 million of restructuring and rationalisation costs involved with moving Jerr Dan production into JLG's production facilities. The company's order book at the end of September was \$197 million compared to 108.3 million a year ago. JLG says that sales of new access equipment in North and South America experienced triple-digit percentage growth in the fourth quarter.



## Lavendon on the rise

The Lavendon Group, Europe's largest powered access rental company, has reported a positive upward trend since mid-year with revenues up three percent on last year. Lavendon's largest operation in the UK saw revenues up five percent in the four months with both utilisation and pricing levels improving. Revenues in France and Belgium jumped 23 percent on last year, while Germany was flat and Spain and the Middle East posted declines.

## Palfinger up 41%



Palfinger reported revenues of €167.5 million for the third quarter, up 41 percent on last year, while nine month revenues increased 20 percent. Pre-tax profits for the quarter were €7.5 million, compared to a loss of €2.1 million last year with a similar improvement year to date. It now looks as though mid 2009 may have been the low point of the current cycle for the company.

## Orders jump at Cargotec

Order intake rose 40 percent at Cargotec industrial and terminal - Hiab loader cranes and Kalmar reach stackers - to €389 million. At the same time revenues for the quarter were up 15 percent to €379 million and operating income €16 million, compared to a loss of €7.3 million in the same period last year.



## Terex Cranes remains in profit

Third quarter revenues at Terex cranes fell further than expected, dropping 15 percent to \$368 million, although the company remained in the black both year to date and for the quarter, with operating income for the three months to end September at \$3.4 million compared to \$18.8 million last year. The order book was \$671 - down 33 percent on a year ago however it was up \$10 million on the second quarter 2010.

## Genie back in the black

Revenues and profitability continue to improve at Terex AWP with third quarter revenues up over 41 percent to \$280.9 million, while the company made an operating profit of \$14.3 million compared to a loss last year of \$49.5 million. The backlog as of the end of September was \$273.7 million almost double that of last year and up more than 45 percent on the second quarter.



## Bronto down 26%

Finnish-based truck mounted lift manufacturer Bronto has reported third quarter revenues down 26 percent to €20.3 million, while order intake fell just over 19 percent to €21.1 million and operating profits were cut from €2.3 million to €1.4 million. Order intake for the full year is up seven percent to €72.7 million.

## Manitowoc Crane slips 8%



Manitowoc Crane has reported third quarter revenues of \$438.8 million, down eight percent on the same quarter last year. Operating profits were down just over 20 percent to \$16.2 million. The crane backlog as of the end of September

was \$448 million down 15.6 percent on the quarter.

## Ramirent up 9%

Finnish-based international rental company Ramirent has posted third quarter revenues up 8.8 percent to €140.9 million while pre-tax profits increased almost 60 percent to €12 million.

Geographically Sweden and Norway were up, Finland and Europe Central roughly flat, while Denmark and Europe East saw substantial falls in revenues. All of the company's entities remained profitable except for Europe East which lost €4.7 million, although this loss if half the level recorded this time last year. Ramirent has so far spent €35 million on new rental equipment.



## Harsco Infrastructure

Harsco Infrastructure the access rental and formwork business has reported third quarter revenues down nine percent on the same quarter last year at \$254 million with an operating loss of \$13.4 million compared to a loss of \$22.5 million last year. Harsco chief executive Salvatore D. Fazzolari said: "We are taking steps to right-size this business under new leadership, to address the on-going market challenges."

## Skyjack improvement continues

Skyjack's owner Linamar has reported a strong improvement in the third quarter in terms of sales and profits.





Andrew Snow (L) with Mark Ambridge and the new AC 100/4L

## 100 tonne Terex for NMT

Bedford-based NMT Crane Hire has taken delivery of the first 100 tonne Terex AC 100/4L All Terrain crane to be delivered in the UK. Launched earlier this year, the compact four axle 100 tonner boasts a 59.4 metre main boom plus a 10 to 19 metre bi-fold swing-away extension, providing an on-board tip height of 82.4 metres all carried within 12 tonne axle loads.

The UK's maximum 16 tonne axle loads means that the AC 100/4L can travel with up to 21.3 tonnes of counterweight in addition to the full boom extension. NMT is also waiting for delivery of a 1,000 tonne Terex AC1000 complete with 126 metre luffing jib.

## Insulated Isoli for Morocco

Three Isoli 16 metre truck mounted telescopic PT 165 boom lifts with insulated platforms have been shipped to a municipality in Morocco for tree trimming and lighting work. The units are mounted on Peugeot Boxer 3.5 tonne chassis.



Isoli has shipped three PT165 on Peugeot Boxer chassis to Morocco

## Essex acquires Coast Crane

Essex Crane has announced that has acquired the assets of Coast Crane from chapter 11 bankruptcy. Essex will pay around \$80 million for Coast's assets, which reflects a significant discount to the replacement value of Coast's assets. Approximately \$48 million of which will be financed by a new credit facility. The transaction has been approved by Essex's board of directors and is expected to close by the end of the year.

## New larger flat top from Comansa Jie

Comansa Jie, the Chinese joint venture tower crane manufacturer owned by Comansa of Spain and Jie Holding Group, is launching a new 18 tonne CJ 550 flat-top tower crane at Bauma China. The new crane, the Chinese company's largest flat top to date, will have a maximum free standing height of 79.2 metres and a maximum jib length of 80 metres.



The new Comansa Jie CJ550 on test at the company's plant


STRONGER THAN EXPECTED





[www.spieringscranes.com](http://www.spieringscranes.com)  
 Merwedestraat 15 5347 KZ OSS The Netherlands Tel +31 412 697777

SK2400-AT7 : Tip load 5.500 kg Max. load 18.000 kg  
 Jib length 42 m Max. Hook height 56 m



Consider the possibilities...

[www.maedacranes.com](http://www.maedacranes.com)

# CHANGE MAKES US STRONGER



UpRight

## UpRight

HAS CHANGED TO

## snorkel

FIND OUT MORE AT [WWW.SNORKELIFTS.COM](http://www.snorkellifts.com)



• **Pon**, the Dutch-based sales and rental company is closing its **Cat Rental** stores in Denmark and Sweden due to low prices and losses.

• **Brian Black** has joined **Teupen USA** in Charlotte, North Carolina as director of sales for North and South America.



Brian Black

• **Caterpillar** has reported third quarter revenues up 53% and is cautiously optimistic for 2011.

• **United Rentals**, the world's largest equipment rental company, has posted another positive quarter.

• **Hertz Equipment Rental** has reported third quarter revenues up marginally on last year.

• UK-based **HSS** has reported third quarter revenues of £44.6 million, up 14 percent on last year.

• **Western One Equity**, the Canadian rental company operator, has reported third quarter revenues and earnings up 45%

• **Hertz Equipment** has acquired **Western Machinery**, an equipment rental company in Hawaii.

• Finnish-based crane rental company **Havator** has acquired Swedish crane company **BinSell i Uppsala**.

• Telehandler manufacturer **Wacker Neuson** has reported third quarter revenues up 31 percent.

• Singapore-based **Ezra Holdings** has acquired a 60,000 sq m offshore crane fabrication facility in Houston.

• **Mark Butler** owner of UK-based aerial lift company **Zenith Aerial Platforms** passed away in November aged 58.



Mark Butler

• **Speedy Hire** reported an improving trend and higher rental rates while year on year comparisons remain negative.

• **Pagliari Multitel** has confirmed the appointment of **Eurosupply** as its distributor for Holland.

• Las Vegas-based **Ahern Rentals** has reported an 11% increase in third quarter revenues.

• **Liebherr** has installed its second MTC 78000 heavy lift offshore crane on the OSA Sampson.

• **Cargotec** has acquired Swedish installation and service company **Hallberg-Ivarsson Hydraulik & P byggnad**.

• Brazilian-based **Mills Group** is rapidly expanding its access and telehandler rental division.

• Singapore-based **Tat Hong Heavy Equipment** has acquired a 70% holding in **Hup Hin Transport**.

• US-based crane **Manitex** has reported third quarter revenues of \$66.3 million, up 62 percent on last year.

• **Vesa Koivula** chief executive of Finnish-based rental company **Cramo**, has been appointed a director of **Marinetek**.

• **David Bristow**, previously with **Skyjack** has joined **Xtreme**, the Las Vegas-based telehandler manufacturer.



David Bristow

• Austrian crane and access company **Prangl** has been rated as the 14th best company on the annual ALC credit worthiness ratings.

• **Snorkel** has confirmed the appointment of **Thang Uy Trading & Service** as its distributor in Vietnam.

• **Euro Auctions**, the construction equipment auctioneer, is opening a new permanent sale site in Valencia, Spain.

• Mastclimber and hoist manufacturer **Alimak Hek** is to open a new regional sales office in Brazil.

• A team sponsored by aerial lift manufacturer **Bravi** won the **Volvo Laser SB3** world sailing championships.

• **Liebherr** has delivered its 50th mobile harbour crane in Russia since 1996.

• Dubai based access rental company **Manlift Group**, has opened a new location in New Delhi, India.

• **Essex Crane's** third quarter results show further revenue declines and higher losses, but utilisation is up.

• German-based spider lift manufacturer **Teupen** has appointed **Frank Rosin** to cover North Rhine-Westphalia.



Frank Rosin

• Louisiana, USA-based **H&E Equipment** has reported improved third quarter rental revenues, while losses grow.

• **IPAF** has called for action to ensure that only trained individuals use aerial lifts following an accident at Notre Dame University, Indiana, USA.

• **Swift Access** of Stoke, UK, has gained the **IPAF Rental Plus** quality certification.

• US rental company **NES Rentals** is acquiring aerial lift specialist **Ballard Equipment** of Chattanooga, Tennessee.

• **Michael Nolan**, former CFO of **United Rentals** has been sentenced to three years' probation.

• Italian crane maker **Locatelli** has delivered 20 Rough Terrain cranes for work on the widening of the Panama Canal.

• Finnish-based aerial lift manufacturer **Dinolift** has appointed **Zip-Up Svenska** as its new distributor in Sweden.

• **Federal Signal** - owner of **Bronto** - has appointed **Dennis J. Martin** as president following the resignation of **William Osborne**.

• A new **Moog** underbridge inspection platform has been commissioned on India's largest cable stayed bridge.



• **Coates Hire** of Australia has acquired the assets of **Millennium Access Rentals**.

• Finnish-based international rental company **Cramo** has reported a positive third quarter with YTD sales up 4.4%.

• UK-based **Ladderstore** has been appointed an approved training centre by the **Ladder Association**.

• **Cramo** is acquiring **Lambertsson Oy's** rental fleet while its owner, **Peab** will buy **Cramo's** operated fleet in Sweden.

• UK-based **Kimberly Access** has appointed **Les Darby** as its national service manager.

• **Snorkel** has appointed Oslo-based **Knutsen Maskin** as its new distributor for Norway.

• **Oshkosh** has officially opened its new **JLG** manufacturing plant in Tianjin, China.

• **Kier Plant** is to go ahead with its proposal to lay off all of its directly employed crane operators.

• **Tech/Ops Sevcon**, the motor controller manufacturer, has won a research and development grant in the UK.

• UK-based **Speedy Hire** has supplied an on-site rental facility to **Al Futtaim Carillion's**, Cairo Festival City.

• US rental company **RSC** has reported third quarter revenues up almost 6%, with rental up 7.4%.

• UK-based **Lyte Ladders & Towers** has relocated to a new production facility in Swansea.

• **Terex** has said that it will invest \$1.7 million in a European Business Services Centre in Dungannon, N.Ireland.

• Wire rope manufacturer **Bridon International** has appointed new services division manager, **Gordon Kells**.

• German-based crane rental company **Knaack** has purchased two new 600 tonne **Liebherr LR 1600/2** crawler cranes.

• Employees at the **Atlas** loader crane plant in Germany have held two strikes against changes in working practices.

• **Tanfield**, owner of **Snorkel**, has given 60 day exclusivity on its **SEV** electric vehicle division for \$1 million.

• **Haulotte** has announced another quarter of growth, with revenues climbing 20% compared to last year.

• Italian platform manufacturer **CTE** has appointed two new sales managers **Massimo Franceschi** and **Feliciano Gentilini** for Italy/Europe and South America.



Massimo Franceschi

Feliciano Gentilini

• The Spider division of **SafeWorks** has opened a new operation centre in Panama City, Panama.

• **Tanfield**, owner of **Snorkel** has dismissed a bid from **Liberty Electric** cars as having no merit.

• Swedish Steel company **SSAB** is to add a research and development facility to its Kunshan, China plant.

• **Skyjack** has sold the rights to manufacture and sell replacement parts its straight mast fork truck line.

• **Konecranes** has agreed to buy **WMI Cranes**, the Indian-based industrial crane company.

• UK-based access rental company **Blade Access** has been sold and renamed **Blade Access Specialists Ltd**.

• UK crane rental company **Emsley Crane Hire** has agreed to sponsor **Harrogate Rugby Club**.



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





**BOOM LIFTS** | ULTRA DECK SELF-PROPELLED

**MEC TITAN 40-S**



Your material load here!

**For sale at:**



**+31 78 652 17 65**  
[platformsaleseurope.com](http://platformsaleseurope.com)



# 3 in 1

- lifting capacity (1800 kg) of a telehandler
- platform dimensions (6,70 x 2,28 m) of an Ultra-Deck scissor lift
- outreach (14,20 m) and rotation (180) of a telescopic boom lift

**For hire at:**



**+31 88 618 18 88**  
[riwal.com](http://riwal.com)





# The powered access trail blazer

The truck mounted lift was arguably the first form of powered access and can be found in every country, even those few places where powered access has yet to make an impact.

Their use was initially driven by demand from utility companies, fire departments and local authorities for lighting and tree trimming applications and later adopted by rental companies for more general work. From the start and for many years the rental model was very similar to that for cranes, with an operator always supplied with the product. It is interesting to note that no matter where you go in the world - including countries where rental is still a totally alien concept - you will always find companies that rent cranes and truck mounted lifts.

of the self-propelled lift that has gone on to make powered access a multi-billion dollar industry. Now you might think that the arrival of self-propelled booms and scissor lifts in the 1970s and 80s would have curbed demand for truck mounted lifts? Far from it, the market has continued to grow as more and more people appreciate the safety and efficiency benefits of powered access, not to mention the concept of renting.

As the powered access market expanded some countries bought into truck mounted lift more than others, countries like Italy, Germany and to a slightly lesser extent

A 1955 Simon IG40 truck mount demonstrating a street lighting application



The fact is that the vast majority of companies have no regular requirement for all but the smallest cranes or truck mounted lifts and therefore have no desire to own them, but they will from time to time clearly have a need and then wish to rent with someone who knows how to operate it. Truck mounted lifts were regular sights on city streets well before the advent

France, as well as Eastern Europe in the pre-Glasnost days.

Meanwhile in the USA, Holland, the UK and Sweden the growth in the use of powered access tended to be more directed towards scissors and booms along with trailer lifts. You may wonder what the markets that favoured truck mounted lifts had in common that caused them to proliferate in those countries?



The only common thread that we can spot is that the type of rental company that adopted the self-propelled lift, non-operated rental companies with transport hardly existed in the big truck mounted markets. Users either bought their own equipment or rented specialist items from crane rental-type companies that looked for lifts that could reach the job site under their own power.

## Driving at height or not?

Other factors also came into the equation. In Italy for example, it was not permitted to drive a lift once the platform was raised, removing one of the key benefits of the self-propelled lift. Pulling trailers was also not a practical proposition in Italy, so trailer lifts and delivering small scissors with a trailer behind

the van were also non-starters. Meanwhile in Germany driving at height was limited to eight metres and less, which may also have had an influence? However the same rule applied in Holland and that has long been a big self-propelled lift market.

No, it really seems to come down to the concept of non-operated equipment rental where it was present self-propelled lifts flourished, where it was not truck mounted lifts did better. And in those markets where there was a large demand, manufacturers sprung up to supply them. The past is almost certainly the reason why most truck mounted lifts are now built in Italy and Germany. The UK and USA have maintained some truck mounted lift production but



*In markets such as the UK, Holland and Sweden, non-operated rental companies embraced the self-propelled concept far more rapidly and earlier than in Italy or Germany where truck mounted lifts led the powered access charge. For you old timers can you name those men? - answer on page 75*



this is largely limited to machines for the traditional utility and fire markets where local knowledge, contacts and ability to customise is a major benefit.

In recent years the UK has regained some truck mounted lift capability with the arrival of Ascendant, but most vehicle mounted production in the country is limited to van mounts and small utility units. In the USA, the Condor name - an early pioneer of big truck mounts - is a mere shadow of what it was, yet companies that build specialist utility trucks, like Versalift, Altec and Elliot have continued to flourish. One exception to our geographical history lesson is high-reach champion Bronto. How a world leading company in large truck mounted lifts and fire platforms came out of Finland is a bit of a mystery, although today it is American owned and part of Federal Signal.

### The 3.5 tonne revolution

Moving right up to the current day, the past two years have generally been good for truck mounted lift producers, although the market this year has begun to contract as finance and confidence have become rarer commodities. The big

story in Europe over the past six years, has of course been the phenomenal growth of the 3.5 tonne, self-drive market, spurred on by the fact that anyone born after January 1st 1980 - earlier in some countries - is now required to pass an extra driving test to take anything larger out onto the public highway, although one company may have found a way to extend this a little. (See Is it a trailer or is it a truck?)

As the self-drive market for these lifts expands and rental companies make them increasingly easy to rent, so manufacturers have invested massive resources to develop wider ranges of ever more innovative products. Straight telescopics are now available up to 27 metres while the choice of articulated models balloon. Most serious producers now offered a rake of different models and variations on 3.5 tonne trucks.

However there has also been significant growth in the larger end of the market especially over the past three or four years. In the UK in 2007 for example, the number of companies owning 70 metre models or larger was just two or three, this year it was seven or eight. This trend is likely to continue as demand for wind farm maintenance and work on high rise buildings increases. Sales in this sector have been encouraged by the arrival of Bronto's 101 metre F101HLA in 2006, Wumag's crane carrier mounted, 103 metre WT1000 in 2007 and Bronto's 104 metre S-104HLA in 2008. Five years ago a 45 to 50 metre truck mount was considered big - today it is increasingly becoming a 'run of the mill' product.

The 101 metre Bronto was the first 'proper' truck mounted 100 metre truck mount, although it was preceded by Ruthmann's TTS1000 -



*A huge selection of different lifts are now offered on small trucks of every size*

launched at Bauma in 2001 - it was mounted on an articulated trailer. Although only two units were ever sold it still holds the record for the 100 metre lift with the most outreach.

It is interesting to see where the big machines have been sold, the two Ruthmanns were delivered to Gardemann and Gerken in Germany

McNally - and one of Riwal's machines are often to be found working in the UK. The fact is that at the moment demand is such that these big machines are best owned by companies that are used to working internationally as demand in most countries is still too limited to keep one unit fully occupied on jobs of 80 to 90 metres or more



*Wumag-Palfinger's WT1000 mounted on a Faun crane carrier has been a huge success*

- while the first Bronto 101 was acquired by Maes Hoogwerkers of Belgium, hardly the high rise capital of the world. The unit was fitted out for fire duties with Maes providing it under contract. So why does London, New York, Los Angeles, Tokyo, Manchester and Moscow not require such a beast when Brussels does?

In the space of less than four years Europe has gone from two 100 metre machines to at least 14 units, their spread though is patchy, limited to Finland, Holland, Belgium, Germany, France and Ireland. The UK does not yet have one even though the Irish unit - owned by

which is where the best rates are obtained. This will change though as more users begin to realise that such machines are available. Bronto, understanding this announced a 112 metre unit earlier this year which will largely be used for wind farm applications.

So almost 60 years after the very first hydraulically powered truck mounted lifts began to appear and almost 40 years after the arrival of the first booms and scissor the truck mounted lift is not only still with us but flourishing as a wider audience discovers its merits and manufacturers continue to expand their offerings and innovate.

*Working heights of up to 27 metres are available on a 3.5 tonne truck*



*A 45 metre truck mount is no longer considered to be a big machine in many markets*



*Bronto's new 112 metre S-112HLA - the world's largest aerial work platform*





# Is it a trailer or is it a truck?

As the number of Europeans limited to driving nothing larger than a 3.5 tonne vehicle on their regular car licenses increases, so demand to squeeze higher aerial lifts onto 3.5 tonne trucks has grown.

Generally speaking a 20 to 21 metre lift, articulated or telescopic, will fit reasonably well on a 3.5 tonne Nissan truck, albeit with some compromises on jacking width or outreach – not to mention spare payload. Articulated booms are now available up to 24 metres, while straight telescopic booms now extend to 27 metres. However these units are highly tuned thoroughbreds which many rental companies consider to be too sophisticated for routine self-drive rental operations.

Earlier this year Oil&Steel's Dutch-based distributor, Hoogwerker Centrum, came up with an alternative that uses a 3.5 tonne chassis cab, but places the lift, in this case a 27 metre Oil&Steel Snake 2714 compact 'Heavy Duty', on what is technically an articulated trailer. The concept appears to have

already gained Dutch and possibly German road approvals for those with regular car licences with larger trailers – category B+E, although it depends on national interpretations of the 'harmonised' European driving license regulations.

In many countries, the UK included, the law appears somewhat vague. For example if you passed a car test on or after 1st January 1997



The 2714 is essentially made up of a chassis cab with fifth wheel and a trailer with lift.



The rear of the Snake 2714 is technically a trailer and has air suspension



The unit drives just like a regular truck



A 3.5 tonne truck that thinks it is a six tonner the Oil&Steel Snake 2714 compact

you're limited to vehicles up to 3.5 tonnes GVW towing a trailer up to a maximum of 750kg. However, you can tow a heavier trailer BUT the weight of the vehicle and trailer combination must not exceed 3.5 tonnes AND the GVW of the trailer must not exceed the unladen weight of the towing vehicle – ie a 4x4 with a GVW of 1,760kg and a trailer with GVW of 1740kg.

The B+E license allows you to tow a much heavier trailer. In Holland for instance, it would appear that you can drive a 3.5 tonne GVW truck pulling a 6.5 tonne articulated trailer, or a 3.5 tonne GVW truck and up to a 3,990kg 'fixed' trailer.

This legislation is notoriously difficult to interpret - when we tried to obtain clear official written clarification on this a year or two ago we got nowhere and it would appear everyone is still unclear. In the UK the B+E license is available at a test cost of £115 so this may be a worthwhile alternative route for younger drivers.

The Oil&Steel Snake 2714 Compact uses a dual pantograph riser and three section telescopic top boom

to provide 27 metres working height, 10 metres up and over reach and between 11 and 14 metres of outreach with 200kg platform capacity - the former with inboard jacking. It will also take 300kg to 8.5 or 11 metres depending on jacking position. All capacities are good through 360 degrees.

The trailer fits to the chassis cab via a traditional fifth wheel, but side to side articulation is mechanically blocked so it is driven like a regular truck. The lift can be removed in a few minutes though to allow the chassis cab to pull a regular trailer of the type often used in Holland and Germany for lighter equipment.

The down side of this arrangement is a machine that is long at 8.5 metres, with an overall height of 2.7 metres. The verdict? If you were to buy this with a trailer for delivering self-propelled lifts it might prove to be a handy alternative to simply putting the unit on a six or 7.5 tonne truck – however it is all down to the license that your staff may have and the cost differentials of running what is essentially a van-based rather than a larger truck-based vehicle.



# Yet another way to 20 metres

In one of the most dramatic unveilings in recent Bauma history, Italian truck and spider lift manufacturer CTE decided to uncover its latest new product on the third day of the show, leaving visitors on Monday, Tuesday and most of Wednesday guessing what was hidden under the sheet. When the covers finally came off, the expectations were understandably high and few were disappointed. The new model or rather concept – the 20.13MP – is a 20 metre working height, up and over lift

mounted on a 3.5 tonne truck, nothing new there then. It uses a telescopic lower boom and telescopic top boom, again nothing new there - Multitel Pagliero's MX200 which also uses two telescopic booms has been on the market for several years... However the big departure is the location of the slew ring, rather than being at the bottom as on most other lifts, the 20.13 slew ring is mounted to the top of the two section lower boom which elevates to the vertical. The benefits are a low overall height, a smaller slew ring and most of all it is mechanically impossible to create any tail swing on this machine.

Another benefit is that the top boom can be used while the lower boom remains stowed – hence the 13 in the nomenclature, for the 13 metre working height when only the top boom is used as a straight telescopic. In this configuration with the chunky lower boom lying on the truck bed, the machine's centre of gravity is low enough to allow the top boom to be used free on wheels over the rear, which can prove handy for street lighting duties. For more regular use the jacks can be set up within the width of the vehicle - on one side only or extended on both sides. The working envelope is automatically adjusted to match the outrigger set up.

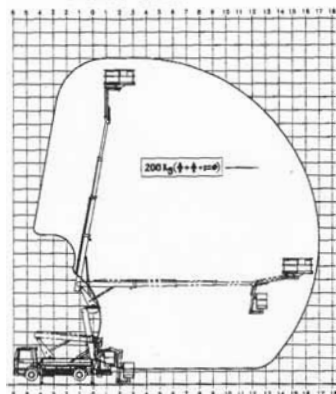
While the 'top slewing' concept is a new approach for 3.5 tonne truck mount, it is not the first machine to employ it. CTE had an earlier run at this concept in 2000 when the



The covers come off – halfway through Bauma 2010



The CTE 20.13MP is mounted to a long wheelbase Nissan



concerned those are givens - it must weigh less than 3.500kg on the road and it must be priced at a level the market will bear. We like it for its zero tail swing in all positions, it's almost nine metres of up and over reach, the fact that when the lower boom is raised the centre of rotation is at the very rear of the truck, its near vertical raised lower boom, its low centre of gravity when stowed and its clean design.



The 20.13 MP has some interesting potential, much will depend on final price and meeting the weight criteria

CTE has shown a 'top slewer' before- the SZ25J

company launched the SZ25J, a 25 metre lift with a single section lower boom, three section top boom and articulating jib. Jacking was totally inboard and like the new MP20 it had absolutely no tail swing. Perhaps it was ahead of its time as it seemed to fizzle out after its launch at Bologna 2000.

As to the 20.13MP - well, those who have seen it are divided. Some think it offers some interesting possibilities while others are more hesitant, suggesting that it is over-complicated. It is hard to understand the latter comment, given that in many respects it is a more simple product – perhaps the elevated slew ring puts some off? Other doubters question it on grounds of weight and cost. As far as we are



In use as a 13 metre straight telescopic boom free on wheels





# Similar but completely different

At this year's SAIE newly resurgent Cela unveiled what we considered to be the best new product of this year's show. The 21 metre DT21 follows the Multitel MX200 and CTE 20.13MP concept of using two telescopic booms.

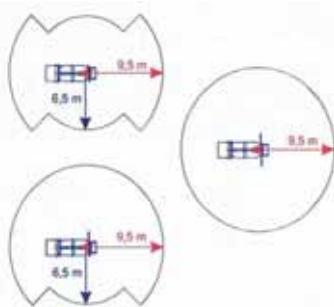
However the Cela uses a four section lower boom, compared to the three sections of the Multitel and two sections on the CTE. Like the CTE, the lower boom lies flat – close to the bed – when stowed, however the two section upper boom lies flat on top the lower and gives the machine a record breaking overall height of just over two metres – the height of the cab.

Sticking with the CTE format, the lower boom pivot is at the very rear of the vehicle and rises to the vertical, but unlike the CTE the slew ring is located in the traditional position at the bottom.

The downside of the DT21's exceptional low height is that the lower boom must be full raised before the upper boom can be elevated. So no using it as a small straight telescopic or anywhere the headroom is less than six metres. However the four section lower boom does provide an exceptional 14 metres of up and over reach clearance under the boom and pure parallel/vertical lift at maximum outreach from six metres to 15 metres working height.

Outreach is an impressive nine metres to the edge of the platform, thanks to it being end or even top-mounted, rather than the usual pedestal mounting. While this

feature provides more outreach it robs at least two metres from the maximum working height. However at 21 metres it is no slouch in this area. The front jacks are fixed and do not extend, while the rear ones can be set up fully inboard without sacrificing outreach through a 90 degree range over the rear or the front. When they are extended on one side or both sides, the full outreach is also possible over the side – otherwise over side outreach is limited to six metres.



The three outrigger set ups – all in – one out and both out.

One downside on this unit is its overall length with basket in position. At 6.3 metres it is not a shocker, BUT when mounted on the short wheelbase Nissan, the rear overhang is too great, at least for Italian road regulations. To overcome this, the platform is designed to be unpinning and

# It's here! the all new **city** range

of electric powered platforms from Versalift

- Low emissions
- Virtually silent operation

Access to a greener world



www.versalift.co.uk  
email us at: electric@versalift.co.uk

## Versatility with a difference!

### The NEW ISOLI PNT210J Multi position, In-Line & Extended 'H' Outriggers with Fly Jib

- 21m maximum working height
- 10m maximum outreach
- 3,500 Kg G.V.W.
- Auto set-up option
- Narrow stabilisation: 1.95m (outriggers closed)



### The MPT-140 Land Rover Defender



- Fully Electro Hydraulic controls
- 14m maximum working height
- 7m maximum outreach
- Only 2.4m footprint
- Available on Nissan CabStar
- All cables inside boom



Call now for further information & specifications

**promax**  
ACCESS

Tel: 01226 716657  
Email: info@promaxaccess.com  
www.promaxaccess.com



The lower boom must be fully elevated before the top boom can be raised. Note the top mounted cage and the outrigger configuration

stowed amidships on a support bracket. We watched this be carried out by two men in less than two minutes from fully installed to fully stowed and ready for the road. When removed the overall length is an attractive 5.67 metres. We think

machine so soon after this is a triumph. The key to it being a success however depends now on being able to produce it within the weight and cost parameters and for the machine to then work reliably in the real world.



The platform rotates a full 180 degrees – but must come off for transport on the short wheelbase model

that the optional long wheelbase Nissan carrier will be more popular in many countries, the machine will look better balanced and will eliminate the need to remove the platform for road travel, which while easy will not appeal to many users. The regular caveats apply of course, the lift needs to weigh in at a legal GVW, and it must be priced within sight of other 21 metre truck mounts. As to weight many engineers will be scratching their heads over the challenge of fitting a four section plus two section steel booms on a 3.5 tonner. However Cela appears to have done a superb engineering job on the boom design and construction, using high-strength steels with very little wasted material and an apparently simple single cylinder telescope system. What is more impressive is that barely more than a year ago Cela was a defunct name in the commercial lift market and bankrupt. To launch such a

### So how do the dual boom machines stack up?

It will be no surprise to many that some members of our editorial staff have long appreciated the twin telescopic boomed 3.5 tonne truck mounted lifts as pioneered by the Multitel Pagliero MX200. The low overall stowed height and centre of gravity have proved highly popular with buyers all over Europe since it was launched at the end of 2005. The question is can the two latest products which take very different approaches to the same basic philosophy, expand this market sector or will the recently launched lower stowed height dual riser sigma type articulated booms curb the move in this direction? Here is how they stack up.

The Cela clearly wins on overall height although all are relatively low, The Cela also scores on outreach, thanks to its end mounted platform. On up and over reach it's



The one that started it all off – the hugely popular Multitel MX200

	MX200DS	MX200	CTE20-13	Cela DT21
Work Height	20m	20m	20m	21m
Stowed height	2,435mm	2,435mm	2,729mm	2,007mm
Outreach *	8.3m	8.8m	8.5m	9.0m
Up&Over reach	9.5m	9.5m	8.9m	14m <sup>1</sup>
Overall length	5.97m	5.97m	6.65m	6.32 <sup>2</sup>
Full jacking width	1,900mm	3,100mm	3,094mm	3,290mm
Wheelbase	2,900mm	2,900mm	3,400mm	2,900mm
Platform capacity	200kg	200kg	200kg	200kg

\* To platform edge <sup>1</sup> 13.1m under platform <sup>2</sup> 5.67m with platform stowed

the Cela again, but the Multitel MX200 scores big on overall length and jacking widths.

When the MX200 was launched at SAIE 2005, it was up against some fairly top heavy articulated lifts. Since then most manufacturers have introduced refined offerings, with more compact dimensions, better outreach and variable jacking such as such as the new GSR E210PX which is also under 2.5 metres high, has totally variable jacking widths and offers a substantial 9.7 metres of outreach, or Oil&Steel's Snake 2010 Compact at just 2.4 metres overall height, with 9.5 metres outreach and an overall length of under 5.8 metres

or CTE's Zed 20C at 2.5 metres overall height.

Add to this the emergence of Isoli onto the international market and the entrance of Hinowa which in just 12 months of starting production has delivered 70 units of its Orchidea 21.11. There is now so much choice in the 20/21 metre articulated boom truck mount market that one wonders how the new entrants will fare. A key factor will be the appetite of rental companies to adopt the new models – if they are at the conservative end of the scale, users will not get to experience them and they will struggle to reach any meaningful volumes. Watch this space.



The GSR E210PX, has a low overall height and can level up to 10 degrees



# 62 metre Mandarin

When London's Mandarin Oriental Hotel prepared to carry out the annual external inspection of its historic building it called on EPL Skylift to provide an access solution for the architectural inspectors.

Following a site inspection, EPL Skylift's Jack Vardy, recommended a 62 metre Bronto Skylift. He says:



*The 62 metre Bronto proved ideal for the façade inspection at the Mandarin Oriental Hotel*



*The platform was more than adequate in terms of capacity and space for the inspectors*

"With work taking place on such a large historical building, it was vital we provided a machine that could reach all areas of the hotel's exterior. The T62B offers 62 metres of working height and 34.5 metres of outreach, more than sufficient to access the building's façade without moving the vehicle from the cordoned off area below. In addition the platform is more than large enough to accommodate the two inspectors along with our operator and their equipment."

Mandarin Oriental Hotel Group purchased the 1902-built hotel in 1996 and re-opened it in May 2000 after a total renovation

# 60 Scorpions to Enel



*Enel's Oil & Steel Scorpion 15E on Unimog U20*

Oil & Steel says that delivery of its order from Italian energy supplier Enel for 60 units of its 15 metre Scorpion 15E telescopic boom lift, mounted on the new Unimog U20 8.5 tonne chassis is now well underway.

The 15.9 metre working height lift offers 10 metres of unrestricted outreach, 200kg platform capacity, a 2.36 metre wide by 6.4 metre long closed dimensions, inboard heavy duty stabilisers which provide a high degree of levelling ability and a fibreglass platform with full 180 degrees rotation.



*The inboard outriggers have plenty of levelling capability*

**CTE**  
WORK BECOMES EASY

**lift**

**ALL IN!**

B-lift 20.13 MP



**NEW**

Sales Office

I - 30031 Dolo (Ve) Tel. +39 041 5100130  
Via I Maggio, 8 int. 4 Fax +39 041 413844

**IPAF**

dolo@ctelift.com www.ctelift.com

# Don't miss the UK lifting event

the only specialist equipment event for the UK and Ireland

ACCESS EQUIPMENT - CRANES - TELEHANDLERS



**Vertikal**  
**days**

**Haydock Park**

**June 22nd & 23rd 2011**

email the Vertikal Team at  
**[info@vertikaldays.net](mailto:info@vertikaldays.net)**

Tel: UK Office +44 (0) 8448 155900

**[www.vertikaldays.net](http://www.vertikaldays.net)**

If you buy, use or have a professional interest in Access Equipment, Working at Height, Mobile Cranes, Tower Cranes and Loader Cranes, not to mention Telehandlers then register now for the UK and Ireland's event for lifting professionals – Vertikal Days.

See the latest equipment and services, meet the experts and enjoy a day of networking, deal-making and socialising.



# What a load of legislation!

In recent years, loader crane manufacturers and installers have had to endure more than their fair share of red tape – primarily Machinery Directive 2006/42/EC, product standard EN12999 and BS7121. The latest version of EN12999: 2010 has recently been finalised by CEN - European Committee for Standardisation - and can now be considered as the harmonised standard for the Machinery Directive 2006/42/EC entering onto the EU Official Journal in the next few weeks. While many may complain, the legislation has been introduced to improve safety and reduce accidents, with the industry heavily involved in formulating the standard.

The Machinery Directive 2006/42/EC has been law in the EU since late December 2009. It prescribes how manufacturers design and construct equipment so that it is safe and fit for purpose. However, to make the requirements of the Machinery Directive more accessible and comprehensible, product standards for particular products - for loader cranes this is EN12999 - are written.

Such product standards are also called harmonised standards and they describe in detail how the requirements of the Machinery

Directive are 'translated' into specifics for each product type. The EN standards describe, amongst other things, requirements for safety, design, equipment and technical solutions on machinery so that it conforms to the essential health and safety requirements (EHSR's) of the directive. The implementation of the new Directive meant that all European standards also had to be revised/updated to conform, including EN12999.

For various reasons, UNI - the Italian organisation for standardisation - lodged an appeal against the ratification of



Fassi F1100AXP

EN12999:2009 in January this year delaying its publication. This has now been sorted and approved and so it is just a matter of weeks before the latest version - EN12999:2010 - will be adopted. The problems in ratifying the latest

revision of EN12999 in 2009 did not exempt manufacturers and crane installers from complying with the Machinery Directive and any national rules from the start of the year. The original version of EN12999 was adopted in March 2003 and has been 'updated' every two years or so adding more and more 'safety' requirements each time. Slew restriction/limitation systems (added in 2002), shrouded hoses, acoustic warnings on outreaches greater than 12 metres (2004), manual stabiliser 'not locked' visual warning; manually operated stabiliser extensions not having a stroke of more than 0.75 metres and a system that prevents mixing up hydraulic hoses on interchangeable devices (2006) were the main updates which kept manufacturers and distributors busy.

The latest (2010) amendment requires the position of stabiliser legs to be monitored by the Rated Capacity Limiter (RCL); noise testing of the completed installation; visual and audible 'boom not stowed' and 'manual stabilisers not locked' warnings as well as manufacturers ensuring the pressure through the stabiliser foot does not exceed four Mpa.

HMF has its EVS and RCL systems to ensure machine stability





The standard has evolved primarily as a result of improved safety, driven by the fact that the incorrect deployment of stabilisers is a significant cause of accidents and fatalities. From a legislation point of view, failure to address this issue was not an option. But what will this new requirement mean for operators in terms of how loader cranes are used and how they perform?

"It is nearly always the case that most new safety devices meet with some market resistance, both in terms of cost and user-friendliness," says Alan Johnson from loader crane association ALLMI. "In terms of user friendliness, any operator using their loader crane correctly - as it is designed and in accordance with the manufacturer's instructions - should experience little or no difference in operation. However, operators who fail to use the crane stabilisers properly, either deliberately or otherwise, may experience some issues and of course the standard has been developed to this level to protect them."

ALLMI says that from feedback it has received, there are many operators who welcome any device which helps improve safety. However, there are those which will regard it as burdensome and an unnecessary additional cost and complexity.

## Stability and stabiliser interlocks



*Palfinger's ISC Integrated Stability Control in action*

The main concern for most manufacturers in the latest legislation is the requirement for what are commonly called 'stabiliser interlocks'. These are required on loader cranes with a maximum rated capacity of 1,000kg or more, or a maximum net load moment of typically greater than four tonne/metres. The stability of the vehicle must be included in the safety function of the Rated Capacity Limiter which now monitors each stabiliser.

The system should then either lock-out or reduce the capacity in areas where stabilisers have not been fully deployed. This requirement does not apply to timber handling cranes.

There are many different systems (both in terms of cost, complexity and user friendliness) that are now available to satisfy the new

requirements. The RCL needs to know the respective positions of the stabilisers and either lock-out or reduce the capacity accordingly in the event of partial or non-deployment. The more technically sophisticated versions allow the operator to work with either fully variable leg positions or with several pre-defined positions, such as fully in, half extended and fully extended.

A basic system - which will not allow the crane to operate unless the stabilisers are fully out and set- will almost certainly reduce the usability of the crane. There will be times when the loader crane may not work at all or (depending of the system) only offer capacities available with fully retracted outriggers.

This also raises the issue of calibration and testing of loader

cranes in these areas. (For more details on the calibrating of Loaders in any reduced capacity areas, ALLMI Technical Standards Committee has produced Guidance Note 015.)

## Ground Pressure

The latest EN12999 amendment also requires manufacturers to ensure that the stabiliser foot diameter is such that the maximum ground pressure is no more than four MPa, providing additional mats if and where necessary. The benefit of this is to reduce the chances of the legs punching through a weak surface or sinking into soft ground.

## Stability control systems

All the major loader crane manufacturers now have their own 'stability control' systems which comply with the latest legislation. It could be said that Danish manufacturer HMF has been ahead of the game when it comes to machine stability having had its EVS (Electronic Vehicle Stability) system in place for many years. The system - coupled with its RCL - uses electronic sensors to monitor front to back and side to side inclination of the truck chassis, which can also take the truck body and load into account as additional counterweight, allowing the crane's capacity to be improved in the stability part of the load chart when a heavy load remains on the truck bed.

Palfinger and Fassi both have three levels of sophistication - and price - in their stability system offerings.

## Fassi's FSC

The Fassi FSC system includes:- The FSC-L, the basic, most cost-effective solution for the Micro range and cranes fitted with the HO



*HMF's latest RCL5300*



# The High Performance Crane series. The world's most profitable cranes: Don't get eaten up by costs.



**Don't get eaten up by costs:**  
Save on servicing costs due to maintenance-free extension system



**Don't get eaten up by costs:**  
High value retention thanks to long-term surface protection due to KTL cathodic dip painting



**Don't get eaten up by costs:**  
Faster operating cycles due to the patented active oscillation suppression system "AOS"



**Don't get eaten up by costs:**  
Fewer trips necessary due to higher payload thanks to crane's lower dead weight



PALFINGER AG - 5101 Berghheim/Salzburg, Austria - info@palfinger.com - www.palfinger.com



PALFINGER's High Performance crane series is the world's most profitable crane concept – be it basic model, K, EH or the brand-new SH models. Use them to make savings all round. Come and do the math with us. So costs don't eat you up. [www.palfinger.com](http://www.palfinger.com)

# Did you know?

Cranes & Access is mailed to 82 different countries

The online version reaches 163 countries via Vertikal.Net

Vertikal.Net has over 14 million hits a month

With over 100,000 visitors and 8.5 million page views

**Vertikal**.net

October 2010 mailing and web statistics



hydraulic rated capacity limiting device. The system allows crane operation in a single configuration i.e. when all four outriggers are fully extended and in contact with the ground. The FSC-M is a mid-range solution for cranes ranging from the F22A to F260DXP used in conjunction with the FX500 RCL device. In this case, the system allows the crane to operate in two working configurations firstly, beams fully retracted with jacks down and secondly with outriggers fully extended and down. The position of the outriggers is monitored by encoders on the outrigger beam and the crane rotation is monitored to allow outrigger deployment on one side only.

Fassi's highest specification solution - FSC-S - offers the maximum possible operational flexibility and is standard on the F245A to F1500AXP when used in conjunction with the FX800 RCL device and optional on the F22A to F260DXP with the FX500. The system monitors all possible outrigger deployment positions and adjusts the cranes lifting capacity and operating speed in line with outrigger positions and vehicle stability. FSC-S incorporates encoders to fully monitor the position of the outriggers and an inclination sensor to monitor the horizontal position of the crane. Like the HMF system, it can therefore incorporate the payload of the truck as a counterweight and crane rotation is monitored to allow outrigger deployment on one side only.

### Palfinger's ISC

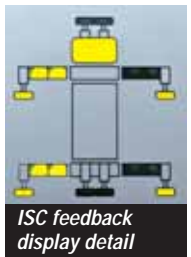
Market leader Palfinger's Integrated Stability Control (ISC) also has three versions (ISC-S, ISC-L and ISC) similar in principle to those described above. The ISC system adjusts the crane's lifting force depending on the stability and the position of the crane boom, to ensure the vehicle's stability over

the entire working range. The ISC monitors all of the crane's stabilisers in three different outrigger positions (retracted, semi-deployed, fully deployed) and the stabiliser jacks – extended and loaded or unloaded (not extended). The operator can see the current status at any time on the clearly laid out display on the operator's console or on the display of the radio remote controller. Safety related limit switches are protected by being mounted inside the boom system.

The most important technical components of the ISC are a rotary transducer to monitor slew, the stabiliser support sensor system and the well proven Paltronic 50 which handles the evaluation electronics. The new system is available for all Palfinger cranes with hydraulically extendable outriggers.

With Palfinger's top of the range ISC system – aimed primarily at its larger cranes - the crane's lifting power is adjusted from the driver's cab in line with the vehicle's stability. There is also an option that allows the system to deal with specifically defined load conditions which may improve stability, for example, an attached semi-trailer.

There is a choice between the low-cost ISC-L system and the ISC-S as the standard-compliant basic version. When the crane is handed over, the ISC system is set up on site using the in-house Paldig software, adjusted specifically to the vehicle body and installation. In addition to integrated stability control, Palfinger adds the crane's transport position in the control system which identifies whether the crane has been folded when travelling and whether the outrigger interlock is activated. If this is not the case, a warning is



ISC feedback display detail

## CUMBERLAND INDUSTRIES UK LTD

Call 01536 529 876 for further details or visit our website

We can provide insulated and non insulated access solutions up to 105m working height.

Nissan Cabstar 3.5t 14m to 24m.  
Iveco Daily 4x4 5.5t 14m to 20m.  
Landrover Defender 110 & 130.  
Unimog Insulated up to Category A.

### LANDROVER DEFENDER A314

- 13.5m Working Height.
- 6.2m Working outreach.
- 620kg Payload.
- 225kg Basket capacity.
- 2880kg Kerb weight.
- Electric emergency lowering.
- Enclosed tracking.
- Can mount onto 3 tonne Landrover.
- Landrover 110 & 130 available.
- Water/Air, 12v, 110v at basket.
- ABS Plastic 2-man cage option.
- UK Factory service & support.
- 2 Years free UK LOLER.

### OCAGE

**OUR SERVICES**

- LOLER Inspections.
- MEWP Repairs.
- Servicing.
- Lorry Loader Cranes.
- Insulated access platforms.

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

2250 - 2260 Kettering Parkway - Kettering Venture Park  
Kettering - Northamptonshire - NN15 6XR  
T. 01536 529 876 - F. 01536 513 498 - E. luke@cumberlanduk.co.uk





*Hiab also has three levels of stability control systems*

emitted in the driver's cab.

Another feature is the radio-controlled stabilisers which can only be operated on the side of the truck where the operator is situated so he can always see any movements he is making.

### Hiab's VSL

To optimise the lift capacity in relation to stability, Hiab's VSL function uses information provided by in-built sensors. As with the other two systems we have covered, three different levels of sensor are available - the most sophisticated features progressive analogue sensors which provide the maximum permissible lifting capacity in all outrigger positions. The other two systems are more basic solutions featuring on/off sensors - the first uses one sensor and obliges the crane to always be set up with its stabilisers extended all the way out, while the second features two sensors, which provides lifting charts with the stabilisers two-thirds out or when fully extended. Italian manufacturer Effer has launched its new Progress system – a full crane control system for monitoring stability and lifting moments. Progress optimises truck stability in any working condition and gives to operator a

visual feed-back (both numerical and graphical) about the crane's performance.

Effer says that in case of aerial work platform applications, the new system complies with 'Performance Level D' of the Machinery Directive 2006/42/EN. Thanks to the CAN-bus system, Progress continuously transmits relevant data to the radio controller and at the same to the main control bank modules. The data is used to maximise operational speeds, while controlling and smoothing movements for additional safety.

While there are some within the industry that think that none of these systems should be mandatory, the fact is that legislation has been passed to reduce accidents and save lives. Like anything in life you 'get what you pay for' and the more sophisticated systems will be the easiest to live with and will provide the most versatility along with the optimum lifting capacity for the stability of the vehicle. Basic systems however may satisfy the legislative requirements, and improve safety, but restrict the machine's versatility. As the saying goes 'you pays your money and you takes your choice'.



*Effer was showing its latest Progress control system at SAIE*

**EXCEPTIONAL**



**PROGRESS**

[www.effer.com](http://www.effer.com) [info@effer.it](mailto:info@effer.it)



# Monte Carlo or bust

Lifting and transporting works of art can be a particularly challenging test for any company. Gloucester, UK-based Charles Russell Transport Group specialises in dealing with very delicate and difficult loads and has built up a considerable international reputation for moving items such as statues, sculptures and works of art, as well as other valuables including aircraft and boats.



The company was recently brought in to transport and position a number of items by the artist Damien Hirst, being moved from the UK to the Principality of Monaco's Oceanographic Museum in Monte Carlo for a special exhibition entitled *Cornucopia*, part of the museums 100th anniversary celebrations.

The job involved several vehicles because of the size and considerable weight of some of the items, which included two of Hirst's 'sharks suspended in formaldehyde'. The company utilised two of its low loader mounted Fassi heavy-duty loader cranes, an 80.1 tonne/metre F950AXP and 90.2 metre F1100AXP to unload and place the larger exhibits.

Some of the exhibits had to lift the multimillion dollar exhibits out of their packing cases and carefully place them onto the front balcony of the famous museum so that they

could be moved in through the opening in the windowed façade.

Charles Russell provided all specialist personnel involved in the lifting procedures and to position the works of art in the various rooms of the museum.

"When you are dealing with an irreplaceable and unique work of art it requires a level of attention that goes far beyond what would be required for other loads," says Charles Russell. "It is necessary to take into account the requirements in the field, for example how to position the works of art exactly in the place where they must be displayed outside and also inside museums and art galleries. When working indoors this can sometimes mean passing through doors or other openings that are less than a metre wide."

To cope with the varying lifting and transportation requirements, the company runs a fleet of vehicles



with load capacities of up to 80 tonnes, which have been carefully selected for their low environmental impact. Many of these vehicles are fitted with Fassi cranes.

The company offers a full range of services, including maritime transport to any destination

worldwide. The largest loader crane currently in its fleet is the largest produced by Fassi – the F1500XP – although Charles Russell attended the launch of Fassi's new flagship crane the 1800, at this year's SAIE – and looked very interested!







First HMF sale for South East Cranes was to West London 'heavy side' merchant George Lines

## New HMF strategy

Danish-based loader crane manufacturer HMF has implemented a new strategy in the UK market which it says is paying dividends. The company has realigned prices, reorganised of its direct sales force and appointed its first authorised sales and service dealers.

First companies to sign-up to the new dealer programme were Halesowen-based dry freight bodybuilder Bevan Group and South East Cranes of Walton on Thames, Surrey. Bevan will now offer HMF cranes to its extensive customer base, while South East Cranes – which operates its own fleet of 30 trucks with loader cranes through sister company BR Saunders Transport - will cover southern England. HMF says that the name of a dealer to cover the Midlands will be announced shortly and that it is also in negotiations with potential partners in Scotland.

The first HMF sale by South East Cranes was to West London 'heavy side' merchant George Lines. The 17 tonne/metre HMF 1720-K2 is mounted on a 32-tonne Volvo FM

chassis and is the subject of a rolling contract hire deal with Saunders. Based in Colnbrook, near Heathrow airport, George Lines has been supplying civil engineering groundwork products such as kerbing, paving, gullies, manhole rings and associated castings for more than 50 years. The new truck is the company's first eight-wheeler for many years, and is being used to make deliveries to civil engineering and local authority sites.

The 1720-K2 has two hydraulic extensions with a maximum reach of 8.3 metres and is fitted with a Fielden brick and block grab.

The new crane benefits from HMF's new environmentally-friendly coating, applied in a purpose-built, £12 million plant opened last year at the company's headquarters facility in Højberg.

## New models add to range

HMF has also unveiled two new loader cranes - the 38 tonne/metre 3820-K and 47 tonne/metre 4720-K – each with up to eight hydraulic extensions providing powered horizontal reach of between 8.2 and 21.4 metres depending on the number of sections specified.

Two manual extensions can reach to 26.3 metres at which radius the lift capacity is still a useful 750kg. If the FJ600 articulated jib is added maximum tip heights of up to 36 metres is possible or radius of more than 31 metres with 340kg load.



HMF's new 4720-K

**FASSI STABILITY CONTROL**  
*beyond conformance*  
 new machinery directive  
 2006/42/EC +

**FASSI**  
 find out more at [FASSI.CO.UK](http://FASSI.CO.UK)

**HYDRAULIC CRANE SERVICES LTD HCS LTD**

**Sales, Service & Repair on all truck-mounted hydraulic systems**

**Cranes • Hook loaders  
 Skip loaders • Tail lifts**

**Load testing to LOLER regulations**

**South East's premier service centre**

**TEL: 01227 751588**  
[www.hydrauliccraneservices.co.uk](http://www.hydrauliccraneservices.co.uk)

Authorised Service partner of **HIAB** **MULTILIFT**



# The future (like the past) is orange

It is now seven months since Atlas Maschinen GmbH – owned by Fil Filipov – acquired the Atlas crane and excavator business from Terex and four months since it completed its acquisition of Terex Atlas UK - its largest distribution outlet - changing its name to Atlas Cranes UK and adopting the old Atlas logo and orange livery to reflect its history and heritage.



Jim Smith and Jackie Kilcoyne

Atlas, once a name to rival that of Hiab on an international basis, has managed to maintain a market leadership position in the UK and as such it has been the company's strongest market for its loader cranes.

Since the acquisition there have

been a number of significant developments at Atlas Cranes UK, including the appointment of Jim Smith as commercial director and Jackie Kilcoyne as financial director. Smith, who joined Atlas in 1986, was previously commercial sales manager and project manager for the company's MOD business – which he still oversees. The management changes followed the move of Lee Maynard, previously general sales manager to Terex Cranes UK where he is now general manager.

Sales coverage has also been expanded with Jon Cooper, area sales manager for the north of England and Jake McCaugherty for the south east. On the service side 14 new mobile workshop/vans have been ordered, the first of which are scheduled to be delivered this month. Four new service engineers have been recruited, bringing the number in the national service team to 34 – which Atlas claims is the

largest in the business.

The company has also collaborated with a leading PASMA member, to develop an innovative work platform for use by its engineers when working at height while servicing and repairing the cranes.

"We have introduced the new platform – unique in this industry sector – to help prevent falls and minimise the consequences of a fall should one occur," said Smith.

The introduction of more compact, lightweight cranes that are quick and easy to mount are proving popular for jobs such as landscaping, where they are mounted to smaller trucks. Atlas' .2 range is gradually being replaced by the new generation .3 models, typical of which is the recently launched 57.3.



The new work platform reduces the risk of falls

Despite the still uncertain economic climate, customers are still investing in new cranes and Atlas Cranes UK has booked more than 50 orders in recent weeks. These include a 55.2 A1 for a prominent builders' merchant and two 29 tonne/metre 290.2's for the utilities sector. The company's military business also remains busy.



One of 14 new mobile service vans

## DO YOU OPERATE LORRY MOUNTED CRANES?



### THE TRADE ASSOCIATION FOR THE LORRY LOADER INDUSTRY

- Membership available for lorry loader fleet owners, manufacturers, service agents and ancillary equipment manufacturers.
- Working in partnership with HSE.
- Advice / guidance on health and safety matters, technical issues and legislation compliance.
- A powerful voice in legislation and standards development - Have your say!
- Technical publications / documentation.
- Group buying arrangements.
- Website services and promotion.

### ALLMI TRAINING

- The UK's only Lorry Loader training programme to be commended by the HSE.
- Slinger / Signaller training.
- Affiliation with CPCS.
- Appointed Person training.
- Thorough Examination and Load Test training.

...COME AND JOIN US!



Unit 7b, Prince Maurice House, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire SN14 6LH  
Tel: 0844 858 4334 Fax: 0844 858 4332 Email: enquiries@allmi.com  
[www.allmi.com](http://www.allmi.com)



# Steady as she goes

The tower crane market has suffered more than most over the past two years, but is finally showing some signs of life as high rise construction begins to pick-up some pace in many countries. As the tower crane approaches 100 years of development, we look at the slow but steady progress over the years and at a few more radical developments - some of which caught on and some which have not - rounded off with a look of some new products and interesting applications.

Tower crane development in recent years has been more evolutionary than revolutionary. The last really big - practical - idea to hit the mainstream market was probably the advent of the 'flat top' or 'topless' tower crane, which in recent years has replaced many small to middle range classic saddle jib cranes. The flat top's main advantages are faster, easier erection due to the elimination of the top mast and pendants and lower overall height above the hook. Although the height difference is not quite as great as many would have you believe, for critical overhead height applications such as airport work every centimetre is critical so shaving a metre or two from the total height is much appreciated.

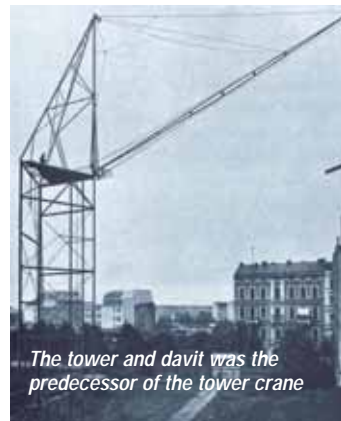
However even this development has been more of a trend than a radical breakthrough. German company Ridinger of Mannheim had 'the high house crane' which used a pole-type tower and what



Ridinger built a flat top crane in the 1950's

was essentially a flat top design as early as 1958. SGME used a flat top design with a combined sliding jib/back jib, but it was Linden that took it mainstream with its 8000 model in the 1970's. This was later copied and developed by others helping the concept really gather pace over the past 10 years or so. Development of the modern tower crane has been a slow-burn affair throughout its 100 year history, although Wolffkran, with some justification, will claim that the 100th anniversary celebrations are not due until 2013. The first tower cranes - luffing jib cranes - emerged from companies such as Morris and Bastert in 1910 and Julius Wolff in 1913. The Morris crane was more of a development of the traditional building cranes in use at the time, which used a heavy-duty scaffold tower with a davit jib fitted to the top to raise stone blocks and other building materials on the large public buildings going up at the time. The Wolff on the other hand, was far closer in design and concept to a modern bottom slewing tower crane.

It would seem that the tower crane



The tower and davit was the predecessor of the tower crane

C&a tower cranes



The first flat top - the Linden Alimak 8000



Wolffkran can certainly claim to be the oldest tower crane manufacturer with this from 1913.

has been a critical tool for building contractors for at least 50 years and as such it is not something they are prepared to risk 'messing with' by adopting changes or developments that are too radical. Hence the slow but steady improvement rather than the step changes we have seen in the mobile crane world over the years. So while the modern tower crane is a completely different animal from those built just 20 years ago, its basic design concept has hardly changed at all, perhaps because the original concept was right in the beginning. It also explains how 25 and 30 year old units are still accepted on many high-profile job sites.

This Morris and Bastert top slewing crane from 1910 is almost a tower crane?



# INTERM<sup>AT</sup>

*middle east*

The international exhibition  
for machinery, materials &  
equipment for construction &  
infrastructure

**28<sup>TH</sup>**  
**30** **March 2011**  
Abu Dhabi, UAE

**ABU DHABI NATIONAL EXHIBITION CENTRE (ADNEC)**



#### MAJOR SECTORS:

Earthmoving	Materials
Components,	Processing,
Equipment &	Recycling
Accessories	Transport
Lifting &	Engineering
Handling	& Services
Drilling &	Roads
Boring	Ports &
Mining and	Airports
Quarrying,	

[www.intermat-middleeast.com](http://www.intermat-middleeast.com)

CO-LOCATED WITH

**arabian construction week**

#### **Your sales contacts:**

■ **Abu Dhabi** - Matthew Cashmore - matt@mecom.ae - Tel. : +971 4 335 6533  
■ **Deutschland** - Ilona Wohra - i.wohra@imf-promosalons.de - Tel. +49 (0) 221/13 05 09 02



## Two jibs better than one?

New, radical ideas that have been floated in recent years include the GG crane, a twin jib model using mostly standard components but with jib tip propellers to power the slew, thus avoiding passing the structural stress of slew start ups and stops down the jib.

The concept originated about 40 years ago but a modern version made it into the iron at this year's Bauma. While many were intrigued by the radical nature of the concept, most were quick to spot the pitfalls of such a large tail-swing and slow to conjure up any real benefits.

## A flourishing new idea

One new concept that really did take off very quickly was the Jost compact hydraulic luffers. Mounted to a standard tower the jib is luffed by a hydraulic cylinder rather than cables. The two point rigid connection between turntable and jib, as well as the fact that the counterweight is dynamic, allows

fair number of Magni S46 at work in congested city sites where nothing else will fit. Seeing demand growing as space becomes evermore limited, London-based City Lifting worked with Artic Crane in Sweden to develop a new version, the 84 tonne/metre Raptor 84. The first two cranes are currently working in London with a third due to arrive shortly. The advantages of the folding crane, long popular in dockyard applications, are the small out of service dimensions of just four metres and its ability to lift loads right in against the tower. This is an obviously advantage particularly if the only location for the crane is within the building's footprint.

## The old and the new

A Tornborgs Magni S46 folding jib crane owned by Vertical Transport is seen below right working alongside two large Comedil luffing jib tower cranes on a new world class Cancer Centre building for the



*The twin jib GG Crane with jib tip propellers to power the slew was a dominant exhibit at this year's Bauma*

the crane to have an incredible out of service radius and avoid the risk of the jib blowing back over rear. The simple, easy to erect crane took off very quickly in those markets where over-sailing is an issue, mostly in the UK through distributor MTI.

## A product that was ahead if its time?

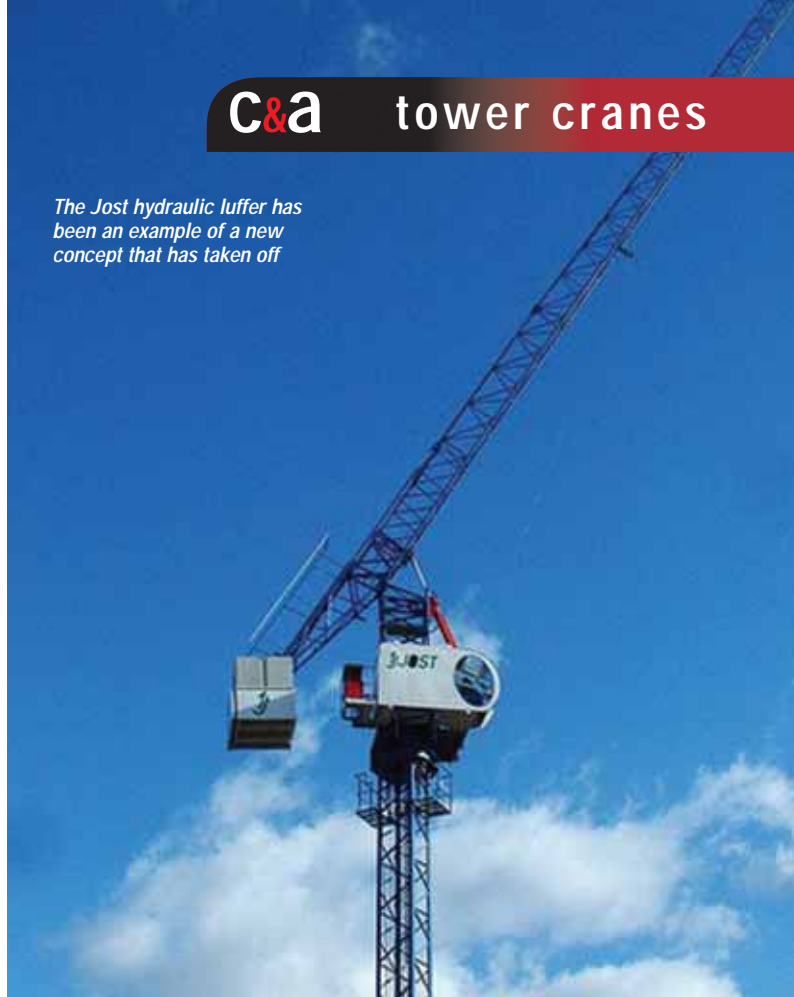
More recently an old concept - the articulated or folding jib crane - has re-emerged using modern technology. As with the topless concept this appears to have originated in Scandinavia when Tornborgs Maskinfabrik of Lindås in southern Sweden launched the Magni S46 46 tonne/metre crane in 1961 and dubbed it a jack-knife crane. Although the product sold well in certain markets, the last fabrications were made in 1982 but the last only assembled in 1991. In spite of their age there are still a



*Artic Crane's Raptor brings a modern twist to the Magni S46*

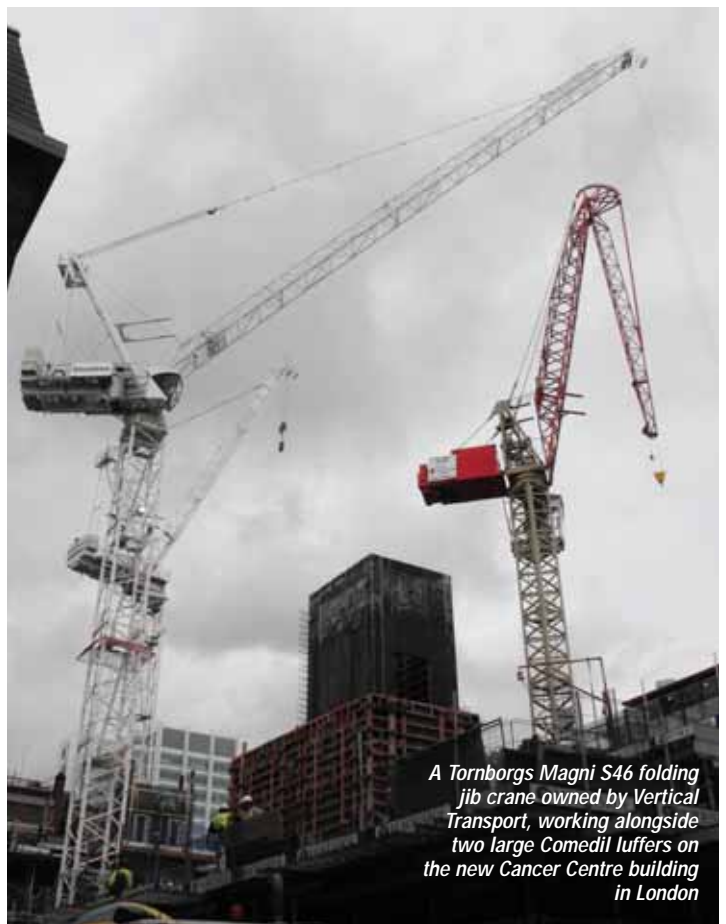
## C&a tower cranes

*The Jost hydraulic luffer has been an example of a new concept that has taken off*



UCL Cancer Institute on Huntley Street, London. Located on the site of the former Elizabeth Garrett Anderson and Obstetric Hospital it will cover a gross internal floor area in excess of 14,800 square metres

and features an internal courtyard and atrium. Skanska will construct the building using a reinforced concrete frame which will include high quality bronze cladding and curtain wall system.



*A Tornborgs Magni S46 folding jib crane owned by Vertical Transport, working alongside two large Comedil luffers on the new Cancer Centre building in London*



**WOLFFKRAN**

Welcome to  
the Hotel Bella

Foto: JA-hatten

Copenhagen is soon to be enriched by an architectural masterpiece: the Bella Sky Hotel. Built with the strength of WOLFFs and the spirit of a cranesational team. More cost-effective construction – worldwide: that is WOLFFKRAN's mission. To find out more about the power of the leader of the pack in the field of cranes: [www.wolffkran.com](http://www.wolffkran.com)

Der Leitwolf. *The leader of the pack.*





**Something completely different**

Another folding jib tower crane to surface in recent years is the Cobra, conceived as a partnership between Swiss tower crane service company Yerly and professor Jacques Bersier from the University of Applied Sciences Western Switzerland, in Fribourg. The first prototype was manufactured in March 2005 and the company exhibited at Intermat 2006. The largest incarnation of the concept is the 638 which boasts a 60 metre maximum jib tip radius, with 4.5 tonnes capacity, a two metre minimum radius and sliding counterweight design that keeps the torsional stresses on the tower to a minimum allowing a smaller tower to be used than for a conventional crane.

*The Cobra folding jib crane with sliding counterweight*



**An idea that is too radical?**

The notion of a sliding counterweight is also the subject of a recent Brazilian patent application. While moving counterweights have been a feature of many luffing jib cranes they have not been adopted for mainstream regular saddle jib cranes although it is not an alien concept in the sector. The patent application makes a strong case for the concept, stating the fact that it allows either significantly smaller tower, lighter counterweight or higher capacities. The idea is simple and inherently possible with modern electronics. The counterweight would be mounted onto a trolley on the back jib placed right up against the tower when the jib is unloaded. The counterweight trolley is controlled by a microprocessor linked into the cranes rated capacity limiter and adjusts automatically to

match the load and/or radius. For example when a load is on the hook and is being trolleyed out, the counterweight trolley travels in the opposite direction, keeping the forces on the tower in balance. This is similar in many ways to Manitowoc's moving counterweight on its new 31000 crawler crane. Most tower crane people we have spoken to are sceptical of its practicality, on the grounds of complexity and potential to go wrong, while acknowledging that it would bring clear benefits.

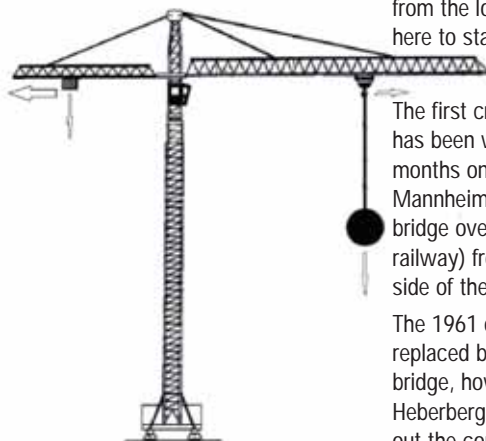
**A new tower crane brand**

Earlier this year Luxembourg-based MTI unveiled its new flat top tower crane range, the MTT 110-6, 140-8, 180-10 and 220-12. The cranes - manufactured by an experienced subcontractor in Germany - have been designed to maximise

transport efficiency as well as being fast and easy to erect.

The cranes also feature the latest generation of frequency controlled slew and hoist drives for smooth sensitive and efficient operation.

Reinhold Bräuner of MTI-Lux said



*A Brazilian patent application argues the case for sliding counterweights on saddle jib cranes.*



*Note how the Cobra's counterweight slides down the back mast track*



*The MTT 180-10*



*The MTT180-10 is working on the new bridge without disrupting rail traffic*

the problem with the tower crane market at the moment is the low rental rates due to an over capacity in many markets.

"We have been buying and selling new and used tower cranes for many years, shipping them all over the world. Doing this allows you to really understand the good and the bad aspects of each manufacturer's products, both when new and after a few years of use," he said. "We also saw that a crane that combined the best features from each manufacturer, but was simple and reliable to use and with a keen price would do well. So we set out to design a range with special focus on being easy and cheap to transport and set up, with the latest controls and motors. Most important of all though was to offer a good quality product with a price that allows rental companies to make money from the low rates that are probably here to stay for some time."

percentage of high speed ICE trains which run almost around the clock. The crane is set up right beside the tracks and between an array of overhead cables. The safety requirements of the Deutsche Bahn for working alongside and over the tracks are stringent and involve a tight working envelope for the crane which is controlled by a sophisticated 3D working area limiter.



*The MTT tower is set up close to the tracks.*



*The Mannheim site is very congested.*

The first crane, an MTT 180-10 has been working for the past six months on an unusual job site in Mannheim replacing a concrete road bridge over the Ried Railway (marsh railway) from Frankfurt on the north side of the city.

The 1961 concrete bridge is being replaced by a new, wider, steel bridge, however the contractor, Heberberger Bau, is required to carry out the construction of the piers and supports without disturbing any rail traffic. This is one of the busiest lines in Germany with a high

The new bridge will provide more traffic lanes into Mannheim while increasing the width for the rail track and clearance height for trains. Progress on the bridge replacement is running ahead of schedule and the 750 tonne steel bridge will be lifted into place over two weekends in December.



# Red Wolffs of London

While a recession usually strips a capital city of its tower cranes, there are currently plenty of units visible on the London horizon, as new high rise construction transforms the city skyline. Among the tower cranes are a fair number from Wolffkran – the inventor of the modern tower crane. Its products have been a common sight in London for many years, thanks to its relationship with HTC which runs a fleet of more than 200 units.

## Getting close at Imperial

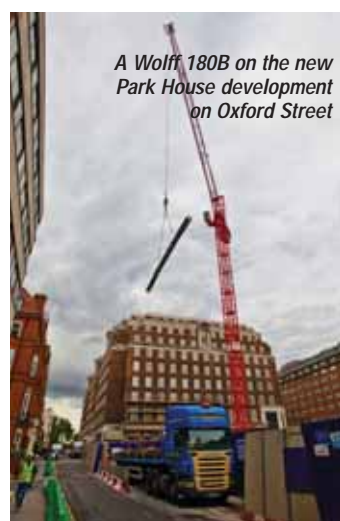
**Bovis Lend Lease has two of HTC'S Wolff 180B luffing jib cranes on the new 'L' Block development of Imperial College London's Hammersmith Campus.** The new six-storey building, due to open in 2012, will be a flagship facility for Imperial's Academic Health Science Centre. Erecting tower cranes at the site was complicated by space limitations and the fact that adjoining buildings - including Hammersmith Hospital, the medical school and residential properties - will be occupied throughout the build schedule. An advantage of the 180B is the short tail-swing of the 34 tonne counterweight. The lift capacities of 12 tonnes at 21 metres and 2.3 tonnes at 55 metres also proved ideal for the project. The cranes also employed an innovative foundation anchoring solution, using a cross frame base secured with Macalloy bolts more commonly used to anchor wind turbines. According to HTC, this allowed 75 tonnes of base ballast to be used rather than the 120 tonnes required for conventional foundation anchoring.



*The Wolff 180B has a short tail-swing which was an advantage on this job site*

## Lifting on Oxford Street

Another Wolff 180B is working for Land Securities on the Park House redevelopment on Oxford Street, the first new build on Europe's busiest shopping street in 40 years. The building occupies an entire city block and will include retail, office and residential space when completed in November 2012. Working initially with demolition contractor Keltbray and principal contractor Mace Group, the crane was installed with an expendable base foundation anchor that will ultimately form part of the new building. Rigged with three falls of cable, the crane has 18 tonnes capacity at 17 metres and 5.6 tonnes at 40 metres. HTC says that it is achieving 98 percent availability during the site's 15 hour day, seven days a week shifts.



*A Wolff 180B on the new Park House development on Oxford Street*

## At the Café Royal

Meanwhile, in nearby Regent Street, HTC has provided Mace with two Wolff luffing jib cranes - a 100B and a 180B - for the £160 million redevelopment of the Café Royal by Israeli hotel group Alrov. The famous building, adjacent to Piccadilly



*A Wolffkran 7532 at work on the Battersea Reach project*

Circus, is being redeveloped into a five star hotel, business centre and retail space scheduled for completion in March 2012. The project involves extensive temporary works within the special architectural and historic interest Grade One listed building. The 100B has a capacity of six tonnes at 23 metres or 2.6 tons at 40 metres, while the 180B is configured for 12 tonnes at 24 metres and six tonnes at 40 metres.



*Wolff 100B and 180B at London's Café Royal*

## The South Bank Show

On the South Bank of the Thames, an HTC Wolff 7532 saddle jib crane with a capacity of 12 tonnes at 30.5 metres and 6.1 tonnes at 55 metres, is working for developer St George and Stephenson Construction on Battersea Reach in Wandsworth, the residential development of individual tiered towers designed by Broadway Malyan.



*The Wolff 180B luffers are able to get in close to the building's footprint*

HTC's general manager Alex Lowe said: "This business is all about credibility, safety, service and delivery. Our reputation in these areas has made us the lifting partner of choice for a number of leading developers and contractors. We seek to maintain this position through continuous improvement and investment in our people and equipment. Wolffkran is the tower crane manufacturer of choice, with strong and reliable products that are an ideal fit with our 'be the best' culture. As a result, our fleet is 100 percent Wolff, which in turn offers a number of benefits, most importantly safety, thanks to familiarity and consistency. Components are also interchangeable, helping reduce our parts inventory and the cranes also share a common interface, which benefits our training programmes and in-house servicing and diagnostic facilities."



*A Wolff luffing jib crane working on the partial demolition of Marcol House at the top of Regent Street*



# Experience the Progress.

## EC-H cranes from Liebherr.

- Customised modular crane configuration
- Connect and Work – practical assembly technology
- Economical Liebherr high-performance drives
- Top comfort for increased productivity



Liebherr-Great Britain Ltd.  
Normandy Lane, Stratton Business Park  
Biggleswade, SG18 8QB  
Phone: (01767) 60 21 67  
Fax: (01767) 60 21 61  
[www.liebherr.com](http://www.liebherr.com)

# LIEBHERR

The Group



# Lucky 13 for Potain

Thirteen Potain cranes are now working on the new multi-use development Le Albere in the city of Trento in northern Italy. They include an MDT 98, two MDT 218 A and eight MDT 178 topless city cranes as well as one MD 208 A and one MD 238 A from Potain's standard top-slewing range.

Sabino Riefoli of Manitowoc Italy said: "It is unusual to see such a large number of tower cranes on one job site in this part of Italy. Designed by world-renowned Italian architect Renzo Piano, the three year development is the most prominent construction project in the region and will completely transform the district with new homes and businesses. Our cranes were selected because it is high-profile and the contractor wanted to ensure efficiency and reliability."

The cranes have capacities ranging from six to 12 tonnes with hook heights of between 28 and 61 metres, working daily transporting general building materials. They will remain on site until the project is completed in early 2012.

Main contractor Colombo Costruzioni has specified Top Tracing, Potain's anti-collision and controlled zone programme, essential given that 11 of the 13 cranes have overlapping operating zones. Colombo Costruzioni owns some of the cranes, but most are

rented from GB Mancini Noleggi, which has been buying Potain cranes for more than 20 years.

The Le Albere project covers 11 hectares and is located on the site of a former Michelin tyre factory. The new development will provide 300 new apartments, 30,000 square metres of offices, shops and hotels, 2,000 underground parking spaces, five hectares of public parks, a 22,000 square metre science museum along with streets and plazas.



One of the Potain MDT topless cranes on the Le Albere project in northern Italy



There are now 13 Potain tower cranes on the new development which covers 11 hectares

## China Comansa's build LNG tank

Three Chinese-built Comansa Jie cranes are currently working on an extension to the Fujian liquefied natural gas power plant, owned and operated by the China National Offshore Oil Corporation, the third largest oil company in the country. The original plant which opened in 2007 is located in the city of Putian, in the province of Fujian. This project is due to complete next August.

The three cranes, manufactured at the Hangzhou plant of the Linden Comansa/ JIE Holding Group joint venture, are building two new tanks with a combined capacity of more than 600 million litres of liquefied natural gas.

The cranes include two, 21 CJ 290 and one 21 CJ 210, with maximum capacities of 18 tonnes. The final height of the tanks will be 52 metres, so the two CJ 290s are working with hook heights of 57.6 and 63.1 metres, while the 210 has been erected to a height of 69.6 metres. All three are free standing.

The Comansa Jie joint venture was set up by the two partners in 2006 and currently produces five basic models of flat top Linden Comansa tower cranes, the 21CJ550, 21CJ400, 21CJ290, 21CJ210 and the 10CJ140.



The three Comansa Jie cranes around an LNG storage tank

## Prison break for Liebherr

A new prison facility in Pamplona, Spain is using 10 Liebherr tower cranes - seven 130 EC-B 6 FR. ionic flat-top and three 90 LD saddle jib cranes.

The new complex of twelve buildings is being built on the outskirts of the town by the consortium of Ferrovial-Agroman and Azysa and is scheduled for completion by the end of 2011. The new 1,200 inmate facility replaces an out-dated building in Pamplona city centre and comprises a closed section and buildings for people being held overnight.

All the cranes on site are mounted on foundation anchors with hook heights of between 16 and 40

metres and maximum lifting capacities of up to six tonnes. The flat-top cranes have a maximum outreach of 60 metres and the LD cranes 45 metres, both have jib tip capacities of 1,400kg. The high sensitivity drives of the flat-top cranes are controlled by means of frequency converters with an integrated anti-swing damping system, which provides smooth operation and keeps load swinging movements to a minimum. Influences from the wind and the load are detected electronically and adjusted for by automatic compensation movements, something which is a great advantage in this region of Spain.



# TEREX<sup>®</sup> PARTS: YOUR GUARANTEE FOR LONG-LASTING PERFORMANCE

**Don't compromise on quality and safety**

As the owner of a Terex<sup>®</sup> crane or one of our legacy brand cranes, you can always rely on our genuine parts to provide the results you need.

Manufactured to the same specifications as originally fitted in your crane, quality built and designed for safety, they are delivered when you need them, wherever you need them.

Contact us or your local Terex Cranes dealer for assistance in the choice, maintenance and delivery of the right part for your Terex<sup>®</sup> crane or one of our legacy brands:

American, Bantam, Bendini, Chang Jiang, Comedil, Demag, Fantuzzi, Ferro, Franna, Koehring, Lorain, Noell, P&H, Peiner, PPM, Reggiane and Stinger.

To find a contact near you, visit on our NEW website  
[www.terexcranes.com](http://www.terexcranes.com)



**WORKS FOR YOU.™**





# EXECUTIVE HIRE SHOW

WHERE PASSIONATE HIRERS MEET INNOVATIVE SUPPLIERS

**Wednesday 9 & Thursday 10 February 2011**

**Ricoh Arena, Coventry**

**UNMISSABLE**  
★ ★ ★ ★ ★  
**EVENT**

# ***BUILDING MOMENTUM***

***MORE MAJOR EXHIBITORS MORE PRODUCT RANGES MORE PROFIT OPPORTUNITIES  
MORE SHOW DEALS MORE INNOVATION MORE TO SEE...***

2007

2008

2009

2010



**Celebrating  
SHOW  
5**

**REGISTER NOW AT [www.executivehireshow.com](http://www.executivehireshow.com)  
AND KEEP UP WITH ALL THAT'S HAPPENING IN YOUR INDUSTRY**



# Cranes for Turkey

Four large Potain special application tower cranes are working on a major hydropower dam project in Turkey for the country's utility giant Boyabat Elektrik Üretim. The \$1 billion Boyabat Dam - located in the northern province of Sinop - will significantly expand Turkey's capability to generate power and help meet the growing demand for electricity.

The Boyabat contract uses two MD 1100 and two MD 2200 cranes, Potain's largest and most powerful special application tower cranes custom-built for the project.

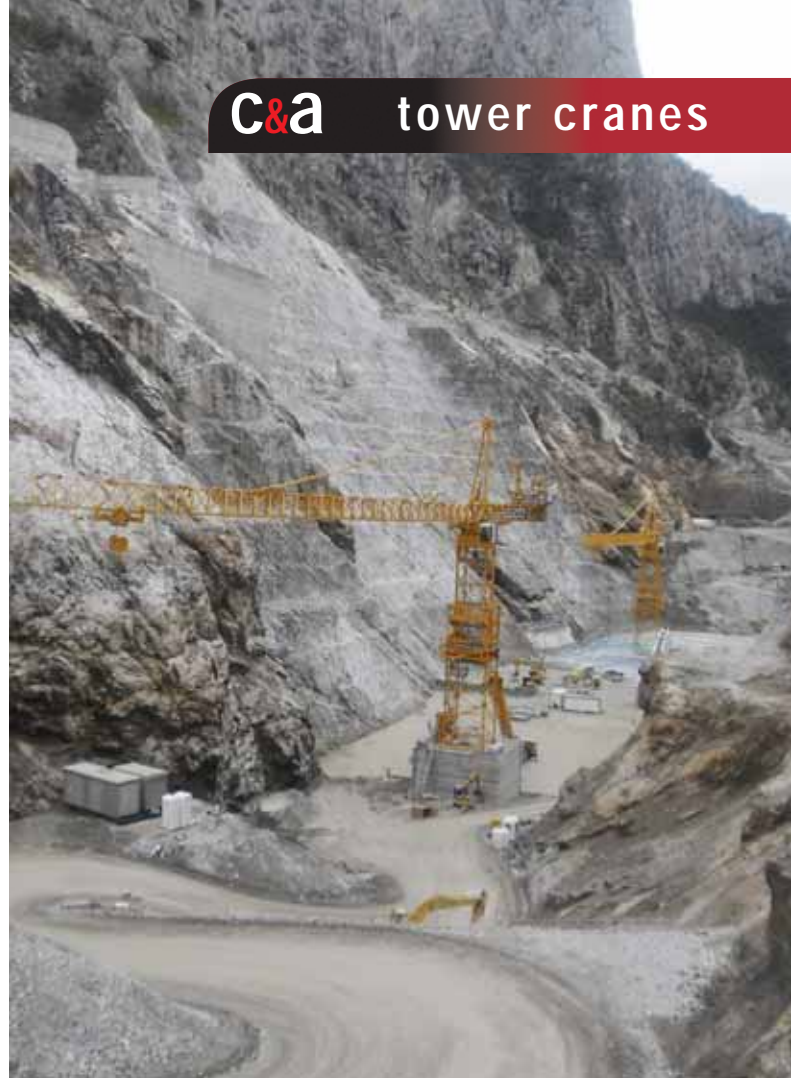
"Each project is different, and we often modify our designs to achieve the best performance for the given application," said Thibaut Le Besnerais, vice president of special application cranes at Manitowoc. "We also sent a highly experienced team of engineers for each installation to supervise the erection and ensure the customer gets the most benefit from the cranes."

Main contractor, Doğu İnşaat, purchased the cranes specifically for the project. The construction work is being carried out in sections with the cranes helping position a conveyor system used to place the 2.7 million

cubic metres of concrete required for the dam. In addition to moving the conveyor trusses, the cranes are also lifting reinforcement bar, penstocks and other components as well as pouring concrete using six and nine cubic metre buckets.

The Potain MD 2200s have a maximum capacity of 64 tonnes and are working with the full 85 metre jibs with a 20 tonne capacity at the tip. Both will climb as construction progresses and by the end of the project reach heights of 104 and 225 metres respectively. Both cranes are equipped with elevators for the operators, set inside the mast system.

The Potain MD 1100 cranes have a maximum capacity of 40 tonnes



Two of the Potain special application cranes working on the \$1 billion Boyabat dam project in Turkey. There are a total of four Potain cranes on the job.

and rigged with 55 metre jibs with 20 tonnes tip capacities. One MD 1100 will eventually reach a working height of 120 metres and the other 137 metres.

When the 54 month build is completed, the Boyabat dam will

stand 195 metres high and span more than 262 metres across the Kizilirmak River, generating more than 1.5 billion kWh of electricity per year - around 10 percent of Turkey's total electricity demand.

## New and old in Gdańsk

Linden Comansa's dealer in Poland, Corleonis, has supplied a Comansa LC5211 flat-top crane to help with the construction of a new, €12 million Maritime Culture Centre, extension to the Polish Maritime Museum in Gdańsk.

The Centre has been designed to blend in with the surrounding buildings of the historic old town and will host temporary and permanent exhibitions as well as housing workshops and offices. The LC5211 has a maximum lift capacity of five tonnes and for this contract has been erected with its smaller 3.8 metre cross section tower (rather than

4.5 metre), with a 31.9 metres under hook height and a 37.5 metre jib.

The new centre is being built near the Żuraw, a wooden port crane dating from 1367, now part of the Maritime Museum. The original crane - destroyed by fire and rebuilt around 1445 - was used to place ship masts and load cargo as well as functioning as an entrance



The Linden Comansa LC5211 alongside Żuraw, the medieval port crane building

gate to the city.

The building consists of two brick towers with a wooden structure in between where the lifting

mechanism is located. The current Żuraw is a reconstruction of the original which was almost completely destroyed during World War II.



# The last annual SAIE?



This year's SAIE exhibition in Bologna, Italy – the 46th to date – may well be the last time the access and loader crane manufacturers' exhibit on an annual basis. Tower crane manufacturers already attend on alternate years. Attracting similar numbers as last year – 168,000 visitors including 6,800 international – next year's SAIE exhibition's dates have been confirmed as a very early 5th to 8th October, which clashes with a Milan show eager to gatecrash the SAIE party. Meetings held between the organisers and the access equipment exhibitors seemed to be heading for a bi-annual crane and access showing.

Italy is the home of smaller truck mounted and spider lifts and SAIE never fails to amaze at the number and diversity of equipment manufacturers it has in these sectors of the market. This year was no exception. Coming at the end of a year full of shows, there were still many new products unveiled and interesting news. We have kept this year's review mainly pictorial however it would be remiss not to highlight the 'highlights'.

*Hinowa's Dante Fracca (L) shakes hands with Wayne Lawson of JLG at SAIE 2010.*



*JLG's badged Hinowa spider*

Biggest surprise was a spider lift on the JLG stand. Painted in JLG'S orange and cream livery, the 19 metre diesel/AC electric machine is a standard Hinowa and one of four models from 14 to 23 metres that will be provided under a five year global supply agreement.

Germany, Austria and the Benelux markets will be excluded from the badging agreement, in order to protect exclusive distribution contracts that Hinowa has in those countries although for the rest of the world, JLG will have exclusivity



*The prototype 12.4m JLG 340AJ*

to sell Hinowa spiders under the JLG name.

With manufacturing capacity at around 1,500 units and current production about a third of that figure, Hinowa is probably the only manufacturer with the capacity to satisfy the first major access manufacturer to enter this market. However the future development of this agreement will be critical and interesting. JLG also showed a prototype of its smallest Rough Terrain boom lift to date – the 34ft/12.4m 340AJ articulated boom lift with 6.1 metres outreach and 230kg lift capacity.

Cranes & Access' 'best new product' of the show award must go to the innovative 3.5 tonne Cela DT21. The highest point on this compact platform when stowed is the stubby cab top antenna (2,007mm) but it has a 21 metre working height, 9.5 metres of outreach and almost 14 metres up and over reach. The Cela DT21 is similar in general concept to the CTE Multi Purpose but without the elevated slew ring.

The mathematics whizzes amongst you will immediately point out that a



*Cela DT21 truck*





The cab of the Cela DT21 truck is the highest point

14 metre up and over height and a 9.5 metre outreach should give a working height of about 23/24 metres however the DT21 has a top mounted (rather than pedestal mounted) platform, which enhances outreach but not working height. The boom is also used on the new Cela DT21 Spyder.

Cela DT21 Spyder.



Other highlights included Merlo's 30 metre telehandler to go head to head with the Manitou unit launched in 2006, the new 21 metre low-riding GSR E210PX, Oil&Steel's new flagship Eagle 6035, Platform Basket's 13 metre lightweight telescopic boomed spider lift, CTE's 17 metre lithium ion battery powered spider lift, Fassi's 180 tonne metre F1800AXP loader crane, CMC's 24 metre articulated boom on a 3.5 tonne chassis, Multitel's massive 83 metre 830, Socage's pick-up mounted A314 with superstructure levelling and the 85 tonne Rough Terrain crane from PC. Best small product? The Elibia auto hook seen on the Fassi and Hiab stands.



Not quite the tallest platform at the show, Barin showed off its 73 metre AP73-35J2 with 35 metre outreach.



Bluelift goes from strength to strength showing off the improved version of its C22-11 with platform self stabilisation and levelling undercarriage. Watch out for 25 and 30 metre models and lithium ion power in the future.



Bravi stayed with the stand position it has occupied for the past 10 years – unfortunately no-one else was in that area. Even so, the company showed its full range including the successful Caddy which is starting to sell in big numbers to 'big box' retail outlets and promised a new 'small, rental machine' in the very near future.



Simone Scalabrini and Paulo Troni at the launch of the new DT21 truck mounted and Spyder platforms



SUP Elefant showed its largest spider lift – the 24 metre SUP 24 – and has delivered its first unit in the UK to Affordable Access Hire.



The double articulated CMC 240TB has a 24 metre working height and 11.3 metre outreach on a 3.5 metre chassis.

Italian manufacturer Colombo Giuseppe showed several new models including a 10 metre platform on a 1.85 tonne chassis, the 14 metre TLC14-7 and an 18 metre working height, nine metre outreach TLC 418.



Loader manufacturer Cormach always has an impressive stand with numerous new models – this year it showed its new 8000, 67000, 125000 and 230000 E ASC cranes.





This is the first Italian show for CTE's 20.13 MP. The concept is starting to attract buyers with the first 20 units being delivered in December.



CTE joins the lithium ion powered spider club with its Traccess 170 E.



The new 20 metre CTE Zed 20CH features the new vertical outrigger system with ground pressure sensors, 130 degree basket rotation and proportional electro-hydraulic controls from the basket and ground.



Largest Dieci telehandler at the show – the 21 tonne capacity Hercules 210.10.



Lorry loader Effer had an impressive stand highlighting the stability systems on its latest models.



Best small product at the show was the Elibia automatic hook which Fassi had programmed into its loader crane remote control handset.



IPAF continues to expand in Italy with SAIE becoming an important event in its calendar



Faraone showed of a full range of push around and masted platforms



Fassi unveiled its largest loader crane to date - the 180 tonne metre F1800AXP and claimed to be number two in the market.



Fabio Galizia showed off his new remote controlled G25. By removing the handle controls from its G20 and adding more counterweight, the capacity has been upped to 2.5 tonnes. The company says it should have its new range of 'F200 type' machines – from 12 to 35 tonnes – by next Autumn.



JMG showed off its expanding range of pick&carry cranes which now includes models up to 60 tonnes



Iteco enter the push around market with two models including this 3.2m platform height Easy Up 5 and the smaller 2.3m Easy Up 4. Watch out for self propelled versions which are coming soon.



Menno Koel of Holland Lift with Alfons Thihatmer of Teupen check out the latest issue of Cranes & Access magazine at the Bologna show.



Merlo always has new products to show at SAIE. This year it had several telehandlers including this 30 metre 40.30 MCSS as well as the prototype Cingo P25.5, a cross between a skid steer and telehandler with 2.5 tonne capacity and five metres reach.



The new GSR E210PX is lower and shorter than other GSR PX models and offers 10.3 metres outreach and 10% slope levelling.



Italian style – a 1946 Fiat with a Hiab loader was on the Hiab stand to celebrate its 50th anniversary.



Manitou had one of the largest stands and included many telehandlers such as this new heavy duty, eight tonne capacity MHT780T Evolution.



The Italian compact KLM Set 5.0K has a maximum horizontal reach of 9.7 metres carrying 330kg.



The image features two Skyjack articulating boom lifts against a clear blue sky. One lift is in the foreground, showing its orange and white body with the 'SKYJACK' logo and a large black tire. The boom is extended upwards and to the right. Another lift is visible in the background, also with its boom extended. The text 'A-SERIES' is in orange, and 'Articulating Booms' is in large white letters.

## 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.

For information call +44-1691-676235  
or visit us online at [www.skyjack.com](http://www.skyjack.com)

**SKYJACK**





A Merlo MPR15 for the railway



Merlo is offering this twin cab option on all of its roto telehandlers.



Largest platform at the show was the 83 metre working height Multitel MJ830.



First showing for the Italian RF333.A1 New Concept Crane. Designed by Romano Ferrari for mounting behind the cab of an Iveco Daily it has a 2.5 tonne maximum capacity and six metre reach.



Oil&Steel showed its new 60 metre Eagle 6035 - it has a 35 metre outreach, 360 degree platform rotation with 500kg capacity.



Oil&Steel's 20 metre 'green' Snake 2010 Compact incorporates many hydraulic system changes to accommodate the use of biodegradable fluids.



The new diesel powered version of Ormig's 5.5 tonne 5.5tm.



This 18 metre Palfinger P180 was spotted on the Palfinger stand which expands the bottom end of its Premium Class range of machine's on a 7.5 tonne chassis. The platform has plenty of carrying capacity.



Palazzani showed off its expanding range of spider platforms including this 42 metre XTJ42.



Palfinger continues to add models to its Hi-Performance range - the PK62002 EH as well as two models from the SH range the PK34002 and the PK 42002.



Italian PC Produzioni showed two RT cranes - this conventional drive 85 tonne ARM850 and a 55 tonne hydrostatic drive unit. A 35 tonne unit is being developed



The 20 metre GDX 20 truck mounted platform is the first 'PC' designed platform - the company used to manufacture for and has taken over Lionlift platforms. International dealers for cranes and platforms are being sought...



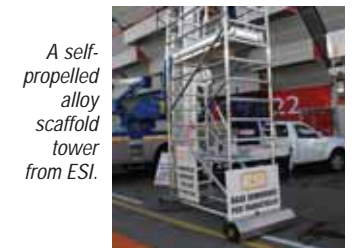
Platform Basket's new 13.65 has a 13.4 metre working height and weighs just 1,380kg



PM had a full range of its loader cranes on show including the new 95SP.



This was launched at Bauma earlier this year but it is the first time we have managed to take a picture of the Platform Basket TR18.90 trailer lift!



A self-propelled alloy scaffold tower from ESI.



Designed in conjunction with Cumberland Industries, the Isuzu 4x4 pick-up mounted Socage A314 features a novel boom levelling system.



Socage's first spider under its new ownership - the 15 metre SPJ315



Valla wasn't able to show its new 12 tonne 120 EVO pick & carry crane but it is due shortly.





# THE LEARNING STARTS NOW



MARCH 22-26  
LAS VEGAS USA

Put down this magazine and turn on your computer for some free industry webcasts. They're crammed with practical information you can use right now. It makes waiting for the sunny days of CONEXPO-CON/AGG 2011 a little easier.

Free webcasts valued at \$70 each!

#### **Concrete Always Cracks**

Prevent your customers' callbacks by eliminating this recurring problem.

#### **Project Management Fundamentals**

Become a better project manager by improving your project management skills.

#### **Best Practices for Fleet Management**

Save 2% to 5% in your fleet maintenance budget with these efficiencies.

#### **Paydirt: Mass Excavating Alternatives for Mass Profit**

Choose the right equipment to increase your profits.

Register to view anytime at:

<http://www.conexpoconagg.com/intlv>

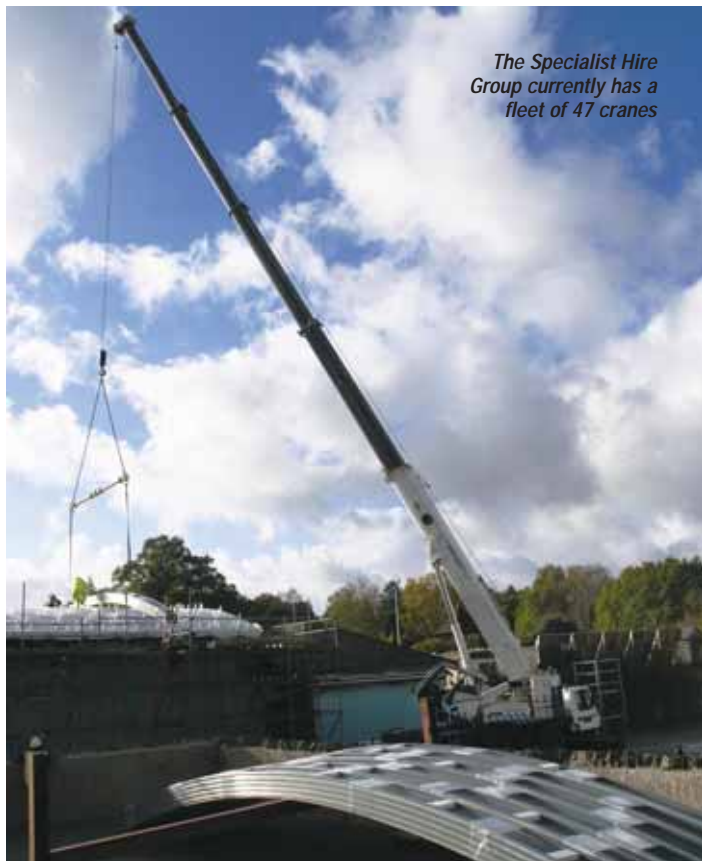
© 2010 Association of Equipment Manufacturers





# A specialist crane group?

The UK-based Specialist Hire Group brought together all of its crane rental operations – Jardines, Marsden, Telford and Heartlands as well as cranes from Steelforce Bowmech and Beck & Pollizer Northern - under one umbrella on 1st October. This growing crane company, which made it into the UK Top 100 fastest growing private equity funded companies in 2008 and 2009 has another side which includes industrial and heavy-duty fork trucks. Mark Darwin travelled north to one of its depots in Wigan, Lancashire to find out more.....



*The Specialist Hire Group currently has a fleet of 47 cranes*

Specialist Crane Hire Ltd was officially formed on 1st October pulling together several 'independent' crane companies into a single crane company. Managing director John Chappell explains how and why.

"In 2002 co-founder and partner Peter Cosgrove and I launched a shell company called the Specialist Hire Group with a view to 'buy and build' suitable companies. With both our backgrounds in forklift trucks the first company we bought

was Bishop Auckland-based fork truck hire company Rushlift. I had 30 years and Cosgrove 20 years experience in fork trucks but wanting to grow the company we were soon offered Lake District and North Lancashire-based Jardine Crane Hire. We both wanted to be involved in mechanical related capital equipment so the crane company fitted the bill and at that time the crane market was doing ok. Owner Andrew Jardine wanted to sell the company because he



*Operations manager Lee Marsden (L) with managing director John Chappell*

had no-one to take it over when he retired."

In 2003 Specialist Hire Group added Marsden Crane Hire which operated specifically in Wigan and East Lancashire.

"Both Marsden and Jardine were family run businesses, Andrew Jardine left at the time of the take-over but Keith Marsden remained for a few years which helped us as we knew very little about running a crane business," says Chappell. "His son, Lee, is now operations manager."

At this time, Cosgrove ran the crane and Chappell the fork truck division. Cosgrove however had contacts with finance/venture capital companies which helped when adding a further six forklift companies – including Lex Komatsu South, Peter Turner Fork Trucks and SMH - to the expanding group. These were eventually consolidated under one name - Rushlift - and all the different operating systems standardised - not an easy task given the number of acquired companies and the combined fleet of 4,500 to 5,000 fork trucks.

"Implementing a single operating system is very expensive yet we managed to maintain profitability

during the reorganisation period," says Chappell. "We spotted a gap in the market when we noticed that the service offered by the large forklift providers could be better. Most customers are not particularly interested which make of fork truck is provided, they just want a company to take away the hassle of running a fleet of handling equipment. Our aim was to provide the national players with an alternative, hands-on supplier, with a flat management structure so they can easily speak to senior personnel regarding their needs from Aberdeen down to Falmouth."

"This has been a successful strategy but we are now getting to a size where our local regional depots need a common IT system that can cope with bolt-on packages for customer care. This has involved developing a live, on-line fleet management system (FMS) which customers can log onto from any computer and access a machine's service history and invoices etc. It is a system unlike other forklift suppliers in the industry and it actually works!"

Rushlift is in the final stage of bidding for a major supply contract which would add about 30 percent



*The 200 tonne Terex AC200-1 is the largest crane in the fleet*



to its revenues. Cosgrove has been heavily involved in setting up this project and has moved more towards this part of the business, leaving Chappell to focus on the cranes and heavy fork trucks. "We have a specialist heavy fork truck side to the business Sleabond, which has more in common with the cranes than the standard forklift business," says Chappell. "Sleabond is the UK importer of Swedish-made SVE heavy forklifts. With lifting capacities between 10 and 52 tonnes, the equipment is used in a wide range of industries including steel mills, ports and timber. Because of the current economic climate my remit has been to look at the synergies between the fork trucks, heavy fork trucks and cranes. The forklift business has depots in Bishop Auckland, Dewsbury, Hinckley, Slough and Newport. A few cranes share the Bishop Auckland depot and Newport is big enough should we decide to go into South Wales, while the main crane depots are Wigan, Telford and Morecombe. Chappell took over the running of the crane businesses in March and

given the fact that it was not particularly well-known was questionable." The Marsden and Jardine names were originally retained because of their local connections. However after speaking with customers, Chappell discovered that the local connections were not so strong and it made sense to consolidate the cranes into one company - Specialist Crane Hire Ltd. The acquisitions brought in 55 cranes, 27 at Jardines, 15 at Marsden, five at Steelforce Bowmech and eight at Telford and Heartlands. Eight units have been sold leaving the current fleet at 47 cranes. According to the Cranes & Access 2010 survey the company is the 10th largest crane hirer in the UK/Ireland, with cranes ranging from an eight tonne Tadano to a 200 tonne Terex AC200. "Many of the cranes were in poor condition, particularly those at Telford and Heartlands, although the Marsden fleet had an on-going replacement programme and were generally better. New cranes added to the fleet are in the Specialist Hire livery, however most remain in the

## C&a specialist crane group

*Grove cranes form the bulk of the Younger and larger capacity machines*



*Sleabond is the UK importer of Swedish-made SVE heavy forklifts*



Sleabond in April. Midlands-based Telford and Heartlands was the most recent crane acquisition in 2008. A further five cranes and a yard had already been acquired from Manchester-based steel erector Steelforce Bowmech and added to the Jardine fleet. "Telford and Heartlands was not a particularly profitable business when we bought it in 2008 and struggled even more during the recession. Geographically it is well positioned so it makes sense to continue to develop and grow it, but spending time and money promoting and marketing the brand,

old colours," says Chappell. "The aim this year is to review the fleet and standardise the livery by next year so that the company has an identifiable brand. Customers want good quality cranes that have been serviced well but they also have to look the part. Safety is a primary consideration for any hire, and operating as four companies, meant differences in documentation which is now standardised. Some larger customers were aware that the individual companies – Marsdens, Jardines, Telford – were part of the same group but most were oblivious."

### So why one brand?

"There are a number of national crane suppliers and I can see that customers like the security of dealing with them. However many have told me that they lack a personal level of service and some have a 'take it or leave it' attitude. We aim to provide a professional regional service and I think there is room for such a company."

"It is interesting to compare the fork trucks to the cranes," adds Chappell. "When I visit crane customers they are interested and happy to talk about cranes and it is not a pressured sales environment, whereas few want to talk about fork trucks. The crane sector is about building relationships to give customers peace of mind that while we may not be the biggest, we give a full, professional service with individual attention."

### Crane suppliers

The Group has been careful not to grow too quickly. It has replaced two of its larger cranes this year - a 90 tonne Faun and 110 tonne Grove, but has a very mixed fleet - the product of acquiring different companies - and will be looking to consolidate with one manufacturer for larger cranes and one for the smaller.

"We had a 200 tonne crane delivered about 18 months ago and have not been entirely happy with the crane or the service," he says. "We have a majority of Groves which also form the bulk of the younger, higher capacity machines. The service fitters like them and the service from the supplier is good, so maybe they will be one of the chosen manufacturers - we haven't decided yet."

Two smaller cranes - 25 and 30 tonners - will be replaced in January so Chappell will be looking at all the major manufacturers. "I would also like to broaden the scope of the fleet - perhaps adding a mobile tower crane - but that may not be for some time yet," he says. "By bringing the companies together, we can take a broader view of the fleet and get a better idea of what is needed. We have been particularly impressed with the 90 tonne Tadano Faun so we will be giving particular consideration to those cranes. We expect a crane to last eight to 10 years so you will inevitably have a long-term relationship with the supplier, and long term costs and service quality are both important in keeping us and the customer satisfied."



*The 90 tonne Tadano Faun has particularly impressed Chappell*



**A third leg?**

"When we started the business we thought we would have two or three divisions – fork trucks, cranes and possibly generator hire – a few venture capitalists we talked to asked why? We thought that strategically it would be a good thing to do. To date the cranes have supported the fork trucks through the tough times and more recently it has worked the other way round.

Whether we go for another division is as yet undecided."

"Further strategic geographic acquisitions would be useful. We have looked at and been approached by a number of companies, but there is nothing that we will be moving on in the short term," says Chappell. "Our depots also offer some organic growth potential. The forklift depot in South Wales could be utilised, we already have a few bigger cranes in Bishop Auckland in the North East and we could increase the Telford fleet to cover the West Midlands.

The Hinckley and Slough depots are currently too small for cranes, but if the business continues to grow we may move to larger premises in Hinckley which could also be used for cranes.

**The future**

"We know how to run a profitable fork truck business, and we now think we know a little about running a crane business and in spite of the recent tough times we have grown our profits this year particularly at Marsden's, although revenues from the heavy forklift operation fell 50

*The aim is to standardise livery by next year*



percent. We are taking a long-term view of the group business and expect the crane side to pick up slightly through next year. Both my son and Peter's daughter now work in the company and we are confident that business will improve in the long-term. If we can get the company in the position we want, with unified systems, a more modern fleet and a good cash balance, we will be ideally situated to benefit from the upturn. Our aim is to build a company that will last within the industry."

*A 90 tonne Tadano Faun*



*Chappell wants to build a company that will last*



# Reliability + Strength

The new Penny + Giles hand operated JC1500 joystick – with a high integrity contactless Hall-effect sensing system – is now available. Specific for single-axis operator control of cranes, aerial work platforms and other off-highway vehicle applications.

The joystick is available with a range of user-defined features, enabling designers to quickly and efficiently build safe and reliable control systems:

- + Spring return or friction hold lever action
- + Optional lever lock and mechanical detents
- + Choice of handles and grips (or no handle fitted)
- + Operates from 5 or 9-30Vdc supply
- + Analog (Vdc) or Digital (PWM) outputs
- + Dual channel output with optional ramp directions
- + IP69K protection above the panel on selected handles

*Call or email for a Product Range catalogue today!*



Penny+Giles Controls Ltd  
36 Nine Mile Point Ind. Est,  
Cwmfelinfach, Gwent NP11 7HZ, UK  
T:+44 (0)1495 202000  
E:sales@pennyandgiles.com

Joysticks+Sensors+Solenoids  
[www.pennyandgiles.com](http://www.pennyandgiles.com)

**Penny+Giles**  
A Curtiss-Wright Company



# Link-Belt 80100 Series II

Link-Belt is based in Kentucky in the USA and the company is a wholly owned subsidiary of Sumitomo Heavy Industries of Japan. The company has a couple of scale models that it offers for sale from its web shop. The latest model is this updated version of the RTC 80100 Series II Rough Terrain crane which has a revised cab design and new decals. The real crane is a three axle 100 ton (91 tonne) capacity machine. A particular feature are the removable outrigger boxes which reduce both the weight and the width of the crane for transport purposes.



*The swingaway extension adds plenty of extra height*

The model is made by NZG of Germany and comes nicely packaged with the smaller pieces individually wrapped in tissue although there are no instructions included. The crane has a number of parts and is straightforward to assemble, while the removable components do allow the model to be accurately posed in typical transport mode.

The chassis has great tyres, with a deep tread and metal wheels, while the deck has some very fine details including access steps and grab rails, and small mirrors at each corner. All axles steer with the rear pair being linked together and both

normal and crab steering are possible.

The metal outriggers are contained within a pair of separate boxes which can be attached to the chassis and clipped firmly into place. There are excellent metal pads, and access steps which clip onto each outrigger box.

The crane has a high level of detail with very thin metal grab rails throughout, while the casting of superstructure panels includes hinges and latches. There is a really nice fuel tank, together with an exhaust pipe and air intake, and an excellent radiator grille.

The counterweight comes as two separate slabs and it is possible to display the crane with no slabs attached, or one or two as desired.

The boom is a five section telescopic with metal sheaves in the boom nose, which roll very nicely. A single heavy headache-ball type hook is provided and it keeps a good tension in the supplied rope.

It is a pity that a separate hook block is not provided, as the model has a second winch available for it.

The bi-fold swingaway boom extension is a very nice casting, again with metal sheaves throughout. It consists of two pieces, the main lattice section and a folding section which can be detached if required. They are nice metal parts although the jib cannot be posed with an offset angle.

This model is high quality with some fine detailing, and it has lots of flexibility in how it can be displayed. It is available from the Link-Belt web shop for \$145 and it is very good value at this price.



*Counterweight slabs are removable*



*Fine detailing on the cab*



*Travelling on site*



*Rigged and ready to lift*

## Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	23
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	79%

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



# Competency requirements for thorough examiners

During recent discussions amongst the ALLMI membership, concern has been raised over the quality of Thorough Examinations being carried out within the loader crane industry. At the October 2010 General Meeting for ALLMI's manufacturer and service company members, it was agreed that the association should launch a campaign highlighting the competency requirements for people conducting Thorough Examinations and Load Tests, and promoting the correct methods for carrying out these procedures. ALLMI chairman, Mark Rigby said: "there's growing concern from within our membership regarding the standard of Thorough Examinations taking place within the wider lorry loader industry, and we feel there's a real need to educate people on the requirements detailed in LOLER and BS7121 Parts 2 & 4. We plan on running a campaign throughout the coming months, which will not only be aimed at companies performing this type of work, but also at end users as they need to be fully informed in terms of what they should expect when having Thorough Examinations and Load Tests carried out. This project will be one of ALLMI's top priorities over the next few months."

This article represents the first in a series of steps designed to raise awareness of the legal requirements and correct procedures in relation to Thorough Examinations and Load Tests, as well as the expected levels of competency for the people carrying out this work.

## What are the legal requirements relating to Thorough Examinations and Overload Tests?

In the UK the Construction and Use (Lifting) Regulations 1961 covered this subject, but these were repealed in 1998 with the advent of the Lifting Operations and Lifting Equipment Regulations (LOLER), which introduced the requirement



for an annual "Thorough Examination and Inspection". This made it the responsibility of a "Competent Person" to determine if and when an overload test should be carried out on the grounds that "the design of certain lifting equipment is such that damage may be caused by conventional overload tests". Loader cranes do not fall into this category, as witnessed by the fact that BS7121 Parts 2 and 4 have entire sections devoted to the testing of this type

of equipment. Whilst BS7121 is a Standard and is therefore guidance rather than legislation, it is regarded as a most important source of advice, demonstrated by the fact that it is referred to eight times in the LOLER Approved Code of Practice and Guidance. In the event of a prosecution following an accident, it's highly likely that the Competent Person and loader crane owner would be questioned as to whether the requirements of BS 7121 Parts 2 and 4 were applied

### Recommendations for periodic testing of lorry loaders as a supplement to thorough examination

Years	Age Months	Stability installed test	Static overload test	Dynamic test	Thorough examination plus 110% static overload	Performance test	Function test
1	12				✓	✓	✓
2	24				✓	✓	✓
3	36				✓	✓	✓
4	48		✓	✓	✓	✓	✓
5	60				✓	✓	✓
6	72				✓	✓	✓
7	84				✓	✓	✓
8	96		✓	✓	✓	✓	✓
8.5	102				✓	✓	✓
9	108				✓	✓	✓
9.5	114				✓	✓	✓
10	120		✓	✓	✓	✓	✓
10.5	126				✓	✓	✓
11	132				✓	✓	✓
11.5	138				✓	✓	✓
12	144		✓	✓	✓	✓	✓
12.5	150				✓	✓	✓
13	156		✓	✓	✓	✓	✓
13.5	162				✓	✓	✓
14	168		✓	✓	✓	✓	✓
14.5	174				✓	✓	✓
15	180		✓	✓	✓	✓	✓
15.5	186				✓	✓	✓
16	192		✓	✓	✓	✓	✓
<b>interval</b>							
After re-installation		✓	✓	✓	✓	✓	✓
After structural component repair/replacement		✓	✓				
After hydraulic valve repair/replacement				✓			✓
After RCI/L repair/replacement						✓	✓
After significant vehicle modification		✓					



during the Thorough Examination, and if not, what alternative standards were applied. Failure to satisfy the court that an acceptable standard was used could well result in serious consequences for both parties.

### What tests should be conducted and when?

As stated above, LOLER stipulates the requirement for the annual Thorough Examination, but BS7121 Part 4 clearly lays out the requirements for the additional tests to be undertaken, and the frequency at which these should take place.

It's very important to note that prior to any Thorough Examination taking place, previous reports of Thorough Examination and test certificates should be made available to the examiner, as these will form the basis for any testing to be conducted. The previous test certificates should be checked for any limitations placed on the crane at the initial installation, and if a test certificate cannot be found then the crane / testing procedure should be treated as if it's a new installation. This would mean it's necessary to carry out additional tests, i.e. stability test, overload test and dynamic test. One source of concern amongst ALLMI members

is that a number of companies carrying out Thorough Examinations have standard disclaimers on their reports stating that they have not viewed the previous reports or test certificates, nor have they accessed the original vehicle build file. This means they are quite possibly unaware of what types or levels of safety systems are required or are fitted to the crane and whether the machine was de-rated or declared unstable over a particular area of the slewing range.

### Who can be considered competent to carry out these procedures?

Who is a "Competent Person"? A Competent Person is defined in the Approved Code of Practice for LOLER as having "such appropriate practical and theoretical knowledge and experience of the lifting equipment to be thoroughly examined as will enable them to detect defects or weaknesses and to assess their importance in relation to the safety and continued use of the lifting equipment".

**Practical Knowledge:** This translates as "hands-on" knowledge and experience of the safe operation, repair methods, common faults and / or product foibles of the machine being examined.

**Theoretical Knowledge:** Knowledge of the relevant legislation and Standards, knowledge and experience of the associated hydraulic, mechanical and electrical safety systems, and how to calculate test loads and calibration parameters.

If you're a loader crane owner, it's essential that you ask the person conducting your Thorough Examinations for evidence of their "practical and theoretical knowledge and experience".

### What information should be contained within a report of a Thorough Examination?

Another concern within ALLMI's membership is the quality of documentation being issued after a Thorough Examination has been conducted. Schedule 1 of LOLER is very clear about what should be contained within the report and ALLMI's template documentation issued to its members reflects this. Any document purporting to be in accordance with the above must clearly state "Report of Thorough Examination in accordance with

LOLER Regulation 9.3.a (ii)". If it merely states that it is a Certificate of Thorough Examination or a Report of Non-Thorough Examination then it is not worth the paper it is written on.

**To summarise:** a report of Thorough Examination issued by any company (along with the person conducting the Examination) should meet the requirements and processes outlined in this article. If you have grounds to believe that this is not the case then it is strongly recommended that you ensure an ALLMI member carries out this work for you, as they are signed up to the ALLMI Code of Practice and have access to a training scheme which includes both theoretical and practical competency assessments in relation to this very subject.



## ALLMI accredited Lorry Loader Operator Training Providers

### Nationwide

#### T H WHITE

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursted Road Devizes

**PALFINGER** Wilts SN10 3EA



### Ireland



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

### Nationwide

#### ATLAS CRANES UK LTD

Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL

Tel: 08444 996688

Alan Roberts: 07860 414782

### Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call a certified ALLMI training provider and Insist on the ALLMI card.

## The training accreditation service of Lorry Loader Manufacturers and Importers

ALLMI Unit 7b, Prince Maurice House, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH  
TEL: 01249 659150 email: enquiries@allmi.com web: www.allmi.com



# Are your staff **properly trained?** **Don't risk it** call a certified local company today



Tel: 08707 871511  
Email: [training@afi-uplift.co.uk](mailto:training@afi-uplift.co.uk)  
[www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)



**Hull**  
Tel: 01482 227333 • Fax: 01482 587710  
Email: [enquiries@peter-hird.co.uk](mailto:enquiries@peter-hird.co.uk)  
[www.peter-hird.co.uk](http://www.peter-hird.co.uk)



Midlands & North 0844 856 0001  
South West 0844 856 0002  
South & South East 0844 856 0003  
[training@panther.uk.com](mailto:training@panther.uk.com)



Local, reliable access rental  
[www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)



All you need in access rental



Central Booking Line 0845 601 1032  
[training@nationwideplatforms.co.uk](mailto:training@nationwideplatforms.co.uk)  
[www.nationwideplatforms.co.uk](http://www.nationwideplatforms.co.uk)



Tel: 01793 766744  
Email: [training@hi-reach.co.uk](mailto:training@hi-reach.co.uk)  
[www.hi-reach.co.uk](http://www.hi-reach.co.uk)



Tel: UK 08457 66 77 99 ROI 1850 924 381  
Email - [training@hss.com](mailto:training@hss.com)  
[www.hsstraining.com](http://www.hsstraining.com)

**AerialPlatformsLtd**  
Specialists in Platform Hire



**Tel: 0800 0853709**

e: [training@aerialplatformsltd.co.uk](mailto:training@aerialplatformsltd.co.uk) w: [www.aerialplatformsltd.co.uk](http://www.aerialplatformsltd.co.uk)



Tel: 0845 0710 007  
Email: [training@horizonplatforms.co.uk](mailto:training@horizonplatforms.co.uk)  
[www.horizonplatforms.co.uk](http://www.horizonplatforms.co.uk)



Tel: 0115 9008855 • Fax: 0115 9008880  
Email: [drobinson@loxam-access.co.uk](mailto:drobinson@loxam-access.co.uk)  
[www.loxam-access.co.uk](http://www.loxam-access.co.uk)



**Contact: Access Training**  
Tel: 01942 888 945  
Email: [accesstraining@hewden.co.uk](mailto:accesstraining@hewden.co.uk)  
[www.hewden.co.uk](http://www.hewden.co.uk)



Tel: 0845 27 ACTIVE(228483) • Fax: 01698 281 735  
Email: [andrewmccusker@activesafetytraining.co.uk](mailto:andrewmccusker@activesafetytraining.co.uk)  
[www.activerentals.co.uk](http://www.activerentals.co.uk)



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

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



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

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



# Contractor fined £1 for fatality

Principal contractor, Glenmill Group (Developments) Ltd has been fined just £1 following a death on one of its UK sites. It was also ordered to pay £13,793 in costs.

The incident took place during the construction of three new office buildings at the Altham Industrial Estate, near Altrincham, Lancashire. Glenmill had sub-contracted Howorth Scaffolding Services Ltd to erect scaffolding during the construction of the buildings. On 10th May 2006 Peter Walton, 55, was working as a sub-contractor fixing wall-plates to the building's steel framework so that trusses could be installed.

While working he stepped on

an unsecured scaffolding board and fell five metres to the ground. He struck his head during the fall and died in hospital five weeks later.

The HSE attended the scene on the day of the incident and discovered that the scaffolding had numerous safety failings including the board that gave way had not been properly tightened; lack of adequate edge protection across the scaffold and unsafe foundations. A Prohibition Notice was issued immediately, requiring the scaffold to be made safe before



The scaffolding immediately following the fatal accident

work resumed.

HSE inspector Ian Connor said: "Both these companies contributed to Peter Walton's death by failing to follow the proper safety procedures for putting up scaffolding. Howorth Scaffolding should have made sure that it constructed the scaffolding properly and Glenmill Group should have ensured it was safe before allowing construction workers on to it. This is an extremely sad case,

which, once again, shows how important it is to follow health and safety regulations. It's vital that construction companies do more to prevent deaths and injuries in the future."

Howorth Scaffolding, of Accrington Road in Hapton, was fined £25,000 plus £13,793 costs. The judge said the fines reflected the companies' current financial situations.

## £46,000 for telehandler accident

Strata Homes Yorkshire Ltd has been prosecuted by the Health and Safety Executive following an accident on the 7th April 2009 in which Anton Burrows, 24, was left paralysed from the waist down. Burrows was working as part of a bricklaying team subcontracted to Strata Homes and was helping the telehandler operator to lift a steel beam onto two brick pillars.

The beam had initially landed on the pillars as intended, however as the forks were withdrawn they caught the beam dislodging it from the pillars and causing it to fall onto Burrows. He suffered extensive injuries including spinal damage which has left him as a quadriplegic. Strata was fined

£30,000 plus costs of £16,062 after pleading guilty to breaching Regulation 8 of the Lifting Operations and Lifting Equipment Regulations 1998.

HSE inspector Alasdair Green said: "The terrible injuries sustained in this incident have changed the way of life for Burrows and his family for ever. Had the lifting operation been properly planned and supervised, in line with the regulations, the Approved Code of Practice and HSE's guidance, this devastating incident which could have very easily killed someone, would have been avoided."



## Spain works on training standard

Spain could become the first country to develop a national standard for aerial lift operator training. Sub-committee nine of AENOR's (the Spanish standards institute) Technical Committee 58 has started work on agreeing the criteria for Mobile Elevating Work Platform operator training.

While European directives dictate that operators must be trained, Spain's Health and Safety at Work laws currently make no mention of any minimum requirements for the type of training required, leading to uncertainty and confusion due to the varying quality standards of training courses on offer in Spain.

IPAF is actively participating in the AENOR working group and sharing its knowledge and experience from its MEWP operator training programme that is certified by TÜV as conforming to ISO 18878.

## LEEA accreditation for Certex

UK-based lifting gear distributor, Certex UK, has won Lifting Equipment Engineers Association (LEEA) accreditation for two of its most popular training courses. The two day Lifting Gear Examination Course, which covers the skills required by a lifting engineer to carry out periodic inspections of lifting gear in accordance with LOLER regulations, and the LOLER and PUWER Course, aimed at managers and users looking to gain a better understanding of the legal requirements of the Statutory Instructions. A third course on Wire Rope Socketing is in the process of being accredited.



Geoff Holden, chief executive of the LEEA with Adrian Kirkham, training manager for Certex UK.

## Who trained him then?



Spotted in Ireland, a man with an eye for innovation rather than the niceties of using the right equipment. He has gone to some lengths to create a work platform for his telehandler - which clearly meets no standards.





**Special features - Ascendant Van Mounts**

- A spare payload capacity of 370kg
- Kerb Side access to rear doors
- Safe working load of 230kg
- Two boom reverse articulated lift mechanism with mechanical stops
- Full pressure proportional hydraulic controls
- Engine stop start at platform controls
- Stabiliser controls in cab with automatic activation of platform control when set
- DC power pack for emergency operation of booms and stabilisers, plus manual rotation and descent
- Jacks/boom and PTO/handbrake interlocks

# GLASGOW TO GRAVESEND

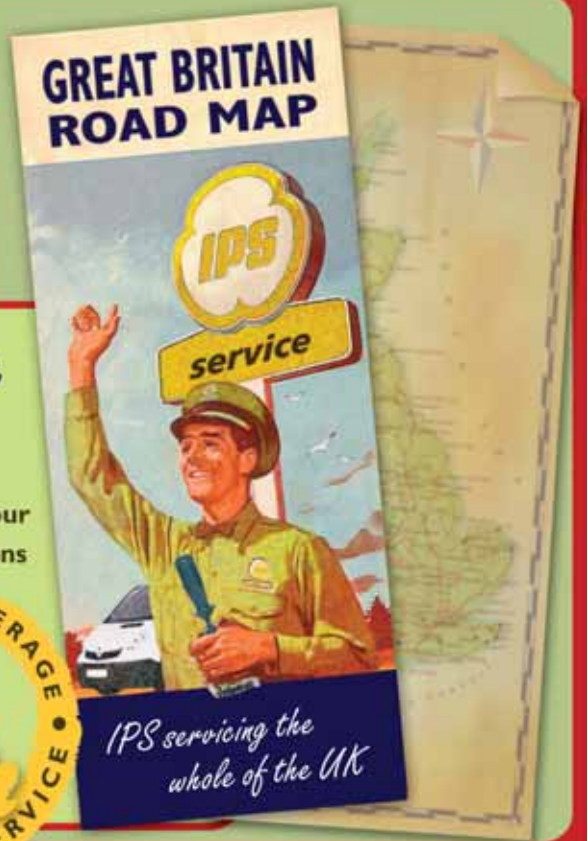
*No matter where you are in the country, our engineers won't be too far away!*

With no call out charges\*...and fully equipped service vans...our engineers are on hand to cover breakdowns, LOLER inspections and regular servicing...just call our dedicated service support team to arrange...we even have parts in stock for next day delivery!



[www.ips-ltd.biz](http://www.ips-ltd.biz)

\*We charge an hourly rate and mileage



*IPS servicing the whole of the UK*

CALL US ON 0845 108 4000

FOR SERVICING LOLER INSPECTIONS BREAKDOWNS AND REPAIRS





# New product categories added for IAPAs 2011 in Amsterdam



Entries are now open for the International Awards for Powered Access (IAPAs) 2011. The awards ceremony and dinner will be held on 14th April 2011 at the NH Grand Hotel Krasnapolsky in Amsterdam, the Netherlands. They follow the half-day IPAF Summit which starts at 14:00 the same day.

The IAPAs celebrate best practice and excellence in the powered access industry. This is the third time that the awards are being held and there are now four "Product of the Year" categories, allowing the recognition of innovative products in all sectors of the market.

The categories, open to all companies and individuals in the powered access industry, are:

- The Access Rental Company of the Year
- IPAF Safety Champion
- Contribution to Safe Working at Height
- Access Project of the Year
- Product of the Year – Vehicle/trailer-mounted
- Product of the Year – Self-propelled (booms, scissors, spiders)
- Product of the Year – Mast climbing work platforms/hoists
- Product of the Year – Low-level access
- Award for Outstanding After Sales Service

- IPAF/Access International Lifetime Achievement Award

There are three categories designed for IPAF member companies and individuals only:

- Best Marketing Campaign for IPAF Training
- IPAF Training Instructor of the Year
- Best New IPAF Training Centre

Companies and individuals can enter themselves or nominate others. They can submit entries for more than one award, and more than one entry per category, if they so wish. There is no charge for entering. Entries must be for work done in 2010. The deadline for entries is 10 January 2011.

Entries must be submitted in English using the official entry form available at [www.iapa-summit.info](http://www.iapa-summit.info)

Also at this website is more information on sponsorship dinner bookings and the venue. Those wishing to attend the event should book hotel rooms early to get the best rates. Details at [www.iapa-summit.info](http://www.iapa-summit.info)

## Are you managing your work in confined overhead spaces?



The federation's annual journal, IPAF Powered Access 2011 is out this month and features a debate on the issues surrounding work in confined overhead spaces and what managers and operators should do to overcome the risk of trapping incidents. It can be viewed online at the Publications section of [www.ipaf.org](http://www.ipaf.org). Free printed copies can be obtained by e-mailing [info@ipaf.org](mailto:info@ipaf.org)

## Help with tax refunds

PAL Card holders and IPAF-approved training centres in the UK can now benefit from a new service from Rift, which specialises in claiming tax refunds for construction workers, including PAL Card holders. Details are at the Services section of [www.ipaf.org](http://www.ipaf.org)



## CEN working group on transport platforms formed

A new Working Group 4 on transport platforms has been formed under CEN/TC 10, the European technical standards committee that covers lifts, escalators and moving walks, following lobbying by IPAF to introduce a European manufacturing norm for transport platforms. Adrian Bolton of Alimak Hek has been appointed convener of Working Group. CEN/TC 10 has adopted the creation of a manufacturing standard for transport platforms as a new work item, with a first working draft targeted for circulation in March 2011.

The creation of CEN/TC 10/SC 1/WG 4 and its mandate follows lobbying efforts by the IPAF Transport Platform Working Group (TPWG), which is currently chaired by Luca Allegro of Alimak Hek Italy. Those interested in being informed of new developments should e-mail the IPAF TPWG convener, Romina Vanzi, on [mcwp@ipaf.org](mailto:mcwp@ipaf.org)



## Join IPAF for the North West UK regional meeting

The third IPAF North West UK regional meeting will be held on 1 December 2010 at the Ramada Encore Hotel, Piele Road, Haydock WA11 0GR, from approximately 18:00 to 20:00.

The meeting will be hosted by industry consultant Peter Jones and feature short presentations on low-level access development by Pop-Up Products, and on the application of the Driver CPC scheme within the access industry by Inativ.

IPAF is also pleased to announce that

president Steve Shaughnessy will also address the meeting. The presentations will be followed by a question and answer session, and then finished with a seasonal buffet meal and plenty of networking opportunity. IPAF's UK regional meetings are proving popular and spreading across the country. They are a great opportunity for access professionals from all areas of the business to keep up-to-date and to meet fellow colleagues in a relaxed environment. Watch for a regional meeting near you at [www.ipaf.org/events](http://www.ipaf.org/events)

## Training saves lives!

"Training saves lives" is a new video that IPAF has produced to highlight the benefits of its operator training programme that is regularly audited and certified by TÜV as conforming to ISO 18878. The five minute video is available in English, Dutch, French, German, Italian, Portuguese and Spanish. It can be viewed and downloaded from the Publications/Film section of [www.ipaf.org](http://www.ipaf.org)



**IPAF Ltd**, Moss End Business Village Crooklands Cumbria LA7 7NU  
Tel: 015395 66700  
Fax: 015395 66084  
[www.ipaf.org](http://www.ipaf.org) [info@ipaf.org](mailto:info@ipaf.org)  
Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.



# WE CAN HELP WITH YOUR UPS AND DOWNS AND BOOST YOUR RENTAL INCOME

We supply top quality mobile aluminium towers and low level access equipment throughout the UK. With our experience and dedication to the industry, we can offer you the best, with no compromise, guaranteed.



Visit our website to see our full range of products including manufacturer's instructions.

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

**EURO TOWERS LTD**

MANUFACTURERS OF ALUMINIUM SCAFFOLD TOWER & ACCESS EQUIPMENT

Unit 5 Edgemoor Close, Round Spinney, Northampton NN3 8RG  
Call: 01604 844 774 Email: [sales@eurotowers.co.uk](mailto:sales@eurotowers.co.uk)



## PASMA TRAINING AFI UPLIFT

Recognised PASMA training provider

18 depots nationally or on-site\*  
\*subject to site conditions being met

NATIONAL TRAINING LINE

**08707 871 511**

[training@afi-uplift.co.uk](mailto:training@afi-uplift.co.uk)



[www.afi-uplift.co.uk/afitraining.asp](http://www.afi-uplift.co.uk/afitraining.asp)

## TOWER HIRE (SERVICES) LTD

MIDLANDS  
0121 520 0411

NORTH WEST (HEAD OFFICE)  
01925 234755

YORKSHIRE  
01924 271155

Specialists in the hire & assembly of aluminium access tower equipment and systems

QUALITY EQUIPMENT AND A SERVICE YOU CAN TRUST

Tower products supplied include: Youngman BoSS mobile / static aluminium access towers • Youngman BoSS GRP1 Zone1 glass fibre towers • Minit/Adjusta-Minit/MiniMax low level platform steps for quick access • Alloy bridging beams to form mobile / static large birdcage-type structures • Linked towers / spandecks to form large runs • Pool bridges for large spans • Cantilevered structures Lift shaft towers • Special applications / awkward access no problem

HIRE • HIRE & ASSEMBLY • SALES • CONTRACT HIRE / LEASE • TRAINING

For further details, please see our website [www.towerhireservices.co.uk](http://www.towerhireservices.co.uk)



# Don't Miss

# Vertikal days

**Haydock Park**  
June 22nd & 23rd 2011  
email the Vertikal Team at  
[info@vertikaldays.net](mailto:info@vertikaldays.net)  
[www.vertikaldays.net](http://www.vertikaldays.net)

## Hailo LYTE LADDERS & TOWERS

Lyte Ladders & Towers  
The 'One Stop Shop' for all your access needs.



Lyte Ladders & Towers boast an extensive portfolio of access equipment made in Britain since 1947. In addition to these products Lyte are now the sole UK distributor of Hailo ladders and bins in the UK.

Lyte also provide the extensive Ladder Association and PASMA accredited courses



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

tel: 01639 846800 fax: 01639 841541 email: [sales@lyteladders.co.uk](mailto:sales@lyteladders.co.uk)



# Access Alert: PASMA and HSE to Issue Joint Statement

PASMA and the UK Health & Safety Executive (HSE) will soon be warning users of low level access products such as podium steps and folding room scaffolds to make sure that the equipment they have bought, or rented, meets at least the minimum standards of fall protection. The warning follows increased concern about cheap, inferior products now flooding the market, especially in the construction sector, which offer limited protection to users by not having an adequate guardrail system fitted as standard.

Since 2004, industry estimates suggest that some 50,000 of these work at height tools have been sold in the UK and Ireland alone, and nowhere more so than in the construction industry where they can be seen in use by a multitude of finishing trades. PASMA's managing director, Peter Bennett said: "In theory these products provide a compact, lightweight and protected work platform that represents a safe method of working at height,

especially at low heights of 2.5 metres and below."

"Unfortunately, whenever there is high demand for a product there is inevitably an opportunity for companies to offer deficient equipment which, in the absence of a minimum standard, can be marketed with impunity, thus exacerbating the already concerning accident statistics for low level work at height."

Against this background, PASMA's technical committee is seeking to set a minimum standard for quality and working with the British Standards Institution (BSI) to draft a publicly available specification (PAS). It has also developed an additional module in its widely recognised training scheme devoted solely to low level access, and produced a DVD/CD 'Accidents can happen even at low level'.



A bespoke, mobile, work at height solution for gaining access to aircraft wheel wells from PASMA member, Planet Platforms

## Planet's lift-off kit for the aviation industry

PASMA member Planet Platforms has designed and installed a mobile work at height solution for the aviation industry to safely access various components in and around the landing gear of the aircraft. At just over three metres platform height, the bespoke access equipment is built with a combination of steel and aluminium, is robust enough to be towed, whilst not being too heavy to manually position and deploy the attached inclined ladder.

Mark Arnold from Planet Eastern explains more about the project: "Inspection of the landing gear is often a time-sensitive and space-restrictive task, as there might be a limited time frame to undertake all checks before the aircraft has to take off again. The inspection area is confined, and needed a narrow work platform. Pipes and hydraulic tanks also presented a requirement for an up-and-over reach."

The custom unit by Planet caters for all the work at height challenges posed by the inspection area. It can be quickly and easily towed into position and features adjustable ladders to cater for access to different heights of the inspection area. Sprung-loaded jacks are used to lock the unit off once it has been wheeled into position, as they are quicker to engage in comparison to wind-down jacks.

If other PASMA members have an interesting or unusual story to tell, please send details, with a picture, to [jill.coutie@pasma.co.uk](mailto:jill.coutie@pasma.co.uk)

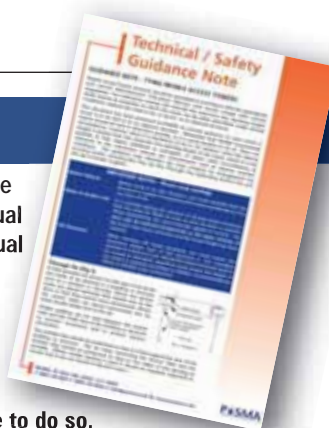
## Tying In

Mobile access towers should always be assembled in accordance with the appropriate and current manufacturer's instruction manual and should comply with current regulations. The instruction manual will indicate the maximum free standing height (both indoors and out) to which the tower can be safely assembled – under normal conditions – without the need to tie, or secure, the tower to an adjacent structure. PASMA provides guidance to users for cases where a tower needs to be tied in. It also recommends that wherever possible towers should be tied in, as it is good practice to do so.

There are circumstances, however, when it is mandatory to tie in; for instance, when the desired height is greater than the maximum permitted free standing height of the tower; where it is not possible to fully deploy stabilisers or outriggers, or where other circumstances as indicated in the instruction manual are encountered – such as adverse weather conditions. PASMA identifies the most common tie arrangements for securing towers, including box ties, lip ties, through ties, expanding anchor ties and the use of girder couplers.

As part of its continuing programme of promoting best practice, the Association's technical committee is currently undertaking a review of its tying-in guidance in collaboration with the UK Construction Fixings Association.

More information at [www.pasma.co.uk](http://www.pasma.co.uk) or from [jill.coutie@pasma.co.uk](mailto:jill.coutie@pasma.co.uk)



Existing Tying-In Safety/ Guidance Note.

## Diary Dates

**9-10 February 2011: Executive Hire Show, Ricoh Arena, Coventry**

Billed as 'Building momentum into 2011', the Executive Hire Show is the only national show catering specifically for the tool hire market. PASMA will be occupying a central stand adjacent to Hire Association Europe (HAE).

**15-16 March 2011: IOSH Conference and Exhibition, ExCel, London**

PASMA will be delivering a paper in Seminar Theatre 2 on

the 15th and exhibiting on both days of the event. The annual IOSH Conference is the largest and most comprehensive safety conference in the UK. Themes for 2011 include 'staying legal' and 'maintaining core skills in safety'.

**17-19 May 2011: Safety & Health Expo, NEC, Birmingham**

As part of the Access Industry

Forum (AIF), PASMA will again be participating in the AIF Knowledge Base and exhibiting in the main AIF stand area.

**22-23 June 2011, Vertikal Days, Haydock Park Racecourse**

The Association is currently considering proposals from the organisers of Vertikal Days for the introduction of a Tower Village at next year's event.

### PASMA Member Wins 'Best Achievement in Construction' Award

Congratulations to Glasgow-based Turner Access on winning the 'Best Achievement in Construction' award at the SHP IOSH Awards 2010 with BetaGuard. The ceremony took place at London's Park Lane Hilton Hotel and guest of honour was Lord Young of Graffham.

### Contact details



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



**APEX**  
2011  
MAASTRICHT  
SEPTEMBER  
14 - 15 - 16



**The International Access Platform Exhibition**

**The world's top access equipment event**

**Participating at APEX 2011 is the best way to meet more than 6000 genuine prospects from all over the world.**

For further information visit [www.apexshow.com](http://www.apexshow.com)



Or send an e-mail to:  
[joyce@ipi-bv.nl](mailto:joyce@ipi-bv.nl)



Sponsored by:

**access**  
INTERNATIONAL

Supported by:

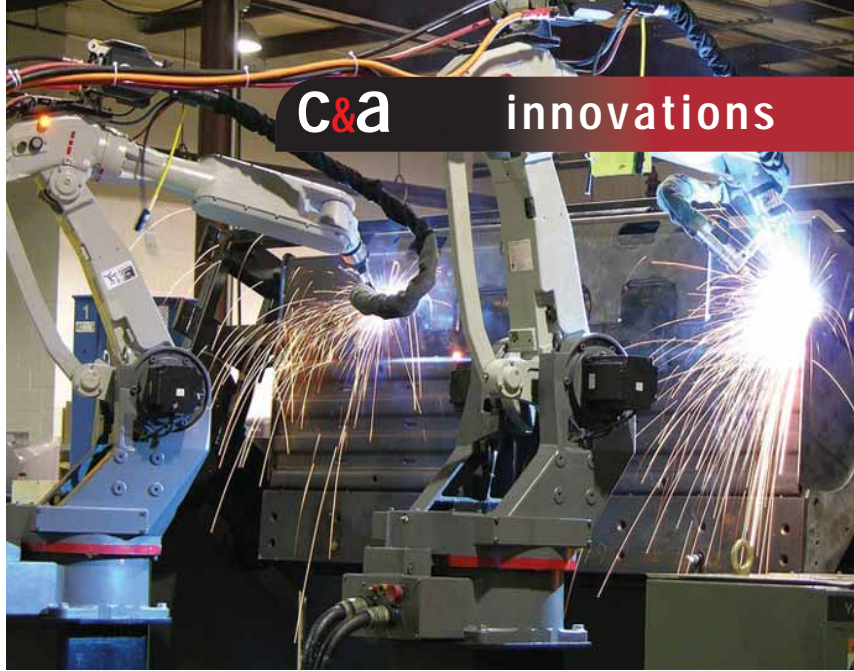
**IPAF**

**khl**





# Welding technique avoids distortion



c&a

innovations

**An industrial/academic government funded joint venture has succeeded in developing a new practical welding method that could reduce manufacturing times, allowing significant weight savings and reduce costs.**

The project – named MALCO for Creating Opportunities for the Manufacture of Lightweight Components – is an engineering and development collaboration between ThyssenKrupp Tallent, TWI and The University of Strathclyde with funding from the UK Technology Strategy Board, BOC, Bentley Motors and Komatsu

were also involved.

MALCO addresses the distortion that occurs to a welded structure as part of the welding process. It pioneers a low stress, no distortion welding system that utilises CO2 cryogenic cooling technology on the same side as the arc.

Innovative mathematical modelling of the process helped predict optimal material performance reducing the need for expensive and time-consuming trials.

BOC's senior technical specialist Walter Veldsman said: "The significance of MALCO is that it enables cooling on the same side of

the arc. Critically, the CO2 used in the process is contained close to the weld pool but does not interfere with it. By working together we have overcome the problem of delivering and extracting the coolant in a manner suitable for an industrial environment. Critically, the solution does not restrict access to the welding joint and the general application but it significantly reduces distortion."

Roger O'Brien of ThyssenKrupp Tallent added: "This is an excellent example of how the combined knowledge of industry, engineering and academia can come together to deliver practical solutions with

measurable business benefit. The innovation is now the subject of a joint patent application."

The project offers significant commercial potential. Intended for robotic welding systems, it will reduce manufacturing time and costs by negating the need for additional measures and materials to counteract distortion and also reduces weight. The technology has so much short term potential that it has already won a Best Research and Development Project award and is short listed for a UK Engineering Technology and Innovation Award, the results of which are announced in December.

## New High power monitors

**Two products from a new modular range of intelligent monitors have been launched by TTControl, a joint-venture company of TTTech Computertechnik and Hydac International specialising in robust, flexible control systems and intelligent displays for mobile equipment. The new monitors - a 10.4 inch variant with a touchscreen, and a smaller seven inch version - set new standards with respect to maximum resolution, programmability with CoDeSys 3.x and user-friendliness, for example through the ability to display PDF documents.**

Both are extremely robust and have a fast boot-up time, with the display ready to use within 10 seconds of powering up. The operator benefits from a very fast display with resolution to HD standards, allowing for the design of very clearly laid out displays whose ergonomics, thanks to hardware acceleration, can be further increased using 3D effects.

A built-in USB port allows easy extraction of operating data and installation of new application software. The new platform is also scalable, graphical elements developed for a VGA displays can be easily scaled up to XGA resolution and thus continue to be used. A picture-in-picture function enables the software controlled superimposition of a camera image. The window size is freely configurable, and an overlay effect is also possible. Another function enables not just the display of documents in PDF format, but also to move freely within them, zooming in and out. The easy-to-use programming platform CoDeSys 3.x with specific additions, such as transparency effects, is part of the standard package offering vehicle manufacturers plenty of freedom with respect to usability and ergonomics of their HMI design.

Marc Weissengruber, managing director of TTControl said: "Many of our customers want a single supplier for electronic control and operator interface. Since the recent expansion of our portfolio of control units, we have now turned our attention to strengthening our range of displays. By matching the control panels to the control units, vehicle manufacturers benefit from reduced development time and simplified maintenance. Our display controller provides so much computing power that, besides the pure display functions, it can take over control functions or the role of a CAN gateway."



*The new Vision high speed, high resolution monitors.*

enquiries

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

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



25/08/10

Dear Leigh

I would like to raise an issue through your comments pages.

We have operated truck mounted and all terrain cranes in our family run business since 1982. We have purchased all of our cranes new and direct from various manufacturers and renewed them periodically. We maintain them on a regular basis and have them insurance inspected every six months to comply with current L.O.L.E.R. conditions for the lifting of personnel. I would not be naïve enough to say that I know exactly what each machine has done during it's working life but have a pretty good idea as ultimately the buck stops with me.

I'm sure any crane owner, me included, after experiencing ownership of both types of crane, will tell the same tale of how reliable the older truck mounted cranes provided by Kato and Tadano were and still are compared to modern, 'all singing all dancing' all terrain cranes, in fact the manufacturers themselves have agreed with this on many occasions. "Kato were second to none" is a phrase still to be heard during any gathering of the crane fraternity. It would be no surprise to any owners of modern cranes to hear of breakdowns due to computer errors, coils and electronics, regular problems that simply didn't occur with truck-mounted cranes and the notion of a mechanical fitter needing a laptop computer would have been laughable.

So here is my problem, I recently had a request from a customer to provide a 25 tonne truck mounted crane under ten years old for projects in Broadway and Evesham, Worcestershire, to erect timber framed buildings, a job which is familiar to any crane hirer I'm sure. When I enquired as to why the crane had to be under ten years old my customer said it's what the main contractor stipulates and that as the sub-contractor their hands are tied. Firstly where are these particular machines that are under ten years old? And secondly why, after the history I have explained above should we not be able to provide these perfectly adequate machines that are over ten years old?

Presumably if I bought a second hand 25 tonne truck mounted crane with no idea of how it had been treated or what it had been used for or even if it had ever been maintained or serviced the main contractor would be satisfied. But, seemingly the most important clause for the main contractor is a current test certificate and under ten years old. This to me is utter nonsense.

The only way round the problem for us and our customer was to hire a two axle all terrain crane to them. The main contractor at first declined this as they said the rigger loadings were too heavy leaving us bemused and them without a crane.

They did relent when we proved the rigger loadings were actually less in this case and the hire has gone ahead using this machine.

To compound this scenario we had a two axle all terrain machine booked to go on hire to them, it is three years old and in full current test compliance, so fitted the main contractor's requirements, until it refused to leave our yard as it had broken down due to an electronic fault! (Is there a fitter with a laptop in the house?). Our customer was, as you would expect, anxious as he had deliveries of materials coming to site and needed to get them off loaded, "have you got anything else you can send"? Thank goodness we did, a fully test compliant, recently serviced and with service history from day one of its working life, sixteen year old 25 tonne Kato. "Sorry" was the reply. The only other crane available to us to re-hire at the time was a 1998 25 tonne Kato city crane oops! We had the problem of the breakdown but also the solution of a replacement crane that any contractor in their right mind would have jumped at. Whilst my frustration mounted at this crazy situation, the loads were cancelled and the crane hire put back by two days, while our sixteen year old 25 tonne Kato happily went to work on other sites.

Is Mansells Construction the only company that are happy for their jobs to be held up because of their own ridiculous rules or are there others following this path that we haven't encountered yet? Following the recession in 2009 and the difficult times we have all experienced in our industry can this really be a serious issue to contend with, it seems more like the makings of a good old fashioned Monty Python sketch to me.

Thanks for your time **Simon Ellis**

The who trained him front cover

Dear Sirs

With reference to the cover photo in your August/September issue (two heavy-lift Manitou telehandlers) I can't help but observe that it is not the best photo of good lifting practice.

I have no commercial interest, the company I work for are not in this end of the crane business. Photos can be misleading but it does appear the work men are grouped if not under the load, very near.

The flying buttress appears only to be resting on the forks of the Manitou's if a crane had been used the load would have been captivated by the lifting chains, but this lift appears that if there were a failure of any part of the unit, the load could fall free to the ground.

The Manitou on the right is parked on unmade ground, again a possible opportunity for the vehicle to sink. The area where the lift is taking place has no barriers whatsoever, for what appears to be such an involved lift of a weight of 11 tons.

I'm sure the photo makes it look worse than it is, but that is the problem you have as a publication, it just does not look good.

These have been my own personnel observations and are no way associated with the company I work for.

Regards

Lifting equipment specialist

Name withheld on request.

Hi,

I just thought I would make a suggestion for your "who trained him then?" feature, the suggested scene is the front cover of your Aug/Sept 2010 issue.

The two mobile towers have to be among the worst I've seen in a while. In the foreground the tower has little or no fall prevention at all.

All of the diagonals are set incorrectly and the stabilisers are at the wrong angle to provide sufficient support.

The tower in the background has no castors or baseplates fitted to the base. The rest of the tower is obscured yet looks as promising as the first.

All in all highly incompetent use.....

Ivan Mason

Boss Training Ltd

*We have looked at the picture again and as you might expect both of our readers are absolutely correct.*

*Shame on us for not spotting it as is usual with the cover we were focussed on the overall look of it and then the key product for the particular issue, in this case telehandlers.*

*Also as a smidgen of a defence we had decided on another telehandler cover and switched back to this one at the last minute – no excuse though for not spotting it, even if we had still gone ahead and used it.*

Ed



*The following letter is a result of an editorial we ran on line regarding the use of a belt type harness and very short lanyard for visitor demonstrations at exhibitions or for third party truck drivers when loading or unloading boom lifts. Given that all too often they chose to go with nothing.*

**Dear Leigh,**

If we are talking about exhibitions I would prefer to use a belt-type harness as it really is sometimes a bit difficult for the customer having the right "fit" and wear a normal harness correctly. This sometimes is taking a lot of time and could result in an angry customer. Of course it is the sales guys' job to inform him that he, the customer is a lot safer wearing a harness but we know what it is like. The customer does not feel good fumbling with a full harness, especially if there are a few people around who laugh and think it's funny. If it takes too much time to get the harness on, the customer may say "forget it" and walk away. So I think the "belt" could be an alternative for such "short term" actions.

We as a company prefer the jacket-type harness. Everybody in our company who is working on a boom type machine does have one especially for himself and if sized correctly from the beginning it is as easy as wearing a normal jacket.

Mit freundlichen Grüßen

**Holger Johan**

POWER-LIFT GmbH

**Hi Leigh.**

#### **Wind Farm accident**

It has never, or is never our intention to be the whistle blower for these type of incidents or indeed, to make light of our competitors misfortune because we have always had the opinion that incidents such as this one is 'out there waiting for us.....'.

However, it is annoying when there is a big effort to keep it quiet, which appears to be what is happening to this and more certainly other incidents.

In spite of our best efforts we have had a couple of 'incidents' in recent times and have highlighted them to the relevant industry association and brought up at various safety meetings, so that others might learn from them as well as ourselves.

When one of our own incidents was published some of our competitors went to great lengths to ridicule our modus operandi and make out that we are an 'unsafe company' etc etc – this was fed back to us by the people who were subjected to this smear attempt. Very annoying, considering there is NOT ONE company out there that has a clean sheet, yet try to suggest otherwise.

Basically what I am saying is – don't let them away with it !

**Name withheld and letter edited to protect disclosure of the correspondent, which we felt was appropriate in this case.**

*The letter relates to a comment that we added to an accident on a wind farm in Wales, where a 300 tonne crawler crane tipped over after the road gave way. For what we understand a very similar accident occurred on a wind farm in Scandinavia last year which was pointedly hushed up. Lessons learnt on that accident may well have helped prevent the accident in Wales. Fortunately neither accident claimed a life... At a time when the HSE is calling for near misses to be reported it seems almost immoral that actual accidents are being covered up rather than discussed. If the aviation industry operated this way the number of air crashes would be more the norm than the exception. We really do need to become more mature in this area.*

#### **Cranes vs Loader cranes**

Ref: Letters to the editor.

#### **Cranes versus Hiabs,**

I have been involved in the operation of Hiabs for over 20 years and seen technological improvements move in leaps and bounds in both cranes and Hiabs. The biggest improvement with Hiabs has been the increase in lifting capacity and reductions in weight of the equipment. This has allowed Hiab vehicles to carry a larger load and off-load it without the need for a separate crane.

Over the years there has been a great deal of criticism towards these vehicles from crane companies, mainly, that they should operate under the same rules as a crane, to give a level playing field to the market. This is fine as long as this rule swings and operates both ways.

Now at present this does not seem to happen, for example: Trucks operate on white diesel, cranes operate on red diesel.

Trucks have six weekly service regimes and an annual MOT as specified by the Department of Transport. Cranes have no annual MOT - even though they can weigh in excess of 60 tonnes, which is far heavier than any UK truck, operated under standard construction and use regulations.

Cranes do not have tachographs fitted.

We are now forced as truck drivers, to undergo Drivers CPC training every five years, to ensure our licences remain valid and that we comply with the law. The CPA is looking for an exemption for crane operators, given that road travel is not the main purpose of work for the crane.

Correct me if I am wrong, but crane companies has been complaining for years that Hiab vehicles are doing exactly the same work on site as a crane, but under different rules, hence the new British Standard 7121 part 4 which relates specifically to Hiab type cranes. So on that understanding, can we please stop these complaints that Hiabs do not operate under the same rules as cranes. From my personal point of view, we Hiab operators are getting the raw end of the deal, all the costs and taxes are levied heavier against us and not on the crane companies.

Our service records and operating procedures are scrutinised by the Department of Transport, ensuring that we are fit and proper to hold operators licences to run these vehicles. I cannot count the number of cranes that I have seen operating on site and travelling on the road, that only look fit for the scrap yard.

So please, please put us on an even keel and allow us the same benefits as crane companies!!!!!!!

Please publish this information for the crane companies to see.

Yours faithfully,

**Andrew Seddon**

Liverpool, England.





Dear Sir,

In response to the outrigger feature that you carried in your October issue, the members of the Temporary Works Forum have agreed the following response.

The Temporary Works Forum (TWF) is an industry group established to provide commentary, advice and guidance on all matters relating to temporary works. It is open to all.

The TWF agrees that there are too many accidents due to inadequate outrigger pad foundations for crane outriggers, however we do not agree with all the conclusions contained within the feature and suggest an alternative method where each part of the lift is dealt with by a person competent to deal with the relevant issues.

A crane lift is planned by the Appointed Person who has training and experience in the use of cranes. The short amount of training, in the Appointed Person (BS7121) Safe use of Cranes Course, for outrigger foundations is inadequate and in some respects inaccurate. Many APs leave the training course confused about the difference between load and pressure. Consequently the design of the outrigger foundation and selection of a factor of safety is best left to a competent engineer.

The Appointed Person is required to supply an accurate outrigger load (in tonnes) to the engineer designing the foundation. This is best determined from crane manufacturer's charts or software (Licon, Cranimax etc). The so called '75%' rule or '100% rules' are not rules at all; they are just approximations which can be significantly misleading and should not be used. Any crane supplier has a duty to supply the user with information to safely use the crane and that includes an accurate outrigger load.

Where a specific lift has been planned this needs to be the outrigger load for the relevant configuration and total load lifted. Where a crane is supplied to a site for general duties, the load should be the maximum possible for the crane for any configuration and load lifted.

The bearing capacity of ground is not a fixed figure; it varies according to the size and shape of the outrigger foundation. This is more complicated for layered ground which is usually the case on construction sites.

It is also influenced by what the ground is or contains; loosely filled trenches and buried drainage are particularly hazardous. It is best if the engineer designing the outrigger foundation is given the accurate load on the outrigger then determines the size of the pad foundation required to carry that load and designs, and selects a foundation of sufficient strength and stiffness to spread the load. The site team will need to verify that the ground conditions assumed by the design do exist in practice.

The system used by the piling industry where the piling contractor provides the main/principal contractor with the load from the piling rig then the main/principal contractor is required to get a platform designed and installed for that rig has merits. The piling contractor will not start work until the main/principal contractor has signed to say that the platform has been designed to carry the loads from the piling rig. We strongly suggest that APs should not be able to use their judgement on the matter of pad foundations. In all cases the foundation should be designed by a competent engineer. The crane supplier has a duty to provide his workforce with a safe place of work and part of this requirement is a satisfactory outrigger foundation for the crane. Where the crane is to be used on small sites or is hired by a private individual then it might be necessary for the crane supplier to employ an engineer to design the foundation.

Yours Sincerely,

**Paul Markham**

On behalf of the members of the Temporary Works Forum

## Proposed method for safe use of cranes

Appointed Person (AP) inspects Job, prepares outline Lift Plan and calculates outrigger point load (in TONNES) using Software or Chart from Crane Supplier.

Contractor Arranges for foundation design -  
a. Size of foundation  
b. Spreaders of suitable strength and stiffness

AP completes lift plan incorporating foundation/spreader requirements

Contractor/Crane Supplier to liaise and arrange for load spreaders to be on site

Crane and load spreading equipment to site. Before crane sets up main/principal contractor to sign permit to lift

### Suitable software includes.

Licon, Cranimax or Spreadsheet from the Crane Supplier.

Design by a Competent Engineer.

Could be timbers, load spreaders by site, alimats or steel pads from the crane supplier, as determined by the Competent Engineer.

**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.



Unique Purpose Designed Modular Interlocking Outrigger Load Spread System

# ALIMATS

Mobile & Self Erect Cranes \* Lorry Loaders \* Access Platforms \* Concrete Pumps

Exclusively manufactured and distributed by BFL (Beresford's Flooring Ltd)

New House Farm, Belper Rd, Bradley, Ashbourne, Derbyshire DE6 1LP

Tel: 01335 345111

Fax: 01335 345222



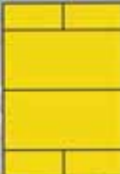
### 3.0 m<sup>2</sup> Rig

5 No. Standard Modules  
1740 x 1740 x 120 mm

Maximum 38kg module weight ensures comfortable 2 man setup

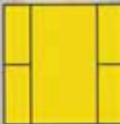


- The most practical and cost-effective method of spreading outrigger / stabiliser loads over non-standard / larger areas.
- Excellent rates for purchase and nationwide hire.
- Easy to transport in a standard pickup / van. Easy to set up / move around site... no additional site plant required.
- Avoids the need to short rig mobile cranes on standard mats to self place traditional large mats.
- Free standard safety documentation, load spread analysis and load test certification provided for every job.
- Interlocking system - Can also be used as temporary access matting



### 2.0 m<sup>2</sup> Rig

2 No. Short Modules  
2 No. Standard Modules  
1740 x 1160 x 120 mm



### 1.34 m<sup>2</sup> Rig

3 or 4 No. Short Modules  
(depending on loading)  
1160 x 1160 x 120 mm



Short Module  
0.67 m<sup>2</sup> 25kg  
1160 x 580 x 60 mm



Standard Module  
1.0 m<sup>2</sup> 38kg  
1740 x 580 x 60 mm

### 3.0 m<sup>2</sup> Rig



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

For all Alimats enquiries contact **Mike Allanson**  
Mobile: 07966 705988 e-mail: [mike@bfl.uk.com](mailto:mike@bfl.uk.com)



Tel: +353 (0)47 81000

Email: [info@cranehire-ireland.com](mailto:info@cranehire-ireland.com)

Dawson St., Monaghan, Co.Monaghan



[www.cranehire-ireland.com](http://www.cranehire-ireland.com)

Mc Nally's Crane Hire are leading providers of heavy lift engineering solutions and we offer the most comprehensive range of heavy and specialist lift engineering services. Cranes are available from 25T to 1200T and mobile access platforms up to 100M.





# Whats on?

## Big Five 2010

November 23-27, 2010  
Middle East construction show in Dubai,  
Dubai, UAE  
Tel: +49 (0) 89 949 22 0  
Fax: +49 (0) 89 949 22 350  
Website: www.thebig5exhibition.com  
E-mail: info@imag.de

## Bauma China

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


## Executive Hire Show 2011

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

## Bauma/Conexpo Show India

February 8-11, 2011, First Bauma/Conexpo  
India show, Mumbai, India.  
Tel: +49 89 949-20255  
Fax: +49 89 949-20259  
Website: www.bcindia.com

## ARA / Rental Show 2011

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

## Conexpo 2011

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

## IPAF Summit

Annual Summit for  
International Powered  
Access Federation   
April 14th 2011,  
Amsterdam  
Phone: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
E-mail: info@ipaf.org www.ipaf.org

## Vertikal Days

UK / Ireland crane and access event  
Haydock Park June 22nd/23rd 2011  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
E-mail: info@vertikal.net  
www.vertikaldays.net

## Platformer Days

German access equipment event  
August 26-27th, 2011   
Hohenroda, Germany  
Phone: +49 (0) 5031972923  
Fax: +49 (0) 5031972838  
E-mail: 2010@plattformers-days.de

## Europlatform

September 13th 2011.  
Maastricht, Netherlands.  
Tel: +44 (0) 15395 62444  
Fax: +44 (0) 15395 64686  
Email: info@ipaf.org www.ipaf.org

## Apex

International powered access  
fair September 14-16,  
2011, Maastricht   
Tel: +31 (0) 547 271 566  
Fax: +31 (0) 547 261 238  
E-mail: Joyce@ipi-bv.nl  
www.apexshow.com


## SAIE 2011

Bologna Fair, Italian Building  
products exhibition.  
October 2011,  
Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it 

## Intermat 2012

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

## Bauma 2013

World's largest construction  
equipment show,  
April 19-25th,  
2013 Munich, Germany  
Phone: +49 (0) 89 51070 

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

# Marketplace

RECRUITMENT . USED EQUIPMENT . REPLACEMENT PARTS . RENTAL . SAFETY EQUIPMENT

## ADVERTISEMENT

**M. Sternick GmbH**  
Kran- u. Baumaschinenhandel

**CRANES FOR SALE**



**ALL TERRAIN CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
20 t Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
25 t Demag AC 25	1998	4x4x4	25,00m + 1,20m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
35 t Faun ATF 30-2L	2005	4x4x4	28,50m + 12,20m
35 t Terex-Demag AC 35 L	2008	4x4x4	37,20m + 8,00m
40 t Faun ATF 40G-2	2008	4x4x4	35,20m + 9,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
40 t Liebherr LTM 1040-1	1999	6x6x6	30,00m + 14,50m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
45 t PPM 480 ATT	1992	6x4x6	31,00m + 14,50m
50 t Manitex MG 50.3	1992	6x6x6	32,00m + 16,00m
55 t Grove GMK 3055	2005	6x6x6	43,00m + 15,00m
60 t Faun ATF 60-4	2002	8x6x8	40,00m + 16,00m
65 t Faun ATF 65G-4	2009	8x6x8	44,00m + 16,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
80 t Grove GMK 4080	1997	8x6x8	43,00m + 13,00m
80 t Liebherr LTM 1080/1	2000	8x6x8	48,00m + 17,00m
80 t Faun ATF 80-4	2002	8x6x8	48,50m + 16,00m
90 t Faun ATF 90G-4	2007	8x8x8	51,20m + 19,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
100 t Faun ATF 100-5	2001	10x8x10	51,00m + 16,20m
100 t Liebherr LTM 1100	1995	10x8x8	45,00m + 20,00m
110 t Faun ATF 110G-5	2007	10x8x10	52,00m + 16,20m
130 t Grove GMK 5130	2005	10x8x10	60,00m + 18,00m
160 t Faun ATF 160G-5	2005	10x8x8	60,00m + 13,20m
180 t Grove GMK 5180	2000	10x8x10	60,00m + 22,00m
220 t Faun ATF 220G-5	2009	10x8x8	68,00m + 37,20m
300 t Liebherr LTM 1300/1	2000	12x8x10	62,00m + 21,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t Liebherr LTF 1030	2003	6x4x2	26,00m + 8,20m
50 t Tadano Faun HK 40	2006	8x4x4	35,20m + 9,00m

**ROUGH-TERRAIN CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
50 t Tadano TR 400 E	1992	4x4x4	32,50m

**YARD CRANE**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V73	1983	4x2x2	13,50 m + 5,50 m
14 t Demag V73	1992	4x2x2	13,50 m

Tel: +49-2364 - 108203  
Fax: +49-2364 - 15546  
Mobile: +49-172-2332923  
e-Mail: info@sternick-krane.de  
Internet: http://www.sternick-krane.de

**M. Sternick GmbH**  
Kran- u. Baumaschinenhandel  
Import - Export  
D-45721 Haltern / Germany

# cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

Cranes & Access reaches over six times as many UK/Irish buyers of aerial lifts and lifting equipment than any other crane or access magazine, along with an exceptionally strong international readership, with over 15,000 lifting related professionals around the world reading either the printed or online editions of the magazine.

Given the wide global readership you will be surprised at how cost effective it can be as a medium to promote your products or services.

## ADVERTISING:

The Vertikal Press Ltd.  
PO Box 6998, Brackley,  
NN13 5WY UK.  
Tel: +44 (0)8448 155900  
Fax: +44 (0)1295 768223  
E-mail: advertising@vertikal.net

## GERMANY:

+49 (0)761 189786615.

**Vertikal**  
.net

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT



# Find that person

Looking for Crane, Access  
or Telehandler people?  
Looking for a job?

Then why not start right here in the new  
**Cranes&Access** recruitment section?

With your support we can build a highly useful  
**recruitment resource** for the industry right within  
the UK and Ireland's only dedicated publication.

Call or email us today to find out about our great start  
up rates Jobs Wanted ads are free through June 2007.

**+44 (0) 8448 155900**

If responding to one of the ads please say you saw  
it in Cranes&Access.

**Vertical**  
.net

**cranes  
&access**



## Lavendon Access Services

### Hire Office Manager

### Nationwide Platforms, Iver

Competitive Salary and Benefits

This is an exciting opportunity to ensure that  
Hire Desk Management systems are followed  
within the Depot and also work with Business  
Managers on improving areas along with setting  
the standards of behaviour and attitudes  
required in the workplace by best practice  
and commitment to company values.

Ideally, candidates must have previous experience  
of P&L management including planning, risk  
management and accounting processes and  
extensive knowledge of the Powered Access Hire  
Industry. Credible communicator, demonstrate  
leadership skills and ability to influence and  
negotiate effectively.

To apply please send your CV to: Jo Campbell,  
Lavendon Access Services, 15 Midland Court,  
Central Park, Lutterworth, LE17 4PN or  
[recruitment@lavendongroup.com](mailto:recruitment@lavendongroup.com)

**Versalift Distributors (UK) Ltd**, the world  
market leader in Vehicle Mounted Access  
Platforms, requires a **SALES MANAGER** to  
cover the North of England & Scotland.

This is a field based sales role and the ideal home  
location would be the M62 corridor. To be successful the  
candidate must be well presented, professional and self  
motivated with strong communication and relationship  
building skills as you will be expected to manage a wide  
range of customers at all levels.

You must have previous sales experience from within a  
capital equipment environment, plus a full UK driving  
license. You will be required to manage and grow existing  
accounts plus identify and secure new business.

A competitive remuneration package will be structured  
around experience and skills combined with sales  
commission and a company car.

Please send a covering letter and CV to Steve Couling,  
Versalift Distributors UK Ltd, 1 Altendiez Way,  
Latimer Park, Burton Latimer, Northants, NN15 5YT  
or email to [Steve.Couling@versalift.co.uk](mailto:Steve.Couling@versalift.co.uk)



## **EMERSON CRANE HIRE**

Is currently recruiting:

### **MOBILE CRANE OPERATORS APPOINTED PERSONS LIFT SUPERVISORS SLINGER/SIGNALLERS**

Good rates of pay offered, working from our  
East London depot, CPCS qualifications are required.

Please send C.V.'s via email:

**[jonathan@emersoncranes.co.uk](mailto:jonathan@emersoncranes.co.uk)**

Or by post: Emerson Crane Hire Ltd., Emerson House,  
Freshwater Road, Dagenham, Essex, RM8 1RX.

For further information please contact:  
**Steve Kirby on 020 8548 3900**

RECRUITMENT • RECRUITMENT



## Workshop Service Manager

### EPL Skylift, St Albans

Competitive Salary and Benefits

This is an exciting opportunity to manage all resources related to the compliance and maintenance of a hire fleet of Vehicle Mount Access Platforms whilst maintaining a high level of equipment availability and reliability at optimal cost.

Ideally, candidates must have previous experience in engineering supervision ideally within a plant hire/commercial vehicle environment, formally trained in an engineering discipline NVQ level 3 or equivalent, good upward and downward communication skills and knowledge of commercial vehicle types carrying hydraulic mounted equipment.

To apply please send your CV to: Jo Campbell, Lavendon Access Services, 15 Midland Court, Central Park, Lutterworth, LE17 4PN or [recruitment@lavendongroup.com](mailto:recruitment@lavendongroup.com)

## Dorset Crane Hire Ltd CRANE HIRE SALES MANAGER

We are currently seeking a Sales Manager to join our established company.

The Applicants will be responsible for the marketing and new business development.

You must have experience within the Crane Hire industry and be self-motivated and work as a team member.

Remuneration package negotiable.

Email CV to: [dorsetcranehire@btconnect.com](mailto:dorsetcranehire@btconnect.com)

Or Tel: 01202 623399

Dorset Crane Hire, 51 Holton Road, Holton Heath Trading Park, Poole, Dorset BH16 6LT

## IPAF Instructor/Cap engineer seeks work Central Scotland

Recently made redundant IPAF instructor (1b, 3a, 3b, H and Moog Under bridge) also CAP engineer seeking appointment in the central Scotland area.

I have experience with most manufacturers of truck mounted access platforms, Genie, upright, JLG and others.

Please contact : 07725107173

**HARSCO**  
INFRASTRUCTURE

### Instructor /Trainer (UK)

Harsco Infrastructure is the UK's leading provider of Mast Climbing Work Platforms and associated Powered Access mechanical equipment. Delivering innovative access solutions to enhance on site productivity and safety to our customers construction and industrial maintenance projects.

In order to strengthen our existing training services department, we are looking to recruit a qualified Instructor /Trainer who will focus on delivering and developing the competencies of our customers and internal teams.

The successful candidate will be a competent technical instructor with a proven track record within the access or construction industry. We offer a competitive benefits package including a company car.

To apply for this exciting opportunity please send your CV and a covering letter to:  
Karen Lacey T 01372 381 300 E [klacey@harsco.com](mailto:klacey@harsco.com)

Insight onsite.™

## Work wanted

### Experienced crane operator, Appointed Person



I am an experienced freelance crane operator having operated All Terrain cranes to 100 tonnes capacity and crawler cranes to 150 tonnes. I currently hold an A66 mini crane licence and have built up considerable experience on both Maeda and Unic cranes.

I have worked as a crane supervisor, managing 10 cranes on a 12 month contract and hold AP and Crane Supervisor certificates as well as an offshore licence, CPCS card and a full HGV driving licence.

Based in the **greater London** \ area I am happy to work **anywhere in the UK** on short or long term contracts. I also have experience working overseas both onshore and offshore, most recently in Nigeria where I also trained a number of crane operators after completion of the operational contract.

Please contact me, Owen Reid, on my mobile phone +44 (0)7801 582504 or via email: [owenjohnreid@gmail.com](mailto:owenjohnreid@gmail.com)





QUALITY CHANGES THE WORLD – this is our key note.

We are searching for qualified specialists with work experience in construction machinery to help us to fulfill this promise given to our customers.

## Sales Engineer of Crawler Cranes f/m · Belgium

**Job Description:** · Market research and observation for the systematic processing of market needs to define product support and product development · Monitoring of customer orders and ongoing support of local customers · First contact for trade organizations, distributors and customers in all areas of sales, service, spare parts, technical and administrative process · Execution of product training for internal and external sales staff for skills improvement · Planning and implementing marketing activity · Implementation of sales and cost planning, as well as responsibility for compliance · Preparation of statistics for regarded sales territory and implementation of appropriate measures for deviations

**Your Profile:** · Successfully completed study of business administration (with a technical background) or technical education or vocational training with several years of sales experience · Several years of relevant work experience in the crane industry · Considerable knowledge in the fields of crawler cranes required · Contract drafting and negotiation skills; good communication skills · Independent work, absolutely reliable and well organized · Your mind will allow you to quickly identify problems and initiate appropriate action · Good French and English language skills (reliable in spoken and written)

## Service Technician of Crawler Cranes f/m · Belgium

**Job Description:** · Repairs and maintenance of crawler cranes · Installation and commissioning of crawler cranes in a team · Demonstration of crawler cranes to customers and instruction of the operators · Troubleshooting and repair of machines · Repair of maintenance of the machines · Report management of the activities carried out

**Your Profile:** · Successfully completed training in industrial-technical field, e.g. related fields · Several years of relevant experience with repair and maintenance of crawler cranes; welding skills are desirable · Considerable knowledge in the fields of engines, hydraulics, automotive electrics and electronics · Willingness and motivation to participate in continuing education and training events · Driving license class B and C · Independent work, absolutely reliable and well organized · Your mind will allow you to quickly identify problems and initiate appropriate action · Good French and English (reliable in spoken and written); additional language skills are an advantage

**Location for both:** 1150 Woluwe-Saint-Pierre, Belgium

Are you seeking for a new, interesting challenge in the professional career? Contact us and help us shape the future of SANY – one of the fastest growing companies worldwide. Please forward your application (in English), preferably by e-mail (max. 5 MB) to [hr@sany-germany.de](mailto:hr@sany-germany.de), with your salary expectation and earliest entry date.

SANY Germany GmbH · Mrs. Nina Lemke · Im Mediapark 8 · 50670 Köln · [www.sany-germany.de](http://www.sany-germany.de)



Quality Changes the World

Looking for a job



Advertise here for FREE

+ 44 (0) 8448 155900

Vertikal.net

cranes & access



Consider the possibilities...

Maeda Mini Cranes are looking for self-employed A66 compact crane operators to work on various projects nationwide.

Please call 0117 9826661 or email

[kevink@kranlyft.co.uk](mailto:kevink@kranlyft.co.uk)

[www.maedacranes.com](http://www.maedacranes.com)

# The **Vertikal** Guide

for buyers and users of lifting equipment  
para compradores y usuarios de equipos de elevación



Cranes  
Aerial Lifts  
Telehandlers

Grúas  
Manipuladores  
Telescópicos  
Plataformas





**WELEX**

**Tel. +31 (0)347 341215**  
**www.welex.nl**

**MASSIVE STOCK CLEARANCE**



<p><b>Emergency Lowering Cable UpRight X20 &amp; X26</b> 65754-001 IP-80184 <b>£25.00 €30.00</b></p>	<p><b>Battery Hour Metre UpRight</b> IP-80063 <b>£70.00 €84.00</b></p>	<p><b>Cage Rotate Cylinder UpRight AB46</b> 68457-000 IP-80281 <b>£225.00 €270.00</b></p>
--	--	---

We hold 1000's of parts in stock for Genie, UpRight, Snorkel, Pop-up, JLG, Nifty, Skyjack and more...  
**Large stock of obsolete parts for Genie GTH Telehandlers**

Call us on 0845 108 4000 for full list of stock available  
[ipspartsonline.com](http://ipspartsonline.com)  
We have moved... Independent Parts & Service Ltd Harris House Hortonwood 50 Telford Shropshire TF1 7AA



# Weblinks [www.vertikal.net](http://www.vertikal.net)

on line Access&Lifting directory – Visit these companies in one click

## Recruitment

12hoist4u	<a href="http://www.12hoist4u.com">www.12hoist4u.com</a>
<b>Access Equipment Manufacturers</b>	
Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Altrex B.V.	<a href="http://www.altrex.com">www.altrex.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Basket	<a href="http://www.basket-platforms.com">www.basket-platforms.com</a>
Bil jax	<a href="http://www.biljax.com">www.biljax.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Cumberland Industries	<a href="http://www.cumberlanduk.co.uk">www.cumberlanduk.co.uk</a>
Denka Lift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Nagano	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Lifetechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skako	<a href="http://www.wl-industries.com">www.wl-industries.com</a>
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socagefassi.it">www.socagefassi.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.upright.com">www.upright.com</a>
Versalift distributors (UK) Ltd	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Worldlift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

## Mast Climbers & Hoists

Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
LTC Hoists	<a href="http://www.ltcscuff.co.uk">www.ltcscuff.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Platform Rental

2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Platforms Direct	
Acro Services	<a href="http://www.acroservices.co.uk">www.acroservices.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Platforms	
Aerial Platforms Ltd	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI- Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>

A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>
Bucks Access Rentals Ltd	<a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Kimberly Access	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
LTC Powered Access	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Riwal	<a href="http://www.riwal.com">www.riwal.com</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## New & Used Platforms

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Advanced	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
Access Platforms	
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baker Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Brodrene Jorgensen AS	<a href="http://www.brjorgen.no">www.brjorgen.no</a>
Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Don Maq Inc	<a href="http://www.donmaq.com">www.donmaq.com</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Instant Holland	<a href="http://www.instant-holland.nl">www.instant-holland.nl</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB) Ltd	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Machinery	<a href="http://www.mrmachinery.co.uk">www.mrmachinery.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Peter-Hird Ltd	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Platform Sales Europe	<a href="http://www.platformsaleseurope.com">www.platformsaleseurope.com</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbaction.com">www.rbaction.com</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Alloy Scaffold Towers

Altrex	<a href="http://www.altrex.com">www.altrex.com</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Special/Bespoke Access & Lifting Solutions

CRANETECH	<a href="http://www.cranetechgroup.com">www.cranetechgroup.com</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

## Special & Niche Platform Access

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

## Specialist Scaffolding

LTC Specialist Scaffolding	<a href="http://www.ltcscuff.co.uk">www.ltcscuff.co.uk</a>
----------------------------	--

## Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Safety Training	
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Central Access	<a href="http://www.central-access.co.uk">www.central-access.co.uk</a>
Davis Access	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Platforms	
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Generation	<a href="http://www.generationhireandsale.co.uk">www.generationhireandsale.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
HSS	<a href="http://www.hss.com/training">www.hss.com/training</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kingfisher Access	<a href="http://www.kingfisheraccess.co.uk">www.kingfisheraccess.co.uk</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>



### Training Centres & Trainers *continued*

Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

### Equipment Auction Houses

Mr Machinery	<a href="http://www.mrmachinery.com">www.mrmachinery.com</a>
Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>

### Crane Manufacturers

Galizia	<a href="http://www.galiziaagro.com">www.galiziaagro.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano Faun	<a href="http://www.tadanofaun.de">www.tadanofaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

### Crane Hire

Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
K-Lift	<a href="http://www.k-lift.co.uk">www.k-lift.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services Ltd	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

### Heavy lift management

DWLS Ltd	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
----------	--

### Mini Crane Hire

A Mini Crane Hire Company	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
Easi Up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>

JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

### New & Used Cranes

AGD Equipment Ltd	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Immo Cranes	<a href="http://www.immo-cranes.com">www.immo-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Used Cranes CCK	<a href="http://www.used-cranes.de">www.used-cranes.de</a>
Peter Hird & Sons	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
UCM	<a href="http://www.ucmholland.nl">www.ucmholland.nl</a>

### Self Erecting Tower Cranes

Airtek safety	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
K-Lift	<a href="http://www.k-lift.co.uk">www.k-lift.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>

### Lorry/truck loader cranes

Effer	<a href="http://www.effer.it">www.effer.it</a>
Fassi UK	<a href="http://www.fassiuk.com">www.fassiuk.com</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>

### Telescopic Handlers

Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

### Outrigger Pads, Mats & Roadways

Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Welex	<a href="http://www.welex.nl">www.welex.nl</a>

### New & Used Telehandlers

Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Mr Machinery	<a href="http://www.mrmachinery.ie">www.mrmachinery.ie</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

### Parts & Service suppliers

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Davis Access Platforms	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
IPS	<a href="http://www.ips-ltd.biz">www.ips-ltd.biz</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Mech-Serv (GB) Ltd	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>

TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>

### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

### Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
John Taylor Crane Services Ltd	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>

### Wire Rope

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

### Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
---------	--

### Battery Manufacturers/Suppliers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
ManBat	<a href="http://www.manbat.co.uk">www.manbat.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>

### Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
---------------	--

### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
SuperOffice Software	<a href="http://www.superoffice.co.uk">www.superoffice.co.uk</a>

### training associations & networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
-------------	--

### Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Insphire	<a href="http://www.insphire.com">www.insphire.com</a>

### Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
----------------------	--

### Heavy Lift planning & Risk analysis

DWLS Ltd	<a href="http://www.dwls.com">www.dwls.com</a>
HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>

### Site Safety Audits

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
----------------------	--

### Events

APEX	<a href="http://www.apexshow.com">www.apexshow.com</a>
Bauma	<a href="http://www.bauma.de">www.bauma.de</a>
Conexpo	<a href="http://www.conexpoconagg.com">www.conexpoconagg.com</a>
Intermat	<a href="http://www.intermat.fr">www.intermat.fr</a>
Platformers Days	<a href="http://www.platformers-days.de">www.platformers-days.de</a>
SED	<a href="http://www.sed.co.uk">www.sed.co.uk</a>
Vertikal Days	<a href="http://www.vertikaldays.net">www.vertikaldays.net</a>

To arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08448 155900 Fax: 01295 768223 Email: [info@vertikal.net](mailto:info@vertikal.net)  
**An entry in our online directory with hot-link to your website and publication here costs just £175/€280 for a whole year**

# Subscribe to

# cranes & access

The only way to guarantee that you receive every issue



## Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertical Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8448 155900

Name \_\_\_\_\_

Company \_\_\_\_\_

Job Title \_\_\_\_\_

Telephone \_\_\_\_\_

Address \_\_\_\_\_

Zip/Postcode \_\_\_\_\_

Country \_\_\_\_\_

Telefax \_\_\_\_\_

Email \_\_\_\_\_

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertical Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name \_\_\_\_\_

Card number \_\_\_\_\_

Expiry date \_\_\_\_\_

Security code \_\_\_\_\_

**Vertikal**.net

Subscribe online at [www.vertikal.net](http://www.vertikal.net)



## SPECIALIST INSURANCE AGENCY LTD

### SPECIALIST CONSTRUCTION INSURANCE BROKERS

#### PLANT • LIABILITY FLEET SCHEMES AVAILABLE

We talk your language and have expert knowledge from experience gained within the industry.

For the complete service please contact:

**TONY QUICK**

Tel: 023 80730207. Fax: 023 80738288

Email: [tony@cover1.com](mailto:tony@cover1.com)

FSA: 309005

## MANUFACTURER OF CRANE AND FORKLIFT ATTACHMENTS

- ◆ Concrete skips
- ◆ Self Discharge Boat Skips
- ◆ Circular Muck Skips
- ◆ Access Platforms
- ◆ Plastic Mortar Skips
- ◆ Crane Man Cages
- ◆ Bricks Forks
- ◆ Block Grabs
- ◆ Crane Forks
- ◆ Manhole Ring Clamps
- ◆ Gas Bottle Carriers
- ◆ Fork Lift Tipping Skips

TO DISCOVER MORE, CALL:

Head Office & Accounts

+44 (0)1420 592 900

OR EMAIL: [sales@conquipindustrial.com](mailto:sales@conquipindustrial.com)



DISTRIBUTORS REQUIRED  
MANUFACTURING, SALES & HIRE



- FULL PLANT HIRE SERVICE AVAILABLE
- MOBILE CRANES 35-120 TONS
- IRON FAIRY & CITY CRANE
- CPA & CONTRACT LIFT SERVICE
- RIGGERS, SLINGERS - APPOINTED PERSONS
- TEST WEIGHT HIRE
- MACHINERY MOVEMENT SERVICE
- CRUSHERS & SCREENERS
- ROAD BRUSH HIRE
- HIAB & LOW LOADER TRANSPORT
- ALL OPERATORS FULLY CPCS CERTIFIED
- CALL FOR A FREE SITE VISIT AND QUOTATION
- BASED IN GLASGOW



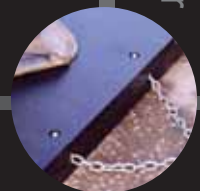
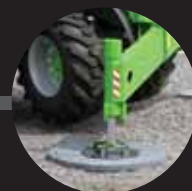
t: +44 (0) 141 646 1212 e: [info@ab2000.co.uk](mailto:info@ab2000.co.uk)  
[www.ab2000.co.uk](http://www.ab2000.co.uk)



## ECO LIFT outrigger pads

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- 3 year warranty against breakage

The UK's Leading Supplier



Bill Green @ PLC Sales

Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582

Fax: +44 (0) 1449 674 173

Email: [sales@outriggerpads.co.uk](mailto:sales@outriggerpads.co.uk) Web: [www.outriggerpads.co.uk](http://www.outriggerpads.co.uk)

# YOUR Direct Route to Access.....



- Sales of **New** and **Used** access platforms
- **Training** and **Instruction** anywhere in the UK
- Equipment **Finance options** include Spot Hire, Contract **Rental & Buy-back** (subject to status)
- Worldwide **Export** with in-house shipping service
- Wir Sprechen Deutsch...Se Habla Español....
- Parliamo Italiano.....
- **Experienced** Access people



T: 01483 475390  
 F: 01483 486468  
 M: 07717-779541  
 E: info@accessplatformsdirect.co.uk

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



## Kran & Bühne

DAS MAGAZIN FÜR KRAN- UND ARBEITSBÜHNENANWENDER

### Ihr Vorteil!

Um leistungs- und wettbewerbsfähig zu bleiben, benötigt die Industrie gerade bei härteren Marktbedingungen hochqualifizierte und ihre Märkte betreffende Informationen. Diesem Verlangen kommt Kran & Bühne mit praxisorientierten Artikeln nach, die dem Leser helfen, fundierte Entscheidungen zu treffen. Die Artikel werden von einem erfahrenen, international und in Deutschland tätigen Journalistenteam verfasst. Kran & Bühne liefert dem Leser harte Fakten darüber, welche Ausrüstung für welche Einsätze geeignet ist, sowie Neuigkeiten und Baustellenberichte.



Name/Vorname: \_\_\_\_\_  
 Firma: \_\_\_\_\_  
 Umsatzsteuernummer (nur bei Firmen) \_\_\_\_\_  
 Straße/Postfach: \_\_\_\_\_  
 Postleitzahl/Ort: \_\_\_\_\_  
 Land: \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-mail Address: \_\_\_\_\_  
 1. Unterschrift des Abonnenten: \_\_\_\_\_

Ich wünsche folgende Zahlungsweise:  
 Bargeldlos per Bankeinzug (nur in Deutschland)  
 gegen Rechnung

Kontonummer: \_\_\_\_\_  
 Bankleitzahl: \_\_\_\_\_  
 Geldinstitut: \_\_\_\_\_  
 Firma: \_\_\_\_\_  
 Postleitzahl/Ort: \_\_\_\_\_

Hiermit bestätige ich, dass die Abbuchung des jährlichen Abo-Betrages von € 26.00 für o.g. Firma/Anschrift vorgenommen werden kann.

2. Unterschrift des Abonnenten: \_\_\_\_\_

Abonnieren Sie jetzt einfach und bequem!  
 per Fax: (0761) 88 66 814  
 oder per Post: Kran & Bühne  
 Sundgaullee 15 D-79114 Freiburg  
 Tel: (0761) 89 78 66-0 Fax: (0761) 88 66 814  
 E-mail: info@Vertikal.net www.Vertikal.net





On instructions of the Joint Administrators re:

# E S Access Platforms Limited

## Sale by Public Tender



**Specialist truck mounted access platforms, under bridge inspection units, tracked van and compact mounted platforms, boom and scissor lifts**

All Lots Subject to Availability

**Viewing at the Premises at:**  
Shadon Way, Portobello, Birtley,  
County Durham, DH3 2SW

**On:**  
Tuesday 7th December 2010 between  
9.30am and 4.00pm

**Deadline for Receipt of Tenders:**  
**12 noon 9th December 2010**

No Children Allowed on Site

**Buyers Premium 12.5%**

Catalogues and Enquiries to the Agents by:

**Email: [enquiries@charterfields.com](mailto:enquiries@charterfields.com)**

**Fax: +44 (0) 870 043 4172**

Catalogues and photographs, when available,  
can be accessed through our website at  
**[www.charterfields.com](http://www.charterfields.com)**

Charterfields Limited  
For a list of directors and offices, please refer to our website at  
[charterfields.com](http://charterfields.com) Registered Office - The Lodge, Westbrook  
Court, 2 Sharrow Vale Road, Sheffield S11 8YZ  
Registered in England and Wales Company Reg No - 418347

 **charterfields**  
international asset consultants

Tel +44 (0)1242 241111

Fax +44 (0)1242 527777



Asset Valuers &amp; Auctioneers

www.amsauctions.co.uk

info@amsauctions.co.uk

On Instructions from a Major Finance Company  
**TOWER CRANES FOR SALE**

2008, Jost JT312.12



2006, Jost JTL 108.6 Luffing



2007, Jost JT132.8



2007, Jost JTL68.4 Luffing



2007, Mantis FMGRU 1350TLX



1996, Raimondi MR240



Please visit our Website [www.amsauctions.co.uk](http://www.amsauctions.co.uk) to view more Photos  
 Tower Cranes are located in Gloucestershire, UK.

Please contact:

Jamie Whitmarsh - [jamie@amsauctions.co.uk](mailto:jamie@amsauctions.co.uk) / Rob York - [rob@amsauctions.co.uk](mailto:rob@amsauctions.co.uk)

Telephone 01242 241111

**www.amsauctions.co.uk**



# Aerial

# lifts for sale

We have a number of good used machines available to sell from our fleet, units are supplied fully checked, certified, reconditioned and ready to work.



# MANLIFT HIRE LTD.

## Barin ABC130/LS Underbridge Unit



Year: 2007 Qty Available: 1

Left Hand drive Axor 1829L, 13,500km, New tyres, extra platforms, tool boxes and other options.

Price: €200,000

## Niftylift 140 van mount



Year: 2002 Qty Available: 1

112,000 km.

Price: Contact us

## Palazzani TSJ34



Year: 2005 Qty Available: 1

Two extra baskets for narrow applications, wider outrigger option, remote controls.

Price: €69,000 Platform Height: 32m

## CMC Liftup 500 Hoist



Year: 2008 Qty Available: 1

Unused, 50 metres of 1.5 metre mast sections, 340v, extra build platform, landing gates.

Price: €18,500

## Van Mounted lift



Year: 2002 Qty Available: 1

53,200 miles.

Price: £8,000 Platform Height: 10m

## Haulotte HA15SDX boom lifts

Year: 2002

Qty: choice of 4

Price: €6,500 each

Very low hours in perfect working order with new upper control boxes.

Call: +353 (0)21 431 1332 • Fax: +353 (0)21 431 1523

Email: [Manlift@eircome.net](mailto:Manlift@eircome.net) • Web: [www.manlift.ie](http://www.manlift.ie)

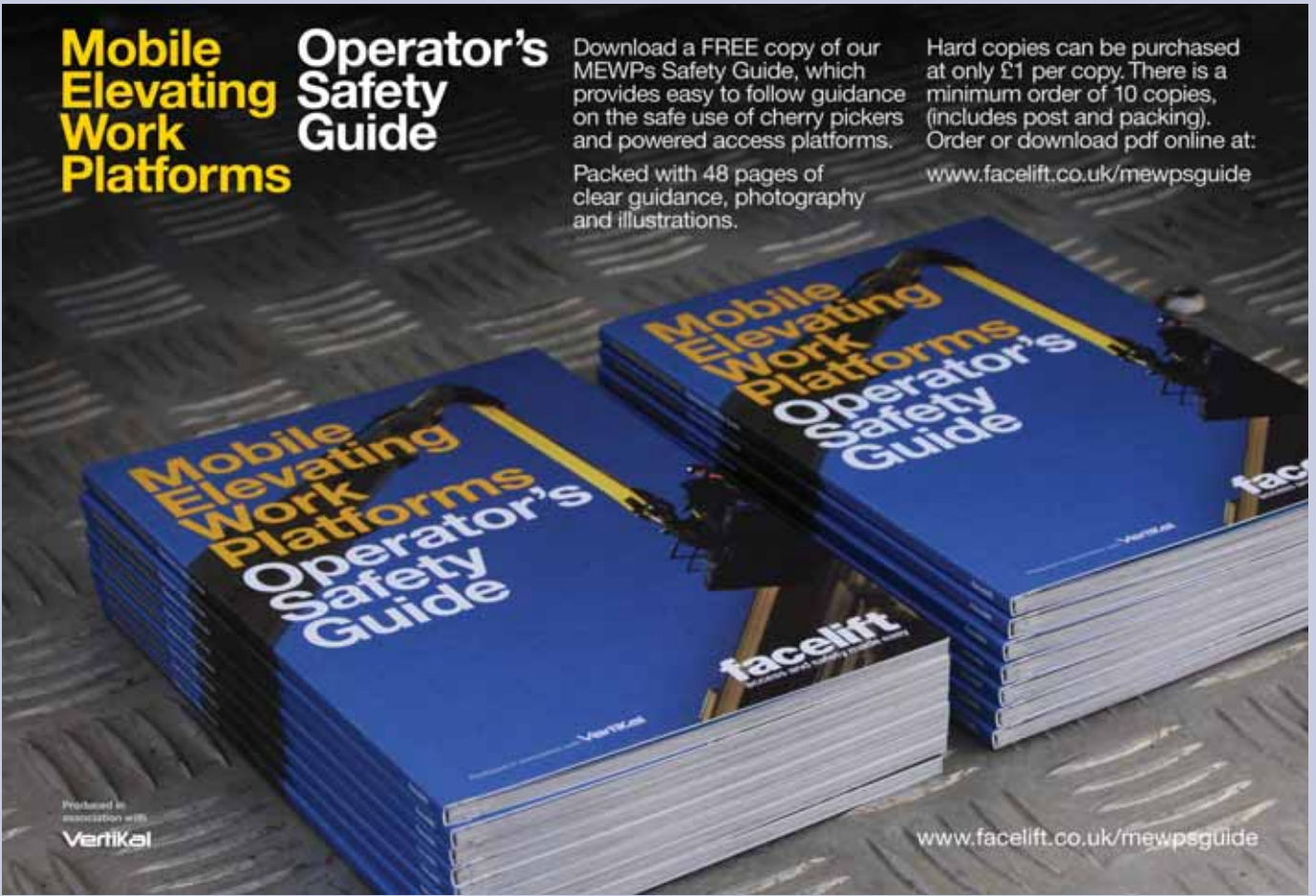
• USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED •

# Mobile Elevating Work Platforms

## Operator's Safety Guide

Download a FREE copy of our MEWPs Safety Guide, which provides easy to follow guidance on the safe use of cherry pickers and powered access platforms. Packed with 48 pages of clear guidance, photography and illustrations.

Hard copies can be purchased at only £1 per copy. There is a minimum order of 10 copies, (includes post and packing). Order or download pdf online at: [www.facelift.co.uk/mewpsguide](http://www.facelift.co.uk/mewpsguide)



# Don't miss the UK lifting event

ACCESS EQUIPMENT - CRANES - TELEHANDLERS



Be part of the UK and Ireland's only specialist lifting equipment event. Register on-line today for your FREE visitor ticket.

Haydock Park June 22nd & 23rd 2011.

[www.vertikaldays.net](http://www.vertikaldays.net)

email the Vertikal Team at

[info@vertikaldays.net](mailto:info@vertikaldays.net)



Telephone: UK Office  
+44 (0) 8448 155900



# Machinery For Sale



Genie Z-34/22N  
Articulated boom  
12.50m - 2005/6



Genie Z-135/70  
Articulated boom  
43m - 2007/8/9



Genie S-65  
Stick boom  
21.7m - 2005/6/7/8



Genie S-125  
Stick boom  
40m - 2005/6/7/8



Special Offer!!!

Genie GS-1932  
Battery scissor lift  
7.80m - 2005/6/7/8



Special Offer!!!

Genie GS-2646  
Battery scissor lift  
9.7m / 454kg  
2004/5/6/7/8



Special Offer!!!

SKYJACK SJ-7135  
Diesel scissor lift  
12.50m - 2007/8



Genie GS 5390  
Diesel scissor lift  
18m/680kg - 2005/6/8



Manitou MT 1030  
Telescopic forklift  
10m/3 Tonne - 2005/6



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



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



Manitou MRT 2150  
Telescopic forklift  
21m/5 Tonne - 2006/7



BRONTO S46XDT  
Truck mounted  
46m - 2005



SIMON SS263  
Truck mounted  
27.8m - 2002



OMME 2200RBD  
Specialised boom  
22m - 2004/6/7/8



MAEDA MC104 CR-G  
Mini crane  
5.50m/1 Tonne - 2003

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

 **Easi UpLifts**  
LIMITED

[www.easiuplifts.com](http://www.easiuplifts.com)

E-mail: [patrick.mcardle@heightforhire.ie](mailto:patrick.mcardle@heightforhire.ie)

the access specialists



# Small. Strong. Versatile.



Consider the Possibilities!



- ✓ Elevated Works
- ✓ Glazing
- ✓ Panelling
- ✓ Installation
- ✓ Maintenance

- ▶ Roof Top and Underground Lifts
- ▶ Restricted Access
- ▶ Uneven Ground



[www.maedacranes.com](http://www.maedacranes.com)

## Consider

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

CALL US ON

+44 (0) 117 982 6661



+46 (0) 31 807 000

