


cranes access



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May/June 2011 Vol. 13 issue 4

A new
harness hits
the market

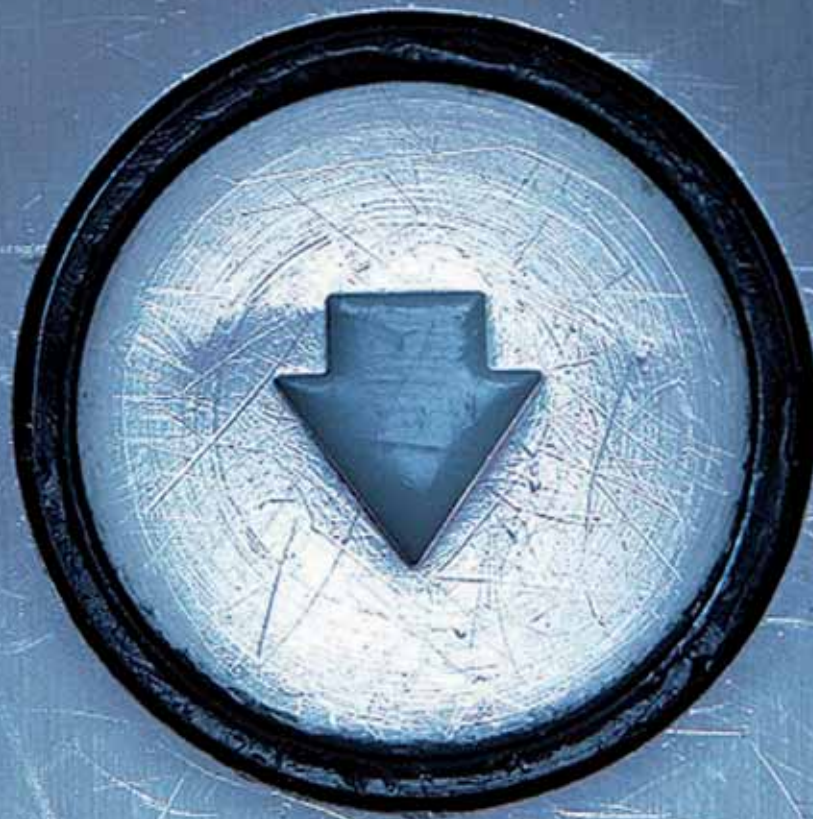
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photo album

Spider lifts

Tower cranes

Vertikal Days preview

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On the cover:

Testing with a crash test dummy confirmed that the new ZT 'trouser' harness exerts significantly less pressure than a conventional harness. (see full story on page 64)



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A safe pair of trousers



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Financials round-up, Time/Versalift's new van outrigger, King Lifting takes five Terex ATs, Lube A-Boom moves into Europe, Ruthmann adds new 33 metre and telematics.

Spider lifts 17

The spider lift is a true marvel of engineering, the product range is diverse and highly developed and financially provides an excellent return on investment with strong growth potential. But it is still relatively unknown by most end users.



Cranes & Access looks at new ways to promote the specialist product as well as rounding up the more important recent events in the sector.

Tower cranes 25

Over the past six months or so the construction industry as a whole and high rise construction in particular, has continued to show signs of recovery - to the point where interest in tower cranes is on the rise again. Manufacturers are also fuelling this interest by adding new models. We take a look at the latest introductions as well as a few interesting applications.



IPAF summit 35 & 49

Cranes & Access editor Mark Darwin comments on the recent IPAF Summit in Amsterdam and this is followed by our now annual 'rogues' picture gallery of the networking event, summit and the awards dinner.



Vertikal Days guide 37

Now in its fifth year, the Vertikal Days event is bigger than ever. Find out everything you need to know about all the exhibitors, seminars and exhibits in this 12 page 'pull-out' show special.



A safe pair of trousers 64

ZT Safety Systems has launched a completely new fall arrest harness concept. We visit the company's production facility and learn about the amazing story of the innovative product from drawing board to final production.

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In the next C&A

In the packed June/July issue we will be looking at Industrial pick & carry cranes, a review of the Vertikal Days show, the 2011 Dealer Guide and Industrial access/compact electric lifts



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c&a
comment



Accident or incident?

According to my copy of the Concise Oxford English Dictionary an accident is 'an unfortunate incident that happens unexpectedly and unintentionally or something that might happen by chance or without apparent cause'. However due to the increasing 'blame culture' in many countries, people are now realising that almost all accidents happen because of something someone did or did not do i.e. the risk was 'reasonable' and 'foreseeable' which makes someone liable in law.

Thinking about the common 'accidents' we may encounter - car accidents (mainly caused by speeding, drink/drugs, weather conditions, brake/tyre defects etc) falls from height (incorrectly set up or inappropriate equipment, no safety harness etc) and cranes tipping over (incorrectly set outriggers, poor ground conditions, wrong counterweight, overloading etc..) - we realise that almost all should be called incidents as the risk was 'reasonable' and 'foreseeable'. (See the excellent letter sent in by Mike Ponsoby on page 69.)

But how far should we take this because everything we do - from the time we get out of bed (Fact: 400,000 people in the USA suffer injuries relaxing or sleeping in bed!) in the morning - has some form of risk.

The European material handling federation - FEM - recently published advice which virtually bans lifting people with cranes for entertainment purposes adding to similar long-term HSE advice on the subject. If there is a risk crossing the road, then of course there is a risk to say bungee jumping from a crane boom, (but is that the risk related to the crane or jumping?) And what about a sedate garden at the Chelsea Flower show - how risky is that?

Diarmuid Gavin's Sky Garden attracted a lot of media interest for winning a gold medal and being a novel idea, but also for its risk element - lifting people with a crane for 'entertainment' purposes.

The HSE was alerted by safety professionals before the show opened, it delegated the decision to the local council which has no specialist inspectors and virtually dodged the issue. It also appears that the designer was made aware that lifting people would conflict with HSE and FEM policies. Had more forethought been applied it might have been possible to have found an alternative lifting method?

But is this being a killjoy or jobsworth? Was the risk 'reasonable'? Would you have gone up to see the view from the 'Avatar-inspired' garden? Certainly the law should not be interpreted differently just because it is high profile - the risk was foreseeable, but so is everything.

I just wonder if something had happened, would we have called it an accident or incident....???

Mark Darwin

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

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Appleton steps down at Lavendon

Kevin Appleton, chief executive of the Lavendon Group, the world's largest powered access rental specialist, has decided to step down at the end of June.

A search for a successor is already underway and until it is completed chairman John Standen will become executive chairman, while Jan Astrand, the company's senior non-executive director, will become chief executive of the company's continental European operations. Mike Potts and Andy Wright will continue as chief executives of the UK and international operations respectively.

"I would like to offer the sincere thanks of the board and the wider company to Kevin for all he has achieved in increasing the scale and quality of the business during his nine years with the Group," said Standen. "He has been instrumental in leading a full review of the business, and this confirms our belief that there is a strong future for the Group, building on the foundations that have already been laid. This is reflected in our current trading performance which is fully in line with the Board's expectations."

...And changes German management

In an earlier announcement Maarten Mijnlief managing director of the company's German-based operation - Gardemann Arbeitsbühnen - is also leaving the business. He is replaced by Matthew Hickin, a new recruit to Lavendon. Hickin previously worked as director of strategy & business development at the Vaillant Group in Germany, before becoming a member of its management team in the Netherlands and Asia-Pacific.

Mijnlief has been a director of Gardemann for nine years after he led a management buy-in with Christian van Eeden in 2002, purchasing the business from their previous employer Brambles, which had acquired it from Arnold Gardemann. The two then sold the business to Lavendon in 2006. Mijnlief remained on board to head both Gardemann and Lavendon's existing German business - Zoom. The two were merged at the start of 2008.



Kevin Appleton



Matthew Hickin

Four yearly crane overload testing

The UK's crane rental association - the Construction Plant-hire Association (CPA) - has issued a Technical Information Note (TIN), a letter and a declaration form to help UK crane rental companies overcome customer demands for a four year overload test that is no longer required or even recommended. The overload test is a hang-over from the old UK crane regulations abolished in 1998 and replaced by current LOLER requirements.

Many contractors have continued to require a current four year overload test for any crane entering their sites, even though crane manufacturers have campaigned against regular overload testing for many years. The CPA's best practice guide, co-published last year with the UK Health & Safety Executive (HSE) confirmed this, recommending strict documented thorough inspections by qualified individuals as a better alternative.

The TIN is available in the Vertikal Library - Best Practice Guides - on www.vertikal.net.



New products for Vertikal Days 2011

The UK's leading lifting and access show Vertikal Days (Haydock Park 22/23rd June) is now just days away just and looks like being the very best ever.

A good number of worldwide product launches and UK premiers have already been announced including new products from Multitel/Pagliari, Zoomlion, Ormig, Unic/GGR, Cela, Euro Towers, Pop-Up, JMG/Compact Lifting, Versalift, MEC, Liebherr, Tadano, Terex Crane, Ascendant, Haulotte, Faraone, Easy Lift, Ranger/Teupen, Niftylift, Genie, Cela, Socage/Cumberland, Shield batteries, Imer/Itenco, Skyking, Snorkel, Youngman, Bravi, Gantic battery chargers, ZT Safety Systems, Standfast, CTE, Isoli, Platform Basket and almost certainly several others.

For those who like to combine events when out of the office, there are a number of excellent short seminars and workshops as well as industry meetings organised by ALLMI, IPAF, the CPA and PASMA. See the guide in this issue.

Loxam goes with AJ

Loxam Access has purchased more than 100 'young' used aerial lifts for its UK rental fleet from Caldicot, UK-based AJ Access. The units, some of which have been refurbished, include a variety of booms and scissor lifts including Genie GS4390 and 5390 Rough Terrain scissor lifts and Genie Z45/25, S65, Z60/34 and S125's all fitted with on board generators. The lifts are aged between one and four years and have been delivered directly to Loxam depots throughout the UK.

Brian Stead Loxam's UK managing director said: "Loxam has increased its UK fleet by more than 15 percent this year to respond to significantly increased demand from our customers."



Richard Onslow (L) sales manager of AJ Access with Brian Stead of Loxam and one of the used Genies.

Tadano unveils new 400 tonner

Tadano Faun has unveiled its new top of the line, six axle 400 tonne ATF400G-6 All Terrain crane at its manufacturing plant in Lauf, Germany.

The company says that the new crane is not just an updated version of the 360 tonne AFT360G-6 that it showed at Bauma in 2007, but is an entirely re-engineered product that is easier to set up and road in Europe. It is still rated at 360 tonnes at three metres radius with the 400 tonnes at 2.7 metres.



The new Tadano Faun ATF 400G-6

The 360 was designed and built in Japan and missed a number of key criteria for the European market and as a result it was not marketed here. The new model is a global product and will be built in Germany. The main boom remains at 60 metres - eight metres shorter than the company's longest boom - while maximum system length is 125 metres when equipped with full luffing jib. Maximum counterweight is 138 tonnes, but the crane has a reasonable chart with no counterweight. The benefit of the shorter heavier boom is revealed with some of the structural capacities when full counterweight is installed. The crane can take 69.5 tonnes to 16 metres, 41 tonnes to 26 metres and 10.8 tonnes to 52 metres on the main boom. Capacities on the fully extended main boom range from 38 tonnes at 10 metres radius and 4.8 metres at 58 metres. The new crane uses a highly efficient, environmentally-friendly Mercedes BlueTec carrier engine coupled to a ZF transmission and features a 12x8x12 drive steer configuration.

The company has said that going forward Germany will be the worldwide design and production centre for All Terrain cranes, Japan will do the same for Rough Terrain and truck cranes and the USA for crawler cranes.

Land Rover chassis recall

Land Rover has issued a "No charge customer satisfaction programme" (recall) for Defender 130s built between 2007 and 2011 fitted with 13.5 metre platforms and follows

our report on a number of 2009 Gardner Denver chassis failures. The bulletin highlights a weakness around a hexagonal hole in the chassis behind the cab and calls for substantial chassis reinforcement plates to be installed. The recall is free of charge and is estimated to take seven and a half hours. If you have one of these platforms and have not heard from the supplier of the platform or a Land Rover dealer then we would recommend you contact your nearest Land Rover dealer and quote Programme number Q135.



The chassis failure with the rear radius arm fixing to the bottom right



Terex launches hostile bid for Demag Cranes

Terex has made an open cash offer directly to shareholders of the industrial overhead and port crane manufacturer Demag Cranes. The offer of €41.75 a share, which Terex says it will not improve on, follows attempts by the company to hold talks with the Demag management regarding a potential acquisition. While the offer - which is open until the end of June - is a substantial premium over the share price when bid rumours started in October, it is now well below the current €45 to €47 trading range. The Demag management dismissed the offer as too low, but has now offered to hold talks with Terex. Chief executive Aloysius Rauen described the offer as "inadequate from a financial point of a view for Demag shareholders and not in the interest of the company." Several Demag shareholders have also said the offer is too low, some indicating that €51 would be more appropriate given the improved earnings projections from the company.

Terex chief executive Ron Defeo said: "Demag is a leader in industrial cranes and port technology and our companies are highly complementary. By combining our businesses, we would add a new product category of industrial cranes and hoists and create the leading worldwide player in port equipment."

3,600 tonne Sany crawler

Chinese equipment manufacturer Sany has unveiled what it claims is the world's most powerful crawler crane. The 3,600 tonne SCC86000TM was unveiled at the company's development centre in Kunshan, Jiangsu province at the end of May and has been designed for heavy lifts within nuclear power plants and clearly targeted at the domestic market.

Sany has not released any detailed information or responded to requests for a statement on the new crane. It looks very similar to the 3,200 tonne Terex CC8800 Twin from the front with twin booms and derrick mast. The track set up is more similar to the Manitowoc 31000 utilising four smaller tracks rather than the more traditional two. It also looks as though the bulk of the counterweight will be carried on a four tracked ballast carrier in a super lift type format.



The Sany SCC86000TM 3,600 tonne crawler as it came off the production line at the end of May



Another new Multitel

Multitel Pagliero has launched another new truck mounted lift, this time the 19.5 metre Multitel HX195 mounted on a 3.5 tonne Nissan Cabstar or Renault Maxity chassis. The new model will be one of three new models on the Access Industries stand at Vertikal Days later this month. The new platform incorporates some of the MX range structural components as well as a new all-hydraulic control system – hence the HX nomenclature. It also features an increased elevation angle on the lower boom taking it almost to the vertical.

Targeted at the bottom end of the self-drive rental sector (and developing markets) the HX195 has been designed to be simple and cost effective with a no frills specification. It offers 9.35 metres of working outreach with 200kg platform capacity and boasts eight metres or more of outreach all the way up from three metres to almost 16 metres working height.

Melvyn Else managing director of Access Industries – Multitel's UK distributor said: "If you compare the HX195 envelope with that of other platforms in this size range you cannot fail to be impressed. The 1,400 x 700mm basket has up to 60 degrees of rotation in either direction, while the hydraulic controls are fully proportional and very smooth to operate." The company says that it the third new product to be shown will remain a secret until the show.



The new Multitel HX195

Power Towers opens in Holland

Low level lift manufacturer Power Towers has established Power Towers Nederland, in joint ownership with two local investors - AA Installation Group - owned by Arie van Tienderen - and Miwacom a marketing company owned by Michael Waardenburg.

The new business is currently based alongside AA Installatietechnik in Numansdorp to the south of Rotterdam. The company specialises in the heating ventilation and cooling market and overhead electrical installation work. As such it has a regular need for low level access equipment and already owns a number of Power Towers. Access industry veteran Hans van Gameren is working with the new company to help establish the Power Tower product range in the Netherlands. The latest move follows the opening a couple of months ago of a German branch of Power Tower, where the company already has considerable success with Gardemann – part of the Lavendon group. There are also plans to open in France where a number of machines are currently being evaluated by one of the country's largest rental companies.

The Dutch shareholders in Power Tower Nederland - (L-R) Michael Waardenburg of Miwacom and Arie van Tienderen of AA Installatietechnik.



Movex produces three Land Rover models with two or three section booms

Movex to extend dealer network

Leading Spanish vehicle mounted lift manufacturer, Talleres Velilla is looking to expand its dealer network into northern Europe and the UK and Ireland in particular. The company - formed in 1949 in Canovellas near Barcelona – adopted the Movex brand in 1976 for its range of self-propelled pick and carry cranes. Truck mounted aerial work platforms were added in 1980 with the first units designed specifically for municipalities and utilities which remains its strength today. A special model for fire brigades with a platform mounted water monitor and rescue equipment was also introduced.

Since 1996 the company has used TÜV Germany to certify all of its machines and the range has increased to include a very handy looking Land Rover mounted telescopic boom line - currently the company's top selling product range - with working heights from 10.5 to 12 metres and outreach of up to seven metres. Other products include van mounted telescopic booms, classic truck mounts up to 16 metres and an all-electric 12 metre telescopic truck mount, the 120H Hybrid.

FEM advice on lifting people with cranes

The European material handling federation - FEM (Fédération Européenne de la Manutention) - has formally published its position paper on the handling of personnel with cranes, which virtually outlaws the lifting of people for entertainment purposes. The paper says that people can only be lifted in cable suspended platforms when it is the safest possible option for the application and in exceptional, rather than routine, circumstances.

When these conditions are met and a hook suspended platform does have to be used it lays out some simple requirements and guidelines that should be followed. They include de-rating the cranes lift capacity by 50 percent, running the 'job' with an empty platform to gauge stability and available capacity and conducting an overload test for all parts of the platform and rigging chains/cables. The paper also 'bans' lifting people for fun, such as Bungee jumping or base jumping.



Dairmund Gavin's sky garden at this year's Chelsea Flower show contravened FEM's new rules

Altec acquires Aerial Lift

US-based crane and lift manufacturer Altec has acquired 'certain assets' of Milford, Connecticut-based Aerial Lift, a manufacturer of lifts for the tree care industry that went into bankruptcy at the end of April. The purchase of the company was made through its wholly owned subsidiary Altec Nueco.

Altec Nueco will provide replacement parts and service support to customers who own Aerial Lift equipment, but is not expected to recommence production of the company's lifts. Aerial Lift was established in 1958 but has struggled since the death of its founder.

Altec chief executive Lee Styslinger III, said: "This acquisition provides us with a unique opportunity to strengthen service to our tree care, landscape and line clearing customers. Aerial Lift has a well-established reputation for producing reliable, quality products for more than 50 years and will enhance Altec Nueco's support for customers in these industries."



A rear mounted Aerial Lift bucket truck

New anti-surf podiums

UK-based access equipment manufacturer Youngman has launched its first 'anti-surf' podiums. Following consultation with a number of key clients about safety, the new models have been designed specifically to prevent users 'surfing' or pulling the unit along from the platform. The P1000-AS and P1500-AS models can only be moved once the user has dismounted from the platform. The automatic braking has been achieved by replacing two of the caster wheels with solid rubber feet.

The P1000-AS and P1500-AS units, which offer working heights of 2.94 and 3.44 metres respectively.



Youngman has launched two new anti-surf podiums

UK launch for Easy Lift truck mounts

Italian-based Easy Lift will launch its truck mounted aerial lift range in the UK and Ireland at Vertikal Days in late June. The company will show its new 21 metre ET210 telescopic model with over 10 metres outreach. See Vertikal Days guide.



The new Easy Lift ET210

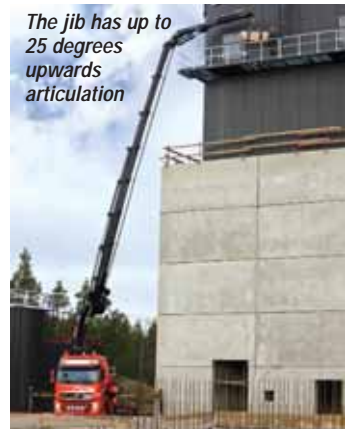


The Hiab jib allows the XS622 to get in closer

New Hiab loader crane

Cargotec has introduced a new heavy lift Hiab loader crane, the 58 tonne/metre Hiab XS 622 which offers up to 32 metres of outreach, while the jib has up to 25 degrees of above horizontal articulation. The new crane is said to offer more outreach while being smoother and easier to control. It incorporates a new boom system and cylinders, improved couplings and seals, while the HiPro control system and variable pump are both standard.

Mikael Rietz, vice president, loader cranes, at Cargotec said: "New technical solutions make the boom system more stable, even at maximum reach lateral deflection is negligible. By mounting a Hiab jib



The jib has up to 25 degrees upwards articulation

150 X on the crane, loads can be placed in spots previously inaccessible for a crane of this size. In the most powerful configuration the maximum outreach will be 32 metres."

LSI steps up European presence

Canadian-based safe load indicator manufacturer Load Systems International (LSI) of Quebec City, has signed a European warehousing/technical support agreement with Peterborough-based Crowland Cranes. The agreement will see LSI install and maintain an inventory of its products and parts at Crowland's warehouse in the UK.

LSI specialises in stainless steel wireless load indicators and associated safety components such as anti-two block cut-outs, anemometers and boom angle sensors. The company is in the process of developing its European product distribution and has worked with Crowland as a UK-based master distributor for the past two years. The LSI products are ideally suited to retrofitting to older cranes or to replace existing systems that have become expensive to maintain.



LSI's GS550 load indicator console.

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50,000 tonne Mega Jack system

Heavy lift and transport company ALE has launched a new Mega Jack system which the company says 'is capable of lifting 50,000 tonnes to a height of 25 metres'. Developed for the offshore industry to jack up larger and heavier oil and gas platform modules and other large structures, the system utilises jacking towers each with a capacity of 5,200 tonnes



Testing the Mega Jack

and four jacking bases containing a hydraulic jack with a stroke of 1,250mm. A temporary support is situated on top of each jacking base, which is also a hydraulic turntable. The result is a simple, but powerful five metre by five metre self-erecting tower, which can be built up until it reaches the desired height. The whole system is totally scalable with the number of towers adapted and increased according to the size, weight and balance of the structure. ALE says that it opens up new possibilities for an offshore sector under increasing pressure to build ever bigger rigs. It also plans to continue developing the Mega Jack system to handle heavier loads to heights of 50 metres.



ALE's new Mega Jack system.

Loxam acquires Stammis

Loxam BV of the Netherlands has acquired general rental company Stammis from Riwal. Stammis - established in 1965 - offers a full range of power and general equipment for rent from five branches in Northern Holland. The company was acquired at the end of 2005 by Instant Holland of Badhoevdorp near Amsterdam, which was then taken over by Riwal at the end of June 2009. Instant merged the Stammis aerial lift fleet into its own, but left the rest of the Stammis business as a stand-alone operation. Riwal followed the same strategy when it merged Instant Holland into its fleet.

The Loxam group of France moved into Holland in 2006 with the acquisition of Spreeuwenberg Hoogwerk Systemen. The five Stammis locations will add to Loxam's current network of two general equipment and five access branches. We understand that the current Stammis management team will remain with the business.



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Manitou up 64%

Telehandler manufacturer Manitou has reported a 64 percent increase in first quarter revenues to €266 million, but was hampered by component supply challenges. It anticipates 20 percent growth for the full year and a return to profit with low to mid-single digit earnings before tax and interest. Order intake continues to increase and stood at more than 10,000 units at the end of March.



Skyjack revenues almost double

The Industrial division of Linamar, which is largely Skyjack, saw revenues climb 94 percent in the first quarter to \$66.3 million, although the division remained in the red with a loss of \$2 million compared to a loss of \$6.3 million last year. Much of the loss was generated by a substantial investment as the company ramps up product development in preparation for future growth.

Speedy edges upward

2010/11 year end results at UK-based Speedy Hire show revenues up one percent to £354.2 million. Irish revenues improved slightly to £5.9 million – possibly helped by a stronger Euro – while the UK slipped one percent to £339.9 million, the Middle East quadrupled from £2.4 to £8.4 million. The company's pre-tax loss improved from a loss of £11.7 million last year to a loss of £6.2 this year.

Manitowoc lifts revenues 7.1%

Manitowoc Crane revenues for the first quarter improved 7.1 percent while the order backlog jumped 40 percent. Revenues were \$392.8 million, while strong order intake coupled with deliveries hampered by Tier IV engine challenges – now resolved – boosted the order backlog to \$800 million.

Growth was mainly from the Americas and the Crane Care product support business. Operating income increased to \$12.5 million, almost triple the \$4.5 million recorded in the first quarter 2009.

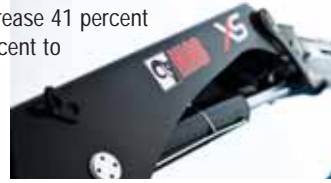


Cramo up 42%

Finnish-based international rental company Cramo has reported a 42 percent rise in first quarter revenues to €144.2 million while halving its losses. This year's revenues include €10.6 million from the recent acquisition of Thiesen. Pre-tax losses were cut from €6.6 million last year to €3.9 million this year. Capital expenditure, excluding acquisitions, was €18.6 million, compared to just €3.5 million in the same period last year.

Cargotec up 37%

Cargotec – owner of Hiab and Kalmar – saw first quarter sales rise 37 percent with a sharp increase in profits. The company has also raised growth estimates for 2011 to 20 percent. The Industrial & Terminal division – Hiab and Kalmar – saw revenues increase 41 percent to €442 million, while order intake grew 29 percent to €535 million, pushing the division's backlog up 22 percent to €778 million. The division made an operating profit of €18.8 million compared to a loss in the same quarter last year of €8.9 million.



HSS profits up 21%

UK rental company HSS reported first quarter revenues of £46.9 million with an EBITDA of £11.2 million – more than 21 percent higher than in the same period of 2010. It also stepped up investment in its rental fleet, with levels back to those of early 2008.

Ramirent lifts revenues 20.5%

Finnish-based international rental company Ramirent reports first quarter revenues up 20.5 percent to €134.4 million, with a pre-tax loss of €200,000 compared to a loss of €6 million in the same quarter last year. Capital expenditure during the period was €31.9 million compared to €12.5 million last year.

Powered access up 96.5% at Mills

Brazilian-based rental and industrial services company Mills has reported a 96.5 percent rise in powered access revenues. The company's rental division – dedicated to powered access – opened 10 new branches in 2010 and saw revenues climb to R\$33.7 million (\$21 million), up 9.6 percent on the fourth quarter.

JLG up 53.6%

JLG increased its external sales in the first half of its fiscal year by 53.6 percent and moved back into profit, helped by increased replacement demand in North America. Total sales were down substantially due to the ending of the intercompany military subcontract business, but sales of access equipment and telehandlers were up by 72.7 percent in the second quarter to \$471.2 million. At the same time the company made an operating profit of \$17.7 million – down from \$45.8 million last year. The company's order book almost tripled from \$203.3 million last year to \$596.3 million this year.



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Time for a new outrigger

Time/Versalift has launched a new 'up-under' radial swing-out outrigger for van mounted platforms. The patent pending outriggers 'swing out and down' using a single hydraulic cylinder, allowing rapid set up.

The company says that the outrigger sub-frame provides much more room inside the van and can be mounted to Renault Master, Opel Movano, Ford Transit and Iveco vans.

Demonstration units can be seen at Vertikal Days in June. Versalift has had basic 'up-under' sub frame technology since 1976 and radial up-under outriggers since 1986.

The new swing out outrigger from Time Versalift.



King Lifting takes five

UK crane rental company King Lifting has purchased five new Terex All Terrain cranes including three 60 tonne AC60-3L and two 40 tonne AC40-2L to be delivered shortly. The AC 60-3L is equipped with a 44 metre main boom for a maximum on-board system length of almost 60 metres. The two-axle, AC40-2L features a 37.4 metre main boom.

"This new investment supports our commitment to customers through the constant modernisation of our crane fleet during these challenging times," said commercial director Tristan King. "While increasing our expansion into the mobile crane market, this new order further emphasises our dedication to the UK crane hire industry."

King Lifting purchased a new 350-tonne capacity AC350/6 and two other Terex AC40/2L ATs in the latter part of 2010.



King purchased this AC350/6 last year

Lube-A-Boom moves into Europe

US-based boom lubrication specialist, Lube-A-Boom has appointed UK-based Crowland Cranes as its first European dealer. Crowland Cranes has built up a substantial crane repair, refurbishment and service operation in the UK and has in recent month been adding products to its aftersales product range. The company was recently confirmed as a major LSI distributor and stockist of its crane safety products for Europe.

Lube-A-Boom - formed in 2002 - is based in Indianapolis, Indiana and markets a range of specially developed greases and lubricants for telescopic booms.



Lube-A-Boom products are available in bulk and aerosol



The new Ruthmann T-330 'in the iron'

Ruthmann unveils T330....

German truck mounted lift manufacturer Ruthmann unveiled its new 33 metre T330 mounted on a 7.5 tonne vehicle at the recent CeMat show in Hanover. The new lift offers up to 21 metres of outreach, a maximum platform capacity of 320kg and a full 180 degrees of platform rotation, jib articulation is 185 degrees. Installed on a two axle, 3.9 metre wheelbase MAN truck, overall length is just 8.79 metres. Outrigger jacking is completely variable with up to five degrees levelling capability. Ruthmann says that it has already booked several million Euros of orders for the new machine.

.....and adds telematics

Ruthmann has also introduced a new telematics package called Connect. The remote diagnostics system utilises Rösler's Obserwando system that takes information into a central data centre, from where it can be accessed by any computer with a secure password. Connect includes all the normal theft-prevention and location features as well as monitoring operating hours, usage/access control, diagnostics and operator help functions. In the event of a problem, the system allows a technician to remotely check for the usual problems including emergency stops depressed, outriggers incorrectly set up, lack of fuel etc... often saving an expensive call out.



Ruthmann Connect can be accessed from any laptop or work station.

Boom time for Hewden

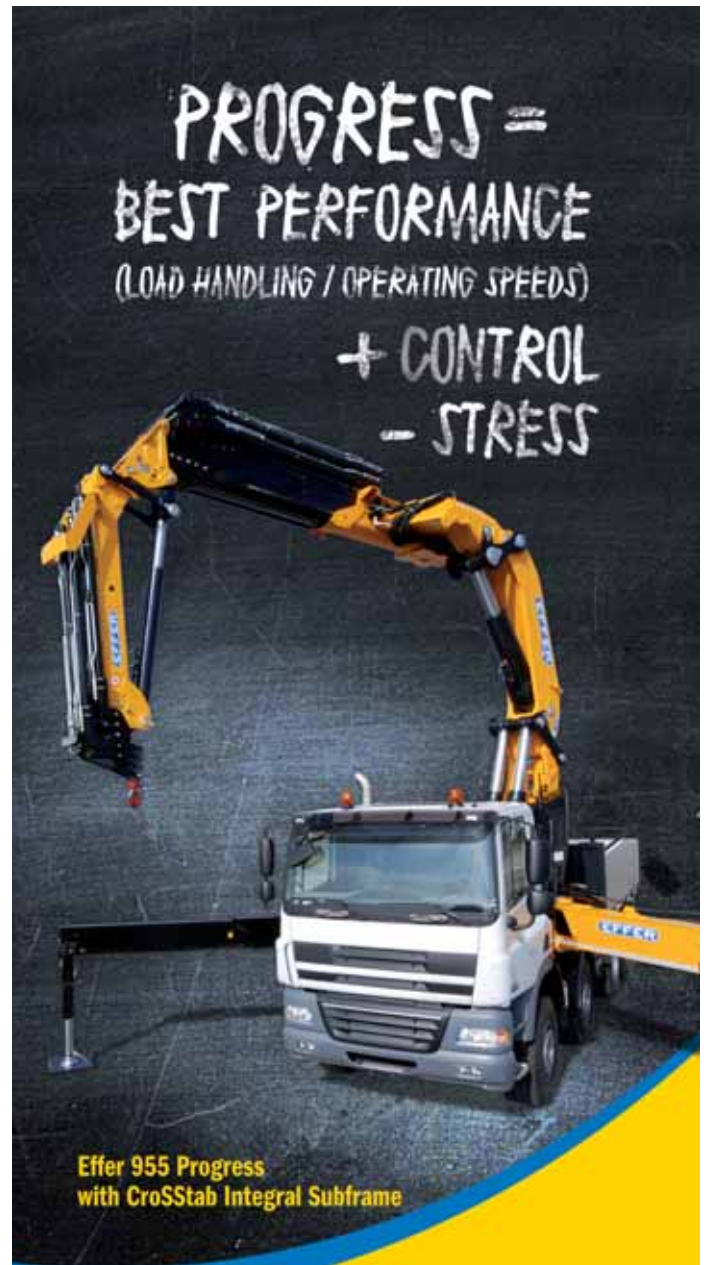
UK-based rental company Hewden has invested £1.2 million in 40 new Genie Z45/25 booms which, the company says, is "intended to increase the size and availability of its access equipment portfolio".

Andrew Swallow, Hewden product director said: "Over the last year, we have seen demand for our range of access equipment rise steadily, which is in part, driven by the preferred supplier status we now have with many of the country's major contractors."

One of the first customers to benefit from the new platforms was the Shell UK Stanlow refinery in Ellesmere Port, where two units have been supplied by on a long-term rental contract.



(L-R) Matthew Skipworth of Genie, Gary Hussey - contracts manager at Hewden and Phil Smith of Shell UK with one of the new booms



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Manitou has appointed Eric Lambert as president of its Rough Terrain Handling (telehandler) division.

LiftSmart, the USA-based manufacturer of portable material lifts, has moved into a production plant in Vista, California.

LiftSmart



UK-based access rental company AFI-Uplift has relocated its Milton Keynes depot to substantially larger premises.

Pop-Up Products has issued a permanent fix for an involuntary lift incident.

German crane rental company A.K.V. has taken delivery of a new Liebherr LTM1070-4.2 All Terrain crane.

UK-based Prolift Access has delivered a completely refurbished Skyjack TK46 to rental company Facelift.

Terex and the GAZ group have agreed a joint venture to build construction and road building equipment in Russia.

Terex Aerial Work Platforms has appointed Matthias Jung as vice president - finance for the European region.



Matthias Jung

Norwegian contractor Veidekke has renewed its supply and co-operation agreement with Ramirent until 2013.

Ramirent has opened a new depot in Sochi, Russia in order to benefit from the build up to the 2014 Winter Olympics.

UK-based scaffolder, ThyssenKrupp Palmers has purchased five new Hiab XS 144B loader cranes from Cargotec.

German truck mounted lift manufacturer Ruthmann has appointed Tru.cs as its aerial lift dealer for Italy.

The first Potain Igo T130 self-erecting tower crane is working on a new museum construction project in Denmark.

Hitachi Sumitomo has supplied three telescopic crawler cranes for use on an oil and gas drilling installation in Indonesia.

Russian-based rental company LTECH has opened a depot in Sochi.

The US-based crane operator certification company, NCCCO has won another lawsuit against John Nypl.

Palfinger Platforms has appointed Yannick Borgel as sales manager for France, effective immediately.



Yannick Borgel

Crane mat provider Quality Mat Company is supplying 6,000 hardwood mats for ALE's AL-SK190 mega crane.

New York-based Bay Crane has placed the first order for the new 90 ton Terex Roadmaster 9000 truck crane.

Stirnimmann, the Grove and Potain distributor in Switzerland has renewed its distribution contract for Potain tower cranes.

Steil Krnarbeiten based in Trier, Germany has expanded its fleet with three Nooteboom trailers.

New England-based Shawmut Equipment has joined Manitowoc Crane Care's EnCORE remanufacturing programme.

Manitou Finance of the UK has appointed a dedicated sales team to serve both dealers and end customers.



Steve Cosgrove, Ian Barker and John Bolton of Manitou Finance

Finnish-based rental company Cramo has signed a supply agreement with German-based scaffold producer Layher.

Glyn Williams of Loxam UK has retired after 15 years in access due to a terminal illness.

Socage has sold 10 of its A314 lifts mounted on Mercedes G300 pick-ups to electric utility company VSE of Slovakia.

Oil & Steel has appointed a new technical manager Paolo Balugani who moves to a new strategic commercial role.



Paolo Balugani

Wisconsin-based scaffold company Safway Services has acquired Atlantic Hoisting & Scaffolding of New York.

Singapore-based IPAF training centre BS Technology, has become the first MoM accredited trainer for aerial lifts.

Dutch-based access rental company Arentis (formerly Eyke Hogendoorn) has added two Hitachi HX140B boom lifts.

Brazilian-based crane & rigging company Makro Engenharia has been certified as compliant with the ISO 14001.

UK-based Clements Plant & Tool Hire has appointed Rachel Canning as its new financial director.



Rachel Canning

US-based boom truck and material handling manufacturer Manitex has reported first quarter revenues up 44%.

ALL Erection & Crane Rental has appointed Jeremy Hunter as general manager of ALL Carolina Crane Rental of Wilmington.

UK-based 1 UP access has added more Skyjack, Nifty and JLG lifts to its fleet and has entered the tower market.

Chris Wraith of Lavendon is moving to the International Powered Access Federation as its technical officer.

Heavy lift and offshore specialist Huisman has handed over a new 600 tonne offshore pedestal crane.

Essex Crane has reported revenues up 260% for the first quarter, while losses grew at a similar level.

Dublin-based Montana Plant Sales has been appointed Bobcat dealer for the Republic of Ireland.

Alberta, Canada-based Mains Crane & Rigging has appointed Alan Swagerman as its president.



Alan Swagerman

Ramirent has acquired Finnish-based scaffold supplier Suomen Saasuja from its owner Pekkaniska.

French-based scaffold and light equipment manufacturer Altrad has acquired UK-based Beaver 84.

Singapore-based Tat Hong has reported an 18% rise in full year revenues, while profits fell 30%.

AGS - the French-based manufacturer of safety devices for tower cranes - has opened its own subsidiary in Spain.

Liebherr has appointed Andrew Esquilant as sales manager for Australia/NZ for mobile cranes and large crawlers.

Ann Mingins, head of access at UK-based rental company Hewden, has left the company.



Ann Mingins

UK-based Access Platform Sales has appointed Stuart Parker as its new replacement parts manager.

German crane and access pioneer Helmut Kemkes passed away on April 20th aged 86.



Helmut Kemkes

Dirk Schlitzkus of Thiesen has been appointed to the Cramo management board as part of its integration into the Group.

H&E, the Louisiana-based equipment dealer and rental company, has reported first quarter revenues up 17.6%.

A Chicago area steel erector has been fined \$75,000 for failing to use lanyards and fall protection in a boom lift.

Linda Hasenfratz, chief executive of Linamar - owner of Skyjack - is to be proposed as new director of Paris-based automotive equipment supplier Faurecia.

Italian-based manufacturer Oil & Steel has won a major contract to supply Turkish electricity company Enerjisa Basket.

The operator of the tower crane that collapsed in Bellevue in November 2006 has been awarded \$1.45 million.

Ramirent has acquired the Czech construction machinery rental company Rent MB with locations in Boleslav and Liberec.

The Illinois training site of Local 150 International Union of Operating Engineers has become an AWPT training centre.

US-based Manitex has received approval to acquire the key assets of Italian port handling equipment manufacturer CVS.

Terex Cranes has promoted Matthew Dobbs from manager tower cranes to director of sales western Region.



Matthew Dobbs

Snorkel has appointed Prague-based AHA Tech as its new distributor for the Czech Republic.

United Rentals has acquired the assets of GulfStar Rental Solutions, a generator and HVAC equipment rental company.

Bobcat - the skid steer and telehandler manufacturer - has announced that it is increasing its prices.

US-based Historical Construction Equipment Association is holding an old equipment show alongside its annual convention this July.

Netherlands-based rental company Hovago has confirmed an order for nine new All Terrain cranes from Terex.

Hertz has appointed Lois I. Boyd as president of its equipment rental business moving from its Advantage car rental business.

Harsco Infrastructure which incorporates SGB, Hünnebeck and Patent has seen a 4% rise in first quarter revenues.

Terex Cranes has appointed Coast Crane to distribute its entire crane product line in West Coast North America.



Terex CEO Ron Defeo (L) with Ron Shad sealing the deal ..and the order

Speed Works, a Belgian telecom installation specialist, has taken delivery of a 53 metre Bronto Skylift S53XDT.

UK-based Speedy Hire is to sell off its Accommodation division for £34.9 million in cash.

US rental company RSC has reported first quarter revenues up 25% but interest costs result in \$80 million loss.

German-based spider and truck mounted lift manufacturer Teupen has appointed Nacanco as its Italian distributor.

Shayne Wright has been appointed as managing director of telehandler rental company UK Forks.



Shayne Wright

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The specialist spider?

The spider type lift has been with us for more than 20 years and in that time its popularity has grown enormously particularly in Europe and for atrium work in North America. Like the spider crane, it is a true marvel of engineering, the product range is diverse and highly developed, is reliable and financially provides an excellent return on investment. But it is still relatively unknown by most end users. Are there plans afoot to change this

At the recent IPAF summit in Amsterdam, ex IPAF president Steve Shaughnessy outlined a proposal to 'grow' the access market through promotion – a suggestion first mooted two years ago by Facelift chairman Gordon Leicester - entitled 'Think Access' - and last year by AFI chairman David Shipman. Shaughnessy outlined the huge potential market still to be tapped and suggested that the 'whole industry' campaign might add three to four percent (£10 - 12 million) per year to the overall market size of around £350 million in the UK alone.

Of course this promotion would inevitably concentrate on boom and scissor lifts and more mainstream powered access with the focus on the potential savings from greater

efficiency, fewer accidents and lower insurance premiums etc...(see IPAF Summit page 35 for more details)

But where does this leave the spider type lift, as a niche product within the powered access sector? According to many spider specialists it is still relatively unknown by end users – both in terms of product and its capabilities.

High rate cheap solution

While the spider's popularity has grown rapidly in recent years, among both manufacturers and rental companies alike, market development it is still very much in its infancy. Unlike a scissor or boom lift which are used regularly for easily identified specific tasks, particularly in new build applications, the spider – particularly the larger 30 and 40 metre plus machines – does not have a specific 'raison d'être' apart perhaps



from high rise atrium cleaning and maintenance duties in the USA? Many in the market now think it needs to be promoted as a more cost-effective method of carrying out certain traditional tasks. An example of this is the food processor in Manchester (see applications) that has a spider lift on long-term hire to replace light bulbs. The job now takes minutes where previously it took up to two weeks, building a specific 12-15 metre high scaffold under each. And because of this the plant is now using the lift to carry out all of its high level maintenance work.

On the face of it, a daily or weekly rental rate for a spider type lift may look relatively expensive, but when it is compared to alternative traditional methods of completing the work it often proves to be fantastically cost effective.

According to the Cranes & Access 2010 Top 30 Rental Company survey Easi UpLifts has the largest rental fleet of spider type lifts in the UK and Ireland – of which over 20 units are larger models with working heights of 32 metres or more. The company has a

reputation for spotting a business opportunity early on and identified the spider lift market as a growth sector.

However, even it has realised that the spider type lift needs its own, dedicated form of marketing and it is launching a new way of promoting its larger spiders to end users. Easi UpLifts is not alone in this thinking other leading specialists, such as Higher Access, have been thinking along similar lines and coming to the same conclusions.

At a recent company sales and management conference in Dublin, Easi UpLifts managing director John Ball outlined a new strategy to promote big spider lifts – following its recent huge investment in the world's largest models.

The company is taking delivery of the new 52 metre Skako FS520C in September following the APEX show in Maastricht, as well as a couple of 32 metre FS320Z articulated models and another 42 metre in January. (And just to put the investment into perspective - a 52 metre Skako costs somewhere in the region of £300-400,000.)



The cost of alternative solutions can be very expensive compared to a spider lift

Because of difficult access Barrett Homes 'Fusion Development' in Wolverhampton had to crane-lift this Easy Lift R150 into position to carry out guttering repairs supplied and operated by Alpha Powered Access Operator Services, Telford

"£3-4,000 a week should not put people off the end result may cost substantially less than other methods."

"We have to allay customers' concerns and make them feel secure with the spider platform but specifically the big, 40 metre plus machines," say Ball. "So we have decided to set up a dedicated spider sales specialist in the UK whose sole role is to deal with end users as well as other hire companies for cross-hires. Our sales people will be fully conversant with the spiders' on-site capabilities and have knowledge of what the cost of alternative solutions would be. The weekly hire rates – possibly £3-4,000 for some machines - should not put people off because the end result may cost substantially less than other methods."

"The main fundamental is that when sales reps look at work, they should always be aware that the machine must be properly installed at the location. The larger machines should be supplied with an operator – not permanently, but just long enough possibly for the first week of a long hire - so that the customer is confident in operating the machine and knows what it can do."

"These large machines are slightly more complicated than the smaller spider lifts and most of the 'breakdown' calls we currently receive are due to operator error rather than a fault with the machine. If users think there is something wrong with the equipment they become frustrated with it. If they appreciate there is a bit more to operating and understanding the larger, more

complex machines they gain confidence which results in fewer problems and much greater satisfaction. A win win situation all round."

"Although there would be an additional cost for the operator, what must be emphasised is the extra cost of carrying out the contract in a more conventional manner. We have had instances where an area is so awkward to reach that the conventional cost of scaffolding is as high as £100,000 – compared to the £25,000 for the spider lift hire! So it is important that potential users are not intimidated by the weekly rental rate or by the physical appearance or structure of the machine."

This approach would obviously be aimed at longer rental contracts, so that the additional expense paying for an operator for a few days or week is small in proportion to the overall cost. Although it is possibly

single day hires, customers do not have a IPAF Category Static boom (1b) licence either, so providing an operator can be quite attractive to them."

There is also a benefit for the rental company. By using the delivery driver as the operator, the transport vehicle can remain on site, bringing the machine back at the end of the day rather than leaving the machine and going back again later to collect. It also gives the rental company full control over the job - how long the machine works and what the machine is being asked to do. So while there are financial benefits for both customer (more time using the machine to carry out the work) and rental company, having an experienced operator familiar with the machine can also be safer, while protecting the machine from the abuse that can arise from an unfamiliar user.

Architects must have a maintenance solution when designing a building



even more important for the shortest of jobs?

Operators supplied on one day contracts

The UK's largest specialist spider lift hire company – Higher Access – has adopted a similar approach. Since January it has been actively selling and promoting the idea that for almost all single day machine hires, an operator is mandatory, regardless of the size or complexity of the machine.

"For the end user, this has numerous benefits," says Paul Hyde of Higher Access. "Firstly they do not lose valuable contract time for an hour of machine familiarisation. As our specialist, trained operator is driving the machine they can just concentrate on getting on with the job done. Very often with ad-hoc

"The real issue we see is the differences in the products available,"

Perhaps it is the growing popularity of the spider type lift – albeit still quite small in the overall scheme of things – that has resulted in some rental companies and trainers questioning IPAF's Static Boom (1b) category which includes Self-propelled booms with outriggers, trailer lifts, push-around lifts and vehicle-mounted lifts as well as spiders and whether there should be a stand alone category given the issues involved in travelling with the ultra narrow models, deploying outriggers and levelling etc. Their argument is that it cannot be right to have been trained on a relatively small and easy to use say Teupen Leo 15GT and then a year later hire

Spider lifts can track large distances to get to the workplace



a different manufacturers' 40 metre platform, spend half an hour on familiarisation and then be left alone with it for the rest of the contract? And remember, it is not only the safety aspect that is being questioned, some of these larger spider lifts are quite complicated and very expensive items of equipment.

"The real issue we see is the differences in the products available," says Hyde. "You can track a Leo 25T up hill and down dale all day. Try doing that with a 17 metre narrow model without the outriggers being deployed slightly off the ground and it will tip over before you know it. By their very nature these narrow machines are top heavy and without exception every incident we have had has been when the machine is being tracked."

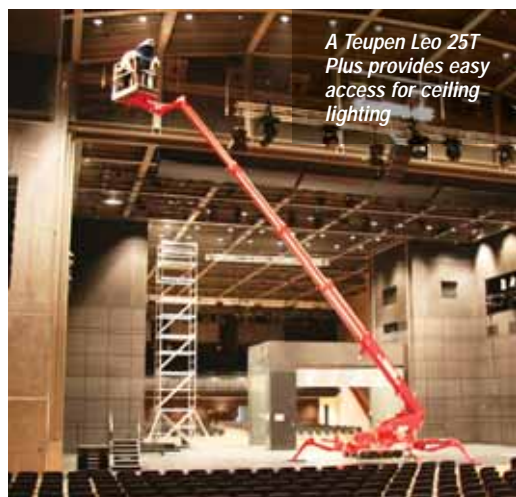
Both Hyde and Ball would like to see the introduction of a mandatory operator for the first day of a rental contract for certain complex machines such as the FS320Z and the Leo36T for example.

"We do not want to see the use of spiders become prohibitive due to cost by insisting that the first week should be operated, we just want to be able to work with the clients' operators for the first day in addition to familiarisation," said Hyde. "Hopefully this would be a dedicated spider user for the contractor and he would not be chopping and changing every time it was hired - unlike the way some self-propelled powered access equipment is used on site."

Promotion and the way forward

With leading rental companies realising that the larger spider type lifts, in particular, need a different approach and adopting these new ways of making it easier for occasional users to rent a large spider, it brings home how much more work is required in the market place to promote and educate users on the equipment that is available and what it can do. Perhaps Shaughnessy's idea of promoting powered access in general should be carried out specifically by the spider lift specialists? This sort of marketing campaign is being seriously discussed by the likes of Easi Uplifts at the moment.

"It is always good to look back and review what has happened with a new area of business," says Ball. "Perhaps we made the incorrect assumption early on that customers would be able to operate the larger equipment in the same way as booms and scissors? Certainly more help is needed for machines above 30 metres - particularly articulated machines - but the need is even greater for units over 40 metres. We should not put this sort of equipment in the same category as conventional self-drive access equipment, but treat them in the same way as big truck mounted platforms."



A Teupen Leo 25T Plus provides easy access for ceiling lighting



It is important that potential users are not intimidated by the weekly rental rate or the physical appearance of the machine



This Bluellift machine was able to quickly set up and carry out the task

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Market roundup

Over the past year or so there have been some interesting developments in the spider lift market. Most newsworthy is JLG's entrance into the sector after announcing the signing of a supply agreement with market leader Hinowa last October. The agreement - to promote and sell its products under the JLG brand name - is a major market development, as JLG is the first major manufacturer to offer spider type lifts. Certain European markets are excluded from the deal to protect existing exclusive distribution contracts, but this leaves JLG running alongside Hinowa in Europe, while having an exclusive distribution agreement for the rest of the world.

On the face of it, the deal makes sense for both parties. Hinowa is the world's largest spider lift manufacturer, having produced around 1,000 units a year in 2007 although numbers have fallen back to 800 in 2008 and 500 in 2009. With a capacity for up to 1,500 units a year at its Italian facility, there is plenty of room should JLG's global market coverage stimulate interest in the product. The agreement begins with four models from the 14 metre Goldlift 14:70 ILLs to the 23 metre Lightlift 23:12. And if the JLG product really starts to take off, Hinowa also has land available for further expansion.

The recent Conexpo show in Las Vegas was the first time the range was shown to the 'home' market and it will be interesting to see if they are accepted and purchased in significant numbers. A lack of volume is the primary reason why other major manufacturers have not yet dipped their toes into this market. Although spider type lifts are growing in popularity, volumes per model are still tiny compared to self-propelled lifts. JLG is clearly serious about the market and is investing a great deal of time and effort to ensure that these new products are sold and supported with the same level of passion as the products it builds itself.



Skako Lift manufactures the largest articulated spider lift - the FS320Z - which has a reach of 16 metres at an up and over height of 11 metres



JLG is the first major manufacturer to offer spider lifts

Another manufacturer that has transformed itself over the past 18 months is Skako Lift (ex Worldlift Industries) introducing a number of class leading new products including two of the world's largest spider lifts - the 52 metre Falcon FS520C and the 32 metre articulated FS320Z which uses a two-arm over-centre riser, four section telescopic aluminium boom and 110 degree articulating jib, giving a reach of 16 metres at an 'up and over' height of 11 metres. The new Skako name, adopted when the parent company decided to make it a core business, has not gone down particularly well in some parts of the world, the USA being a case in point. So by popular demand the US affiliate Skako Inc, (previously ReachMaster Inc) resurrected the ReachMaster brand name for the American market. Reachmaster was also the distributor for Hinowa. Following the 'surprise' JLG announcement, the company was forced to look for another product range from the beginning of this year and teamed up with Italian-based Bluelift which will be

marketed under the ReachMaster-Bluelift brand name. Skako Lift Europe will also represent Bluelift in Scandinavia and "other markets".

True Blue

All Bluelifts in North America will be rated with 440lbs (200kg) unrestricted platform capacity and will feature auto levelling outriggers, FMS (Function Memory System) that allows the operator to store lift movements, automatic slew centring and a new "Start 'n Stop" feature, where the power supply will automatically turn off if a function is not activated for a period and start up again automatically at the mere touch of the controller, thereby improving fuel economy and reducing CO2 emission and noise pollution.

Skako will initially market four models with working heights of 39, 46, 53 and 72ft (12, 14, 16 and 22 metres). It is also working on a new 18 metre/60ft unit to be followed by



Bluelift says its 22 metre working height, 11 metre outreach C22/11 is the most compact 22 metre spider lift on the market making it easy to transport by trailer.



Hinowa was the first manufacturer to introduce a lithium-ion battery powered platform at the end of 2009

a new 25 metre (82ft) model. All units are dual powered with 110v direct drive and either a Honda or Hatz engine.

The latest Bluelift is the 22 metre working height, 11 metre outreach C22/11 which weighs just three tonnes. The company claims it is the most compact 22 metre spider lift on the market, making it easy to transport by trailer, rather than a more costly truck. Standard features include radio remote control incorporating a diagnostic display, track width and height adjustment for better stability and ground clearance and three stabiliser auto-levelling set-up positions. The standard unit is powered by a Honda engine and electric motor, giving unlimited use of the platform both indoor and outdoor. A diesel engine option is also available.

The future is Lithium

Hinowa was the first manufacturer to introduce a lithium-ion battery powered platform at the end of 2009 with its 12.5 metre working height Goldlift 14.70. Whilst everyone acknowledges the technology is the way forward, few have yet followed its lead although

CTE has launched a lithium battery powered version of its popular 17 metre Traccess 170E spider lift. The battery is said to provide around five hours of continuous operation and takes eight hours to completely recharge. The majority of the machine is the same as the standard unit with a 17 metre working height, 7.5 metres outreach, 200kg platform capacity and outrigger base of 2.8 metres. The first units have already been delivered and a unit is likely to be on show at Vertikal Days.

Bluelift says that it is currently testing a Lithium powered prototype while still evaluating market demand for the technology, compared to the tried and tested 110v/combustion alternative. Hinowa now offers lithium ion power across its model range, recently delivering the first 23 metre 23.12lls to Italian rental company Edocar Noleggi which said its customers – particularly painters – wanted a quiet machine with zero emissions that can move freely without cables.

Italy is well established as the production centre for smaller spider type lifts with Hinowa, CTE, Oil &



The new Cela DT21



CTE has recently launched its lithium battery platform – the Traccess 170E



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Steel, Platform Basket, Socage, Cela, Bluelift, Palazzani, Multitel, Easy-Lift and SUP, all manufacturing. Larger spider platforms tend to be concentrated in Germany - Teupen - and Denmark - Omme and Skako Lift - although Palazzani is a notable exception.

Teupen has a reputation as being very well designed and easy to use, but which comes at a price. In



Socage launched its new SPJ315 at SAIE last year

recent years, the company has made great strides in redesigning and simplifying its smaller models, lowering its purchase costs and

speed of manufacturing. It has also just introduced a narrower, alternative to the 25 metre Leo 25T, the Leo 25T Plus for users looking for a more 'agile' machine.

The Plus combines a toughened boom structure based on the Leo 25T with the Leo 30T's narrower (1.58 metres compared to the original's 1.78 metre minimum tracking width) chassis with hydraulically adjustable (height and width) tracks, resulting in a compact unit with 18 metres of outreach (with 80kg platform capacity) compared with just 15.5 metres on the original Leo 25T. Extended track width is the same for both the 25T and the Plus at 1.98 metres. The Plus still offers 15 metres of outreach with 200kg and with a gross weight of 3,760kg it should fit on modern 7.5 tonne trucks. The original 25T is still available offering sub three tonnes weight and ground loadings less than 1.54 kN/sqm.

Increasing popularity?

With no market statistics available it is difficult to be sure of how each size really compares in terms of popularity. The main categories are up to 17 metres, 18 to 23 metres, 24 to 32 metres and above 32

metres. It would appear that the trend among mainstream access rental companies is to focus on 15 or 17 metre models on the basis that they can still be transported on a plant trailer, have similarly compact dimensions to smaller models and yet can cover all applications up to 17 metres. On top of that the cost of a 12 metre is not sufficiently lower for most entrants to justify stocking both. This is not dissimilar to what happened in the early days of the self-propelled market, when new players bought the bigger units to cover all eventualities. This is sure to change as the market becomes more sophisticated and manufacturers lower the cost and perhaps the overall weight of 12 metre models.

Large machines are capital intensive and at this stage of the market development, rarely have the same utilisation rates as scissors and booms, so rates are critical if they are to sustain a respectable yield, otherwise the whole process is fruitless. This is easily possible if the rate charged reflects the true costs of the traditional alternatives. One project that has done a lot to promote the awareness of the spider lift is the London Olympic site where many of the contractors are seeing them for the first time



The new Leo 25T Plus working in Pershore Abbey

The spider lift market grew very strongly up until early 2009, thanks to it being a new, growing sector with good rental rates and return on investment. However in some areas rental companies whose staff are not product orientated entered the market and only knowing how to sell on price and availability, spoilt the returns in the 15 to 17 metre sector. Add this to the drying up of credit lines since 2009 and it is not surprising that the market has suffered. This is nothing new though and the sector is already bouncing back.

Original and best

A food processing plant in Manchester has seen the light and is using a spider lift for general maintenance on its six storey building in place of traditional scaffolding. After an extended demonstration, the company went with a lithium battery powered CTE CS170E on long term hire from Manchester-based Higher Access. Weighing just over two tonnes allowed the lift to travel in the goods lift between floors and at 780mm wide by 3.5 metres long it easily navigates the obstructions within the Willy Wonka-type factory which produces 134 million kilos of cornflakes a year!



desired to keep the batteries topped up. The lift was originally brought in to change light bulbs, in place of erecting a 12 to 15 metre scaffold under each bulb which in some areas took up to two weeks to change all the bulbs. Having seen the platform's potential they have now identified a whole host of tasks from cleaning to working on air conditioning units and other jobs throughout the facility. The lifts have been specified with rotating platforms to help get into the nooks and crannies found in manufacturing facilities. A one man basket has also been supplied for the trickiest areas.

One big advantage of the battery powered version is the lack of trailing cables and a five hour battery life. The machine can be operated while 'plugged in' if



Social housing spider

Stoke-based specialist rental company AM Access has taken delivery of the first Leo 25T Plus in the UK, bringing its total Teupen investment to six machines in less than 12 months. Director Adam Gwynn says: "The phenomenal outreach of this machine is its big attraction, nothing else gets close. Yet it also has a very compact base for tight spaces."

These features have quickly proved themselves on the machine's first job, a with-operator hire for maintenance work on social housing.

"Getting the machine down the sides of properties with narrow gates and paths is far less of an issue and in many cases the outreach will get you there instead, he says. "The automatic outrigger levelling makes set up extremely quick and gives a very stable feel, even on slopes such as driveways to residential housing. Tracking speed with the new drive system is also much quicker. It all means that you can get on and off site much faster - a major benefit when you want to minimise the inconvenience for residents."

AM Access provides an operator with its new Leo 25T Plus for social housing maintenance.



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Tower cranes back on the horizon

C&a

tower cranes

We last reviewed tower cranes towards the end of 2010 when the sector was showing some stirrings of life following a couple of disastrous years. Over the past six months or so the construction industry as a whole and high rise construction in particular has continued to show signs of recovery - to the point where interest in tower cranes is on the rise again. Manufacturers are also fuelling this interest by adding new models.

With almost a century of history behind it, the latest significant tower crane development was the introduction of the 'flat top' or 'topless' tower crane in the 1970s - although the concept was first seen in the 1950s.

This was initially introduced where a reduction in the overall height of the crane above the hook - by eliminating the top mast and pendants - was a major factor. However more recently it has grown in popularity primarily because of its speed and ease of erection and reduced transportation costs. As a result it has started to replace many small and medium sized saddle jib cranes. And perhaps because of this, tower crane manufacturers are reacting to this demand and accordingly, introducing more 'flat top' models of varying sizes. The latest models show that manufacturers are looking very hard at and making good progress with, reducing transportation volumes and costs as well as cutting the amount of time installation time required. There is also work going on to make the cranes more productive once on site with faster, more energy-efficient hosts. The overall aim is to help rental companies squeeze a margin out of what are relatively poor rates.

A new tower crane brand

There has even been a 'new' tower crane manufacturer entering fray. Luxembourg-based MTI (Machinery Trading International) has for the last 20 years been buying and selling tower cranes all over the world as well as being Jost Cranes distributor in the UK and Korea. The connections and experience MTI has gained over the years has resulted in the company entering the manufacturing arena with its own Lux Cranes.

The in-house designed four model MTT range of flat top cranes offer lifting capacities ranging from 5.7 to 8.2 tonnes and maximum jib lengths from 55 to 70 metres. The cranes are manufactured by an experienced crane subcontractor in Germany and have been designed to maximise transport efficiency and be fast and easy to erect. They also feature the latest generation of frequency controlled slew and hoist drives for smooth sensitive and efficient operation.

"The problem with the tower crane market at the moment is the low rental rates due to an overcapacity in many markets," says Reinhold Bräuner of MTI-Lux. "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."

"We realised that customers wanted a tower crane that combined the best features from each manufacturer, was simple and reliable to use and had a keen price," he adds. "We designed a range with special focus on being easy and cheap to transport and set-up, using the latest controls and motors. But most important of all we made sure to offer a good quality product at a price that allows rental companies to make money from the low rates that are probably here to stay for some time."

MTI is one of many tower crane manufacturers looking for that perfect combination of features to suit the current market. The manufacturer that was probably first to offer a crane design that significantly reduced the number of transport vehicles and made erection easier was German-based Wilbert.

Formed in 1932 as a family construction company, Wilbert developed and launched its first tower crane in 1964. By the mid 1980s the company had taken on the Wolff franchise and rapidly became the largest dealer in Germany. However it was also developing its own range of tower cranes and this was helped when it divested itself of the other construction equipment in 1999 deciding to concentrate solely on tower cranes. Five years later Wilbert Turmkrane (tower crane) was formed with the launch of the modern top slewing WT e.tronic series. Expansion meant improved production facilities were needed and these were started in 2005.

A sign of the increased production is seen in the group's first 50 years it built 100 tower cranes. Following the launch of its 'quick erect' and easy to transport cranes in 2005 it took just five years to build the next 100 cranes.

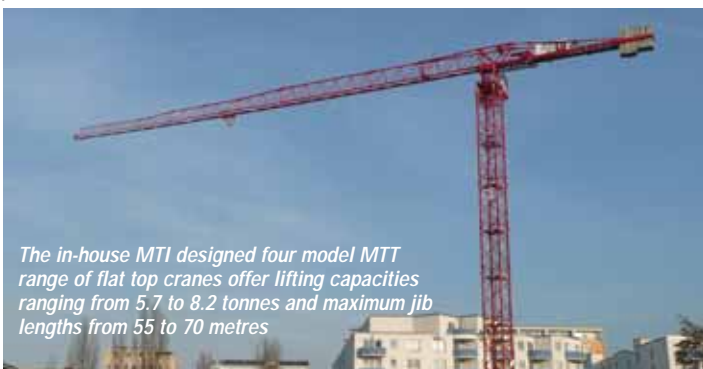
The company now produces a six model high capacity luffing jib range and a six model range of topless cranes.



One of Wilbert's high capacity luffing jib cranes

As well as manufacturing tower cranes, Wilbert also operates a large crane rental fleet and as such is another company which has a first-hand insight into the costs of ownership issues such as storage, transportation and assembly costs and these are, it says, the key drivers in its crane design.

The company claims that its WT e.tronic tower cranes are designed to require up to 60 percent less storage and transport space than comparable cranes, achieved by designing a jib system where two different profiles can slide together. Many of the smaller parts such as



The in-house MTI designed four model MTT range of flat top cranes offer lifting capacities ranging from 5.7 to 8.2 tonnes and maximum jib lengths from 55 to 70 metres

rods, rope, bolts, and spigots, have a definite mounting location during transport making it easier for erection and inspection because most parts are automatically secured at their defined location. Also only one lift is necessary per shipping unit – a feature that Potain also promotes heavily. This design not only helps reduce transport costs but also cuts down on the jobs that need to be done on site.

The counter jib of the smaller units is designed to fit a standard shipping container. Counter jibs of the larger units are equipped with 'container corners' to be

mounted and transported on top of standard containers.

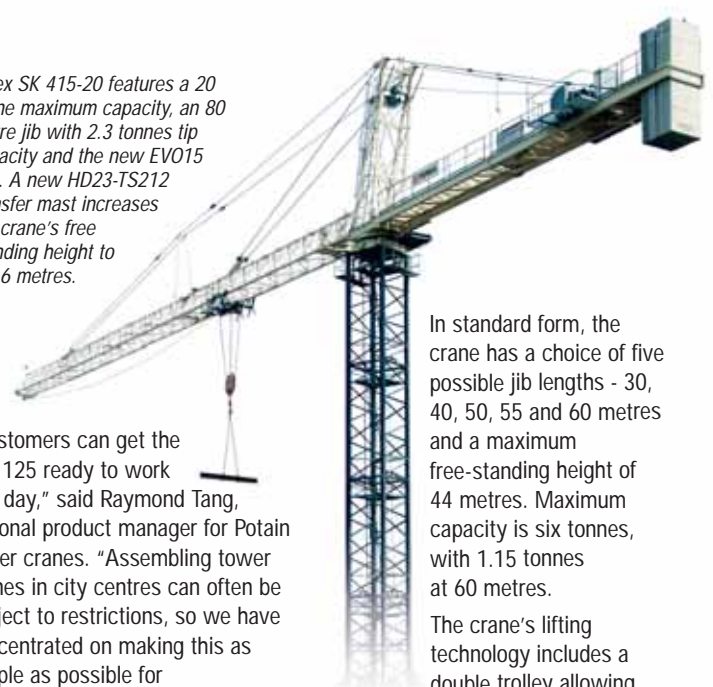
New MC and MCD cranes from Potain

These easy ship and erect features are also a feature of Potain's latest cranes the MC 125 and MCD 268. The MC 125 is being built at Manitowoc's Asian manufacturing facilities in Zhangjiagang, China and Pune, India, initially for the Asian market. Potain says the compact crane is ideal for a variety of city centre and general building projects because of its improved setup and installation.



The Potain MC125 is a compact crane ideal for a variety of city centre and general building projects.

Terex SK 415-20 features a 20 tonne maximum capacity, an 80 metre jib with 2.3 tonnes tip capacity and the new EVO15 cab. A new HD23-TS212 transfer mast increases the crane's free standing height to 91.6 metres.



"Customers can get the MC 125 ready to work in a day," said Raymond Tang, regional product manager for Potain tower cranes. "Assembling tower cranes in city centres can often be subject to restrictions, so we have concentrated on making this as simple as possible for our customers."

Crane assembly is improved by several design innovations including a single-tie jib which can be assembled at ground level and lifted in a single piece.

The 1.6 metre square mast sections are pin-connected for fast simple erection while other components are designed for lightweight handling.

Maximum jib length on the MC 125 is 60 metres - five metres longer than its predecessor the MC 115 B.

In standard form, the crane has a choice of five possible jib lengths - 30, 40, 50, 55 and 60 metres and a maximum free-standing height of 44 metres. Maximum capacity is six tonnes, with 1.15 tonnes at 60 metres.

The crane's lifting technology includes a double trolley allowing

it to lift three tonnes with a single trolley or six tonnes when working with both. Two versions of Potain's established 24 kW 33PC15 hoist are available.

When working with a 480V power supply, the 33PC15(GH) has 400 metres of rope available for high-rise building work, with lift speeds of up to 96 m/min with 1.5 tonnes on the hook. The regular 33PC15 hoist can handle up to 260 metres of rope and can reach 90 m/min when working

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with the same load. For easier maintenance on the MC 125, the cab has been located on the same side as the trolley platform. There are also platforms and catwalks leading to all the crane's mechanisms and a derrick is supplied as standard to help with maintenance duties.

The MDT 268 is one of Potain's recent additions to its topless range, offering 'fast erection and dismantling times without compromising capacity'. One of the largest tower crane operators in the world – Abu Dhabi-based Potain dealer NFT has a substantial fleet of MDT 268s, along with its big brother, the MDT368, and both were used recently on the construction of the Princess Nora bint Abdulrahman University in Riyadh, the world's largest women-only university. There were 150 cranes on the \$11.5 billion project, the majority from Potain. The topless design allowed the cranes to be placed in close proximity with a smaller height variation between them, saving time and money.



Terex Cranes says that its new 300 metre/tonne CTT 321 represents 'a step forward in flat top tower crane innovation'

One interesting feature of the MDT 268 is its folding jib, claimed to be an industry first for topless cranes. This patented feature helps with one of the biggest headaches in the construction of cooling towers – dismantling the crane once construction is complete. Because the jib's radius is greater than the diameter of the cooling tower, contractors are often faced with a problem when 'climbing down' the crane but this innovative feature provides the solution. Another design feature is the folding counter jib for easier transportation, while some jib sections are interchangeable with other MDT models, such as the MDT 308 and MDT 368.

There are two versions of the MDT 268, with 10 or 12 tonnes maximum capacity and up to 65 metres of jib. For the 10 tonne version there is a choice of either the 50 LVF 25 or the 75 LVF Optima winches, while the

larger model has a choice of either the 50 LVF 30, 75 LVF or the 100 LVF 30 Optima winches. Both versions of are equipped with a new trolley – the 6 DVF 4 which can reach speeds of up to 120 m/min along the jib.

Big flat top innovation at Terex

Terex Cranes says that its new 300 metre/tonne CTT 321 represents 'a step forward in flat top tower crane innovation'. The idea is to bring the 'simplified erection and transportation benefits to larger models, while improving performance. The crane has a 16 tonnes maximum capacity with jib lengths from 30 metres up to 75 metres made up of five metre long sections. Produced at the company's plant in Fontanafredda, Italy, the crane has a two-part counter jib for easy transportation which can be assembled on the ground using the pins provided for jib assembly. Terex's new EVO15 operator's cab offers excellent visibility and a comfortable working

environment with new ergonomic joystick controls improved heating system and CD/radio. A full colour, anti-reflection, multi-language ICS display provides crane information and is available with an anti-collision and zoning system.

The CTT 321 comes equipped with an anti-sway module, slip-ring protection bar and rods and integral jib safety cable for lanyard attachment. A trolley device has also been introduced to prevent the pulley rope from jumping the reeving track. All electrical boxes are made from stainless steel while maintenance issues are monitored by an intelligent diagnostic system. A new automatic slew ring greasing system comes as standard, while a choice of two winch models - 45kW and 67kW - are available. An aerial jib and counterweight dismantling device is available as an option.

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The Liebherr 85 EC-B 5 FR.ironic is a compact 'city' crane with a maximum capacity of five tonnes - or 1,300kg at the 50 metre jib tip.

New Liebherr flat top

The Liebherr 85 EC-B 5 FR.ironic - launched at this year's Smopyc trade fair in Zaragoza - is a compact 'city' crane with a maximum capacity of five tonnes - or 1,300kg at the 50 metre jib tip - with all loads lifted in the double-reeved mode.

The low-width 85 LC tower system - which features new pin connectors and measures 1.2 x 1.2 metres simplifies transportation - is ideal for inner-city job sites where room is at a premium and access difficult. This is helped by the cruciform base which measures just three metres square.

The complete slewing section - ready for a maximum working radius of 50 metres - can travel on just two semi-trailer trucks with the heaviest individual element weighing less than three tonnes, allowing it to be lifted by a 60 tonne truck/All Terrain crane.

The new tower system consists of a 12 metre long tower base element plus 11.7, 5.85 or 3.9 metre tower sections. The 3.9 metre long climbing section can be used inside or outside the building and can be installed in an elevator shaft where necessary. The standard 24 kW frequency converter hoist gear permits lifting heights up to 260 metres, while the maximum free-standing height is 46.2 metres- under hook.

Comansa goes faster

Linden Comansa has introduced a new highly efficient hoist controller and improved motor design that can boost line speeds by up to 70 percent. The new hoist drive/control system, called Effi-Plus, can increase overall productivity by up to 29 percent according to the manufacturer. The new system allows much faster lift and lowering speeds when handling lighter loads, drastically shortening the hoist cycle time.

Effi-Plus has been applied to the 24, 37, 50 and 65kW drives of the LC1100, LC2100 and LCL luffing-jib

series of tower cranes.

The company has been fitting it to new cranes since January at no extra cost. The changes mean that the well-proven drive configuration - electric motor-brake, gearbox, drum, frequency inverter, brake resistor - remain unchanged.



Comansa has managed to significantly step up the overall hoists speeds on its luffing jib tower cranes without a radical redesign

The company also says that as the motor power stays the same the energy consumption does not change either. The control system simply accelerates and decelerates faster and more smoothly, while running to higher speeds when the load being lifted is lighter. Speed improvements depend on the weight of the load, the crane model and the hoist power fitted, but offer gains ranging from a low of 25 to a high of 73 percent with two line lift speeds of up to 360 m/min. The efficiency claims of between 14 and 29 percent are based on the assumption that average loads lifted are just 25 percent of maximum capacity. Finally the hoist drum capacity has also been increased on some models by up to 45 percent, allowing the crane to operate at a higher level.

New top end saddle jib

When it comes to heavy duty infrastructure work such as dams, bridges and other large construction jobs, the saddle jib tower crane still provides the answer and both Terex and Potain have introduced new models.

Potain has added a 550 tonne/metre model to the top end of its MD range. The new MD560B Potain claims that it offers better jib tip capacities and load curves than its competitors in most configurations. When working with an 80 metre jib the 25 tonne MD 560 B can handle 5.4 tonnes at the jib end, while the 40 tonne version can take 7.5 tonnes to 70 metres or 4.6 tonnes to 80 metres. Two prototypes of the new crane, both 25 tonne models, are

Diego Jurado, sales manager for Ibergruas, the Potain dealer for Spain which supplied the cranes for the project, said: "It only took six regular work days to unload 11 trucks, prepare the ground, erect and commission the highest MD 560 B. We were really pleased, especially since the site has restricted access, many surrounding electrical lines and we had to make several mobile crane lifts from long radii. Overall, this new MD crane seems to be much faster and easier to erect."

Several design innovations on the MD 560 B are intended simplify erection. Platforms on the counter jib are the same as those on the MD 485B, but Manitowoc's engineers have re-examined access to make it easier for riggers. The tie bars are now integrated into the counter jib and each component in the crane has a clearly positioned plate for simple identification. The jib can be erected and assembled in the air in three separate pieces or on the ground and placed as a single component, depending on the space and the size of the mobile crane available. Attaching the jib's tie bars is simple using Potain's "pear-shaped" hole system, and assembling the tie bars (and counter jib) is easier with the integrated auxiliary winch.

There are a choice of mechanisms for trolleying and hoisting, depending on configuration. The RVF 183 Optima+ frequency-controlled slewing mechanism is standard, while lifting power comes from the 100 LVF 63 winch in the 25 tonne version or the new 270 LVF 100 on the 40 tonner. The 270 LVF 100 is a 201 kW hoist with a 10 tonne line pull, providing its maximum capacity with four falls of cable.

The 25 tonne crane sits on the 2.45 x 2.45 metres KR849 mast, while the 40 tonner requires the reinforced K850 tower to cope with the higher

working for contractor Dragados on a major expansion to Madrid's Atocha rail terminal. The cranes will stay on the job site for 12 months and will eventually reach heights of around 49 metres.

The Potain MD560B at work in Madrid



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The Liebherr 71EC-B on a custom-built foundation

loadings. The MD 560 B will be equipped with Potain's new Ultra View cab.

Liebherr flat-top selected in Mumbai

Developer and contractor Nahalchand Laloochand has chosen to use a Liebherr 71 EC-B 5 FR. ionic flat-top crane to help build the 30-storey Aravat apartment complex in the suburbs of Mumbai. Until recently Mumbai was primarily a low-rise city, however, with building height restrictions now being eased in some areas, new commercial and residential buildings are being developed with heights of 90 metres and more.

countryside, it is bounded on three sides by residential buildings of eight and 12 storeys in height.

"The excavation for the foundations is about 10 metres deep," says NL's chief site engineer Prakash Parab. "The crane stands about 45 metres in height, so to comply with safety requirements for the surrounding buildings we constructed the base to provide the relevant clearances."

The crane will eventually reach a height of 110 metres climbing with the structure as it grows.

The Aravat building will consist of two wings with the Liebherr crane climbing inside the central lift shaft and used for both structures.



The new extension to the Amman airport is costing \$640 million and should be completed next year

The 71 EC-B 5 supplied by Liebherr India - will be set on a custom-built 5.5 metre steel base which stands on top of a two metre high concrete block at foundation level. Although the site is on the fringe of open

With a jib length of 50 metres the crane can handle a maximum load of five tonnes, or 1 tonne at full reach which is enough to cover the project area but requires the boom over-sailing part of the adjacent

residential area. Liebherr delivered the crane to the site in January, and it was installed on its steel and concrete base with the help of a German engineer. Construction time for the building is scheduled at two-and-a-half years.

"This is the first tower crane to be purchased by NL," says Parab. "Now that parts of Mumbai are allowed to have taller buildings we decided to make the investment in the Liebherr brand because of quality and reliability and with a view towards other high-rise developments." NL is one of India's

based substructure for Exxon Neftegas. The structure - which is being built in a dry dock in Nakhodka, 180km from Vladivostok, uses gravity and water chambers to support a platform for extracting oil and gas - is part of an oil platform for Russia's Arkutun-Dagi field, situated off the coast of Sakhalin Island. Five Potain tower cranes are employed on the project, lifting formwork, rebar, concrete buckets, mechanical equipment and pipework with the heaviest loads weighing up to eight tonnes.

"The key challenges on this project

Three Linden Comansa 21 LC 400 flat top cranes are carrying out the work at Amman airport in Jordan



leading real estate developers, and is the first in the country to offer a legally binding guarantee of handover dates of its projects, displaying its confidence in managing construction schedules.

Linden Comansa extends Jordan Airport

Three Linden Comansa 21 LC 400 flat-top cranes are working on the extension of the Amman airport in Jordan, known as Queen Alia International Airport. With a \$640 million budget, it's one of the country's most important projects and will increase the airports capacity from the current three million passengers per year to seven million when the phase under construction is completed in 2012. The extension has been designed by Foster & Partners and is being built by Joannou & Paraskevaides. The three tower cranes - which are rail mounted in order to work in various areas of the jobsite - have heights ranging from 45 to 65.5 metres, with 18 tonnes maximum capacities and 80 metre jibs.

Potain cranes help on major Russian oil and gas project

Aker Solutions is currently building Russia's largest concrete gravity-

are keeping to schedule and meeting the quality requirements," says Bjorn Rognlien, engineering manager for Aker Solutions. "Although these apply to most projects, if construction is delayed on this contract, bad weather will prevent us from transporting the structure to its final destination. This weather is some of the world's worst and the structure has to be of the highest quality to withstand the environment."

From November, the waters around Sakhalin Island begin to freeze and remain frozen until around May. To navigate the structure properly, the cranes will have to finish their work by the end of 2011.

Four MD 485 B cranes and an MDT 218 A owned by rental company ZAO Rosdorsnabzhenie, are working at the Nakhodka yard. The cranes arrived in February and March of 2010, with the four MD 485 B cranes assembled in April and the MDT 218 A in August. All of the MD 485 B cranes are mounted on 2.45 metre square tower sections, and each has a maximum capacity of 20 tonnes. One crane is working with a 70 metre jib, while the others have 65 metre jibs, with heights of up to 83.9 metres. The MDT 218 A is rail-mounted to allow it to move around the dry dock. This crane is mounted on a two metre square, 27 metre

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The Group



Aker Solutions is currently building Russia's largest concrete gravity-based substructure for Exxon Neftegas

high tower with 50 metre jib.

When complete, the substructure will weigh 53,000 tonnes and will be sunk at a depth of 33.6 metres below sea level. It will include 52,300 cubic metres of concrete and 19,300 tonnes of rebar.

The Arkutun-Dagi field is one of three in the Sakhalin-1 project which will cost an estimated \$10-12 billion, making it the largest ever direct investment in Russia by an external source, in this case, Exxon-Neftgas.

First Potain Igo T 130 chosen for new museum construction

A major new 18 month museum construction project is being carried out in Denmark by the first Potain Igo T130. The building work forms part of a new exhibition center at the Moesgaard Museum, situated in the south of Aarhus.

The Igo T 130 is the largest in Potain's Igo T range, a line of telescoping self-erecting cranes that have lattice mast sections and are able to vary their working height to suit different project requirements.

"We are delighted to add the first T 130 to our fleet," said Torben Bloch Nielsen, head of sales Maniowoc's tower crane dealer Ajos. "Self-erecting cranes are popular in Denmark and are often preferred over smaller top-slewing cranes. They offer effortless operation, versatility and simple set up. We expect good demand for this crane, especially on large infrastructure jobs."

"We selected the Igo T 130 for this job as it has the capacity and speed to meet the lifting requirements on the job," he said. "The building design includes an expansive sloping roof that requires a number of heavy lifts. There is also a large, complex column system to support the roof. The Igo T 130's large lift capacity and long jib will allow it to handle all lifts on this project, which is spread over a wide area."

Potain's 33 LVF 20 Optima winch allows the crane to lift at speeds of up to 65 m/min. The slewing and merecting mechanisms are also frequency controlled, ensuring smooth movement. In addition, operators can adjust the crane's controls to suit their own preferences.

The crane can be ready to work in less than four hours and it is easy to transport, traveling as a single trailer with an overall length of just 17.15m. Roading regulations vary, but in Denmark, Ajos can transport the crane at up to 80 km/h.

This first Igo T 130 is closely monitored on the museum project by both Maniowoc and Ajos as part of the Pre-Production Partner program. As part of this program, cranes are placed in actual working conditions and their performance is thoroughly assessed. Maniowoc implements any necessary design modifications prior to serial production of the crane.

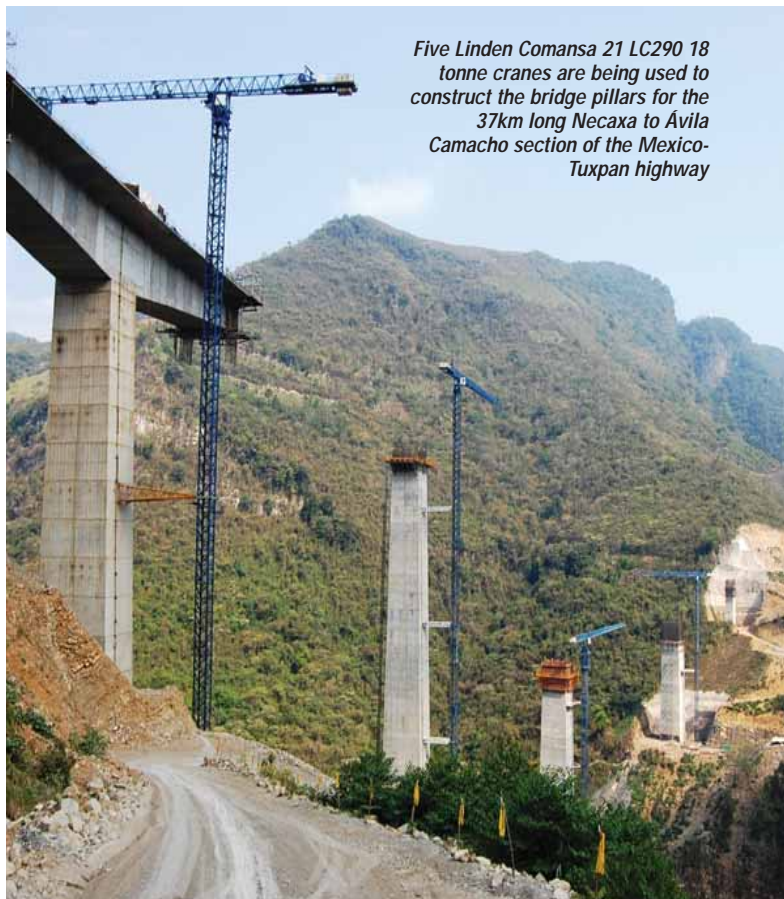
The Igo T 130, which belongs to Danish company Ajos, folds out its 50 m jib.



The Igo T 130 is easy to transport and can be ready to work in less than four hours



Five Linden Comansa 21 LC290 18 tonne cranes are being used to construct the bridge pillars for the 37km long Necaxa to Avila Camacho section of the Mexico-Tuxpan highway



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IPAF summit

Cranes & Access editor Mark Darwin reflects on the recent IPAF Summit 2011 in Amsterdam having missed the previous two events.

The 'globalisation' of the International Powered Access Federation has meant that in recent years its annual summit has strayed away from the UK and its base for several years, Whittlebury Hall in Northamptonshire. Two years ago it went 'overseas' for the first time choosing Dublin, the home city of the president at the John Ball and last year ventured into the heart of London in what was to be an alternating programme between the UK and overseas.

This year it decamped to the Grand Hotel Krasnapolsky in Amsterdam and in a change to the previous plan, Rome has been chosen as the venue for 2012.

If you attended the whole 2011 event - the Summit, the networking evening the day before and the Awards dinner - it consumed the best part of three days 'out the office' - a sizeable chunk of time (and money) for anyone to justify, even more so for the management of the many smaller companies that make up the bulk of the membership.

Is it worth attending?

So is it worth going? Well a growing attendance each year suggests that it is. The addition of the 'networking event' means that there is time to meet and chat with old and new acquaintances which can be difficult at the Summit and the Awards dinner. This year the Hard Rock Café was the venue for the 'networking' evening. Around 250 attended and it was a good chance to catch up and forge new connections. A shuttle

bus was laid on from the hotel although many chose to walk which also meant seeing some of the sights of Amsterdam on a very pleasant spring evening. Drink flowed, although many will have been hungry with the amount of food served. Entertainment - an Elvis impersonator - was brief and loud giving many the chance to grab some fresh air outside, while still listening at a reasonable volume. The event wound up at about 11-11.30, although many continued to sample the delights of the city well into the early hours.... perhaps knowing that the IPAF AGM was not until midday, with the Summit commencing after lunch at 1.30.

Selling Safety

The theme for the five speakers - Gerard Deprez of Loxam, Steve Shaughnessy who had just completed his term as IPAF president, at the earlier IPAF AGM, Jennifer Mathis of Ducker Worldwide, Chris Wraith of Lavendon Access Services and Andrew Fishburn of Spirit Network and Bravi UK - was how 'Selling Safety' is vital for your business.



Tim Whiteman of IPAF started the proceedings, welcoming the substantial number of delegates and setting the scene for the summit:



Pre dinner cocktails in the hotel's Grand atrium



The network event was held at the Hard Rock Cafe

"we should not forget that we are selling a safe and effective way of working at height. This industry provides solutions for work at height tasks and can prevent unnecessary deaths. We are still carrying out missionary work because people don't understand the safe and more efficient way of working at height or the right equipment for the job."

First speaker Gerard Deprez started by saying that access rental has been the major driver of the equipment rental industry for the past 20 years and will continue to be so for at least another decade. When Loxam started in 1967, powered access equipment did not exist. It entered the market in 1995 and it has driven the growth of the company ever since, now accounting for 25 percent of its business with a fleet of around 10,000 machines. Statistics in the IPAF surveys highlight the cyclical nature of the business and its dependence on the construction industry. Deprez said that better planning in the timing of investment by rental companies (which own 80 percent of all access equipment) is needed to stop the peaks in demand which manufacturers struggle to cope with - particularly as growth in developing markets begins to take off. He finished on a positive note: "I am anticipating a new growth phase in the access sector, it has a bright future for at least the next decade."

Promoting the industry

Having concluded his term as IPAF president a few hours earlier, Steve Shaughnessy possibly indicating what might occupy him over the next year or so, talked about the need for an innovative approach to expand the access market. This stemmed from the fact that two years ago Facelift chairman Gordon Leicester suggested a campaign

named 'Think Access' and last year AFI chairman David Shipman put up £25,000 for a campaign to promote powered access to new markets.



Shaughnessy suggested that IPAF is in the best position to coordinate such a move, and showed a possible route that he had developed over the last months of his presidency. He illustrated the potential market still to be tapped by comparing the USA where one platform is available for every 727 people to the 11 most developed EU countries where it is one machine for every 1,587 people - twice that of North America. Assuming market penetration in the US is as high as 70 percent suggests that the core European market has only reached 35-40 percent of its potential.

The suggested campaign would aim to add around £10-12 million of extra revenue a year and must be for the whole industry focusing on the rental sector to bring in new users with a knock-on benefit to manufacturers, trainers and IPAF through increased demand. The focus would be on the potential savings related to greater efficiency, fewer accidents and lower insurance premiums etc...These cost savings would be publicised through a new website and use of the latest technology. The UK was suggested as the test market with emphasis on the trade and technical press which covers sectors generally untouched by IPAF members. He showed graphics of a

new cartoon character, the 'Power Up' logo and 'Gain the upper hand' tag line which he suggested should link all the campaign material. The campaign would cost at least £250,000 to 300,000 a year and could be funded through a small increase in PAL card registration fee or a manufacturing equipment levy.

The last presentation before the coffee break was given by Jennifer Mathis who revealed the results of IPAF's annual market report from fresh research carried out by Ducker Worldwide on the state of the US and European access markets. New for this year are fleet sizes with utilisation, rental rates and retention periods. Fleet equipment breakdowns are also included.

Best for last?

From a delegates point of view, the final two topics were both more directly relevant to day to day operations. Both the final speakers - Chris Wraith on the issues surrounding outriggers and ground conditions and Andrew Fishburn on professional selling - also kept their presentations snappy and to the point - invaluable for the 'dozing off' end of an afternoon summit!

Wraith provoked interest and discussion at the start his presentation by asking delegates 'do you offer advice to your customers on the safe use of access equipment?' At least 50 percent indicated that they did give advice - he therefore concluded that they were obviously experts in the use of platforms.

He then made the point that aerial lifts themselves are not unstable, it is only when they are incorrectly set up or misused that there is a problem.

He observed that there are insufficient statistics on machine accidents and overturning in

particular (one for a later date) but from his own research he found that around 50 percent of accidents with platforms and cranes are due to overturning, caused by poor ground assessment, poor or no spreader plate selection and incorrect positioning of the outriggers.

With the much stiffer 'corporate manslaughter' rules coming into force, getting it wrong can carry serious consequences. He pointed out how manufacturers and rental companies' frequently use publicity material showing machines without outrigger spreader plates and urged the industry to change this. Wraith then quoted www.vertikal.net's survey as to whether outrigger mats should be mandatory with outriggers. Over 80 percent said Yes - but in a later survey only 50 percent of rental companies said they even offered mats. "I think we should educate rather than mandate" said Wraith, "lead with a carrot rather than beating with a stick and change behaviours."

He then highlighted phrases such as 'a typical MEWP outrigger' and asked is there such a thing? And how difficult it is to find good information - particularly as manufacturer's use a variety of measurement units such as N/sq mm, kN, lbs/sq inch, kg/sq cm, LCP and KPAs "Can't manufacturers standardise formats and units so that these important figures are easier to understand and compare?" he asked.

But how much pressure can the ground hold? This is usually left to the operator to decide - but they often get it wrong with dire consequences.

Wraith then referred back to his earlier question and asked those that indicated they were experts if they could really work out the ground pressure exerted by their machines? He reflected how such



Jennifer Mathis

information assumed mega importance when authorities ask questions after a machine tips over. A sub-committee has issued the policy statement that 'spreader plates should always be used when using a boom type platform fully supported by outriggers'. However this raises issues such as who provides the plates and what size etc etc. A walk-through website set up to answer these questions and many more with examples of types of activities and various ground conditions has been proposed. Overall it was an excellent and thought-provoking presentation.

Getting more from your sales staff

The final speaker of the day was Andrew Fishburn who questioned if the industry was getting the best from its sales people. Over the past 10-15 years there has been a virus spreading that may be part of the reason for some of the industry's problems - the virus of mediocre selling.

He maintains that the underselling of products and services causes price erosion and slower growth. Access products can be used in every aspect of life yet how many areas has the industry sold into? "The failure to sell the features and benefits is costing the industry millions," he said.

Sales people are historically highly costly to employ and difficult to control, but is this the way it needs to be? Fishburn outlined the basics

of managing sales staff and what motivates them. Motivation, he said, accounts for about 30 percent of overall performance. Knowledge, experience and general expertise accounts for 40 percent and can be improved through training.

Companies measure return on investment for products, but should they also be doing so for people within the company. Everything a company does begins with a sale - sales people like operators should therefore be trained.

Later in the evening the drinks reception preceded the awards dinner and provided a brief opportunity to network before the more formal structure of the excellent dinner and perhaps slightly too long awards ceremony.

Summing up, the IPAF summit provided several opportunities to network, learn more about the major issues affecting the industry and sample the delights of Amsterdam. Overall, well worth going to, if you can afford the time and cost of the event, hotels and entertainment!



Chris Wraith



Andrew Fishburn

Five years on

It hardly seems possible that on a gloomy September day in 2007 the first Vertikal Days event opened. Despite a fantastic display of cranes, access equipment and telehandlers, there was always the worry that no one would visit. Thankfully they did - even battling some dreadful 'summer' weather - proving the novel format of the show a success.

Since then it has grown slowly but surely, possibly restrained by the economic slow down. But in spite of the downturn more and more visitors have turned up each year. Last year 1,200 people attended – 1,200 individual people with no double, treble or quadruple scanner or participating exhibitor counting – each seriously interested in the equipment and services on offer and possibly representing around 80 percent of the UK/Irish buying power?

This year is a complete sell-out and promises to be the best ever. While some will of course depend on the weather, the extensive range of products on display is enough to attract everyone with any interest in lifting or working at height. While there are many improvements this year, the basic 'people-friendly formula' has not changed. Entrance tickets - free for all but non-participating suppliers - include parking and all day hospitality - including a first class hot lunch and a number of free seminars and workshops.

Practical details

Venue: Haydock Park, Newton le Willows, WA12 0HQ at junction 23 of the M6.

Dates and times

Wednesday June 22nd 10:00 – 17:30

Coffee & Tea served in the Marketplace all day

Lunch is served from 12:00 – 14:30

Networking event – 18:30 – 11:00 (ticket required)

Thursday June 23rd 10:00 – 16:30

Coffee & Tea served in the Marketplace all day

Lunch is served from 12:00 – 14:30

How to register

- Famously low tech
- Bring along a completed invitation and swap for a badge
 - Register on-line give your name at reception
 - Or just turn up with a business card and swap for a badge

So what can you expect to see?

The beauty of Vertikal Days is that it is specialised in the same way as equipment buyers. While the only exhibits are cranes, access equipment, telehandlers and associated services and equipment, if you are interested in this type of material, you would be hard pressed to find a more comprehensive display. The show area is compact - this is no Bauma - although it looks impressive from the road and means that in the space of a few hours you can conduct a comprehensive 'shop' or research of the many alternative products and solutions available. Not only can you see everything on offer without wearing your shoes out, but as the visitor profile is limited to those who buy or regularly use the equipment there are no crowds - except perhaps at the bar. You will notice that exhibitors have time for you and are also able to demonstrate the product or sit and 'talk turkey'. The show has a number of areas, such as the Marketplace where exhibitors and visitors can sit, take a coffee and if all goes well put a deal together. If you don't see someone on their stand, chances are you will see them in the catering marquee around lunch time.

So what's new?

A full alphabetical list of manufacturers and exhibitors on show can be found with the map on page 42 and 43. The following also lists each exhibitor by sector and some of the highlights on each stand.



Access Equipment & Telehandlers

Access Industries: Stand 113
See Multitel Pagliero

Access Platform Sales: Stand 109
APS is the UK distributor for Omme Lift and Hinowa spider lifts. The company will show a 27 metre Omme 2750 tracked spider lift and models from the Hinowa spider lift range – the 23 metre 23.12115 and 17 metre 17.80XU115 as well as a Hinowa mini dumper and forklift - the TP1600.

Aldercote: Stand 117
Van mounted aerial lift specialist Aldercote will share a stand with trainer Highland Access and will show its PA145 telescopic lift on an Iveco Daily van.

Altec: Stand 107
See Cumberland Industries

Ascendant Stand: Stand 143
The Newcastle-based truck and van mounted platform manufacturer will show two brand new truck mounts – a 26 metre and an 18 metre – as well as other platforms from its range including a 12.5 metre van mount. As UK distributor of the German HAB scissors it will show the 14 metre, 1.2 metre wide S142-12 for the first time in the UK.

ATN: Stand 124
French mast boom manufacturer ATN will show two models from its P1af mast boom range as well as its class leading 12 metre articulated boom lift which offers the outreach of 50ft articulated boom. Also on show for the first time in the UK is its new CX scissor lifts, with 7.3

metre long platform and 40 or 50ft platform height.

Avant Tecno: Stand 134

Avant Tecno will show a range of its Leguan work platforms, including the 16 metre Leguan 160 and 12 metre 125 low weight self-propelled platforms. The company will also show its Avant loader with Leguan 50 platform attachment.



Avant Tecno with loader attachment

Bizzochi: Stand 123 See CTE UK

Bluelift: Stand 131 See Bravi UK

Bravi UK: Stand 131

Bravi UK will have plenty to talk about on its stand this year. Among the Bravi platforms will be a Leonardo, Bravi Lite and Caddi and at least one Bluelift spider platform. Look out for some new products as well!



Bravi Lite



Bronto Skylift platform

Bronto Skylift: Stand 100
Bronto will have one of the more unusual displays in that it is more 'old tech' than new. It will show the last of the highly popular 34 metre S34MDT. Originally mounted on an American truck it was remounted last year on a new Volvo chassis for L&N Platforms of Sevenoaks. There is also a small chance that the manufacturer of the world's largest platforms may produce a surprise and arrive with a large new unit?

Cela: Stand 137
The highlight of the Cela stand will be its new 21 metre DT21 - the radical lift design provides excellent up and over reach and outreach, together with an end mounted platform. Another key feature of this unit is its ability to stow below the height of the truck cab. The unit will be demonstrated with flair by Simone Scalabrini and Paolo Troni.



Cela DT21

CTE: Stand 123
CTE will show two new models, its 20 metre MP20-13 low profile truck mount that can also be used as a 13 metre straight telescopic and was shown as a prototype last year but is now in production. Also new is the 20 metre ZED20CH articulated truck mount with fully hydraulic H frame outriggers. The company's Traccess spider lift range will be represented by the new 23 metre Traccess 230, its largest model so far and its popular 17 metre Traccess 170. The company will also show a loader crane from sister company Effer, the ultra compact 35.

Cumberland Industries: Stand 107
As distributor for Altec and Socage as well as its own Cumberland Land Rover-based machines the stand will have a diverse array of equipment.

Altec products include an 8036M Unimog 14 metre insulated platform, the DB35 digger derrick and an 11.5 metre working height van mount from Altec Spain, mounted on a 3.5 van and operates without stabilisers. Socage platforms include the DA320 mounted on a Cabstar and an Iveco 4x4 chassis. Also seen for the first time will be the SPJ315 tracked spider lift. Cumberland hoping to show multi a platform on a Multihog multipurpose vehicle. There may also an Altec truck mounted crane.

Dieci: Stand 142
Dieci will show the new Dedalus 30.7 telehandler featuring the new ergonomic cab for increased comfort and visibility, 146 degree head rotation, new tyre options, high speed forward and reverse, fully proportional hydraulics, inching pedal and hand throttle.



Dieci Telehandler

Dinolift: Stand 114 *See Promax Access*
Easi UpLifts: Stand 140
One of the largest powered access rental companies in the UK/Ireland Easi UpLifts offers a full range of lifts including a large fleet of big spiders, telehandlers and mini cranes for sale or rent. The company has just opened a new location in the Manchester area close to the show. It is also a good source for young used equipment.



Faraone PK 50 S

Faraone: Stand 125 *See Powerlift*
Genie: Stand 149
Genie will highlight its latest 360 degree telehandler models, the 16 and 18 metre/4,000kg GTH4016SR and GTH4018SR with new load management system and anti-shock loading lift circuits. In addition to models from its self-propelled boom,

trailer lift and scissor lift line up, the company will show the GRJ-26 mast boom and a range of stock picking and material lifts.

HAB: Stand 143
See Ascendant Access

GSR: Stand 105
See King Highway Products

Haulotte: Stand 148
Vertikal Days will serve as the UK/Ireland launch for Haulotte's new three model 10 metre telehandler range. The HTL 3210, HTL3510 and HTL4010 offer lift capacities of 3,200, 3,500 and 4,000 kg respectively, with compact overall dimensions of 2.26 metres wide by 4.96 metres long with stabilisers that set up within the overall width of the machine. Overall height is 2.42 metres (2.38m on the 3210). Maximum forward reach is a healthy 7.2 metres with up to 1,200kg capacity. All units feature hydrostatic transmissions and full proportional joystick controls as standard. The HTL 4010 and 3210 are equipped with stabilisers as standard, while the HTL 3510 has standard frame levelling with up to plus or minus 10 degrees of range. Haulotte will also show a wide range of its aerial lifts, including booms, rough terrain and electric scissor lifts and mast booms.

Haulotte will use Vertikal Days for the UK launch of its new 10 metre telehandlers



Holland Lift: Stand 132
See Russon Access Platforms

Imer Direct: Stand 118
Imer is the Iteco and IHlmer distributor in the UK and will show a selection of products but will highlight the new push around scissor lift range. The unit on the stand will be the Easy Up 5 with 5.2 metres of working height.

Isoli: Stand 114 *See Promax Access*
Iteco: Stand 118 *See Imer Direct*

JLG: Stand 136
The world's largest aerial lift manufacturer will show a selection from its wide range, including a new 17 metre compact tracked lift (spider lift), the Toucan 10e mast boom, its new compact RT boom lift - the 340AJ - making its first UK appearance, its Diesel/Electric 600AJ boom and a number of scissor lifts. Also check out its ultra-compact telehandlers.



The Genie GTH-4016 SR



JLG 340AJ

King Highway Products: Stand 105
King Highway Products distributes GSR and Palfinger/Wumag in the UK and will show various models including a 14 metre E140TJV telescopic van mount on a 3.5 tonne Ford Transit and an E200PX 20 metre Pantel on a Nissan Cabstar and an E228TJ on 7.5 tonne chassis. Palfinger Platform models on display will range from the new 32 metre P320 on a 12 tonne chassis up to what may be the largest lift on a show, a 70 metre WT700 on an MAN chassis.



King will be showing several truck mounted platforms

Liftlux: Stand 136 *See JLG*

Manitou: Stand 116
The world's leading telehandler manufacturer will show its latest fixed frame and 360 degree models alongside its ManiAccess aerial work platforms.



Manitou MT625



SJ 12 Vertical Mast Lift



Skyjack's new SJ12 self propelled vertical mast lift provides a compact footprint and superior maneuverability. When operating in tight workspaces, a high degree steer angle allows for maximum functionality and flexibility by offering zero inside turning radius. The SJ 12 also features a 20" traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

Skyjack's standard color coded and numbered wiring system with hard-wired relay based controls help to ensure the new SJ 12 lives up to Skyjack's reputation for quality and serviceability.

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or visit us online at www.skyjack.com

SKYJACK



MEC Titan 40S

MEC: Stand 133
MEC, represented by Riwal, will show the highly original award winning Titan 40 boom with a scissor sized platform and telehandler size lift capacity. This is the UK debut and must be seen. Also on show will be the MEC Speed Level, available with battery power.

Merlo: Stand 135
The 360 degree telehandler specialist that gave the Roto name to the sector is likely to have a surprise or two and may have a product from its growing access range on show.

Multihog: Stand 107
See Cumberland Industries

Multitel Pagliero: Stand 113
Another stand vying for the most genuinely new products is Multitel, with three new models including two worldwide launches. While one of the new models will be kept secret until the show opens, the other two are both spin-offs from the market leading MX range or 3.5 tonne truck mounted lifts. The first is the MX205, designed for the UK market it has an end mounted platform, rather than the usual pedestal mounting - with the platform and the boom/platform rotation system connecting at the mid-rail level. The result is a flat bottom platform with low level entry and the ability to work closer to under-boom obstacles. The second unit is the direct hydraulic controlled entry level HX195 with 19.5 metre working height and simple rugged design.



Multitel MX205

Niftylift: Stand 120
Niftylift will show a broad range of products from its growing range of boom lifts, including its 12 metre trailer lift, the N120TPE, the



Niftylift Hybrid

self-drive SD120TDE, the 12 metre spider or track drive TFD120T and three Height Rider self-propelled booms - the 12 metre HR12NDE and 17 and 21 metre Hybrids. If you have not already seen the company's Hybrid drive system, SiOps anti-crushing controls and Tough Cage then you need to stop and take a look.

Oil&Steel: Stand 110
Oil&Steel will show its 20 metre 2010RE 'Rental Edition' 3.5 tonne truck mounted lift, designed to handle the rough and tumble of everyday non operator hire. The rest of the stand will be devoted to its Octopussy Spider lift range, including its latest 18 metre EVO model and the 14 metre 1402 Octopussy Classic.



Oil&Steel 2010RE

Palfinger Platforms: Stand 105
See King Highway Products

Palazzani: Stand 130
See Tracked Access

Platform Basket: Stand 114
See Promax Access

Pop Up Products: Stand 127

The Pop Up brand, so well known for its push around scissor lift model, is now applied to the company's range of towers, podiums and self-propelled lifts such as the Drive series, including the Drive 12.



The new Pop Up Push 8

Powerlift: Stand 125
Powerlift is the UK distributor for Easy Lift spider and truck mounted lifts as well as Faraone portable, push around and self-propelled lifts. The stand will include a number of new product introductions and UK firsts, including the 21 metre ET210 telescopic boom truck mount - the



Easylift 210

first Easy Lift truck mount to be shown in the UK. Alongside will be two of the company's most popular spider lifts, the R150 and R160. The Faraone line up will include five models of both self-propelled and push around lifts - low level and higher. New models include the new PK53, PK50 and PKS65.

Power Scissor: Stand 132
See Russon Access Platforms

Power Towers: Stand 123

Power Tower will show its latest product additions, including the extensions to its Nano SP range now available in simple no extension 'Zero' format or with the one metre two stage extension, the Nano SP Plus. Also check out the improved Power Tower heavy duty push around lift.



Power Tower Zero

Promax Access: Stand 114
Promax represents, Platform Basket, Isoli and Dinolift. It will launch a number of new products at the show including the new 22.5 metre Isoli PT225 with 13.5 metres of outreach auto set-up and auto stow from ground and platform controls, work position memory button and multi-position 'H' style outriggers, all on a 3.5 tonne chassis. It will also show the 21 metre Isoli PNT210J articulating boom with fly-jib and two position 'H' style outriggers with up to 9.75 metres of outreach, a collision protection system, preventing contact between the jib and cab, outriggers and rear deck, is standard equipment.



Isoli PNT210J

This will also be the UK debut for the new 13.4 metre Platform Basket 13.80 spider lift with telescopic boom and articulating jib offering eight metres of outreach, yet weighing just 1,400kg.

Ranger Equipment: Stand 134A
Ranger represents Aichi, Teupen and PB Lifetechnik. The highlight of its stand will be the new 25 metre Teupen Leo25T Plus spider lift with its 18 metres of outreach, compact dimensions and adjustable tracks. The other new product on show is the Teupen Leo18GT Facelift.



Teupen Leo25T Plus

Riwal: Stand 133 See MEC

Russon Access Platforms: Stand 132

Russon is the UK distributor for Holland Lift and will show a number of the heavy duty scissor lifts, including at least one model from its new Ecostar high- narrow ranges. The company will also show its manually powered Power Scissor and Power Step.



Holland Lift heavy duty scissor

Skako Lift: Stand 128
See Urban Access

Skyjack: Stand 139

Skyjack will have a full spread of its booms and scissors on show, including the 66ft SJ66T telescopic boom and 32ft 6832RT compact RT Scissor lift along with the final production version of its 12ft self-propelled lift the SJ12 Mini-Mast - definitely worth a look.



Skyjack scissors and booms

Sky King See King Highway

Snorkel/Leach Lewis: Stand 138

The Snorkel stand will also be one of the most diverse with its range now



Snorkel M1230E

running from Pop-Up push around lifts up to the largest self-propelled booms. One of the key exhibits making its European debut is the replacement for the well renowned UpRight/Snorkel TM12 – the M1230E. The new model maintains much of the structure and running gear that made the TM12 so popular but adds a roll out deck option, dual entry gates, a new deck surface, new controls and stock picking options. Two machines that you ought to demo are the Speed Level and the XT24SD self-propelled scissor trailer – yes that's not a misprint a trailer mounted scissor lift that you can drive while elevated. Everyone who does will be entered into a draw to win an Apple iPad.

Socage: Stand 107

See Cumberland Industries

Time Manufacturing: Stand 115

See Versalift

Tracked Access: Stand 130

Tracked Access will show models from Palazzani's new Ragno Generation Spider lift range.

Urban Access: Stand 128

Urban Access is the UK distributor for Skako/Denka Lift and will display the latest Skako Falcon spider lifts including the 29 metre FS290, the new 32 metre FS3202 and the 42 metre FS420. Also enter the free business card draw for some fantastic days out

Versalift: Stand 115

Versalift is the UK market leader for van mounted aerial lifts. Part of the Time Manufacturing group, the company has been spearheading the move towards more carbon efficient and environmentally friendly lifts and will show some of the fruits of its labours at the show including its 11 metre Semi Electric ET36LF on a Daily SOC 15 van. The company will also show the VST40i on Mercedes Atego, ET46LFZ on 10tonne Man, T3100i on Mercedes Vario 4 x 4 and the pick-up based LT23TB on Mazda Pick Up.



A Versalift semi electric van mount

Wumag: Stand 105 See King Trailers

Youngman: Stand 108

Youngman probably wins the award for most diversity with its push around and self-propelled lifts, podiums, ladders and scaffolds. The company has its brand new anti-surf podium product on show along with the new 5.1 metre working height Boss X3X SP self-propelled micro scissor which is now ready to ship. You should also take a look at its new BoSS Cam-Lock Advance Guardrail (AGR) system designed for its mobile tower range.



The new Youngman Boss X3X SP

Cranes

Artic: Stand 107A

See City Lifting

Broderson: Stand 158

See Cranes UK

City Lifting: Stand 107A

A City Lifting offers a range of mobile and tower cranes for sale and rental, but specialises in solutions for large cities where space is at a premium showing its highly efficient, ultra-compact Artic Raptor 84 articulated luffing jib tower crane. The unit boasts a 4,000kg lift capacity at 21 metres radius and 2,000kg at 32 metres yet its out of service radius is a tiny four metres. The company also represents Comansa tower cranes.



Compact Lifting Equipment (CLE): Stand 147

Compact Lifting - the JMG and 3B6 distributor for the UK - will highlight the new 8.5 tonne JMG model MC85. The battery powered electric crane is just 1.7 metres wide, 1.9 metres high with front wheel drive, a tight turning radius, a boom that lowers to the ground even then retracted allowing it to be fitted with a fork option in addition to the regular hooks.



JMG MC85

Manitowoc
Crane Care

UK and Ireland Crane service, parts and training

Brands

Current Models

Manitowoc
Grove
Potain

Older Models

Krupp
Coles
Grove/Coles

Products

Tower cranes
Mobile cranes
Crawler cranes
Industrial cranes

Crane Care Services

Field service

Thorough examination
Inspection
Service
Repair
Load testing
Erection — tower cranes
Dismantle — tower cranes

Training

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CPCS-approved training

Workshop resources

Repair
Load testing
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Full rebuilds
Contract management

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The all new Zoomlion QY35v

Crowland Cranes: Stand 150
When it comes to cranes this is a stand not to miss. Any crane hirer will want – no needs - to stop and take a good look at the new 35 tonne Zoomlion QY35v, the three axle truck crane that takes up where Kato left off. While built by Zoomlion in China the QY35v is the culmination of years of hard work and perseverance on the part of UK/Ireland distributor Crowland cranes which has included experience gained on previous Zoomlion truck cranes sold in the UK. The company will also have the very latest 55 tonne QRT55 Rough Terrain

crane developed in partnership with a major American RT crane user. This will be the first showing of this new model in Europe.

The company also represents Ormig pick & carry cranes and will show the all electric five tonne 5TME - the first time it has been shown in the UK. Finally don't miss the latest wireless safety equipment from LSI.

Cranes UK: Stand 158
Cranes UK represents Tadano Faun and Broderson in the UK and Ireland. It will show a range of products from the Tadano-Faun ATF All Terrain crane range, including the UK debut of the 130 tonnes ATF130G-5 and the new Bluetec powered version of the highly successful four axle 100 tonnes ATF90G-4 All Terrain. Be prepared also for a possible surprise or two.

Galizia: Stand 129 See GGR Group

GGR Group: Stand 129

GGR is the master distributor for Unic Cranes in Europe and will launch its new Unic fly jib attachments and crane manipulator head. The new jibs can be fitted to Unic's URW-295, URW-376 and

URW-506 spider cranes giving an additional one to two metres of reach and radius when lifting over rooftops. The jibs are offset by 0, 20, 40 or 60 degrees and are quick and easy to assemble and can be ordered on new cranes or retrofitted. The company is also demonstrating the

Meetings and seminars

Wednesday 22nd June 2011

Times	Meetings, seminars & Workshops	Place
09.30 - 13.30	IPAF - Training Committee Meeting	Newton 2 Bar
10.00 - 10.45	Higher Concept Technology Seminar	Marketplace Room 1
11.00 - 11.45	Crown Batteries - Battery Maintenance	Marketplace Room 1
11.45 - 13.00	inspHire Masterclass - Repair and Maintenance	Workshop Marketplace Room 2
12.00 - 12.45	Higher Concept Technology Seminar	Marketplace Room 1
13.30 - 14.45	inspHire Masterclass - Improving your Business Performance	Marketplace Room 2
14.00 -	ALLMI General Meeting	Jubilee Suite
14.00 - 14.45	Higher Concept Technology Seminar	Marketplace Room 1
14.00 - 16.00	PASMA Council Meeting	Haydock Box 6
14.00 - 16.00	PASMA Training Committee Meeting	Haydock Box 7

Thursday 23rd June 2011

10.00 -	ALLMI Operators' Forum General Meeting	Jubilee Suite
10.00 - 10.45	Higher Concept Technology Seminar	Marketplace Room 1
10.30 - 13.00	CPA - Strategic Forum Plant Safety Group	Davies Suite 2
11:00 - 12:30	PASMA Annual Members' Meeting	Haydock - Whittle Suite
11.00 - 11.45	Crown Batteries - Battery Maintenance Workshop	Marketplace Room 1
11.45 - 13.00	inspHire Masterclass - Improving your Business Performance	Marketplace Room 2
12.00 - 12.45	Higher Concept Technology Seminar	Marketplace Room 1
13.30 - 14.45	inspHire Masterclass - Repair and Maintenance	Marketplace Room 2
14.00 - 14.45	Higher Concept technology Seminar	Marketplace Room 1
14.00 - 15.30	CPA - Training and Comp. for Plant Operators public consultation	Davies Suite 2

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RACE COURSE

NEWTON
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MEETINGS
TOILETS

Haydock
Meeting
Rooms

PASMA
VILLAGE

CATERING
MARQUEE

OFFICE

Demo
PASMA

CPA

MARKETPLACE

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- Myerscough College
- Else Solicitors
- Wynne Systems
- Lyon Equipment
- Higher Concept
- Unitex Group
- Cranesafe
- ZT Safety Systems
- Standfast Corp
- MCS
- Top Service
- Cranes Today
- C-Tech Ind Europe
- Shield Batteries
- Gantic
- SB Training
- De Lage Landen
- Inspire
- Vertikal Press

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107a

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CAR PARK



GL-UMC 600 new glass manipulator head from Wirth along with a range of cladding and glazing vacuum lifters. The highly flexible GL-UMC 600 is designed to attach directly to the Unic crane boom and has electric actuators for precise movements of the glass. The new Unic radio remote controller with digital feedback adds to the package. GGR also represents pick & carry crane manufacturer Galizia.

Grove: Stand 152

See *Manitowoc Crane Group*

Hitachi Sumitomo: Stand 135A
See *NRC*

JMG Mini Cranes: Stand 147
See *Compact Lifting Equipment*

Kranlyft: Stand 145

Kranlyft is the European region master distributor for Maeda mini and spider cranes as well as Kato mobile cranes. The company plans to have a selection of its MC spider crane and LC minis on show, including the LC383M-5 launched at Bauma last year.



Maeda MC305

Liebherr (GB): Stand 154

The world's largest crane maker has plenty to show but the two key exhibits are its radical new 45 tonne LTC1045-3.1 All Terrain City crane and the 81K self erecting tower crane. The AT crane will put through its paces on the demo pad showing its unique telescoping cab from superstructure mounting to chassis mount at the press of a button. The feature also offers elevation for better visibility over high sided



Liebherr LTC1045-3.1

obstacles. This is yet another must see exhibit given that it bridges the City and AT concepts. The 81K self erecting tower crane has outperformed sales expectations in spite of the slow market of recent years. If mobility is what you need in a tower crane, then take a look at the MK63, a three axle mobile self-erector. While on the stand do stop and look at what the company's training schools is now offering.

Linden Comansa: Stand 107A
See *City Lifting*

Link-Belt: Stand 135A See *NRC*

Manitowoc Crane Group: Stand 152

Manitowoc includes Grove, Potain and National Crane brands as well as Manitowoc crawler cranes. The main exhibit will be the 110 tonne, five axle Grove GMK5110 with its 51 metre main boom. Other exhibits include its all new Ultraview tower crane cab and it will demonstrate the Tirax system for silently inserting tower pins as well as other new developments. A key part of the stand will be the company's Crane Care exhibit. With arguably the largest service network in the industry the company offers to support more than its own crane products - so worth a stop.

Potain: Stand 152

See *Manitowoc Crane Group*

NRC: stand 135 A

NRC represents Link Belt and sister company Hitachi Sumitomo, the company will show the Link Belt TCC-750 telescopic crawler crane, which NRC helped to develop. The 70 tonne crane offers a 35 metre main boom and 17.7 metre on-board lattice extension. The heavy duty unit breaks new ground in this emerging sector.

Ormig: Stand 158

See *Crowland Cranes*

Spierings Kranen: Stand 159

The master of the self-erecting mobile tower crane is back on the up and will show a four axle model

Tadano Faun: Stand 158

See *Cranes UK*

Terex Cranes: Stand 156

This will be the first time Terex



Terex AC100/4L

Cranes has attended Vertikal Days and it is doing so in style. The show will be the first opportunity for many to see the A3180 challenger All Terrain crane, alongside the long-boomed two axle AC40/2L All Terrain crane and the four axle 100 tonner AC100/4L All Terrain Crane.

Zoomlion: Stand 150

See *Crowland Cranes*

Software Corner

In the Marketplace you'll find all of the major rental software suppliers, several of which are offering free workshops and master classes to help customers and staff get more out of their systems. All have a range of new products and features to discuss so do allow plenty of time in this area and do make sure that the relevant staff attend the event.

Higher Concept Software:

Stand MP6

Higher Concept produces the Syrinx rental software and is this year organising a series of free Technology Seminars to highlight the additional functions now possible with the latest software. These include the integration of a number of routine functions including telephone and text, document scanning, storage and retrieval, mobile interfaces and for a completely integrated package IT hosting.



inspHire: Stand MP19

inspHire will demonstrate its recently launched iPhone/iPad application for users on the move as well as latest developments including scan to pdf, electronic invoicing and simply PATs software integration. The new application also makes the most of the built in Customer Relationship Management software. Finally if you do not already control service routines and test certification through your rental software then stop and take a look.



MCS UK: Stand MP12

MCS will be showing its rm - Rental Management - software. Windows-

based it can easily be configured to a customer's existing business processes and still include all of the latest features such as equipment tracking and monitoring.

Rentalman software:

Stand MP04 See *Wynne Systems*

Wynne Systems: Stand MP4 Wynne Systems, the large American-based rental software specialist will be demonstrating the latest version of its well proven Rentalman and InforManager software now installed at some of the largest international rental companies such as Loxam. The system has been refined over the years to easily cope with multi-language, multi-currency, multi-tax system operations. While the company works with the world's largest rental companies its system is said to scale well for smaller operations.

The PASMA Village

This is the first year that the Prefabricated



Access Suppliers' and Manufacturers' Association has exhibited. A number of members are supporting this new effort and the association is organising a number of meetings around the event.

Euro Towers

Euro Towers manufactures a wide variety of aluminium access equipment for both commercial and domestic use. It will show its new advanced guardrail podium platform and collective fall protection at low level, in addition to some of its mobile towers, which include: 3T, Advanced Guardrail, Narrow rung and Stairwell access towers. The company will also be presenting the PASMA and IPAF courses that it offers through its training centre.



An aluminium Euro Tower

Turner Access

Turner Access will show one of its mobile aluminium towers including its new Betaguard, patented integral advanced guardrail system. It will also show its latest collective fall protection equipment, which it says is easy to use and improves productivity and finally some low



Liebherr 81K

level access equipment for work at heights of up to three metres. Look out for their demonstrations which will be held at the PASMA Village.

OMS

OMS is a leading authority in health and safety training. Its courses include those certified by IPAF, PASMA, the Ladder association, Microgeneration and other Work at Height organisations.

Lyte Industries

This rapidly growing company specialises in a wide range of non powered access equipment including a range of different ladders, low level and mobile access towers, including its Hylite range. The company also offers bespoke solutions and training. PASMA members Youngman and Pop-Up products are exhibiting in a different location at the show, but will have products on display in the village.



Youngman anti surf podium

ALLMI Village

The ALLMI village will have a first class array of loader cranes and technology on show from the industry's leading manufacturers. In addition it is organising the first lorry loader operator of the year competition. See ALLMI Focus page 63 for more details.



Atlas Cranes

Now an independently owned company again Atlas has for many years been the UK loader crane market leader. It will be showing an Atlas 75.2 A1 on Travis Perkins vehicle as well as a 92.2 or 135.2 on SIG chassis.



Atlas 92.2

Cargotec/Hiab

Cargotec, owner of Hiab and Kalmar,

will show the Hiab XS 1055EP-6 HiPo loader crane equipped with the latest remote control package and safety systems.

Leeds Commercial Vehicles

Leeds Commercial Vehicles is a five outlet distributor and contract rental business in the north of England offering both vehicle mounted lifts and trucks with loader cranes. It will also run the ALLMI Loader crane operator of the year competition at the show.

Palfinger loader cranes

See TH White

PM

PM will show a PM 50025P part of its Gold series and one of its best-selling cranes in the UK, equipped with radio remote control with all the latest electronic components and security devices in accordance with the latest EN12999 standards. This crane is adapted to work in a variety of different industries and environments. Mounted on a MAN TGS 26360 Drawbar combination, it is one of 43 units supplied by Bickford Truck Hire to the Elliott Group. The company will also show the new PM100 SP.

The new PM100 SP



TH White

TH White is the Palfinger distributor and its stand will feature the new Palfinger PC3800 mounted on an Iveco Truck with a drop sided body designed and produced by T H White. The company will also be showing a Palfinger PK12001-EH crane complete with another drop sided body designed, manufactured and fitted in-house. A Palfinger PK22002 will be also used for the operator of the year competition.



TH White will be showing Palfinger loader cranes

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Other Loader crane stands

Cormach: Stand 141B

See Ernest Doe

Effer: Stand 123 See CTE

Ernest Doe: Stand 141B

The Cormach distributor for the UK, the company has a long history supplying and mounting loader cranes for special applications. It is sharing a stand with specialist vehicle producer Cautrac and showing a Cormach 4000E2 crane on Marooka MST800. Other cranes include: a Cormach 34000E5 on a MAN tracked unit, a Cormach 40400E6 the the Maxi-Lift M50 and M130.

Next Hydraulics/Maxi Lift:

Stand 141B See Ernest Doe

Services, safety, lifting gear, components and training

This year there are more suppliers of ancillary equipment and services than ever before, ranging from credit control specialists, company law solicitors, safety equipment suppliers and battery and charger suppliers. Many of these are in the Market Place, where refreshments - including cakes! - are provided free of charge all day long. This is also the location for the free workshops and seminars.

3B6: Stand 147

See Compact Lifting Equipment

Alimats-BFL: Stand CD

Alimats will show its patented light weight outrigger mats made up of interlocking aluminium sections that can be easily handled and built up into larger mat areas.

Amber Valley Developments:

Stand 119A

Attending Vertikal Days for the first time, Amber Valley Developments



designs and manufactures specialist and bespoke auto electrical safety equipment. The company will show a range of its reversing and parking alarms and other equipment, but most importantly will be on hand to discuss the design and supply of specific and unusual products.

Ashtree Glass: Stand 119

Ashtree will be showing a range of its specialist high vision rear view mirrors including the Ultraview that helps overcome blind spots on

commercial vehicles from cranes to telehandlers.

Cautrac: Stand 141A

Cautrac will be exhibiting the low ground pressure advantages of rubber tracks when operating access equipment on slopes. The Morooka crawler carrier will be equipped with a man platform capable of travelling at 12kph. Another variant of the Morooka is fitted with a Cormach lorry loader to make this a very low ground pressure utilities support machine.

CGS Tyres: Stand 144

See Midas Tyres

Cranesafe: Stand MP8

The UK affiliate of tower crane anti-collision expert SMIE Cranesafe will show the very latest multiple tower crane site management technology. The systems are available to buy or rent. Cranesafe also represents Orlaco, the boom and jib mounted camera systems, a grossly under rated safety tool.

Cranes Today: Marketplace Info Centre

Crown Batteries: Stand MP15

See Shield Batteries

C-Tech Industries Europe:

Stand MP14

C-Tech will make its European debut at Vertikal Days. Its services include the supply of replacement parts for access equipment, the manufacturing of controllers, control boxes and the supply of many other aerial lift products.

De Lage Landen Leasing:

Stand MP18

De Lage Landen has been one of the leading finance companies for lifting equipment in recent years and probably has more experience of the sector than any other European finance house. The company is also involved directly with the marketing of equipment that has finished its finance programmes.

Else Solicitors: Stand MP3

Making its first appearance at Vertikal Days, the Midlands-based Commercial Law Practice has a specialist construction division and will present "Cash is King" - "Maximising cashflow and maintaining Clients". Legal Questions and Answers.

Gantic: Stand MP16

Gantic produces a truly revolutionary battery charger for electric powered equipment such as booms and scissor lifts. Instead of charging a

four unit battery pack and 'overcooking' some, wasting increasingly expensive power, the Gantic charges each battery individually leading to lower power consumption and longer battery life. The chargers can be easily retrofitted and handle both wet and gel batteries.

Goodyear Dunlop Tyres:

Stand 111

Another alternative source for crane tyres, the company launched its new 18 tonne All Terrain tyre at last year's show.

Highland Access: Stand 117

Highland Access will share a stand with Aldercote and will be highlighting its wide range of training courses covering loader cranes, safe ladder use, powered access operation and manual handling.

See Highland Access on Stand 117



Independent Parts & Service:

Stand 126

Independent Parts & Service will display one of its mobile parts sales vans along with a Pop-Up platform fully refurbished in its workshops.

Lyon Equipment: Stand MP5

Lyon Equipment specialises in safety and rescue at height, offering a wide range of fall protection and rescue equipment as well providing serious rescue training courses. The company will show PPE equipment from Petzl, safety ropes and lanyards from Beal along with other products from its range.

Midas Tyres: Stand 144

CGS Tyres is showing a new generation of Midas crane tyres which it says offers lower fuel consumption thanks to its all steel construction and reduced rolling resistance, better traction and grip due to a deeper self-cleaning tread pattern, longer tyre life, reduced road noise due to the tread block design.

Orlaco: Stand

MP8 See Cranesafe



SB Training: Stand MP04

SB Offers a wide range of training courses including PASMA, IPAF and CPCS.

Shield Batteries: Stand MP15

Shield Batteries is the UK importer for Crown deep cycle batteries that is proving increasingly popular with aerial lift manufacturers and fleet owners. Shield has more than 100 years experience in the battery business, while Crown has invested heavily in the past few years to add value to its deep cycle batteries with features such as thicker plates, more headroom for electrolyte and an easy check device - all of which make them a better battery for the abuse meted out on rental machines. The company is also organising a number of free workshops on battery care and maintenance - it could well pay to have your technical staff attend.



SMIE: Stand MP8 See Cranesafe

Speedy: Stand 112

Speedy is the UK's largest rental company offering a wide range of tools, generators, lifting gear and access equipment for hire. The company is the main rental sponsor for Vertikal Days.

Standfast: Stand MP11

Standfast is using Vertikal Days to launch its TRAM - Travel Restraint Arrest Module - safety system to the crane and access market. The system provides a secure handhold and lanyard attachment point that moves along a rail installed at foot-level on top of a telescopic or lattice boom. Unlike other systems that are based on fall arrest and can leave the user dangling in the air, the TRAM user has little to no distance to fall in the event of a slip.

The product folds down when not in use and has no impact on lifting capacity. Standfast can supply TRAM units to crane manufacturers for fitting to new cranes or to crane owners for retrofitting. The system is already well-proven on road tankers, where it provides safe access along



Standfast's TRAM safety system needs to be seen and tried

the top of the tank. After a series of pilot installations on mobile cranes, the product has been fine-tuned for use on both telescopic and lattice boom cranes.

Sumner Manufacturing: Stand MP1

Sumner is the leading independent producer of portable material handlers and welding equipment used by a range of trades including alongside aerial lifts. Products on display will include its highly popular Contractor Lift 2118, the 2015 and 2412 Compact material lift and the Sumner Cricket. Its R-100 Roustabout is a highly popular product for handling large steel pipe for welding or installation.

Timbermat: Stand 160
Timbermat will have a selection of its heavy duty crane mats along with its Reco-Trac recycled portable roadway system.



Timbermat crane mats and portable roadway system

Tinsley Special Products: Stand 146

The company will show two special trailers which address among other issues working at height rules and concerns, one of which is extendable and one fixed.

Top Service: Stand MP13

Top Service operate a credit checking service like no other, priced well below some other company search and credit checking services it is tailored for the construction and rental industry with 'members' exchanging payment experience. The service includes a range of payment chasing services- some of which are included at no extra charge.

Toyota Material Handling: Stand 100A

Making its debut at Vertikal Days Toyota - the world's leading fork truck manufacturer - will show a diesel powered counterbalance fork truck a range of pallet trucks, including a 2.5 tonne electric powered model. An ideal stop if you need a new or used fork truck for the workshop.



Unitex Group: Stand MP7

Manufacturers of Standard and specialist slings, wire ropes, pulleys, chains and innovative safety webbings, Unitex will be displaying their range of Lifting and Lashing products plus work at height training.

ZT Safety Systems: Stand MP10
The highly original, radically different fall arrest harness built into work trousers or overalls- avoids groin injuries and suspension trauma. See A safe pair of trousers in this issue.

Associations and others

Most of the principle industry associations are supporting Vertikal Days this year with special areas for members and demonstrations. They are as follows:

ALLMI

The Association of Lorry Loader Manufacturers and Importers includes loader crane suppliers and manufacturers but also fleet owner's dealers and users through the ALLMI Forum. It is hosting the ALLMI Village and a number of industry meetings.

CPA: Stand 140A

The Contractors Plant-Hire Association is the UK's leading heavy equipment rental association and possibly the most senior of all the associations at the show. It also serves the UK mobile and tower crane hire association working on standards, regulation and technical information. It is hosting a CPA information point at the top of the showground.



IPAF: Stand: IPAF Demo

The International Powered Access Federation includes manufacturers, rental companies and associates among its members and is well known for its operator training system and PAL card. It is hosting an IPAF demonstration area, highlighting good practice and safety. It is also organising a series of meetings during the event.



Myerscough College: Stand MP02

The college that has increasingly tailored courses towards the crane and access industries, particularly for mechanics and service engineers.

PASMA

The Prefabricated Access Suppliers' and Manufacturers' Association offers a wide range of services and advice including its well respected

training courses provided through its members.

Lavendon management trainee charity bike ride

The management trainees at Lavendon Access Services have been challenged to raise at least £5,000 for the Lighthouse Club, the idea they have come up with is a charity bike ride from the company's northern most depot in Aberdeen to its most southerly one in Liskeard this July. Two manufacturers have agreed to sponsor the high spec'd bikes for the challenge and they are currently being ordered. The idea is to not only gain sponsorship but also to sell the bikes for delivery after the challenge. The team is looking to organise a charity auction for one of the bikes at Vertikal Days. More details at the door.

Vertikal Press

Publishers of Vertikal.net - the world's most popular cranes, telehandler and access website with more than 18 million hits per month; Cranes & Access magazine aimed at industry professionals all over the world, and organisers of Vertikal Days.

Also publishers of Kran & Buhne magazine aimed at German speakers and the TABS German safety conference held annually.



Free stuff

An Apple I-Pad can be won in a draw on the Snorkel stand.

Urban Access is holding a free business card draw to win a day's Karting on a fully race spec, Rotax 125cc 2-Stroke kart at one of the South's premier karting venues, as used by Jenson Button at the start of his racing career.

Standfast Corporation are bringing along special give-aways so make sure you bag yours.

Pick up a Vertikal Days mug and toast our 5th Anniversary with a good brew!



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The IPAF Summit and awards dinner

By popular demand we bring you our slightly irreverent photographic overview of the IPAF Summit and awards dinner held this year in Amsterdam. We couldn't help adding a few imaginary speech captions to some of the photographs. Hopefully they portray what a great event it was and perhaps encourage you to attend the next one which will be held in Rome. If our offbeat captions offend anyone we apologise in advance and hope you will forgive us.



The 2011 IPAF council



All very serious for the AGM



"How did I get talked into this?" Incoming president Wayne Lawson wonders.



"Just come outside and say that" Wayne Lawson closes the Summit



Outgoing president Steve Shaughnessy gives his report alongside managing director Tim Whiteman



"Hey why are you looking at me like that?" Gérard Déprez of Loxam with Steve Shaughnessy.



The Summit was well attended with an international audience



"Let me give you a few tips"



"I have definitely been had"



Steve Shaughnessy hands over the chain of office to Wayne Lawson as Tim Whiteman looks on.



Chris Wraith of Lavendon urges members to take ground conditions more seriously with both the use of outrigger mats and ground checks.



"This is not my presentation!" Gerard Déprez talks about the renting of access equipment through generalists and specialist channels, both of which exist within his company, Loxam.



Simultaneous translation was available in German, Italian and Spanish



"I'm watching you mate!" Tim Whiteman opens the Summit.



Jennifer Mathis of Ducker Worldwide discusses the results of the latest IPAF market reports on the size of the powered access market.

"So you think you can sell sonny?" Andrew Fishburn stresses the benefits of professional salesmanship and the rapid payback from good sales training.



"I don't think even I can help you mate" Fishburn looks perplexed.



"Let me whistle you a little tune I know"... Steve Shaughnessy discusses a proposal to sell the powered access concept to a bigger potential market. Tim Whiteman joins him to field questions.



"Where did you get those French numbers from?" Pierre Saubot of Haulotte asks a question.



Mathis sees the funny side



"Oh no here we go again he wants another kiss". Tony Mort and John Swift of AJ Access with Austin Baker of AFI.



"How did the paparazzi get in Dirk?" Dick Schalekamp and Dirk Konings of Riwal.



The Italian access Mafia – Silvia Servadei with the Vismara family and Pier Angelo Cantù making a special signal.



Allard Majj of Riwal and Xenia Koliijn of JLG.



Robbert Monteban and Bruce Williams of JLG.



The Holland Lift team - Johannes Becker, Mascha Wever, Eric Brouwers of TÜV, Tjaco Sussenbach and Wim Roos.



Phillip James of Haulotte and Leigh Sparrow of Vertikal.



"Get out of here" Triple Dutch - Hans Van Gameren and Hans Aarse with Marcel Van Kesteren of WorkX.



"Look happy ..oh too late" Team HSS - Dave Bennett Bull, Mark Winfield and Selwyn Amos.



"You English are so short". Erwin Claus and Ton Brockbernd of Boels with Andrew Fishburn of Bravi UK.



Ex IPAF president John Ball on his quest to be photographed with every beautiful girl at the event. His starter for two - Uta and Tatjana Koch of Arbeitsbühnen Koch.



...and Geritt Kuiper of Kors and Jack Bijkerk of Bouwmachines Den Haag.



"He is not with us" Massimo Franchesci of CTE aims for the most noticeable glasses award" De Lille, Stijne also CTE, Marcel Van Kestern of WorkX and Cees Van der Kooij of Loxam.



"Oh no who gave him that microphone and a platform to stand on?" Tim Whiteman thanks the hosts of the networking event, Holland Lift and JLG.



Two super cool Rumanians – Stefanita Ponea and Adrian Preda of Industrial Access.



"This Dutch beer just doesn't compare to a British pint nor a Sam Adams for the matter." Steve Shaughnessy tells it like it is with Ron Schreurs of Skyjack.



"I see you got 'suckered' into being president...sir" IPAF president Wayne Lawson of JLG receives a tip from Cees van der Kooij of Loxam.



"Ok what's the catch? Is this for Hola magazine?" Stefano Sozzani of Greenline with Roberto Marangoni of JLG Italia.



"It's in Rome next year? Sure!" Francesca Giusto and Claudio Vernazza of Vernazza Autogru laughing with Nicola Gaifami of Novitel.



"No we have it much worse in Ireland" Gerhard Hillebrand of IPAF Italia and Nicholas Davin of Aerial Platform Hire, Ireland.



"Hey! this is a private deal". Patrick De Vries and Rick Ten Hoff of Debru Hoogwerkers with Jan van den Berg of Kraan-En Truck Service.



Holland Lift meets JLG – Menno Koel of Holland Lift with Laura Hendricks of JLG.



"If either of you give me any trouble I am a karate black belt". Tim Whiteman in animated conversation with Tatjana and Uta Koch of Arbeitsbühnen Koch.



José Manuel Mayo and Filipa Sanches of IPAF Spain with Marcelo Massaharu Yamen of Mills Brazil.



"I think these IPAF ladies might be trouble". Brian Parker of AFI and Eric Hunziker of Maltech, with Susan Foster, Jean Harrison and Margaret Caton of IPAF.



Jan van den Berg of Kraan-En Truck Service and Jan van Grootveld of TüV Netherlands disrupting the staff.



Giles Councill of IPAF thinks he's dreaming, with Clare Rochford of AFI (with John Ball's Badge!) and Victoria Crowe of Spanset.



"I don't want to smile at the camera". Romina Vanzi of IPAF with a smiling Macarena Garcia Oliver of Movicarga.



Wim van Beuzekom of Hoogwerker Centrum with Karin Nars of Dinolift.



Jeff and Teresa Kee of NES Rentals with Barry Lewis of IPAF (Centre).



The Celtic tigers – Harry McArdle and John Ball of Height For Hire/Easi UpLifts



"No I am seriously not dancing with you Mick". Mick Wright and Ramesh Lal Gadre of Snorkel.



"So let's talk about this front cover!" Menno Koel of Holland Lift and Leigh Sparrow of Vertikal.



"Oh no not me". Romina Vanzi of IPAF gets 'collared' by Elvis



"So tell me where did you find such nice glasses?" Gerhard Hillebrand with Florenzo Flisi of Sogace



Elvis serenades Jan van den Berg of Kraan-En Truck Service and Karin Nars of Dinolift.

Cocktails and Dinner

After the summit came a drinks reception in the Krasnapolsky Hotel's grand atrium, followed by the awards dinner, with some of the best food ever served at an IPAF dinner. If fault can be found there were possibly a few too many awards for the audience that wanted to chat. However the excellent master of ceremonies Sophie van Hoytema managed to keep the noise down and ensure a smooth presentation.



Smiles all round - Herman Wittermans and Diderick Ankersmit of Harsco with Yvonne Hogemann of Strukton Workshpere Utrecht (centre).



"Don't move my music is on the back of your jacket!"



Amelia Pearce and Ramesh Lal Gadre of Snorkel.



John Ball's quest continues - with Romina Vanzi of IPAF and Macarena Garcia Oliver of Movicarga.



Steve Kissinger of Custom Lift cornered by the intrepid ladies of IPAF Margaret Caton and Jean Harrison.



Silvia Bakker and René Beukema of Verhuurnet.



The HSS team all dressed up - Selwyn Amos, Mark Winfield Dave Bennett Bull and Steven Murdoch



There was a Scotsman, a Welshman and an Englishman.....Murray Pollock of International Rental, Tony Mort of AJ Access and Malcolm Bowers of Lifterz.



"So you just do what I tell you - clear?" Tim Whiteman of IPAF with IPAF's new president Wayne Lawson of JLG.



Spot the Dane in a big German gathering. Iva Thiel and Vallery Olmo-Hederer of Lectura with Rüdiger Kopf of Vertikal, Kai Schliephake of JLG, Frank Dehnert, MVS Zeppelin, Arne Dirckinck-Holmfeld of PB Lifttechnik and Roman and Josef Roggermaier of Roggermaier.



Taking the IAPA/Vertikal prize for the snazziest dresser at the event - Florenzo Flisi of Socage.



Tony Hobbs and Nick Egan of Manitou UK with Karin Nars of Dinolift and a man on a quest - John Ball of Easi UpLifts.



Steve Smith and Jo Dugan-Smith of the Scaffold Industry Association with Tony Groat of IPAF.



JLG out in force - Bruce Williams, Thomas Wolke, Wayne Lawson, Walter Van Winckel and Jonnie Dawson.



Two suave Englishmen - Paul Adorian of PAC and Richard Rawlings of R&M Marketing.



"A lot has changed at IPAF since I left." Filipa Sanches of IPAF with ex-IPAF MD Paul Adorian of PAC.



Paul Adorian of PAC with Rupert Douglas Jones of IPAF.



The Italians are in town - Florenzo Flisi of Socage, Marzia Giusto of Nacanco, Marco Benetto of P.A.F, Ketty Furlan of KF Consulting, Francesca Giusto of Vernazza Autogru, Stefano Giusto of Nacanco and Tiziana and Renzo Pagliero of Pagliero.



"Why don't you come up and see me sometime".



Karin Nars of Dino Lift presents the IPS team - Lucy Bebbington, Kevin Shadbolt and Sander Mellaard with the award for Outstanding after sales service.



Sandra Franco of ALO Training presents Steve Kissinger of Custom Equipment with the award for Low Level Access Product of the Year for its HB830.



Reunited - Jean Harrison, Paul Adorian and Margaret Caton.



Luca Piovan of CTE accepts the award for Vehicle mounted product of the Year for its 20:12MP, from Maria Hadlow.



Kevin O'Shea - with wife Alison - took the award for IPAF Safety champion.



"So what should I watch out for Paul?" Wayne Lawson chats to ex-MD of IPAF Paul Adorian of PAC.



Tim Whiteman and the ladies - Romina Vanzi, Sandra Franco and Karina Mireles after an excellent event.



The men - Florenzo Flisi of Socage and Stefano Giusto of Nacanco - keep their eyes on the camera while Macarena Garcia Oliver of Movicarga throttles Marzia Giusto of Nacanco.



Murray Pollock presents Jim Tolle of MEC with the award for self-propelled product of the year for its Titan 40.



The Lifetime achievement award was a tie between Paul Adorian of PAC and Pierre Saubot of Haulotte.



Sister companies Facelift and ZT Safety Systems won an award each - Facelift for Rental company of the year, while ZT took the award for the Contribution to safe working at height for its revolutionary trouser type harness. (L-R) Tom Crew, Steven Morris, Paul Standing, Jane Lawrence, Gordon Leicester, Richard Marchant, Frank Page and Jon Orrell.



"Let me warn you all now" Tim Whiteman has the last word at the awards dinner.

A full list of the award winners can be found in the review of the IPAF Summit.



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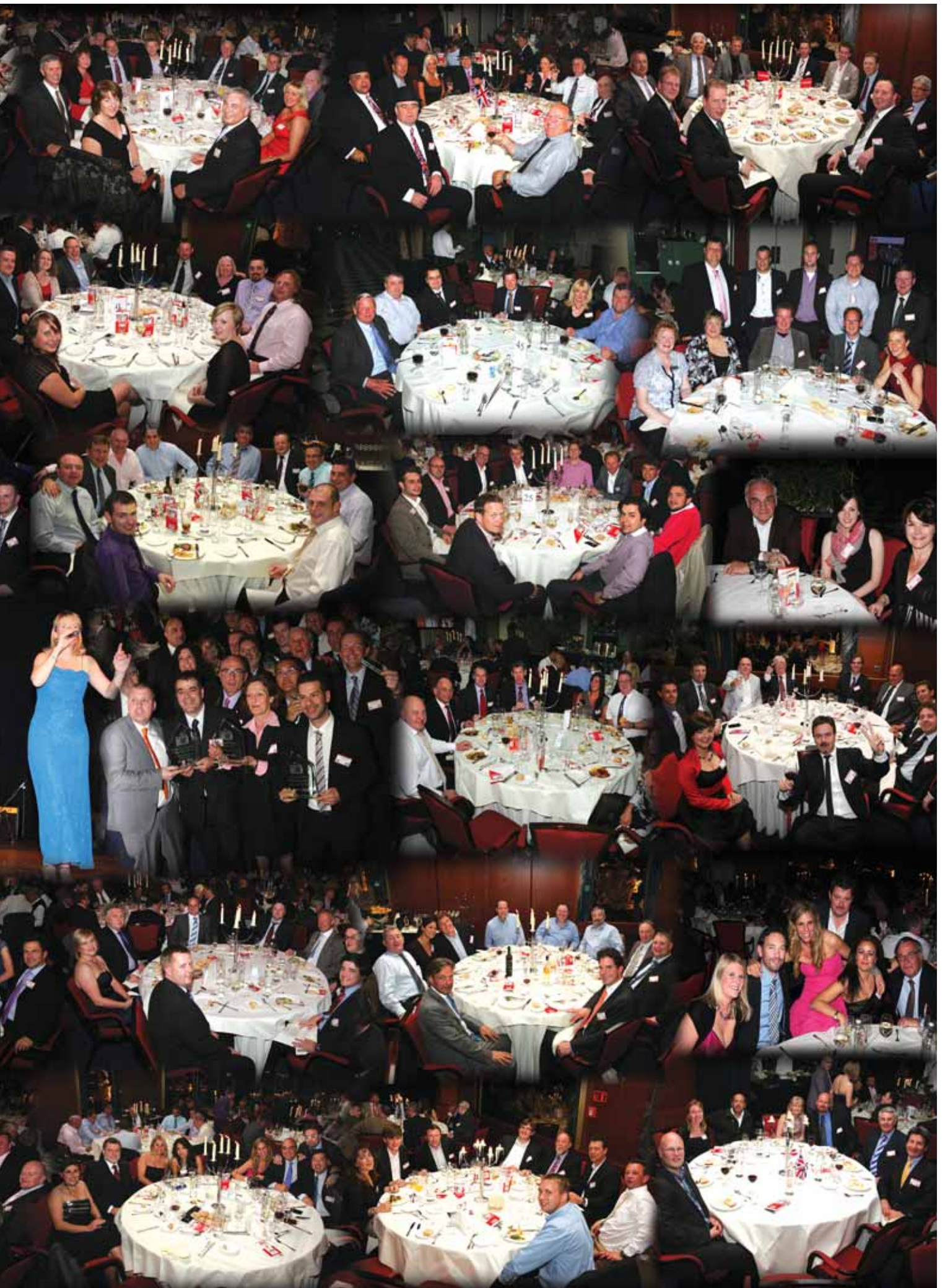
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And so to dinner

Well over 400 filled the Krasnapolsky's banquet room and enjoyed the best food at an IPAF dinner to date.





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

Web: www.aplant.com
Tel: 0845 600 8573
E-mail: cts@aplant.com

All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

Crane operator's fall costs \$30,000

Maritime Constructions Pty of Osborne, South Australia was fined \$30,000 for an accident in which a 49 year-old crane operator suffered a fractured vertebrae, two broken ribs, a broken wrist and severe bruising, following a five metre fall from the jetty he was working.

The company pleaded guilty in the South Australian Industrial Court to breaching occupational health and safety laws by failing to ensure the health and safety of an employee at

work. The man was operating a truck crane on the Rapid Bay jetty repair project in October 2008, when he fell while climbing over one of the crane's outriggers. SafeWork SA told the court that there was little in the way of fall protection set up around the worksite or any safe system of work in place, despite the obvious and foreseeable danger. The company did address all the necessary safety deficiencies immediately following the accident.



The crane and jetty a month after the accident

Fall costs £6,000

A Nottinghamshire-based welding company IFT Services has been fined £4,000 plus £2,000 costs and faces a personal injury claim, after one of its employees fell from a roof, in November 2008, after having climbed out of a platform attached to a telehandler.

The man fell four metres onto a grain bucket at a farm near Mansfield, while removing roofing sheets from below. The man, 42, broke five vertebrae, fractured his skull and suffered internal. The court was told that the appropriate safety equipment was not used putting the man at risk, the company also admitted breaching the Health and Safety at Work Act. In mitigation it had no previous convictions and had invested in new equipment.



Who trained him then?

A man carrying out structural safety checks on the Southwest Airlines Boeing 737-300 fleet, seems to be lacking some safety training.



C&a training

A-Plant NVQ programme a success

Last year UK-based rental company A-Plant introduced its 'Skilled and Qualified Workforce Programme', offering its employees the opportunity to gain a formal qualification in three areas - NVQ Level 2 in Carry and Deliver Goods for Drivers, NVQ Level 2 in Hire and Rental Operations for Rental Managers and NVQ Level 2 in Plant Maintenance for Fitters. So far 180 employees have gained NVQs through an On Site Assessment and Training programme. A further 400 are registered. So far 50 percent of the company's drivers have qualified, along with 80 percent of rental managers and almost half of the company's mechanics.

A-Plant's talent and organisational culture manager Gráinne Patterson said: "Feedback indicates that participants are very positive about having the opportunity to develop their skills and gain a nationally recognised qualification. Our focus has been on certifying demonstrable practical skills, rather than adopting a purely theoretical or academic approach and our efforts are designed to deliver improved levels of performance in both the current and future roles.

Scaffolder fined for lack of a harness

A Hastings scaffolder was fined in May for endangering himself and others by not wearing a harness while erecting a four storey scaffold. Gareth Roser was spotted by a passing Health and Safety Executive inspector in October last year. Roser, who was working for Giant Scaffolding Ltd of Whatlington Road, Battle, was balancing on scaffold tubes at a height of around eight metres. It turned out that harnesses were available in the scaffolder's van. Industry guidance requires scaffolders to use a fall arrest harness when more than four metres above ground without a safe platform to stand on and edge protection in place. Roser was fined £750 plus £643 in costs.

Giant Scaffolding pleaded guilty to a breach of the Work at Height Regulations 2005 and the Health and Safety at Work Act and was fined £15,000 with costs of £5,000.

The company had repeatedly failed to reply to written questions put to them by the inspector in spite of a number of warnings.

HSE Inspector, Melvyn Stancliffe, said: "The simple measure of wearing a harness can save scaffolders from death or serious injury. A basic common sense approach to work is all that's needed to prevent a possible tragedy. In many cases, harnesses are available but some workmen just cannot be bothered to wear them. They should take a moment to think about the consequences. It was reckless for Mr Roser to be working in this way. He was exposing himself and members of the public walking below to unnecessary risk. He was seen working in 2008 in similar circumstances and was warned then about his future conduct. Giant Scaffolding has also been warned about the dangerous working practices of those working for it."



The practice is not uncommon - photo provided by NASC

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Chris Wraith appointed IPAF technical officer

Chris Wraith has been appointed as IPAF technical officer, taking over from Gil Male who retired at the end of March. The full-time position commences 1st July 2011 and is based at the Federation's head office in Cumbria, UK.

Wraith joins IPAF from Lavendon Access

Services, one of the world's largest specialist access rental groups. He has been with the company for many years, most recently as UK quality, health, safety and environment manager. "He has worked as an IPAF instructor and is a chartered member of the Institute of Occupational Safety and Health".

"Chris brings more than 20 years of operational and managerial experience of the access industry to the post and will undoubtedly become a key member of our team,"



said IPAF chief executive Tim Whiteman. "We are delighted to be able to share his experience with our members around the world."

"I am really looking forward to becoming part of the IPAF team and building on the excellent work of Gil Male," added Wraith. "I will be working closely with everyone in the access industry to further improve the safe and effective use of powered access equipment worldwide. My thanks go to everyone at Lavendon for a long and happy association."

Europlatform focuses on "Financing Growth"

This year's Europlatform conference focuses on the theme "Financing Growth". "The keynote speech will be given by Alexandre Saubot, chief operating officer of the Haulotte Group." Europlatform is being held on 13th September 2011 in Maastricht, the Netherlands, a day before the start of APEX.

and motivating sales staff.

A reception will be held after the conference to offer delegates an informal networking opportunity. This is the fifth year the conference is being held and it aims to give access rental professionals new ideas for strategies to position their businesses during a recovery. Anyone who owns or manages



Another top-level speaker is Kevin Appleton, who will address the topic of generating sustainable returns in the access rental sector. Other topics at the conference will cover trends in availability of asset finance, making successful acquisitions,

an access fleet should attend this conference.

Register by 15th July to benefit from early bird rates. Details on how to book, accommodation and getting to the venue are at

www.europlatform.info



Record attendance at Yorkshire meeting

Over 60 attendees came to the IPAF Yorkshire meeting in early May, the most well-attended UK regional meeting to date.

Talks were given on topics ranging from asset funding, by Patrick Leoni Sceti of the Leoni Sceti Group, to how to stand out from the crowd through the innovative use of mobiles, websites and e-mails, by John Robinson from the Design Bank. Brian King of Power Towers talked about low-level access and Chris Wraith of Lavendon spoke on working at height in confined spaces.

IPAF regional meetings are an informal opportunity to learn about the industry and to meet colleagues and business associates. Upcoming meetings include the South West, in Bristol on 6th July and the North East, in Newcastle upon Tyne on 19th October. Details are at www.ipaf.org/events



Pictured left to right: Patrick Leoni Sceti, Chris Wraith, Brian King, Rupert Douglas-Jones, Malcolm Bowers and John Robinson.

IPAF rental reports predicts upturn in USA and steady growth in Europe

Rental revenues for Mobile Elevating Work Platforms in the USA decreased slightly in 2010 (-4%) to around \$5.7 billion, but an upturn is expected for 2011 (+5%), with stronger growth in 2012 (+11%). This is one of the highlights of the IPAF US Powered Access Rental Report 2011 and IPAF European Powered Access Rental Report 2011.

In Europe, MEWP rental revenues remained stable in 2010 at around €2.2 billion. Growth is expected to be in the region of five percent a year for 2011 and 2012.

The reports are presented in an easy-to-read format, highlighting key facts and figures, such as fleet size, utilisation rates and retention periods. Seven individual country/regional sections are included in the European report. New for this year is the analysis of fleet mix, comparing the proportion of scissors and booms.

The IPAF US and European Powered Access Rental Reports 2011 can be purchased at www.ipaf.org/reports

New staff at IPAF

IPAF welcomes Jo Wood, marketing and member recruitment manager, and Christine Lell, administrative assistant. Both are based in the Basel office. Wood is responsible for all aspects of IPAF's marketing plus recruiting new members and developing strategies to boost PAL Card training, while Lell provides support to French-speaking members and training centres and assists in the administration of the Basel office.



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Fall avoidance report published

PASMA has published the long awaited review into recommended best practice for the avoidance of falls from height when using mobile access towers. The review, which took 16 months to complete, was carried out in collaboration with the Health & Safety Executive (HSE) and represents a significant milestone for the industry. The 20-page report, which includes a foreword by the HSE, brings clarity to the use of Through the Trap (3T) and Advance Guardrail (AGR) methods for assembling, altering and dismantling mobile access towers.

The report concludes that when used in accordance with manufacturers' instructions and guidance, both methods continue to provide an acceptable safe method of work, with AGR systems providing comprehensive fall protection and the 3T method using conventional components to minimise the risk of a fall.

The HSE foreword to the report states that "the principles regarding the use of both processes given in HSE guidance Tower scaffolds (CIS10) are still current. The AGR and 3T processes continue to provide recognised safe methods of work". It also adds the comment: "Contractors need to ensure that operatives have appropriate equipment, training and supervision to erect and dismantle mobile access towers safely. Operatives are also responsible for playing their part."

Independent study

As suggested by the HSE, part of the review included an ergonomic research study undertaken by the Health and Safety Laboratory (HSL) into various aspects of tower assembly using both methods. The research has confirmed that with correct manual handling techniques and body positioning, the risks are kept within tolerable limits in the AGR (Advance Guardrail) and 3T (Through The Trap) processes. The HSL research also examined the seated and standing positions used in the 3T method and confirmed that the seated position was found overall to be the preferable position.

No need to retrain

Significantly for the thousands of tower users in the UK and Ireland, having considered the outcome and

The 3T method remains a safe method of work.



The Advanced Guardrail method

implications of the review, the PASMA training committee has concluded that current PASMA cardholders do not have to re-train until their card has expired at the end of the normal five year period. It decided that the content of the current PASMA training course is sufficient to provide an acceptable working knowledge of the AGR process.

However, it did conclude that the Association's standard 'Towers for Users' course could be enhanced by extending the existing content to cover the latest developments in AGR systems, particularly integral

type products.

PASMA managing director Peter Bennett said: "This review process was commissioned by PASMA as a measured, impartial and prudent exercise five years after its first guidance was issued, and in response to representations from tower manufacturers in support of a new generation of integral AGRs. PASMA will now engage with duty holders to reassure them that, contrary to what they may have seen and read in the trade press, both 3T and AGR systems remain equally acceptable to the Association and HSE."

PASMA village grows

The first ever PASMA Village at Vertikal Days looks set to provide a strong display of the latest and best in mobile access towers. Taking exhibition space alongside PASMA to promote towers and tower training will be Euro Towers, Lyte Industries, Turner Access and OMS. Other PASMA members exhibiting at Vertikal Days include Youngman and Pop-Up. It's not too late - there is still room for any member wishing to take space in the Village.

The Association is also holding its 2011 Annual Members' Meeting (AMM) at Haydock Park Racecourse on Thursday, 23 June - the second day of the event - to give PASMA members the opportunity of visiting the showground after the formalities in the morning. [More details from jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)



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ALLMI at Vertical Days - Preview

ALLMI Village: A large section of the Vertical Days showground will be reserved for ALLMI and its manufacturer/service company members. The 1,000 square metre "ALLMI Village" will be totally dedicated to the exhibition/promotion of all aspects of the lorry loader industry.

Lorry Loader Exhibitors:

- Atlas
- Cargotec (Hiab)
- Ernest Doe & Son (Cormach - exhibiting in the wider body of the show)
- Leeds Commercial Vehicle Hire
- PM
- T H White (Palfinger)

Further information on the equipment being exhibited can

be found in the enclosed Vertical Days Show Guide.

Vertical days

ALLMI Meetings: Vertical Days will host ALLMI's General Meetings for both its manufacturer/service company members and its fleet owner members. The afternoon of 22nd June will see manufacturer/service company members provided with an update of ALLMI's activities and the issues currently affecting the lorry loader industry, as well as



presentations from Ian Simpson of the Health & Safety Executive (HSE) on the lessons learned from a recent accident involving a loader crane hook failure, and Alan Johnson of ALLMI on the benefits and importance of training for managers under Regulation 9.2 of PUWER (Provision & Use of Work Equipment Regulations), particularly in relation to Thorough Examinations and the role/responsibilities of the Appointed Person. Alan Johnson will also provide an update on the rapid development of the new ALLMI Code of Practice. In the morning

of the 23rd, fleet owners will then be updated on ALLMI's activities and also receive the presentations from Ian Simpson and Alan Johnson. The fleet owner meeting will also facilitate debate on the issue of working at height, with particular emphasis on the practice of using the loader crane hook as an anchoring point for fall arrest equipment, a subject which ALLMI is currently producing guidance on. Pre-registered non-members are more than welcome to attend either of ALLMI's meetings as a guest. For further information, please contact ALLMI.

ALLMI Operator of the Year Competition 2011

This year's Vertical Days will host ALLMI's first ever "Operator of the Year" competition. To be held in the ALLMI Village, the competition will see entrants test their skills in relation to speed, accuracy and the safety of operation, with a cash reward going to the winner, as well as the title of "ALLMI Operator of the Year 2011".

Executive director, Tom Wakefield, says: "we're very excited about running the competition and we've already received a great deal of interest from many of our member companies. Operators will be required to place a load at specific points on and around the vehicle bed and provided that this is performed in the correct sequence, the winner will be the operator that completes the task in the quickest time; however, time penalties will be incurred for any dangerous movements. Not only will the winner be the proud bearer of the title 'ALLMI Operator of the Year 2011', they'll also walk away with £150 in prize money. All operators present at the show are welcome to take part."



ALLMI is organising an Operator of the year competition at Vertical Days

ALLMI Operator of the Year Competition 2011

Where:

ALLMI Village,
Vertical Days Show,
Haydock Park
Racecourse

When:

22nd and 23rd
June 2011

Prize:

£150

ALLMI stabiliser pad size calculator

ALLMI has produced a simple spread sheet to calculate pad sizes



ALLMI has issued a template spreadsheet to its Operators' Forum members which assists users in determining minimum stabiliser foot/pad size requirements, based on a calculation of the lorry loader's gross lifting moment and the forces exerted through the stabiliser legs.

The only cells which can be altered on the spreadsheet relate to the essential information required for the loader crane being used (e.g. maximum hydraulic radius, dead weight of the crane, etc...) and the ground bearing capacity. The formulae used for calculating both the loader's gross lifting moment and the forces exerted through the stabilisers are as per BS-EN12999:2011 and these are also available via ALLMI Guidance Note 013 - Stabiliser Forces.

ALLMI technical director, Alan Johnson, developed the spreadsheet and says: "the issue of ground pressure and pad size requirements has long been a point of discussion amongst fleet owner members. Some time ago we produced a guidance note on this subject which provides the information and formulae required to address this issue. This spreadsheet goes one step further in that it provides a very straightforward way of establishing the required foot/pad size, by entering the necessary information. In the long term it's our intention to make this available on the ALLMI website, but at this stage we're looking for comments on the spreadsheet's format, layout and ease of use. We would encourage people to contact us for a copy and welcome all constructive feedback."

For a copy of the spreadsheet, which comes complete with a detailed guidance document, please contact ALLMI.

A safe pair of trousers

Some three years after the initial idea, and following more than 18 months of extraordinary perseverance and determination, ZT Safety Systems has passed all of the required testing and obtained an independently verified CE certification for its radical new fall arrest harness. The design also won the recent IPAF award for 'contribution to safe working at height' and was runner-up in the best designed harness for women competition last year.

The quest to design a better type of harness was driven by frustrations over the lack of real development in the harness market, this in spite of the fact that many users find harnesses uncomfortable, restrictive and a challenge to put on and correctly adjust. Even more of a concern are the suspension trauma issues and the serious and grossly unpleasant groin injuries inflicted by poorly adjusted traditional harnesses.

ZT is the brain child of Gordon Leicester, founder and owner of Hickstead, UK-based access rental company Facelift and also the originator of the IPAF Clunk Click harness campaign. He says that having tried all manner of ideas he woke from a deep sleep in 2008 with the solution in his head - a true Eureka moment - in the manner of Samuel Taylor Coleridge and his Kubla Kahn.

The basic concept centres on the harness supporting the chest area/torso in the usual way, but rather than grabbing the groin, it grabs the calf muscles, via sliding straps and self-tightening cuffs. This pulls the falling person into the foetal position which provides a

shock absorbing effect as well as supporting the person in a comfortable manner and that does not induce suspension trauma.

The challenge then was how to bring the two support areas together in a practical way and this was achieved by building the two parts into a pair of trousers. The trousers are not actually a structural part of the harness - they simply work as 'carrier' and support medium for the straps that extend down to the calf grippers/cuffs which are 'tacked into the legs. As a result the harness can be built into any pair of trousers that have a lower leg wide enough to accommodate the cuffs. This can range from a pin-stripe suit to a favourite pair of jeans, or more practically an overall such as a bib and brace or boiler suit.



The ZT can be incorporated into any trouser or overall

Crazy or brilliant?

Having drawn the concept on a scrap of paper Leicester spoke to Facelift's operations director - Frank Page. Why? It turns out that Page is an indentured tailor and highly accomplished dress maker who confirmed that the 'garment' could be made, that it would work and proceeded to produce a rough



prototype by hand. Once made and subjected to rudimentary tests, patents were applied for to cover the key design ideas. Leicester then started showing his idea to others - including Vertikal Press which had been partners on the Clunk-Click campaign - to increase the use of harnesses and lanyards in boom lifts. Given that the prototypes looked a little like the trousers from the Wallace and Gromit 'The Wrong Trousers' cartoon you can imagine that the reception was mixed at best... In fact many in the industry thought that he had finally lost his marbles.



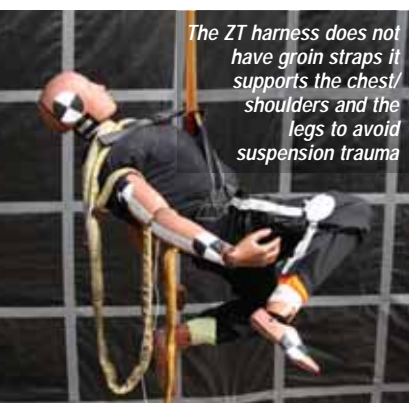
Gordon Leicester suspended in the ZT harness

around the big show in his invention. He says: "It suddenly dawned on me several hours later that I had been wearing a harness all day and had virtually forgotten about it - it was so comfortable and easy to wear in spite of wearing the normal trousers making it a touch too tight. It was then that I realised this product really had a future and that it was definitely the way to go."

Getting it made

Having had this second Eureka moment he and some of his key colleagues went to work in earnest to turn the harness into a commercial product. The original plan was to contract the production out to a supplier in the developing world, talking to companies that he knew with relevant experience. He was warned against China and encouraged to look to more towards India. Visits were organised to a

Leicester also began to have some doubts himself... However while visiting the Vertikal/Cranes & Access stand at Bauma 2010 we coaxed him into putting on the sample pair that he was carrying around. In spite of them being a tad too small for him he managed to squeeze into them and kept them on and spent the whole day walking



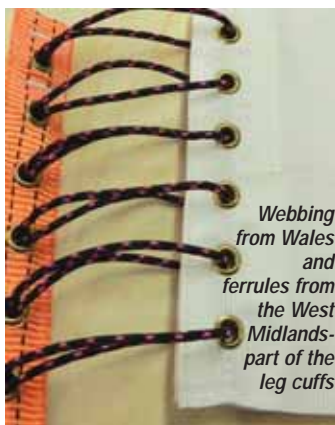
The ZT harness does not have groin straps it supports the chest/shoulders and the legs to avoid suspension trauma

number of specialist manufacturers in India, but the more companies they spoke with the clearer it became that finding someone able to make it for them did not exist. The problem was the wide range of special tooling required for what, in garment terms, would always be low annual volumes.

"While the trip proved to be a failure we learnt an enormous amount from the exercise which has stood us in good stead through the next stage - investing in our own production unit," says Leicester. Having come to the conclusion that he would have to produce his new product from scratch, Leicester and his colleagues started to trawl the internet for suppliers for items such as the webbing, the cotton stitching, the draw-strings within the cuffs and the main metal clasp/buckle.

Becoming obsessive

At this point, the project started to shift from one of simply manufacturing the product to a quest to produce a perfect product that utilised the very best components possible. So not only did the team trawl the internet for suppliers, and having selected what they considered to be the best, ran extended tests on the samples to see how they would stand up to years of usage. One casualty of this was the initial supplier of the webbing - after some sixty washes in an industrial machine the German sourced webbing lost its colour, started to fray and lose its strength. The shock finding resulted in the material being taken back by the embarrassed supplier and the search restarting. It turned out that the very best webbing was available much closer to home from a specialist manufacturer in Wales. This experience turned the team towards not only sourcing the best components but also trying to do so as locally as possible. In the end they have a truly all-British product,



Webbing from Wales and ferrules from the West Midlands - part of the leg cuffs

and more importantly, they are not dependent on shipping the components half way around the world - something that is becoming more desirable given the environmental issues and cost of fuel.

The passion for excellence and local suppliers continued to every small detail, including a major search for the right type of brass ferrules in the calf grippers. In the end only one supplier was found - a company in the West Midlands that specialises solely in producing ferrules. The main clasp/buckle was a challenge and as with all of the components the ZT team over-specified every aspect of the product. As a result the material used is a high tensile plated steel. The spring that closes the safety latch failed after 24,000 openings and closings by a machine that looks like something IKEA uses to test chairs and beds. By our reckoning 24,000 operations equates to a single use every day of the year for 66 years. In spite of that, the design was changed and improved so it would not fail. Sourcing the stitching involved visits to a number of manufacturers before the team found one that they considered the best available. They then specified a heavier 13 gauge thread when the smaller 18 gauge would have done. The obsessive approach that the team has used to develop the harness is infectious, fascinating and the passion great to see in a harness industry where mediocrity and low price is all too prevalent.

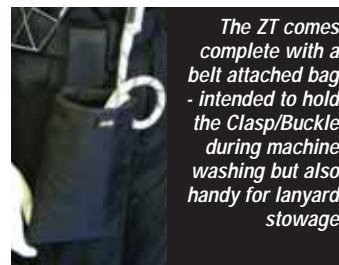


The main clasp is made from high tensile plated steel - the spring should last a lifetime

As well as all sourcing work the small ZT team - now led by Steven Morris who gave up a high flying, well paid job with American Express to join Leicester's dream on the promise of future riches once the product takes off - had to find machinery that could handle the production of the harness. The decision was made early on to buy in the trousers (as a component of



In the end ZT had to invest in its own production facility to make the new harness



The ZT comes complete with a belt attached bag - intended to hold the Clasp/Buckle during machine washing but also handy for lanyard stowage

the harness) from a specialist supplier allowing complete flexibility to suit the customer. The production equipment, a combination of specialist sewing machines cutters and presses is largely Italian and Japanese, much of it purchased second hand from company closures. This is one area where the recession provided a helping hand.

On to testing

Once the pre-production units were made, testing and CE marking came to the fore. As it is a safety related product, third party independent testing and certification is essential. Knowing nothing of what was required the team was surprised to find that harness industry testing

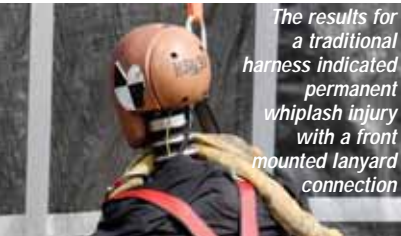
requirements were basic at best and essentially involved dropping the harness with a test-load attached - if it didn't break it passed. Given the very different nature of their product the ZT team knew that they had to do much more than this if they were to both rest easy and convince buyers and regulators. They therefore set out to rent a fully functioning crash dummy for their tests - and approached the Millbrook vehicle test centre near Milton Keynes in Bedfordshire which was very reticent to rent dummies given the cost of what is a highly sophisticated measurement tool. Instead they offered to do the testing for ZT because a) they did not want a third party playing with their 'dolls' b) as far as they were aware no one had ever done it before and they could see that this might in time become an additional revenue stream and c) they had all the other equipment required, including high speed cameras that capture the results of crash testing.



The testing programme was a true crane and access event with an Ainscough crane and a Toucan lift helping out

A shocking result

In order to set the parameters the team started by testing a number of ordinary harnesses including those with front and rear mounted lanyard attachment points and were shocked at the results. Watching the video of the very first test with a well-known full body harness - with front lanyard attachment - you cannot help emitting an involuntary gasp as you see the effect on the neck. The crash dummies are designed to measure whiplash and the normal tolerance level beyond which permanent damage is caused is 37N. Results in a regular harness showed measurements of up to 81N! The ZT Harness systematically recorded maximum levels of 18N -

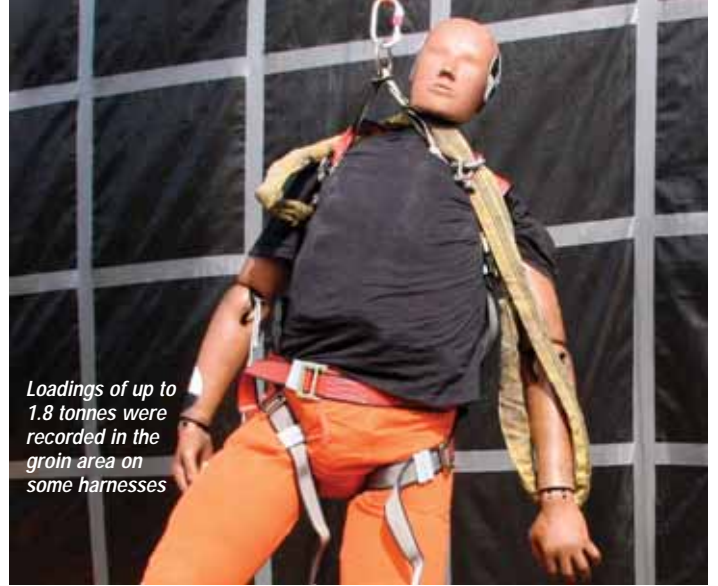


The results for a traditional harness indicated permanent whiplash injury with a front mounted lanyard connection

well within the safety margin. The other forces that the dummies were able to measure were groin loadings. This is an area of risk with cheap or badly adjusted harnesses and we have seen a number of gruesome photographs of the injuries to male 'bits' after a fall in such a harness. The testing showed typical loadings in the groin area of 1.2 to 1.8 tonnes, even with good harnesses. The key point of the ZT harness is that it eliminates the groin straps entirely.

In summary...

While we may have had some early scepticism, we have to admit to being totally impressed with the final product and certain of its success. Having visited the ZT production facility as part of the research for this article, we were very impressed with the passion and attention to detail that had gone into the development and production of the product - BUT according to Cranes & Access publisher Leigh Sparrow, it was only



Loadings of up to 1.8 tonnes were recorded in the groin area on some harnesses

after trying a ZT harness on that had been made to fit that he too had a Eureka moment. "I had tried one of the prototypes at last year's Vertikal Days and while understanding the benefits, the trousers were way too big and my reaction was more 'OK I see how it works yes very good'. Put on a pair that fit properly and is of course the final product - and wow you really get what it is all about. If you are serious about safety and working at height the ZT is worth every penny

of its £275 retail price."

And in conclusion:

No matter how you feel about the ZT product, one thing - no make that two things that struck us was 1. Always spend the money to buy a decent quality harness - this is not a place to go cheap!
2. In preference use a rear attachment point for your lanyard (ZT excepted) and make sure you adjust the leg belts properly.

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Terex AC500-2 luffing jib

In the February 2011 edition of *Cranes & Access*, the Terex AC500-2 model in Felbermayr's colours was reviewed. The manufacturer Conrad has now released the luffing fly jib accessory kit for the model in matching colours. The real jib is massive and gives the overall crane a system length of almost 150 metres and sure enough when the 1:50 scale model is fully built up with the jib installed, it stands around three metres tall.

The kit comes in a plain box with the two halves packed with numerous parts and an instruction leaflet describes how the parts are fitted and how the luffing gear is reeved. The kit also includes a two-line hook block which matches the jib well.

Each of the jib sections is nicely cast and they are dead straight and true. They fit together using plastic bolts which push fit into place. These are not as good as the small nuts and bolts supplied with some other

lattice jib models, but they are effective. The pendant bars are plastic and they do their job. Although not as nice as metal versions they will be less prone to snapping than if made in die cast material. Details on the sections are good with the jib head including a rubber dolly tyre, while the luffing gear section has plastic pulleys for the hoist line.

A great feature of the kit is that as the jib sections are all separately modelled just like on the real crane it is possible to create many different rigging configurations including both fixed and luffing jibs. The separate parts also make excellent haulage loads on suitable vehicles.

Assembling the jib up is straightforward, but with the longest jib measuring around 1.8 metres it is a two person job to set it up. As the stresses and strains on a big model like this are



The jib sections look great on a truck

very significant it is not advisable to winch the model up like the real crane, but instead rig it in the raised up position. Shorter luffing or fixed non-luffing jibs are much easier.

With the model set up to its maximum size it is stable on the outriggers as extra counterweights are supplied in the kit. The model engineering is very good and the quality of finish and paintwork is well up to Conrad's usual standards. The kit costs around €150 and turns a big model into a massive one which will impress anyone who sees it.

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



The massive full length jib looks real



Rigged with a short luffing jib prior to booming out



Reeving the hook on a short fixed jib



Rigging of the crane underway

Good afternoon Mr. Sparrow,

Regarding your article for the 10 year structural certification for cranes or aerial equipment you should take a look at the Canadian regulations which have been in place since January 2005. I enclose a copy of the regulations governing aerial work platforms, each product type has its own version of the regulation but it is specified that any machine older than 10 years or that has been damaged/involved in an accident - even if almost new - must be subjected to a full structural inspection. It is a very complex inspection and everything must be checked by a qualified engineer and when completed a signed and sealed document is provided by the engineer.

The first few years have been really hard, because customers were really not happy but now they do understand the benefit of it, plus it helps ensure that any machine is maintained in good condition. After the 10 year inspection a further structural inspection must be carried out every five years. Then between structural inspections we have an annual inspection which is almost as stiff as the regulation one.

Please take a look at section 5.0 of the regulation and see how much we need to do before we can put any machine into operation. Even if a machine is coming from the USA to us here in Canada we usually find many potential problems or things that need to be corrected.

Over the long run the Canadian government has found out that it is a good thing and is helping to reduce accidents and save lives.

It is the time to stop going around in circles and to make sure that in the end all lifting machines are in full safe operating mode and that hazardous pieces of equipment are not operating around people putting them at risk. Life is much more important than a machine as far as I can tell.

Have a great day

Martin Beaudet
Système APM (2010)
Vaudreuil-Dorion, QC
Canada

Mr Beaudet was responding to an on line editorial in which publisher Leigh Sparrow argued the case for the implementation of a statutory rule that requires all cranes and aerial lifts to be subjected to a thorough third party type structural inspection when 10 years old and then more frequently thereafter. This would be in place of the arbitrary 10 years rule that some contractors are now implementing on their sites which do little to improve safety and only penalise those who maintain their equipment to a higher standard so that it has an economic life of more than 10 years.

Ed

Dear Sir,

I thought I would drop you a line as I have had a recent run in with Lee Rowe who seemingly has since disappeared.

As you are aware PSS (LT) Ltd was put into liquidation some time ago and Rowe informed Vertikal that he was trading under PSS (Lifting) Ltd. Since then there have been many attempts by Rowe to trade under different company names, the stand out one being Brandon Lifting Services Ltd and then Brand One.

Rowes trading company PSS (Lifting) Ltd was the subject of a compulsory liquidation in Oct 2010 and the official receiver was appointed as liquidator. Rowes other 'trading company', Brandon Lifting Services Ltd has never been registered at companies house even though he has offices in Warrington. All of the websites have been removed. Rowe has been removed from the list of training providers for both CPCS and NPORS so I am assuming he no longer provides training for the crane industry? IPAF would also, I am sure, be reluctant to touch him with a barge pole.

Upon speaking to people in the crane industry most companies won't touch him either, so he is probably not providing so called 'contract lifting' anymore. He recently had his house up for sale amidst rumours of a move to Florida. The house has either been taken off the market or recently sold.

Don't know whether he has finally done the decent thing and left the country, although decent doesn't seem to be in his nature.

Can anyone shed any light on the activities of Mr Lee Rowe?

Regards

The correspondent requested that his name be withheld for obvious reasons. A quick check at Companies House indicates that Rowe is the owner of Professional [sic] Specialist Services Ltd. The company had been called Prime Serve Solutions - always PSS. We were unable to contact him. Ed

Dear Leigh,

Nick, Mark & Tim Ambridge of NMT Crane Hire Ltd. Would like to thank all friends & colleagues within the crane industry for their overwhelming support in attending their fathers recent funeral.

Words cannot express our gratitude to Crane Hirers & Crane Manufacturers for their attendance on this sad day.

Many thanks,
Tim Ambridge.

Good Afternoon Leigh,

As promised in my earlier email, the following is my approach to Crane Safety in which I have both a personal and a professional interest.

1. In English Law the Word 'Negligence' has an express definition, which is found by applying the Three Stage Test.
 - a. Was there a Duty of Care (DoC) from the Defendant (D) to the Deceased ?
 - b. Was there a Breach of that Duty of Care ?
 - c. Is the Injury a direct result of that Breach ?

And if the Court finds that the answers are Yes, Yes and Yes, then the D finds himself guilty of negligence, with BIG fines and Custodial sentences then available to the Courts.

2. The English Oxford Dictionary defines the word 'Accident' as ' An unforeseen event or one without an apparent Cause' : This is claimed on a daily basis, but the real test of whether it was accidental or not is then applied by the Courts : Which is, why they ask the rhetorical question "Was this risk foreseeable to a reasonable Man?"
- if the answer is no, for example in lightning striking me as I put digit to keyboard, then the D has no further liability. But if the Answer is yes, that the risk was reasonably foreseeable, then the D will probably be held to be liable for the fatal injury.

This means that negligence has many different facets and if we apply these to the safe operation of a crane it can be any one, or any combination of the following factors...

3. Incorrectly rigged outriggers on sand or soft earth.
4. Incorrectly anchored hoist rope at the hook block.
5. Untrained or unqualified driver.
6. A crane with a structural defect or without a valid SWL test certificate.
7. Use of a crane to lift a load in excess of its rated SWL.
8. Use of a crane in an incorrect manner. (For example with a piling hammer)
9. Lifting the load over one corner of the crane. (which upsets the outrigger loadings)
10. Rigging the crane on soft or un-level ground.

I could go on, but by now you can see that there is a multitude of ways to operate a crane in a negligent manner. If nothing happens then the operator has got away with it, but if a crane goes over then the driver and owners negligence is exposed for the whole world to see. Moreover if someone gets killed on the ground (as happened to my father in law David P. Stanford on 16/1/88) then someone, somewhere could be facing a prison sentence. For the widespread myth is that if a Fatality were not intended, then it must be an accident, but in Law there are three choices (Not two) : So if someone is killed at work (and it happened on 152 occasions in the UK in 2010). Then someone will be held to be liable and the charge most likely to be applied is negligence, but it could also be manslaughter, or even corporate manslaughter (for the company). So the majority of photos of crane incidents on your website and my database are not 'Accidents' at all, for they were entirely foreseeable. A prime example of that was the crane rigged on the first floor of a car park in Australia being a perfect example of negligence, even my 10 year old son could see that rigging a 250 tonne crane on the first floor was potentially fatal, irrespective of what the structural engineer had previously said. For in the final analysis, he was proven to be profoundly wrong big style, (fortunately no-one was killed).

The circumstances of every crane lift, every site and every load are different. So the only way to cope with these ever-changing myriad of circumstances is the correct way. This is clearly laid down in the LOLER Regs 1998, The management Regs 1999 and BS.7121. All UK crane companies are required to know these and are also required to train crane drivers in the correct methods, which is known as 'Safe Systems of Work' :But as we know, many do not.

So every crane incident is a tangible sign that someone, somewhere failed to do the right thing, in the right way at the right time. (This is what I call Right Thing, in the Right Way, Right First Time or RTR) If they had, then the incident is unlikely to have occurred, but when it does, then the facts speak for themselves. (Known in law as Res ipsa loquitur)

An excellent example of RTR is the outrigger leg above, for the manufacturer supplied the steel hydraulic leg, with the circular foot attached. But the crane driver has done a correct Risk Assessment and said to himself "If I use three long lengths of 6x2 timber, to create a mat under the outrigger leg then it will a) Reduce the vertical Loading per square inch. b) Make my crane much more stable and c) Make my crane much less susceptible to the destabilising effect of gusty winds, which can have an enormous impact on the size, shape and square area of the load being lifted".



I trust I have explained these matters to the best of my limited ability, so I would be pleased if you stopped reporting these dangerous incidents as 'Accidents' for they are not accidental at all. Please report them as Incidents. For even the police now use the term RTI (Not RTA as they once did) : For incidents is what they are...and dangerous incidents at that.

With Kindest Regards

Mike Ponsonby BA

IOSH, IRTE and Appointed Person.

As clearly stated in his letter, Mr Ponsonby is taking our printed and online publications to task for using the word accident to describe cases of unfortunate events with cranes, platforms and telehandlers. It is hard to take a position against his reasoning, as in essence he is absolutely right. We would also agree with him that almost all of the 'incidents' we report could have been avoided, and most could easily have been predicted. The word incident though clearly does not have the same linguistic connotations of accident – although all too often it simply replaces the word accident. It is rarely used in a considered way - people do not say "now is this an accident or an incident?" And most importantly 'incidents' are treated in exactly the same way as accidents, rather than being a differentiator. If someone you knew – let's say a wife, child or a parent, called you in the middle of night and said. "Sorry to call you so late but I have been involved in an incident" My guess is that you would not immediately think that they were talking about a car crash? We all know what we mean by accident – and we all know that very few are truly accidents.

However the point is clear and while we have until now avoided being dragged into using a word that we tend to lump in with politically correct speak we will make an effort to use incident and accident as they are defined by Mr Ponsonby – at least for a while as we totally and completely agree with the rationale behind his point, and let's see how it goes.

PS: Our big American Random House dictionary of the English language (second edition unabridged) defines Accident as: "An undesirable or unfortunate happening that occurs unintentionally and usually results in harm, injury or loss." Sounds like an incident to me! LS.

Dear Sir,

I was amused but in full agreement with the person who wrote the excellent letter in the latest issue of Cranes & Access about notified bodies making up their own rules and introducing their own interpretations of the European standards and directives. Amused only because of his description of the Dutch which as a Belgian I maybe see in a special way. But I am completely agreed that if actions like this continue then it will take us back to where we were 20 years ago.

The main point is that what the Italians and the Dutch inspectors are doing is holding up or antagonising the Single Market which is the most sacred idea within the European Union.

If manufacturers in Italy and Holland as well as other people involved made enough noise it could put a stop to this before it is too late and we are back at 1990.

Yves GRIGNON

We have edited Mr Grignon's letter a little as requested by him to 'correct his English' but tried to retain its original flavour – not as easy as you might think! The letter he refers to is Euroland in the April/May issue.

Ed



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35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Faun ATF 30-2L	2005	4x4x4	28,50m + 12,20m
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50 t Faun ATF 50 G-3	2008	6x6x6	40,00m + 16,00m
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65 t Faun ATF 65G-4	2009	8x6x8	44,00m + 16,00m
65 t Faun ATF 65G-4	2007	8x6x8	44,00m + 16,00m
70 t Liebherr LTM 1070/1	1995	8x8x8	40,00m + 15,80 m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
80 t Demag AC 80-2	2004	8x8x8	50,00m + 17,00m
80 t Demag AC 205	1994	8x6x8	50,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 18,00m
110 t Faun ATF 110G-5	2007	10x6x10	52,00m + 16,20m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 33,00m
130 t Grove GMK 5130	2006	10x8x10	60,00m + 18,00m
160 t Faun ATF 160G-5	2010	10x8x8	68,00m + 37,20m
180 t Krupp KMK 6180	1992	12x8x10	60,00m + 20,00m
200 t Marchetti MG 198	1994	12x6x8	44,20m + 48,00m
220 t Faun ATF 220 G-5	2009	10x8x8	68,00m + 37,20m
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35 t Tadano Faun HK 35L	2001	8x4x4	30,00m + 9,05m

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Make / Type	y. o. m.	Drive	Boom / Fly Jib
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14 t Demag V73	1992	4x2x2	13,50 m

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John Sutch Cranes	www.johnsutchcranes.co.uk
K-Lift	www.k-lift.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.ie
McNally crane hire	www.cranehire-ireland.com
Port Services Ltd	www.portservices.co.uk
Heavy Crane division	

Mini Crane Hire

A Mini Crane Hire Company	www.aminicranehire.co.uk
Easi Up Lifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
Industrial Access Romania	www.industrialaccess.ro
JT Mini Crane Hire	www.jtminicranes.co.uk
Peter Hird	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

Airtek safety	www.airteksafety.com
City Lifting	www.citylifting.co.uk
Crane-Hire (East Anglia)	www.cranehireeastanglia.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
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Heavy Lift Management

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Heavy Lift Planning & Risk Analysis

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HLI Consulting	www.hliconsulting.com

Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Mr Machinery	www.mrmachinery.com
Ritchie Brothers	www.rbaction.com

Battery Manufacturers

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ManBat	www.manbat.co.uk
Trojan Battery	www.trojanbattery.com

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Intercontrol	www.intercontrol.de

Generator Sales & Rental

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Specialist Insurance	www.cover1.com
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

BFL Alimats	www.craneriggermats.co.uk
Eco power pads	www.outriggerpads.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Welex	www.welex.nl

Parts & Service Suppliers

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Caunton - Access	www.caunton-access.com
Crowland Cranes	www.crowlandcranes.co.uk
Davis Access Platforms	www.davisaccessplatforms.com
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Industrial Access Romania	www.industrialaccess.ro
IPS	www.ips-ltd.biz
JLG	www.jlgeurope.com
TVH - Group Thermote & Vanhalst	www.tvh.be
Unified Parts	www.unifiedparts.com

Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Inspire	www.inspire.com
MCS Rental Software	www.mcs.co.uk

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
Matuch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk
SuperOffice Software	www.superoffice.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services Ltd	www.jtcranes.co.uk

Training Associations & Networks

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AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk

Training Centres & Trainers

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Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
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Avon Crane	www.avoncrane.co.uk
Davis Access Platforms	www.davisaccessplatforms.com
Easi-UpLifts	www.easiuplifts.com
Emerson Cranes	www.emersoncranes.co.uk
ES Access Platforms Ltd	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Generation	www.generationhireandsale.co.uk
Hewden Stuart Ltd	www.hewden.co.uk
HCS	www.hydrauliccraneservices.co.uk
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Hird	www.peter-hird.co.uk
Horizon Platforms	www.ipaftrainingcourses.co.uk
HSS	www.hss.com/training
JLG Training	www.jlgeurope.com
Kingfisher Access	www.kingfisheraccess.co.uk
L&B Transport	www.lbtransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Loxam	www.loxam-access.co.uk
Lifting Equipment Training	www.letltd.co.uk
LTC Training Services	www.ltctrainingservices.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Panther	www.platform-rentals.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Skylift Hire	www.skylift.ie
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
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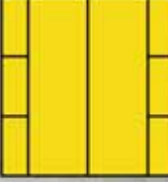
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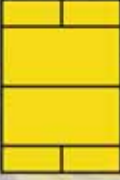


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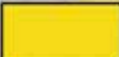
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MC285 CRM(E)	diesel/electric	2007	466	25,500.00	1614
MC285	diesel	2007	348	23,400.00	1460
MC285	diesel	2007		23,400.00	1461
MC305 CRMS(2)	diesel	2007		31,000.00	1627
MC305CRMS(E)	diesel/elec	2007		34,000.00	1613
MC305CRMS(E)	diesel/elec	2008		36,000.00	2185
MC405CRM(E)	diesel/elec	2007	729	43,000.00	1716
MC405CRM(E)-FJ	diesel/elec,fly	2008	296	52,500.00	2249
MC405CRM(E)-FJ	diesel/elec,fly	2008	478	52,500.00	2250
LC785		2007	651	49,500.00	1574
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14m/3.5 Tonne - 2006



Manitou MT 1740
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