

cranes & access

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August/September 2011 Vol. 13 issue 6

TOP
30

Rental
companies

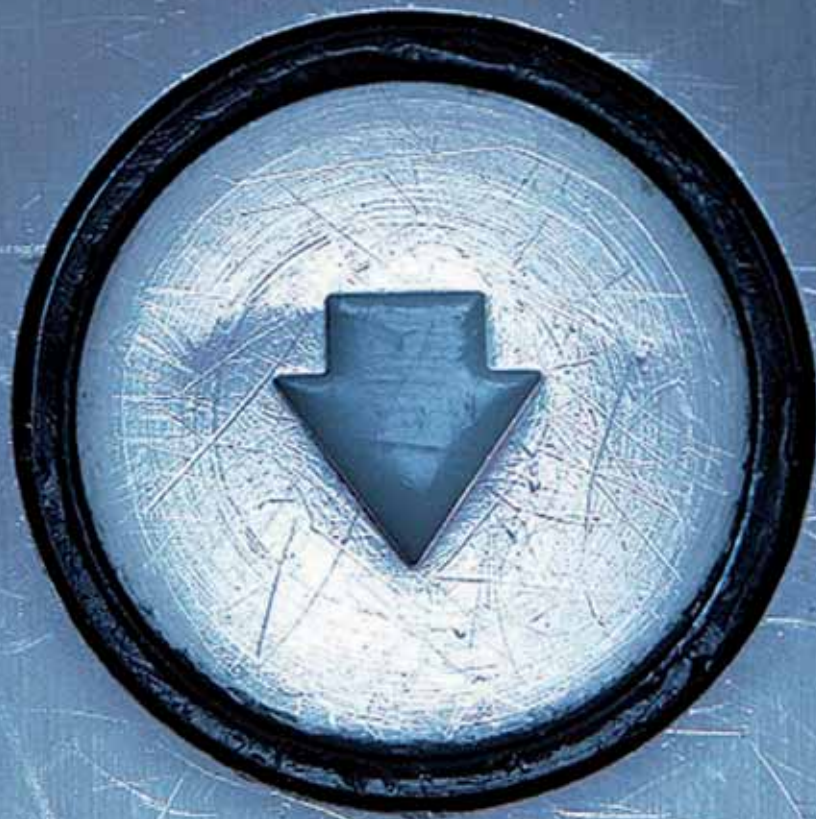
Telehandlers

Apex
preview



Wind
turbines

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On the cover:

Can the 2.5 tonne capacity BT425 Manitou Buggiscopic fend off its more recent compact rivals? Find out on page 49.



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Wind turbines



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Insulated booms



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Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223
E-mail: info@vertical.net

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This year's Cranes & Access Top 30 UK/Ireland rental company survey highlights the fact that the sector is beginning to pull out of the recession.

It is also clear that telehandlers and powered access are faring significantly better than cranes.

All is revealed in the 2011 survey.



In the next C&A

In the next issue of Cranes & Access available in October, we have a review of the Apex show, a preview of the SAIIE show in Bologna, we take a look at outrigger mats and pads, round-up developments in crawler cranes and take a look at SD boom/AT lifts.

APEX show preview 37

The international powered access exhibition APEX, held every three years in Maastricht, Holland, opens later this month. Now in its 15th year, the show has become a first class event for those interested in access equipment with a full spread of products from a wide range of manufacturers. Check out what to see in our comprehensive preview.



Telehandlers 49

With compact and sub or ultra-compact telescopic handlers becoming increasingly popular to the point where they are beginning to take over some work previously carried out by skid steer loaders, we take a look at how the two compare. We also have a brief market round-up and an interesting application.

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We take a look at the market and the latest equipment developments available to utilities companies involved in distribution and overheard power line work and try and fathom out why Europe differs so much from the rest of the world.



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The Vertikal Press

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

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,

Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814

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web: www.vertikal.net

Germany, Scandinavia,
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Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,

Corte Lambruschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapointsr.it

The Netherlands

Hans en Anneke Aarse

Oranjestraat 167

3295 AS - 's-Gravendeel

Tel: +31-78 673 4007

Mobile: +31(0) 630421042

email: aarse@kpnplanet.nl

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY. UK

Tel: +44(0)8448 155900

email: pp@vertikal.net

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Editors:

Leigh Sparrow

Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Sales & customer support:

Pam Penny

Karlheinz Kopp

Clare Engelke

Production:

Nicole Engesser

Subscriptions:

Lee Miller

Publisher:

Leigh Sparrow

Vertikal
Press

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MEMBERS OF



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

The Editor,
cranes & access,

PO Box 6998, Brackley

NN13 5WY, UK

Tel: +44(0)8448 155900

Fax: +44(0)1295 768223

email: editor@vertikal.net

c&a
comment



A photo never lies?

We all know the expression 'a photo never lies' and those of a certain age will know exactly what is meant. In these days of Computer Generated Imagery (CGI) and Photoshop, many realise that a picture can be as far

from the truth as the skill of the manipulator.

Yes but what has this got to do with Cranes & Access – I hear you say?

Well about a month ago the BBC ran a programme called 'Richard Hammond's (the little one from Top Gear) Journey To The Centre Of The Planet'. You may have been one of more than five million to see it, including the images with Hammond in the basket of a large boom lift, moving in front of a giant graphic of the earth, without a harness.

Several readers pointed this with comments such as "all the work on safety harnesses and 'the Clunk Click campaign appears to be a waste of time".

We were also surprised and asked some questions.

This is the reply we received from a BBC Spokesperson:

"The BBC takes health and safety issues in the workplace extremely seriously. As many of the sequences featuring the crane in Richard Hammond's Journey To The Centre Of The Planet were CGI and shot against a green screen, Richard did not in reality go above six feet when he was in the crane. A representative from the crane hire company was on set at all times to ensure we complied with health and safety regulations and advised that Richard did not need a harness for the shots where he was filmed in the crane."

So the picture lied – Hammond was only a few feet off the floor! But that's not the point. To all those watching the programme he was operating a boom lift without a harness on national TV – not the safety image we want to portray.

It is all very well being clever and 'faking' shots with CGI and green screen, but they should still be 'correct' where possible. Given that the BBC likes to do things right it would have taken very little effort for Hammond to have put on a harness – particularly as a 'how the programme was made' clip shows that harnesses were supplied with the platform.

The 'Beeb' wouldn't dream of filming a car test without Hammond wearing the seat belt. And its building programmes always include hard hats and hi-viz vests – even where there is no risk of falling material or moving vehicles.

So sorry BBC you got this one wrong.

Oh and please stop calling a work platform a crane!

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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MBO at Falck Schmidt

The Danish-based Skako group has sold its spider lift division – previously Falck Schmidt – to the company's managing director Finn Schlitterlau and financial director Thyge Mikkelsen. The new company will trade as TCA Lift (Tall Compact Aerial Lift) and continue to market the lifts under the Falcon brand. The Denka trailer lift business which is also based at the Odense plant, is subject to separate negotiations with a group of investors. When completed Denka production is expected to relocate to a separate facility. 30 staff have transferred from Skako to TCA Lift which will continue to represent Blue Lift in a number of countries.

The Skako/Reachmaster business in the USA is not included in either of the deals and in the short term will remain part of Skako.

Falck Schmidt and Denka came together when Denka owner VT Holdings acquired the Odense-based spider lift specialist in 2005. The two companies merged under the name Worldlift Industries but retained separate brands and production facilities in

Holbæk for Denka and Odense for Falck Schmidt. Last year the successor to VT Holdings - Skako - decided to rebrand the business reflecting its intention to integrate the aerial lift business as a core activity. After sustaining losses of more than DK100 million as it absorbed massive restructuring and new product costs, and realising that there was little to no synergy with its concrete and vibration businesses, Skako put the two famous brands up for sale.



A Falcon spider lift at the Odense assembly plant

Dinolift first

Finnish-based Dinolift will unveil its first fully self-propelled boom lift at Apex later this month. The Dino 185XTS 54ft articulated Rough Terrain boom offers a working height of up to 18.5 metres, 250kg platform capacity and 11.7 metres of outreach.



The Dino 185XTS

The unit incorporates four wheel drive, oscillating axle, 45 percent gradeability, 360 degree continuous slew, 180 degrees of platform rotation and 150 degrees of jib articulation. The new machine uses Dino's heavy duty over-centre dual riser lift mechanism, two section telescopic boom and 1.6 metre articulating jib. Overall width is 2.29 metres and the unit weighs 8,000kg.



The Spider modular 360° suspended platform provides full access to turbine blades

A new modular wind maintenance platform

The Spider division of SafeWorks has launched a modular 360 degree suspended platform for wind turbine blade access which can be configured for simple blade inspection and main tower access needs. Its modular design and light weight is said to make it easy to transport to site and assemble.

The platform sits on a support or stabilisation frame to which the hoist motors attached. The frame has runners which travel up the main turbine tower, helping stabilise the platform. Horizontal movement of the frame is possible with a simple hand crank, so it can be kept centred on the vertical blade.

The entire system is available for purchase or rent from Spider's 25 locations in the Americas. John Sotiroff vice president of Spider sales & distribution said: "Our blade contractor customers look to this platform for their 'up tower' work as it is easily configurable for a range of jobs and is simple to operate, own and source. The simple modular design of the platform eliminates the need to mobilise expensive ground-based solutions."

New Plant Hire Investment report

Catherine Stratton has published the 2010/2011 Plant Hire Investment Report. The annual report now in its 18th year, charts the progress of the UK's 75 leading rental companies in great detail, using a wide variety of information and input, including the statutory information filed with Companies House. We plan to review this year's edition in the October issue of Cranes & Access. In the meantime copies cost £499 each, but a £100 discount is available for Cranes & Access readers reducing it to £399. Copies can be ordered by emailing Mandy Rees at mandy@executivehirenews.co.uk or check the website www.phir.co.uk



Dates announced for Vertikal Days 2012

Vertikal Days 2012 will be held on June 27th and 28th and the event will once again be held at Haydock Park. The organisers are also working on a number of improvements in order to build on this years' success when visitor numbers increased almost 25 percent. The popular all inclusive format will remain unchanged. Exhibitor packs will be available from mid-September and will include an early-bird discount for those who confirm bookings early in the New Year.



Teupen adds four models

Teupen will unveil four new products at Apex this month including two spiders, a truck and a trailer lift. The spider lifts are developments of the company's existing Leo 15 and 18 GT models into premium specification 'Plus' models. The 15 Plus will replace the current Leo 15GT, while the 18GT will run alongside the 18 Plus. The two new models feature a new stabiliser and articulated jib design and join the Leo 25GT Plus.

The Leo 18GT Plus superstructure will also be mounted on a 3.5 tonne truck to create the new EuroB18GT, weighing 3,240kg with an overall height of 2.3 metres and 8.5 metres outreach. The fourth new model takes the Leo13 GT superstructure and mounts it to a trailer to create the Gepard 13GT trailer lift.

Teupen also says that it will unveil a new control station which it is calling 'Fuzzy IV'. The key element of the new station is an information system, complete with graphics that it says are easily read even in direct sunlight.

Chief executive Michael Wotschke said: "By shifting the entire production to Germany thanks to a high degree of component similarity and commonality, we are able to transfer our high standards of quality and safety to the trailer and 3.5 tonne truck-mounted segments."

Teupen's new Fuzzy IV control station



Another Multitel

Italian manufacturer Multitel Pagliero is to unveil a further three new models at Apex. The latest new model to be announced is the 25 metre MX250, the largest MX model on a 3.5 tonne chassis. The unit offers 25 metres working height and up to 12.2 metres of outreach. Features include inboard outrigger jacking, while the full width jacking for maximum outreach keeps the front jacks in-board while the rear ones extend to 2.8 metres, with the option of keeping one side retracted. The lift offers 11 metres of parallel lift outreach from a height of two metres up to almost 20 metres.

Melvyn Else, managing director of Access Industries, Multitel's UK distributor said: "This is best small platform Multitel has introduced since I started working with the company in 1988. This level of outreach may be achieved by straight telescopic platforms, but no one has ever achieved such performance from an articulated platform mounted on a 3.5 tonne chassis. We see this platform as taking the self-drive 3.5 tonne sector to a new level."



The 25m MX250

Gantic opens in UK



Norwegian - based battery charger specialist Gantic has opened a UK operation - Ganticharger UK based in Leicestershire. The new company will be managed by UK sales manager David Townsend, who joins from Punch Taverns where he was draught dispense manager. "I'm extremely proud to be responsible for bringing this unique and exciting product into the UK market. Users of battery powered access equipment will be well aware of the costs, pitfalls and environmental impact of batteries that are damaged by inefficient charging. GantiCharger addresses all of these issues and is truly a revolutionary product."

Runaway crane fatality

A popular heavy crane operator, Lindsey Easton, 49, of Sowerby Bridge, Halifax, died on August 15th after the 500 tonne All Terrain crane he was driving ran away as it descended a steep slope from the Scout Moor wind farm at Edenfield quarry, Rossendale, north of Bury. The crane ran off the road into an earth bank. Easton was employed by the crane's owner Baldwins Crane Hire and was clearly a very professional and well liked individual. The news report on www.Vertikal.Net generated a record number of comments from those wishing to pass on their last respects. An investigation is on-going into what happened.

Sany America has moved into its new 37,000 square metre (400,000 sq ft) facility in Peachtree City, Georgia



Three new lifts from Socage

Italian platform manufacturer Socage will unveil three brand new models at Apex. The A314 NAT (Natural Aerial Transport) mounted on an Ecomile FAAM electric truck is powered by a 96 volt AC electric motor from a 150 Ah Li-Po lithium-ion battery. The truck mounted lift has a claimed travel range of around 100km and a maximum speed of 80kph. The company is also mounting the A314 top on a Piaggio Porter chassis, calling it the A314 UP (Urban Platform). The third new model is the 20 metre T320 telescopic boom mounted on 3.5 tonne Nissan Cabstar with an outreach of 11 metres and a 225kg platform capacity. Equipped with a 'within the mirrors' stabilising system with extendible front outriggers (single side or both) giving the operator three different configurations. The T320 has 360 degree continuous slew and 180 degrees of platform rotation as standard.



The new Socage T-320



The crane stows under cover within the nacelle

Big order for Palfinger Wind

Wind turbine producer RePower has ordered 48 Palfinger cranes for service and maintenance of its offshore turbines. The order is for Palfinger's PK 40002 which is stowed within the nacelle of Repower's 5 and 6MW turbines. The two companies have worked together on such products since 2003 it is now almost a standard component on this type of turbine. The delivery of this latest order will begin in 2012.

...and more details on new platforms

Palfinger has released more details on the two new truck mounted lifts that it plans to launch at Apex (see Apex preview P35). The 21 metre, 3.5 tonne P210 BK telescopic will feature a rotating jib in addition to its platform rotation, following the principles on some self-propelled boom lifts. The new model will share the jacking and other chassis details of the P220 B and P260 B, and will include a 'no-jacking' mode which will allow the jib to be rotated in order to provide some lateral outreach, without the need to set the outriggers. The second unit, a 7.5 tonne model will be the 30 metre working height P300 KS which will include the 'KS' counter slewing system acquired by Palfinger when it took over Bison. The system allows the counterweight to slew in the opposite direction to the superstructure in order to keep it within the set-up width of the machine, while allowing the boom to run the full length of the truck, keeping its overall length to a minimum. It also maximises the lift's outreach without adding extra weight.



The crane is used to load and unload as well as work on the turbine within the nacelle

Loxam to acquire Locarest

French-based rental company Loxam has announced that it is holding exclusive negotiations to acquire regional rental company Locarest from its principal owners EPF Partners. It expects negotiations will be concluded within the next few weeks. Locarest had revenues of €48 million last year operating from 66 locations - while a general rental company it operates a fleet of telehandlers, aerial lifts and scaffold towers.

Loxam plans to merge Locarest with its Loueurs de France business, one of three networks that Loxam operates in France, to create another national rental player with 115 branches.



The new high capacity 550-80WM

Two new telehandlers from JCB

JCB has added two Wastemaster telescopic handlers to its range, the compact 527-58WM and the high capacity 550-80WM. Measuring two metres wide and two metres high, the 527-58 has a lift capacity of 2.7 tonnes and lift height of 5.8 metres. It can handle 1.25 tonnes at its maximum forward reach of three metres.

The 550-80 Wastemaster has an 8.1 metre lift height and five tonne capacity and aims to satisfy demand for a machine with greater lift performance at reach. It is JCB's highest capacity telehandler and it has been specifically designed for bulk handling operations in heavier duty waste applications such as metals recycling.

New Zealand Crane fits TRAM

New Zealand Crane Group has decided to install Standfast's TRAM (Travel Restraint Access Module) fall protection system, on every crane above 80 tonnes. Managing director Deane Manley said: "It has been standard industry practice for years to climb on top of booms without adequate fall protection, but this has just got to stop."

The TRAM unit enables users to walk on top of the crane boom without the risk of falling. The user has a double lanyard that clips onto a moveable handlebar at waist height. The handle is fixed at foot level to a rail along the length of the boom. By tying off at waist level rather than foot level, TRAM users have no distance to fall in the event of a slip or trip, and still have total freedom to do their work.

Manley says there are also commercial rewards of fitting the system as it helps position the company as likely supplier of choice for any customer that takes safety seriously. It has also been a key component of a safety programme that has secured a 20 percent discount on insurance premiums.



The TRAM fall arrest system

New heavy-lift partnership

Ainscough, the UK's largest crane rental company and heavy transport and lifting company ALE have announced an official partnership for UK-based contracts. A statement from the two said: "The partnership will provide an unrivalled combination of expertise and equipment. Customers of both organisations are set to reap the benefits of a more efficient and expansive service, combined expertise and a first class fleet of equipment."

"The partnership combines the strengths of two market leaders," added Mark Harries, executive director at ALE. "We are delighted to be amalgamating our plant, expertise and industry knowledge to offer a complete solution to clients."

Ainscough and ALE in partnership



Lavendon to pull-out of Spain despite increased revenues

Lavendon has announced that it will withdraw from the Spanish rental market later this year. This in spite of a five percent improvement in revenues to £3.9 million in the first half and having reached break-even. The business, which combined the Zoom and DK Rentals Spanish operations, only represents around four percent of group revenues.

John Standen, interim executive chairman said: "Due to the weak long-term outlook for our market in Spain, we have concluded that the capital currently invested in our Spanish operation will achieve better returns if substantially re-deployed to our other markets. Consequently we have made a strategic decision to exit the Spanish powered access market during the second half of 2011."

Lavendon expects the pull-out from Spain to cost £5 million after disposals of equipment not transferred elsewhere, £1.25 million of this is cash, the rest a write-down on the books.



The new Hek TPL 300 and TPL500 extend the company's Light Range of hoists



Alimak extends Light hoist range

Alimak Hek is extending its Light Range of hoists with the introduction of the TPL 300 and TPL500. The new models are completely modular and are available in three phase 500kg capacity or 300kg single phase configuration. They offer dual functionality for use as either a transport platform or material hoist. The three phase unit has a lift speed of 12 metres a minute in transport platform configuration and 24 metres as a material hoist. The single phase manages 10 metres a minute. A simple key switch converts the units from transport platforms to material hoists, with all appropriate safety features enabled.

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Terex completes Demag acquisition

Terex has completed its purchase of Demag shares under its tender offer and now owns 82 percent of the company.

Terex chief executive Ron DeFeo said: "We are very pleased with the addition of Demag Cranes to the Terex group.

It adds a new business segment with world-class products in industrial cranes, hoists and port technology and services. We are satisfied with the results of the tender process and believe strongly in the compelling industrial rationale of this deal and the growth opportunities for both companies."

Demag earlier reported a 30 percent improvement in order intake in its third quarter results and joins Terex with an order book of €394.5 million, up 16 percent on last year. Revenues for the nine months were €746.1 million, while pre-tax profits fell 38 percent to €12.05 million, due to a loss in the third quarter of €8.6 million from one-off charges, including more than €22 million in advisors fees for fighting the Terex take over.



Demag AG includes Gottwald mobile port cranes

GT Access takes Swift Access

UK-based powered access rental company GT Access has acquired the assets of Stoke-based Swift Access for an undisclosed sum.

The deal for Swift, which had gone into administration shortly beforehand, includes its depot in Stoke and 149 lifts, mainly scissors. All the staff and services will be retained, adding to GT Access' four existing depots in Bromsgrove, Telford, Gloucester and Hereford.

500 tonne Liebherr for Port Services

Scottish-based crane and logistics company Port Services has taken delivery of a 500 tonne Liebherr LTM 1500-8.1. The crane features a seven section 84 metre main boom and 91 metre luffing jib, together with the latest generation of Liebherr's 'Y-Guy' superlift system.

Port Services new 500 tonne Liebherr LTM1500-8.1



AFI-Uplift acquires AJ Rentals



AFI has acquired the access rental division of AJ Access Platforms strengthening its presence in South Wales. The company will operate as A J Rentals using the AFI corporate identity. AJ has a fleet of around 400 aerial lifts operating from depots in Swansea and Caldicot (near Newport). Rental manager John Swift will move to AFI with the business. Tony Mort, who founded AJ Access in 1990, will continue to own and operate the sales, maintenance and training sides of the business as AJ Access Platforms.



PNT 210 J Truck mounted platform

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Iteco self-propelled push around

Italian-based Imer has announced a self-propelled version of its Iteco Easy Up 5 push-around scissor lift. The new model - the Easy Up 5 SP - features a 626 mm x 1,250mm platform with 3.2 metre platform height, 21 seconds lift speed to full height and compact dimensions of 1400mm by 760mm wide and 1.8 metres closed height. The new machine weighs 490kg and boasts a platform capacity of 150kg. Steering is via counter rotating drive motors allowing the unit to turn in its own length, while a hand-operated mechanical lock allows the two pivoting front wheels to be locked in the direction of travel. The standard battery charger is dual-voltage.



The new Iteco Easy Up 5 SP

New Nacanco depots and 10 years in Italy

Italian access and telehandler rental company Nacanco opened two new purpose-built facilities in its top two markets - Milan and Rome - as it celebrated the 10th anniversary of its move to Italy this July. The company began operating in Rome in 2006 and started looking for new premises soon after. A plot was found close to the original location with around 2,500 square metres of high bay warehouse space and 4,500 square metres of open yard. A fleet of between 350 and 450 aerial lifts and a good portion of its 350 unit telehandler fleet are now based in the City which also serves as a 'hub depot' for its South Central region.



Nacanco's new depot in Rome

The new buildings have been developed not only to provide more space for a larger fleet, but also to make operations more efficient and environmentally friendly. Solar panels provide heat and electricity while cleaning wash-down water is cleaned and recycled.

Nacanco operates from 13 locations in Italy with a fleet of over 2,300 aerial lifts, 350 to 400 telehandlers and a few 30 /35 tonne Terex Rough Terrain cranes.



Over 300 customers attended the two openings



A Gehl skid steer

Manitou UK takes over Gehl

Manitou UK has taken over the full responsibility for the marketing of Gehl products in the UK and Ireland. Gehl products sold in Europe include skid steers, articulated loaders and tracked dumpers. Gehl Europe is now fully integrated into the Manitou group following its acquisition in 2008.

Manitou UK's chief executive Ivor Binns said: "We have adopted a robust approach to create a new dealer distribution network in the UK and Ireland to maximise the sales potential of the Gehl product. We have got the best of both worlds, appointing existing Manitou dealers as Gehl dealers, while retaining the strongest Gehl dealers which have specialist knowledge of the Gehl machinery."

Merlo takes over UK distribution

Italian telehandler manufacturer Merlo has acquired its UK distribution company, Merlo UK, as its joint founder John Iles, 73, retires as managing director. His shares in the business have been amicably acquired by the Merlo group, giving it 100 percent of the company's equity.

Iles will stay on as a non-executive director and deputy chairman so that his expertise and experience continue to be available to the company, at least during an extended transition period. Merlo has appointed Maurizio Gaudio-Mego as the new general manager. Speaking of the changes he said: "John and his team have set a tremendous foundation for the Merlo product in the UK. John is, quite literally, an icon of the rough terrain truck market in the UK and we are delighted to retain his experience."

"Merlo is planning a considerable expansion in the UK and this move opens the possibility for more investment in order to achieve the longer-term aims of the group."

Merlo already owns its distribution companies in France, Spain and Australia and has a joint venture in Germany.



John Iles is retiring from Merlo UK

Powered access: the latest industry figures

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Financials

From mid-July to the start of September many companies in the sector issue their half year results with a few first quarters and third quarters thrown in for good measure. They are always a good indicator or more often statistical confirmation of the market and its trends. With the late 2010 pick-up gathering pace through 2011 the numbers are mostly looking positive and quite encouraging – at least in revenue terms. However when it comes to profitability it is a much more mixed bag. The following are brief overviews from some of the main companies in our sector. Full results – often with a comment – can be found on www.vertikal.net, simply put the company name in the search box and press enter.

Haulotte lifts revenues 30%

Haulotte has reported first half revenues of €148 million up 30 percent on last year.

Machine sales were €112.4 million - up 33 percent - parts and service €15.6 million - 21 percent higher - while rental improved 18 percent to €20 million. The company remained in the red with a net loss of €14.7 million.



Lavendon up 4%

First half revenues at UK-based international rental company Lavendon rose four percent to £110.1 million, while pre-tax profits were £1.5 million compared to a loss of £300,000 in 2010. The results include £3.57 million of one-off exceptional charges.



Liebherr rises 9%



Revenues at Liebherr - the world's largest crane maker - improved nine percent in 2010 to €7.59 billion. Mobile crane revenues increased 2.7 percent to €1.8 billion, tower cranes and mixers edged up 1.1 percent to €520 million and maritime cranes 9.2 percent to €730 million.

Wacker Neuson up 35%

First half revenues at telehandler/light equipment manufacturer Wacker Neuson were €478.7 million, up 34.5 percent. Pre-tax profits jumped from €9.1 million to €46.7 million.



JLG sales up 44%

Third quarter access and telehandler revenues at JLG improved 44 percent to \$562.7 million. Sales of components to parent company Oshkosh dried up as contracts completed causing operating income to slip 4.7 percent to \$29.5 million.

Ramirent lifts revenues 18%

Finnish-based international rental company Ramirent has reported first half revenues of €283.9 million - 18.1 percent higher than in 2010. Pre-tax profits leapt from €78,000 last year to €12.4 million this year.

Manitou up 45%

Manitou has posted half year revenues up 45 percent to €561.6 million. Most of the growth came from its Rough Terrain Handling division, up 45 percent to €397.3 million. Compact equipment – largely US-based Gehl – improved 67 percent to €90.6 million.



Palfinger rises 39.3%

Loader crane and aerial lift manufacturer Palfinger has reported half year revenues up 39.3 percent to €414.3 million. Pre-tax profits jumped from €11.9 to €30.07 million.

Genie up 92%

Terex AWP/Genie has reported half year results showing revenues of \$860.9 million - 92 percent up on last year - while operating income was \$34.2 million compared to a loss of \$22.6 million last year.



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Manitowoc up 16%

First half revenues at Manitowoc Crane improved 16 percent to \$948 million, while operating income slipped from \$43 to \$42 million. The backlog improved 58 percent to \$839 million.

Strong order intake at Bronto

Finnish-based truck mounted lift manufacturer Bronto booked \$66.8 million of new orders in the first half, up 30 percent on last year. Revenues fell 16 percent to \$45.9 million. Operating income was \$1.5 million from \$3.6 million last year.

Hiab/Kalmar up 37%

The Industrial & Terminal division of Cargotec - Hiab loader cranes and Kalmar port equipment - reported first half sales up 37 percent to €927 million while order intake improved 25 percent to €1.05 billion, taking the order book to €819 million. Operating profit was €40.8 million compared to a loss last year of \$1.9 million.

Cramo back in the black

First half revenues at Finnish-based rental company Cramo improved almost 42 percent to €305.4 million, with a pre-tax profit of €1.8 million, compared to a loss of €10.7 million in 2010.

United Rentals up 11%

First half revenues at US - based United Rentals were up 11 percent to \$1.2 billion - 11.5 percent higher than in the same period last year, while rental revenues climbed more than 15 percent to \$958 million. Pre-tax profits were \$12 million, compared to a loss of \$61 million last year. on 2010.

Profits halved at Tat Hong

First quarter revenues at Asia/Pacific's largest crane rental company Tat Hong grew six percent to s\$158.4 million with growth in all sectors except tower crane rental. Pre-tax profits fell almost 50 percent to \$9.27 million due to higher depreciation, lower sales and high repair/maintenance costs.

Terex Cranes sales flat

Terex Cranes has reported first half revenues of \$862.4 million, while last year's operating profit of \$13.9 million turned into a loss of \$56.5 million.

The backlog was up almost 33 percent to \$918 million. The company also said that its Chinese truck crane business is struggling.



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- UK-based access specialist **Lifterz** is opening a new location in North West England headed by **Lee Jolley**.



Lee Jolley

- A new version of the 2.8 tonne **Maeda MC285C** spider cranes - the MC285C-2 has arrived in Europe.

- New **Holland** has added two new models to its LM5000 agricultural range of telehandlers.

- UK-based **Lavendon Access Services** has taken delivery of 62 new delivery trucks for Panther and Nationwide Platforms.

- California-based rental company **Pacific High Reach** is seeking an investor after filing Chapter 11 bankruptcy.

- UK-based rental company **Speedy Hire** has ordered 250 **Skyjack** slab scissor/mast lifts.

- Ernst van Hek**, previously of Alimak-Hek has established a new trading company - **van Hek & Partner** - in Austria.



Ernst van Hek (L) with Rene Stich

- Universal Construction Machinery and Equipment** says it will build **Useter** tower cranes in India.

- Ladder and mobile tower manufacturer **Zarges** has launched the fibreglass version of its Teletower.

- US-based **Elliot Equipment** has launched a new 88ft/27m truck mounted lift with GVW under 26,000lb/11,880kg.

- French access industry veteran **Bernard Volut** has passed away after losing his fight against cancer.



Bernard Volut

- US crane and access company **H&E Equipment** saw first half revenues jump 30% as it moved into profit.

- IPAF** will hold its first-ever national convention in the USA this November.

- Austrian-based crane and access rental company **Prangl** has ordered 115 new **Manitou** telehandlers.

- Manitowoc Crane Care** has certified **H&E Equipment's** Salt Lake City branch for its EnCore Partners programme.

- Ireland's **Eircom** has taken delivery of 34 **Skyking S125RA** 12.5 metre van mounted work platforms.

- The University of **Notre Dame** has launched its aerial lift awareness campaign as agreed in its settlement with IOSHA.

- Terex Aerial Work Platforms** has appointed **Paul Waller** as vice president sales - central region in North America.



Paul Waller

- Jim Haigh** has re-entered the UK powered access market after selling the original **Eagle Platforms** in 1997.

- Terex AWP** has signed a five year extension to the lease on its Moses Lake production facility in Washington State.

- Italian access manufacturer **Oil&Steel** has appointed **Michael Schapperth** as sales manager for Germany.

- UK-based rental company **HSS** has reported first half revenues up 9% while profits grew 10.4%.

- Hertz Equipment Rental** has reported first half revenues up 13% while reducing its losses.

- Ferruccio Moritsch** the founder of **Comedil**, a pioneer and innovator in the tower crane industry, has died.



Ferruccio Moritsch

- The **Leoni Sceti Group (LSC)** has invested in UK-based crane hirer **MSD Industrial**.

- Jonathan Cwiecek** has won the Apprentice Plant Mechanic of the Year award for the second year running.

- US-based **Global Crane Sales**, has delivered the first 260 tonne **Zoomlion QUY260** crawler crane in the USA.

- Manitowoc** cranes has appointed **Kelvin Kent** as general manager of Australia and New Zealand crane operations, while **Neil Hollingshead** moves down under as sales and marketing director.



Kelvin Kent



Neil Hollingshead

- Terex Cranes** has confirmed that it will end crane production at its Wilmington, North Carolina facility by the end of the year.

- Equipment Parts Wholesale (EPW)** has opened its new parts distribution centre in Louisville, Kentucky.

- Stockport, UK-based Highland Access** has appointed an insolvency practitioner to liquidate the business.

- Indian equipment manufacturer **Action Construction Equipment** has reported profits up 40%.

- Donegal-based **AlturaLift** has sold three crawler mounted **Isoli** platforms in Ireland.

- Ashtead** has announced the planned retirement of finance director **Ian Robson**. **Suzanne Wood** will take over.

- UK-based replacement parts supplier **IPS** has been appointed as parts distributor for Grove **Manlift** products.

- Linden Comansa** has signed German rental company **BKL Baukran Logistik** as distributor for Germany.

- Genie** has appointed **Dave Roddy** as territory sales manager for the North of England/Scotland and **Emmanuel Mouillièrè** as territory sales manager for the Western region of France.



Dave Roddy



Emmanuel Mouillièrè

- Liverpool-based **Sutch Crane Hire** has taken delivery of a new **Spierings** mobile tower crane.

- Cargotec**, is taking legal action against **SweFrame Port Equipment** of Sweden for information theft.

- Canadian sales and rental company **Strongco** has been appointed exclusive dealer for **Jekko** cranes in Canada.

- Cargotec**, owner of **Hiab** and **Kalmar** is to form a joint venture with **Jiangsu Rainbow Heavy Industries** in China.

- UK-based **Speedy Hire** has appointed **Lynn Krige** as group finance director taking up her role in October.

- US rental company **RSC** has reported first half revenues up 23.6% as it returned to profit in second quarter.

- ALL Erection & Crane** has appointed **Craig Hunt** as general manager of its Raleigh North Carolina location.

- Spanish manufacturer **Ausa** has reported a 71% jump in sales of its **Taurulift** telehandler range in the first half.

- The **Epsilon** subsidiary of **Palfinger** has signed a cooperation agreement with **Caterpillar** for forestry loaders.

- German-based **Auto Böhler** has taken delivery of a new 100 tonne **Liebherr LTM 1100-4.2 All Terrain** crane.

- Alberto Bayona** director of R&D and product marketing at Spanish manufacturer **Mecaplus** is leaving the company.

- The US-based **SIA** will change its name to the **Scaffold & Access Industry Association (SAIA)** in October.

- German-based **Sennebogen** has added northern Ontario to Canadian distributor **Strongco's** territory.

- Telehandler and compact equipment manufacturer **Wacker Neuson** has appointed **Cem Peksaglam** as chief executive.



Cem Peksaglam

- UK-based access distributor **APS** has entered the deep cycle battery distribution business.

- UK-based **AFI-Uplift** is taking this year's spend on fleet modernisation to more than £5 million with 500 new lifts

- Brisbane-based **RoadTek Plant Hire** has taken delivery of two new **Barin ABC 70/L** underbridge inspection platforms

- Netherlands-based **Loxam BV** has added **Niftylift Height Rider 12** boom lifts to its fleet.

- Manitowoc** has appointed **Joe Maslizek** as vice president sales for **Manitowoc** and **Grove** cranes in North America.



Joe Maslizek

- UK-based **Horizon Platforms** has taken delivery of a further 20 **Youngman Boss X3** series scissor lifts.

- German-based **ELS** has been appointed to handle **Imer Access/Itenco** sales and product support in Germany.

- German-based joint venture **Neeb-Schuch** has taken delivery of a new 500 tonne **Liebherr LTM1500-8.1**.

- UK-based **Wilson Access Hire** has purchased two new 21 metre **CTE Zed21J** truck mounted lifts.

- UK-based rental company **Mr Plant** has taken delivery of a large number of new **Skyjack** electric scissor lifts.

- Moffett Engineering**, the Irish-based manufacturer of **Hiab** **Moffett 'Piggy-Back'** forklifts has changed its name to **Cargotec Ireland**.

- Polish-based **Herkules** crane rental has purchased four black **Liebherr** mobile cranes with red boom noses.

- Finnish-based lift manufacturer **Leguan** has appointed **Jukka Karjalainen** as its new managing director.



Jukka Karjalainen

- Snorkel** has announced that it has terminated all distribution agreements with **Hubarbeitsbühnen Bielefeld** in Germany.

- Unic Cranes Europe** has appointed **AMIR Engineering** as the exclusive dealer for **Unic** spider cranes in Israel.

- Cumberland UK** has agreed to represent access equipment manufacturer **Niftylift** in Iraq.

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Stormy times ahead for wind turbine industry?



2010 was a year of highs and lows for European wind power. One of the highs is that the EU is on course to exceed its 20 percent renewable energy target. One of the lows was the significant slowdown in the annual number of wind energy installations.

Despite the massive year on year growth in total wind power capacity over the past 10 years, newly installed European onshore capacity in 2010 fell 14 percent to 8.4GW from 9.7GW in 2009. There was slightly better news with offshore capacity jumping 51 percent but from a much lower capacity figure of 582MW to 883MW.

In the UK, the reduction in the new capacity installed last year was a sizeable 24 percent lower at 962MW with the industry having to deal with several difficult situations as well as the global economic downturn. Like the oil industry the best and easiest extraction sites are chosen first so as time goes on, it is the industry has to move to more difficult/less economic sites. For contractors this means more remote and steeper gradient sites which results in increased risks and more difficult and expensive access. Whether this is related to

the rising number of major turbine related crane accidents occurring in the past 12 months of so is hard to say. Most appear related to moving vehicles and cranes between turbines or operating in wind conditions that are close to the maximum with higher gusting wind speeds causing problems.

Unfortunately turbine sites - by their very nature - are positioned in the windiest areas, so higher than average wind speeds are a given and monitoring wind speed and direction during erection is critical. And remember, a crane can operate in a higher wind speed than the load it is lifting - particularly with large surface area items that are relatively light, such as rotor blade assemblies.

The UK and Ireland has some of the best (power producing) wind farm sites in Europe. Turbines are able to harvest the necessary wind power using lower height towers - 80 metres - rather than the more usual 100

UK current installed onshore capacity

307 projects
3412 turbines
Total capacity 5737MW

metres on the continent. But with most of the more efficient sites already taken, the tower size now has to increase in line with the rest of Europe just to produce the same output.

The UK's leading specialist wind turbine lifting and installation contractor is Irvine-based Windhoist which offers both heavy crane hire and full installation contracts to the principal wind turbine manufacturers such as Vestas Celtic, RePower, Siemens, Nordex, Acciona, Enercon and Gamesa throughout Europe and beyond. Since its formation in 2005, the company has installed more than 2,500 turbines with a combined power output of 4,600MW.

New onshore UK capacity added 2004-2011

Year	Number of projects	Capacity MW
2011 to date	20	497
2010	41	1192
2009	41	1099
2008	39	544
2007	31	459
2006	22	621
2005	23	459
2004	12	241



The Windhoist parent company - McNally's Crane Hire - became involved in the wind industry more than 12 years ago installing small capacity (400 to 800 kW) turbines in Ireland and Northern Scotland, using its 120, 180 and 400 tonne capacity cranes. However, the addition of a number of 500 tonne capacity Liebherr LTM1500's allowed the erection of turbines up to 1.5MW with minimal boom attachments and rapid site relocation capability.

McNally completed its first wind project in 1999 using a 400 tonner to erect 600kW turbines for Vestas. However with an increasing number of energy clients looking for a fully integrated package, the company eventually formed Windhoist offering heavy cranes and mechanical/electrical services primarily in the UK and Ireland. The addition of a 600 tonne Demag TC3300 lattice crane allowed it to complete projects such as the installation of 10, Nordex N80 turbines in Kings Mountain, Sligo and also allowed McNally's Crane Hire to extend its crane services.

Top 10 leading countries in wind power

2010	
Country	Total capacity MW
China	41,800
USA	40,200
Germany	27,214
Spain	20,676
India	13,065
Italy	5,797
France	5,660
UK	5,204
Canada	4,008
Denmark	3,757

2009	
Country	Total capacity MW
USA	35,159
Germany	25,777
China	25,104
Spain	19,149
India	10,926
Italy	4,850
France	4,492
UK	4,051
Portugal	3,535
Denmark	3,465

McNally's crane fleet has benefitted from Windhoist's success and has grown to reflect its expanding wind industry business, including the purchase of the UK/Ireland's first 1,200 tonne Liebherr LTM 11200-9.1 telescopic crane with 100 metre main boom and 126 metre luffing jib in September 2008. A further model was added to the fleet in 2009 and the crawler version (LTR11200) was shipped to Australia in 2010.

Its operations have also grown with depots in Ireland, Scotland and Victoria, Australia. In fact, the LTR's first contract was erecting 37 Vestas V90 turbines to a height of 80 metres in Australia.

Liebherr designed the LTR11200 primarily for the erection of wind power plants with the crawler's narrow track chassis ideal for moving fully rigged with its main counterweight installed - a total weight of up to 415 tonnes - over the narrow roads of the wind power parks. Its telescopic boom, Y-suspension, lattice fly jibs and superstructure were all adopted from the LTM 11200-9.1 All Terrain crane. However there is a feeling in some quarters due to a number of 'accidents' that highly tuned telescopic crane booms are too sensitive for wind turbine erection work. And that a lattice boom machine is better able to cope with the wind conditions and with crawlers the dynamic loadings on the boom when moving.

Declan Corrigan of Windhoist disagrees: "Every crane model, configuration and lifting operation has its limitations. Those who know us are aware that our installation activities are centred primarily upon telescopic cranes and we have built up an excellent safety record. I suppose we were fortunate in having gained significant experience



on the 84 metre boom LTM1500 which made the transition to the 100 metre boom LTM11200 much easier for us - yes it's not a lattice boom and its limitations must be respected. We recently erected 51 rotor units in early June/July on the Clyde Wind farm project under very unfavourable wind conditions - installing up to three per day with one LTM11200 - all without incident. The vast majority of crane related incidents on windfarm sites

metre towers where its key advantage is the vastly reduced rigging infrastructure. Most of our competitors favour lattice boom cranes and I have no doubt these high-profile incidents with telescopic cranes are viewed and discussed in the worst possible light."

Foreseeable incidents

There have been several 'wind' related accidents involving large telescopic cranes, such as one last



There have been several 'wind' related accidents involving large telescopic cranes

are not due to crane failure, the fault usually lies with the ground conditions, site infrastructure or the way the crane is set up and operated. We chose the LTM11200 - with the 100 metre main boom - for the niche UK market installing 80

month with an LTM11200-1 owned by Brazil's largest crane rental company Locar. The accident was said to have been caused by a strong gust of wind that moved the rotor off-centre causing a massive side loading on the boom.



McNally's Liebherr LTR11200 at the Waterloo wind farm near Clare, South Australia

"From what we understand the crane was configured with 70 metres main boom, adaptor, excenter section, 10 metre extension and NZF fly-jib with Y-Guy boom support," says Corrigan. "This combination is useful in hilly terrain where large rigging areas are not readily available but this is a LONG boom combination and Liebherr make no secret of the fact that it must be operated carefully. Wind factors, particularly lateral loading, must be carefully assessed for any lifting scenario. Whilst the crane can detect and manage wind

loading on the rear of the boom it cannot do so with side-loading but this applies to any crane type and relies on operator discretion."

So is there anything to the concerns over the use of telescopic's for wind farm erection? "Look at it this way, crane manufacturers will claim that 600 - 700 tonne class lattice boom crane rigged with 115 metres of boom can take down a 100 metre diameter rotor from 100 metre hub height in wind speeds up to 11.5 metres per second. Whilst the crane may be deemed perfectly capable of withstanding such wind loadings, little consideration is given to the way the suspended rotor behaves and no contingency factor has been included. The discussion on permissible safe wind loadings seems to ignore the most important factor i.e. how would the lifting operation cope with a sudden, unexpected, windspeed increase."

"The stupidity of planning rotor lifting at 11metres per second indicates a failure to comprehend all hazards. Where the wind increases unexpectedly it is far more likely that the control interface will be compromised before the crane structure fails ie a tagline will snap or a blade bag rupture before boom failure occurs."

"Windhoist's written policy is not to lift a rotor off the ground if the wind speed is more than nine metres a second," he said. "Lifting rotors in high wind speeds is a



dangerous practice. What other companies choose to do is their own decision."

Tracking between turbines can also be problematic. There have been several cases - two within the last 18 months - of narrow tracked lattice boom crawler cranes tipping over between turbine positions - one, a 350 tonne Weldex lattice crane at Maesgwyn wind farm site in South Wales and a similar unit owned by KR Wind in Sweden. In both cases the cranes were tracking fully rigged and ballasted and the edge of the road gave way causing the crane to overturn. A similar accident with a Liebherr LTR11200 was narrowly avoided in Germany earlier this year thanks to the prompt and professional attention of the crane's operator Burkhardt Hartinger of Karl Hartinger Kranbetrieb of Rimbeck. In that case the crane's ability to retract its boom before moving, stabilise itself after it started to sink and then and remove its counterweight were all big advantages of the telescopic crane.

"If you operate these narrow tracked cranes you have to have specific procedures for your operators such as examining the roads before travelling on them and ensuring a road that is fit for purpose. As far as I am aware road bearing capacity may have been an issue in some of these incidents and whilst moving a fully rigged lattice crane in perfect conditions is acceptable some element of risk remains.



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The safest solution is to allocate an hour to remove half the lattice sections and some counterweight - crane stability is dramatically increased. Most accidents are caused by two things - making too many assumptions and inexperience. We hold regular toolbox talks with our frontline staff to reinforce the critical safety issues," says Corrigan.

Advantages of the telescopic crawler

One of the main advantages of the telescopic crawler is that it can be moved fully rigged. Because of this there are fewer work at height issues - particularly low level (three to four metres) working - which is now a major consideration for contractors. Over the past four years the dynamics of the UK wind industry have changed with Health & Safety standards raised to a very high level, far ahead of any other country.

"This has surprised many European contractors entering the UK over the past two years including those who exited the market a few years ago and have decided to return," says Corrigan. "In simple terms a continental contractor will arrive with a crane and walk on top of the boom and think nothing of it - UK operators would not consider doing this. It is only a small example but it illustrates the difference in national standards. When the LTM 11200 was first demonstrated to us about four years ago there were three technicians on the same step-ladder to complete the assembly works - that doesn't happen here. We have long campaigned for additional hand rails and decking to be placed lattice crane boom sections and it took a long time for this message to filter through to the manufacturers.

Another advantage of the crawler telescopic is its rapid relocation, remobilising the crane in two hours whereas an equivalent lattice boom maybe anywhere between eight and 12 hours. And finally the crawler needs a lot less site infrastructure.

Equivalent lattice boom crane e.g. 84 metre boom plus 10 - 12 metre fly-jib requires more substantial site infrastructure.

Turbines

The wind industry has been a key driver for the major crane manufacturers - particularly Liebherr and Terex - over the past five years. Most wind farm work takes place at steep boom angles, with larger capacity requirements at significant heights. Most turbine manufacturers liaise with the crane industry during the development phase of new turbine models to ensure adequate capacity exists within existing crane models.

As mentioned earlier, the quality of the wind farm sites in the UK means that the 'typical' turbine is now about 3MW capacity, weighing 70 to 80 tonnes and positioned at 80 metre hub heights. Hub heights on the continent are higher at more than 100 metres with larger blade diameters to capitalise lower wind yields. This size of turbine is not needed in the UK at the moment but will come in time when the more favourable sites are used up.

The table below identifies the largest onshore and offshore (planned) turbines. However smaller capacity

Current largest capacity turbines

	Make	Model	Capacity	Rotor diameter	
Onshore	Enercon	E126/7500	7.5 MW	127 metres	Available
Offshore	Windtec	SeaTitan	10MW	190 metres	Under development

units can still be difficult to lift.

Windhoist currently has two, Liebherr LTM 112000 and one LTR 112000 crane in its fleet. It also has a 103 metre Wumag truck mounted platform which is currently on long term hire to Siemens carrying out blade inspections.

Supplying and managing cranes for wind farm contracts is relatively straight-forward," he says. "Projects become more complex when craneage and installation are required in a single package. There are a few exceptions where some turbine manufacturers hire crane-only but most, including Vestas, Siemens, Repower and Nordex, consider only the full package. This sector is very specialised with relatively few competent contractors possessing the equipment, experience and manpower to carry out the work."

Given this fact, it is surprising to hear that contract prices have fallen significantly and very quickly over the past 12 months although the knock-on effect on quality has not yet been seen. "The global recession is the prime reason for the contraction within the industry.

There is sustained activity in the UK wind industry but with the petrochemical, oil and civil



Declan Corrigan of Windhoist

engineering sectors all depressed anyone with a large crane is looking at the wind sector for work."

"Rates over the last 12-18 months are down more than 15 percent and everyone is in survival mode. Contract prices have been driven down to the minimum - almost to the point where key interfaces are beginning to be affected - it's hard to see contract prices going down much lower with any certainty of quality not being compromised. The larger utility companies now hold immense buying power and are controlling prices across the supply chain from turbine manufacturers down to contractors."

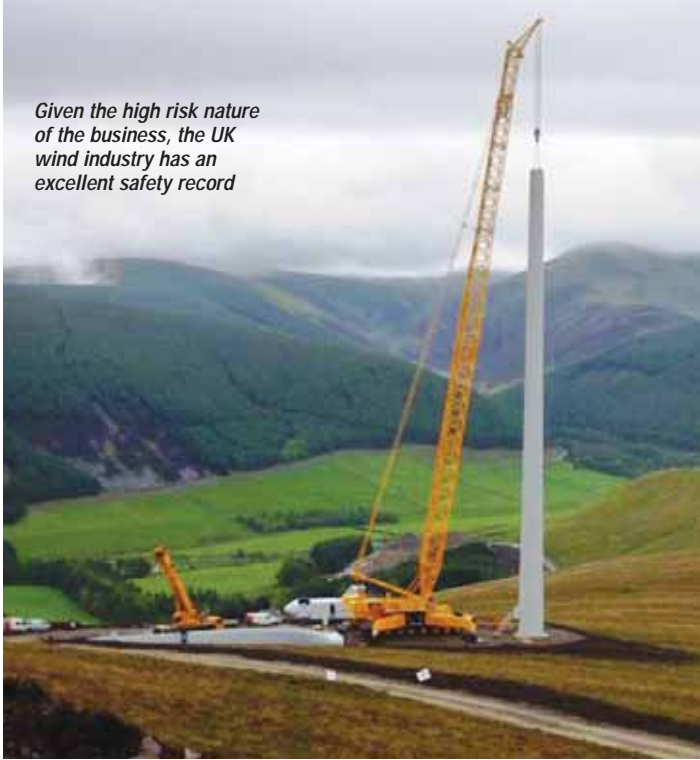


maintenance work on a RePower turbine



A Manitowoc 16000 fitted with the new wind attachment erecting 204 turbine towers at La Ventosa, Mexico

Given the high risk nature of the business, the UK wind industry has an excellent safety record



“UK and Irish sites the most challenging in the world”

“The sites in the UK and Ireland are the most challenging in the world with deep peat levels and floating roads,” says Corrigan. “You generally don’t find this elsewhere in Europe. These challenges have helped build up our experience and a core competency over the past 10 years. Given the high risk nature of the business, the UK wind industry has an excellent safety record. Lifting is not the problem, often it is something much simpler such as driving – jeeps, vans trucks and cranes – on the site roads with steep gradients up to 18 percent. Most turbine manufacturers prefer to set gradient limits at 15 percent but these are now being revised as more challenging sites are developed. Road failures such as cranes going off the roads, adverse cambers and poor road surfaces mean that

advanced planning is absolutely vital. Whilst we have robust legislation to cover lifting operations - LOLER/PUWER defining the roles and responsibilities of each party - there is very little documentation for controlling and monitoring road transit on site.

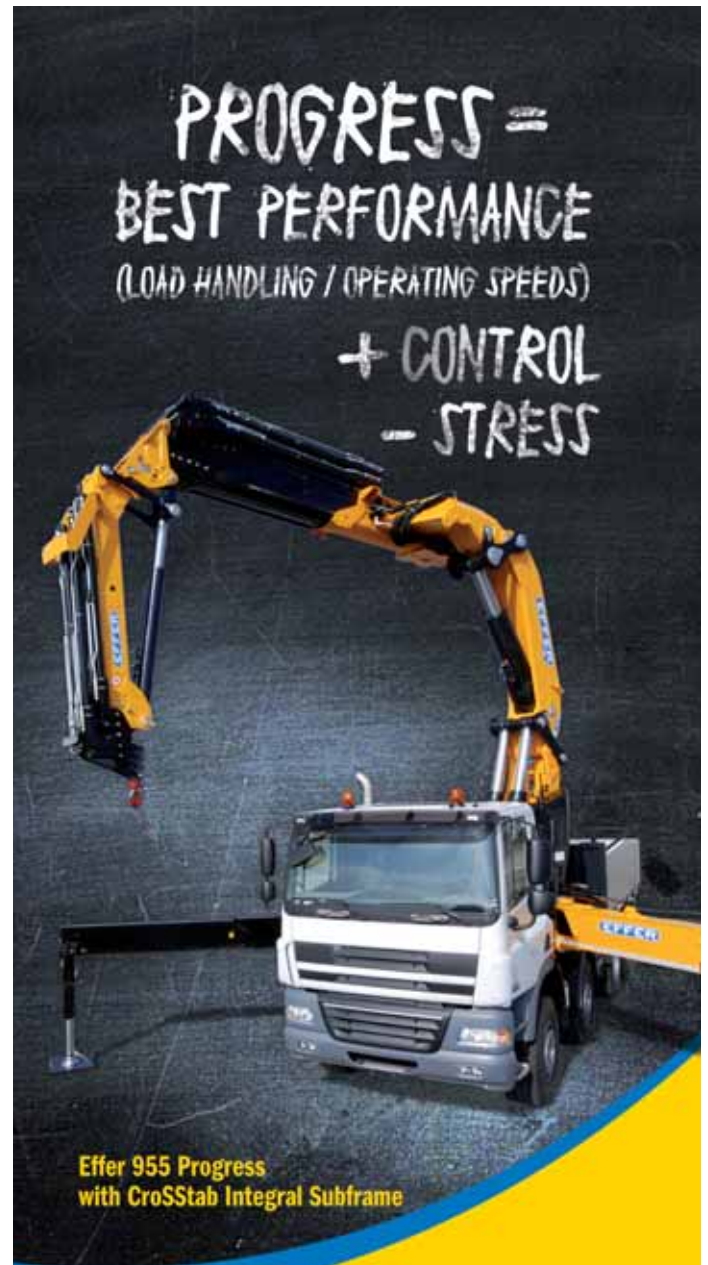
Windhoist has developed its own policy over the past 10 years.

“For example where floating roads experience high water table levels it is impossible to reverse an eight or nine axle crane carrier so, in most cases, we would insist that turning heads be provided or the hard standing area be sufficient to allow the crane to turn around. Many designers confuse road gradeability issues with crane performance.

A Terex-Demag AC120 has a gradability factor of 70 percent so if the crane fails to surmount an 18 percent gradient then it is not the fault of the crane. You have to limit



McNally's Liebherr LG1750



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the wheel slip even if this means laying a top layer of asphalt. It all comes down to the quality of the civil works provided on site. Turbine manufacturers send a list of site specific requirements - road width, road bearing capacity, hard stand dimensions and hard stand bearing capacity - to their client and the client gives those to the civil contractor."

Industry trends

"With the more efficient sites in the UK already being developed, hub heights look set to increase from 80 metres to 100 metres which has a big impact on the cranes. The Terex CC2800 or Liebherr LG1750 - popular cranes for the work - can cope with that hub height so the crane industry can already deal with that development."

"At the smaller end of scale there is very little happening in the 130-500 tonne cranes in the UK and Ireland. Civil engineering projects have just evaporated."

Over the last 18 months Windhoist says it has looked very closely at its crane utilisation with limited utilisation for 200-250 tonners beyond that of assist cranes for tandem lifts of blades up to 80 metres. Its crane of choice is the 250 tonne Liebherr but this may be sold due to poor utilisation. "If we see a number of projects coming up we will buy another one," says Corrigan. "We are always looking at



Grove GTK1100

cranes but it really depends on the workload. We did look at the Grove GTK1100 but its main problem as we see it is that it has very little utilisation outside of wind sector. We specialise in wind but we have to look at other sectors. We have a construction and civil engineering client base so the cranes have fit with these sectors as well. The heavy cranes are accompanied on site usually with a 130 tonner and possibly a 90 or 55 tonner as well."

"I am confident that activity levels within the sector will increase but will take another 18 months or two years for the industry to fully recover. The wind industry has an excellent future in the medium term and a significant secondary market in maintenance and repowering. In next 10 years wind farms will be decommissioned and new farms erected in their place. The older 8-900 kW nacelles will be replaced with larger megawatt machines and this will further sustain the market." "Wind isn't the answer but part of a solution. Workloads may have



A Kobelco SL6000 with HD wind turbine fly jib

A Terex CC6800-1



levelled off for the moment but there is still moderate activity levels. The depressed rates mean companies need to think very carefully about reinvestment. A few years ago when companies were looking to get into this market the main problem was building up expertise not attracting finance - the situation has now reversed.

New crane design?

"Most manufacturers are concentrating on improving lifting efficiency and making them more transport friendly. What drives us in the UK is having a safe system of working. Manufacturers are now realising it is up to them to provide a safe system of work. Our recent LG1750 purchase has a double wire system on the boom and a lot of catwalks so it shows manufacturers are listening."

German-based Hartinger with its LTR11200



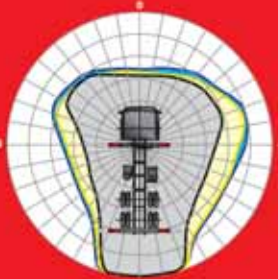
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UK & Ireland C&a top 30

Top 30 Crane, Powered Access & Telehandler rental companies 2011

Our survey for 2011 clearly highlights the fact that the UK rental industry is beginning to pull out of the recession. It is also clear that telehandlers and powered access have fared significantly better than the crane sector. Not that the industry is clear of the rapid readjustment from the boom years between 2005 and 2008. There are almost certain to be some further casualties as higher used equipment prices and cash flow pressures encourage lenders to move in on the highly indebted.

Having said this telehandler rental companies are reporting almost unsustainably high utilisation levels largely driven by the deep 'de-fleeting' that went on when the housing market collapsed. Long lead times for new equipment together with a lack of long-term visibility are clearly putting a brake on any rapid fleet expansion. The access sector is a little less restrained with fleet numbers beginning to rise again, partially due to improved returns but also due to the continuing growth in low level powered access that is bolstering fleet unit numbers.



Cranes

While the crane hire industry has recovered a little from the depths of 2009 and 2010 it is still very fragile. Amazingly, while several companies came close to failing as banks became aggressive with those companies that boasted a strong balance sheet, most survived and were able to restructure their debts. At least two sizeable companies didn't – Bryn Thomas and South West Crane Hire - however both chose to file for bankruptcy with the management buying back the assets and starting up again under the same branding. So at the end of the day the crane industry has seen almost no fall out. The result has been a reduction in fleet numbers, lower utilisation and weak rates - at least among the mobile and tower crane companies.

Crawler and mini crane rental companies have fared much better with Weldex - the UK's largest crawler crane company - continuing to post healthy profits under new owner Dunedin Capital Partners. Heavy lift specialist ALE has also continued to expand both its heavy lift operation and the day to day fleet.

Benelux transplants Mammoet and Sarens have also continued to do well although the change of management at Mammoet may yet see a change in strategy. However there are no indications of this at the moment.



TOP CRAWLER CRANE HIRERS

Company	Total units	Full size	Minis
Weldex	112	110	2
AGD	91	56	35
NRC	81	60	21
BPH	41	41	0
Select Plant	40	38	2
Q-Plant	30	30	0
Bob Francis	16	15	1
Sarens	12	12	0
ALE	10	10	0
Kier Plant	8	8	0
Ainscough	5	5	0
Emerson	6	0	6
McNally	3	3	0
Davies Crane Hire	2	2	0
Mini crawlers			
GGR UNIC	132	0	132
Tracked Access	42	0	42
Coppard Plant	25	0	25
Sparrows	15	0	15
Easi Uplifts	18	0	18
Hird	18	0	18
JT Crane Services	11	0	11

TOP 30 MOBILE CRANE HIRERS

Company	ATs/RTs Trucks	Crawlers Over 12t	Mini Crawlers Less than 12t	Mobile Tower Cranes	Industrial Pick and Carry	Spider Cranes	Total
Ainscough	450	5	0	0	0	0	455
Hewden	156	0	0	0	0	0	156
Mammoet	120	0	0	0	0	0	120
King Lifting	84	0	2	1	0	2	89
Quinto	65	0	0	2	3	0	70
Marsh Plant	62	0	0	0	0	0	62
Bronzeshield	60	0	0	3	0	0	63
Baldwins	60	0	0	0	0	0	60
Emsley	55	0	0	1	0	0	56
Crane Hire Ltd	37	0	0	0	0	0	37
Specialist Hire Group ²	36	0	0	0	0	0	36
Southern Cranes	36	0	0	2	1	0	39
Whyte Crane Hire	35	0	0	0	0	0	35
Davies Crane Hire	32	2	0	0	0	0	34
William O'Brien	30	0	0	0	0	0	30
McNally's Crane Hire	30	3	0	0	0	0	33
NMT	30	0	0	3	4	0	37
Kavanagh	29	1	0	0	0	0	30
Emerson	28	0	0	0	0	6	34
MacSalvors	26	0	0	0	0	0	26
John Sutch Cranes	25	0	1	6	0	0	32
Sparrows	25	0	10	0	0	5	40
J Hewit Crane Hire	24	0	0	0	0	0	24
Dewsbury & Proud	22	0	1	0	0	2	25
Bryn Thomas Cranes	22	0	2	3	4	0	31
Bob Francis	22	15	1	0	0	0	38
Sarens UK	21	18	0	0	0	0	39
Aba Crane hire	20	0	0	0	0	0	20
Port Services	18	0	0	0	0	0	18
Millenium Crane Hire	18	0	0	0	0	0	18
City Lifting	12	0	1	14	0	4	31
Kier Plant	10	8	0	0	0	0	18



Methodology

As in previous years, we have sent a form out to every company that we feel might qualify as one of the 30 largest fleets, own one of the 30 largest machines or be one of the largest players in each specialist segment. We also advertised the process on line (www.vertikal.net) and posted the blank forms for anyone to complete and return. The most likely candidates are sent reminders and when responses are not received contacted by phone. Finally if all else fails we estimate a company's fleet based on last year's numbers and input from as many industry insiders as possible.

Our aim though is to keep the 'estimated fleets' to less than five percent or two or three companies within each chart and this year we have once again achieved that target.

The Top 30 report - as with any survey - is open to error and of course abuse, which we keep a keen eye out for. Questionable data is thoroughly examined and in some very rare cases we adjust the input! On the whole most respondents appreciate that 'you only get out what you put in' and play fair, but of course we cannot guarantee 100 percent accuracy.

If you do spot some glaring errors or question the authenticity of some of the data we have been given, please don't keep it to yourself. Let us know and we will take note in preparation for next year. In the meantime we would very much like to thank all of you who participated and took the time to help us update and produce what we hope proves to be a very useful report.



TOP 10 TOWER CRANE COMPANIES

Company	Total Units	Top Slewlers	Self Erectors
Select Plant	288	288	0
HTC	195	195	0
Falcon Crane Hire	171	165	6
London Tower Crane	160	140	20
Arcomet	155	115	40
Mantis Cranes	95	10	85
City Lifting	84	72	12
Kier Plant	75	68	7
Ladybird	66	32	34
Bennetts Cranes	58	55	3
Irish Cranes&Lifting	29	29	0

LARGEST TOWER CRANES

Company	Model	Capacity
Select	Comedil CTL630 32	630tm
HTC	Wolff 500B	540tm
Falcon	Jaso J600	410tm
Arcomet	Potain MD365	365tm
Kier	Potain MD345B 12	350tm
Bennetts Cranes	Jost 316	316tm
London Tower Crane	Yongmao STT293	293tm
City Lifting	Comansa 21LC290	290tm
Mantis	Saez TL65	130tm
Ladybird Cranes	Potain MCT 88	88tm



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LARGEST MOBILE CRANES

Company	Model	Capacity
Sarens UK	Demag PC9600	2,000t
ALE	Gottwald MK1500	1,500t
Mammoet	Liebherr LTM11200	1,200t
McNally	Liebherr LTM11200	1,200t
Port Services	Terex Demag TC2800-1	1,000t
Baldwins	Liebherr 11000DS	1,000t
William O'Brien	Terex Demag AC800	800t
Ainscough	Liebherr LTM 1500	500t
Crane Hire Ltd	Demag AC500-2	500t
Bronzeshield	Liebherr LTM1500-8.1	500t
Bryn Thomas	Grove GMK 7450	450t
NMT	Terex Demag AC350	400t
Kavanagh	Demag AC350-1	350t
King Lifting	Demag AC350/6	350t
PCH	Grove GMK 6300	300t
John Sutch	Liebherr LTM1250-6.1	250t
Davies Crane Hire	Terex AC250-1	250t
Emerson	Terex AC250-1	250t
City Lifting	Faun ATF 220G-5	220t
Crowland Cranes	Faun ATF 220G-6	220t
Aba	Grove GMK5220	220t
PP Engineering	Faun ATF 220G-5	220t
Horizon Crane Hire	Faun ATF 220G-5	220t
Southern Cranes & Access	Grove GMK5220	220t
Emsley	Liebherr LTM1200	200t
Walsh Crane Hire	Liebherr LTM1220	200t
Abba Crane	Liebherr LTM1200 5.1	200t
Specialist Hire Group	Terex-Demag AC200-1	200t
Sparrows	Terex-Demag AC200-1	200t
J Hewitt Crane Hire	Grove GMK5180	180t

c&a

top 30



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CRANE COMPANIES AND INVESTMENT

Company	Investment past 12 Months	Depots	Employees
Sarens UK	£36,500,000	3	103
ALE	£30,900,000	23	775
Ainscough	£27,100,000	28	915
Weldex	£18,000,000	2	120
McNally	£10,000,000	5	220
King Lifting	£5,000,000	8	180
Port Services	£4,000,000	4	75
Bronzeshield	£4,000,000	3	80
Whyte Crane Hire	£3,000,000	2	52
Emsley Crane Hire	£2,000,000	2	65
GGR UNIC	£1,750,000	3	70
NMT	£1,650,000	3	46
Horizon Reinforcing and Crane Hire	£1,450,000	1	15
City Lifting	£1,100,000	2	85
Southern Cranes & Access	£1,100,000	4	65
Millenium Crane Hire	£1,100,000	1	27
Cramscene	£1,000,000	2	22
NRC	£1,000,000	2	37
Specialist Hire Group	£985,000	4	50
Marsh Plant	£900,000	6	115
Dewsbury & Proud/Crane Hire Midlands	£800,000	2	30
Mantis Cranes	£750,000	3	25
Davies Crane Hire	£750,000	3	42
Quinto	£500,000	6	130
Berry Crane Hire	£400,000	2	9
Peter Hird	£400,000	3	43
AGD	£300,000	1	70
John Taylor Crane Services	£143,000	2	8
Hewden	£0	19	200



LARGEST CRAWLER CRANES

Company	Model	Capacity in tonnes
Sarens	Terex CC8800-1	1,600t
ALE	Terex CC8800-1	1,600t
Weldex	Liebherr LR 11350	1,350t
McNally	Liebherr LTR 11200	1,200t
Ainscough	Terex CC2800	600t
NRC Plant	Hitachi Sumitomo SCX2800	285t
BPH	Kobelco CKE2500	250t
Q-Plant	Kobelco CKE1800	180t
Kier Plant	Hitachi Sumitomo SCX1200-2	120t
AGD Equipment	IHI CCH1200	120t
Bob Francis	Manitowoc 1000	100t
Davies	Terex TCC600	60t

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While the access sector has bounced back well, some of this is due to the on-going fleet rationalisation that has occurred. Skylift failed in Ireland, While ES Access closed its doors in the UK. High Level Platforms was acquired by Kimberly, Swift by GT Access along with Plat4ms, AFI took over the AJ Access fleet. This has to some degree been offset by some new entries such as Premier Platforms and Bella Access and the expansion of Riwal following its entrance last year. Most of the organic growth though has come from either mid-range players such as Lifterz or big generalists such as Speedy which has significantly added to its access fleet this year.



TOP 15 TRUCK MOUNTED FLEETS

Company	Total	Truck mounted	Van mounted
Lavendon Access	608	331	277
Access Hire Nationwide	429	53	376
Loxam	280	130	150
Facelift	105	80	25
Easi Uplifts	102	62	40
Smart Platform Rental	75	70	5
Warren Access	42	15	27
Orion	35	35	0
Manlift	32	30	2
Blade Access	22	22	0
Wilson Access	14	14	0
Rapid Platforms	8	8	0
Kimberly	8	8	0
AA Access	8	8	0
Zenith Platforms	3	3	0
Acrolift	3	3	0

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TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Lavendon Access	11,541	4,135	5,588	72	1,124	331	227	14
AFI	4,524	1,610	2,588	0	324	0	0	2
HSS	4,217	929	2,123	0	1,016	0	0	149
Easi UpLifts	2,477	1,377	827	95	31	62	40	45
A-Plant	2,442	870	1,161	0	386	0	0	25
UK Platforms	2,294	973	1,321	0	0	0	0	0
Kimberly	2,191	728	1,396	3	54	8	0	2
Hewden	1,939	1,012	927	0	0	0	0	0
Hi-Reach	1,822	592	790	16	404	0	0	20
Loxam	1,600	620	700	0	0	130	150	0
Charles Wilson A	871	370	445	6	40	0	0	10
Facelift	737	230	324	33	7	80	25	38
GT Access	641	198	386	14	39	1	0	3
Lifterz A	509	160	267	1	79	0	0	2
Elavation A	502	152	230	0	120	0	0	0
Highway Plant A	455	155	250	5	25	0	0	15
GPT	450	240	200	0	0	0	0	10
Riwal	442	139	289	14	0	0	0	0
Access Hire Nationwide	429	0	0	0	0	53	376	0
Aerial Platform Service	400	150	250	0	0	0	0	0
KDM Hire	354	88	228	8	24	0	0	6
Platfinder A	345	100	200	15	30	0	0	0
Horizon Platforms	336	68	232	0	35	0	0	1
LTS	303	49	169	0	85	0	0	0
Mr Plant	302	42	157	1	102	0	0	0
PAS	301	130	171	0	0	0	0	0
Manlift	294	140	105	7	5	30	2	5
Peter Hird A	242	126	106	0	10	0	0	0
2 Cousins A	225	75	138	5	5	0	0	2
Southern Cranes & Access	106	64	42	0	0	0	0	0
Rapid Platforms	70	25	20	12	4	8	0	1

A = Access Link Members



LARGEST TRUCK MOUNTED LIFTS

Company	metres
McNally	101m Wumag WT1000
Blade Access	101m Wumag WT1000
Easi-Uplifts	88m Bronto S90HLA
Zenith Platforms	88m Bronto S90HLA
Lavendon Access	70m Bronto S72HLA
AA Access	68m Bronto S70XDT
Zenith Aerial Platforms	68m Bronto S70XDT
Loxam	63m Mutitel J2365TA
Facelift	59m Bronto S61XDT
Orion Access	59m Wumag WT610
Wilson Access	51m Wumag WT530
Manlift Hire	43m Wumag WT 450
Rapid Platforms	43m Wumag WT 450
Kimberly	42m Bronto S44HDT

LARGEST PLATFORMS

Company	Boom	Truck mount	Scissor	Spider lift	Trailer Lift
Lavendon Access	46m JLG 150HAX	70m Bronto S72HLA	32m Liftlux SL320/25	28m Teupen Leo 30GT	15m Nifty 170TPE
Facelift	46m JLG 150HAX	59m Bronto S61XDT	15m Skyjack 9250	36m Palazzani Mantis	26m Denka DL28
Hi-Reach	46m JLG 150HAX	n/a	31.7m Holland Lift G320D	28m Teupen Leo 30GT	15m Nifty T170
Riwal	46m JLG 150HAX	n/a	31.7m Holland Lift G320D	34m Teupen Leo 36GT	n/a
Easi-Uplifts	41m Genie Z135/70	88m Bronto S90HLA	24.5m Liftlux SL245-25	50m Skako Lift FS 520C	15m Nifty T170
Hewden	41m Genie Z135/70	n/a	31.7m Holland Lift G320D	n/a	n/a
UK Platforms	41m Haulotte H43TPX	n/a	31.7m Holland Lift G320D	n/a	n/a
Charles Wilson	41m Genie Z135/70	n/a	16m Genie GS5390	12m Hinowa GL14.70	15m Genie T250
Manlift Hire	46m JLG 150HAX	43m Wumag WT450	26m Liftlux SL26d	32m Palazzani Ragno 34	Omme
A-Plant	41m Genie Z135/70	n/a	24.5m Liftlux SL245-25	n/a	15m Nifty T170
Kimberly	41m Genie Z135/70	42m Bronto S44HDT	31.5m Holland Lift G320DL30	28m Teupen Leo 30GT	15m UpRight TL49
AFI	41m JLG 1350SJP	n/a	31.7m Holland Lift G320D	n/a	10m Nifty T170
Aerial Platform Service	41m JLG 1350SJP	n/a	26m Liftlux SL260-25	n/a	N/A
Powered Access Ser	41m Genie Z135/70	n/a	32m Liftlux SL320		
Active Platforms	38m Genie S125	n/a	16m Genie GS5390	n/a	11m Aerial K13
GPT	38m Genie S125	n/a	16m Genie GS5390	n/a	15m UpRight TL49
KDM Hire	38m Genie S125	n/a	20.5m Liftlux SL205 25	15m	15m Nifty T170
Loxam	30m Genie S105	63m not disclosed	16m Genie GS5390	n/a	n/a
Lifterz	24m Genie Z80/60	n/a	20.5m PB Liftechnik 225-120	19m Bluelift C21	10m Nifty T120
Peter Hird	24m Genie Z80/60	n/a	13m Genie GS4390	n/a	n/a
2 Cousins	24m Haulotte HA260	n/a	13m Genie GS4390	12m Hinowa GL14.7	15m Nifty T170
GT Access	26m Genie S85	18m CTE Zed20	15m Holland Lift	28m Teupen Leo 30	n/a
Southern Cranes & Access	26m Genie S85	n/a	10m Snorkel 3284	n/a	10m Aerial K12
Orion Access	20m Genie S65	59m Wumag WT610	10m UpRight XRT33	32m Palazzani TSJ 34	10m Nifty T120
Horizon Platforms	20m JLG 660SJ	n/a	16m Genie GS5390	n/a	n/a
Mr Plant Hire	19m Nifty HR21DE	n/a	12.5m Skyjack 8841	n/a	15m Nifty T170
Elavation	19m Nifty HR21	n/a	16m Genie GS5390	n/a	n/a
London Tower Service	19m Nifty HR21	n/a	13.5m Skyjack 9250	n/a	10m Nifty T120
Rapid Platforms	19m Nifty HR21	43m Wumag WT 450	13.5m Skyjack 9250	27m Skako Lift FS290	10m Nifty 120
Clements	15m Nifty HR17	n/a	12m JLG 3969	14m Nifty VM160	11.5m UpRight TL38
HSS	10m Nifty HR12	n/a	10m Genie GS3246	n/a	n/a
Higher Access	n/a	n/a	n/a	34m Teupen Leo 36T	n/a
The Spiderlift Co	n/a	n/a	n/a	48m Teupen Leo50GT	



COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees
Riwal	£5.60 million	3	18
Lavendon Access	£5.17 million	43	856
AFI	£5.0 million	20	255
Access Hire Nationwide	£4.80 million	1	14
Facelift	£4.02 million	7	150
A-Plant	£3.91 million	106	1,900
GT Access	£3.25 million	5	33
Easi-UpLifts	Not disclosed	12	120
Charles Wilson	£2.56 million	12	200
HSS	£2.21 million	231	2,059
Blade Access Specialists	£2.20 million	1	not disclosed
Kimberly	£1.62 million	10	111
Horizon Platforms	£1.41 million	1	22
Elavation	£1.08 million	1	15
AA Access	£0.80 million	1	6
Lifterz	£0.76 million	1	24
Higher Access	£0.73 million	2	12
Hi-Reach	£0.58 million	8	68
Hewden	Not disclosed	55	1,500
Southern Cranes & Access	£0.50 million	4	65
Rapid Platforms	£0.48 million	1	36
Wilson Access	£0.45 million	1	19
Mr Plant Hire	£0.42 million	2	48
PAS	£0.40 million	3	17
Manlift	£0.37 million	3	12
Warren Access	£0.34 million	1	18
KDM Hire	£0.25 million	2	69
UK Platforms	Not disclosed	10	104
Peter Hird	Not disclosed	3	43
Loxam Access	Not disclosed	12	110
2 Cousins	Not disclosed	1	8
Tracked Access	£0.25 million	1	8
Acrolift	£0.13 million	1	4
London Tower Service	£0.12 million	1	10



LARGEST SPIDER LIFTS

Company	metres
Easi-Uplifts	50m Skako Lift FS 520C
The Spider Lift Co	48m Teupen Leo 50GT
Orion Access	45.5m Palazzani TSJ 48
Tracked Access	40m Palazzani XTJ42
Facelift	36m Palazzani Mantis
Riwal	34m Teupen Leo 36GT
Higher Access	34m Teupen Leo 36GT
Manlift Hire	32m Palazzani Ragno 34
Kimberly	28m Teupen Leo 30GT
Hi-Reach	28m Teupen Leo 30GT
Lavendon Access	28m Teupen Leo 30GT
GT Access	28m Teupen Leo 30GT
Acrolift	28m Teupen Leo 30GT
Highway Plant	27.7m Omme 3000
Rapid Platforms	27m F.Schmidt FS290
Wilson Access	21m Teupen Leo23GT
CAT Access Solutions	20m Platform Basket 21.10
Lifterz	19m Bluelift C21
2 Cousins	17.1m Hinowa 19.65
Platfinder	17.1m Hinowa 19.66
Elavation	15m Nifty TD170
Cotswold Tool & Plant	15m CTE Traccess 170
UK Platforms	13m Platform Basket RQG15
Charles Wilson	12m Hinowa GL14.7



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The Roto series are amazingly versatile, multi-role vehicles. But, the safety of fully EN280-compliant platforms is not restricted to these large, sophisticated machines. Even smaller Merlo telehandlers, like the new 9m Multi-Tool tractor/telehandler combination, can benefit from the safety of using integral platforms. With full controls in the platform, even a separate load-limiter, this has all the facilities of a dedicated MEWP. And, it does an awful lot more!

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Telehandlers

Believe it or not this is the eighth Top 30 survey to include Telehandlers. In spite of some improvements last year we still took some flack (justified) for still missing some large players. This year we have stepped up our efforts but are still struggling to extract the right information from what is a much more fragmented market than either cranes or access. Progress has been made and what is clear is that there are three clear categories of company which is active in this market - around six or seven large fleets, a similar number of companies with between 200 and 350 and then below that a very

large number of general plant hire companies with a few telehandlers in each depot.

The number of access companies expanding into this market has tailed off - even reversed - with the fall in 2008 and the better returns to be made with powered access. One thing is certain in spite of all our efforts this year there will be errors and omissions. What we ask though is that while it is still fresh you point them out to us. Perhaps by the time we hit the 10th anniversary of the survey we will have something that is really meaningful?



TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total Units	Fixed	Largest fixed	360°	Largest 360°	Compact	Main brand	Depots	Employees	Investment past 12 months
Fork Rent	1,610	1,384	17m	0	n/a	226	JCB	2	42	£30,950,000
A-Plant	1,179	1,172	17m	0	n/a	7	JCB	106	1,900	£1,265,000
UK Forks	1,100	965	18m	15	25m	120	JCB	6	90	Not Disclosed
GE	650	625	17m	25	21m		JCB	26	290	Not Disclosed
Hessle	441	416	18m	25	30m		Manitou	3	28	£1,600,000
Charles Wilson	398	398	18m	0	n/a	0	JCB	12	200	£6,000,000
Hawk	300	300	17m	0	n/a	0	JCB	6	600	£1,000,000
GPT	250	225	17m	25	21m		Manitou	10	100	Not Disclosed
Anderton & Kitchen	240	220	18m	5		15	JCB	4	60	Not Disclosed
Selwood	231	183	17m	0	n/a	48	Merlo	30	418	£513,776
One Call	207	162	17m	0	n/a	45	JCB	7	85	£1,000,000
Greenwood Hire	200	115	10m	75	25m	10	Merlo	4	n/d	Not disclosed
Easi-UpLifts	198	137	18m	19	30m	42	Manitou	12	120	Not Disclosed
Lynch Plant Hire	150	150	18m	0	n/a	0	JCB	2	300	Not Disclosed
HE Services	140	140	17m	0	n/a	0	JCB	11	200	Not Disclosed
Geoff Huntley Plant	128	128	17m	0	n/a	0	JCB	1	12	£158,000
Kier Plant	120	120	17m	0	n/a		JCB	8	150	£800,000
MJ Hire	100	85	17m	0	n/a	15	Manitou/JCB	12	150	Not Disclosed
Emmitt Plant	86	78	17m	8	16m	10	JCB	9	25	£925,000
Marsh Plant	70	70	17m	0	n/a		Manitou	7	120	Not Disclosed
Nixon Hire	68	68	17m	0	n/a		JCB	14	260	£100,000
Hi Reach Access	68	68	17m	0	n/a		JCB	7	65	£0
CBL	65	65	17m	5	25m		Merlo/Manitou	9	150	Not Disclosed
VH Bond	60	60	17m	0	n/a	0	JCB	1	60	Not Disclosed
UK Platforms	55	55	17m	0	n/a		Haulotte	10	104	Not Disclosed
Wilmslow Plant	50	50	17m	0	n/a	0	JCB	1	10	Not Disclosed
KDM Hire	40	40	17m	0	0		JCB	2	75	£0
Kimberly Access	39	39	18m	0	n/a		Manitou	8	111	£0
GT Lifting Solutions	35	13	10m	22	25m		Merlo	1	5	£900,000
Aerial Platforms	28	28	17m	0	n/a		JLG	3	35	Not Disclosed





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APEX 2011

Apex, the international powered access exhibition held every three years in Maastricht, Holland opens later this month. Now in its 15th year, the show has become a first class event for those interested in access equipment, with a full spread of products from a wide range of manufacturers.

Maastricht, the capital of the Limburg region of the Netherlands, is arguably the oldest town in Holland. The attractive city received its charter in 1204 and with Belgium to both the west and the south and Germany to the east, it was suitably cosmopolitan to be chosen for the historic signing of the Treaty on European Union, in February 1992.

The timing of this year's events could hardly be better with the market beginning to pick up and manufacturers putting their full efforts back into new products after a period when engineering resources have been soaked up by the fitting of new, cleaner engines and coping with chassis changes. The three day event is not large so it can be easily covered in a day. However if you are serious about access equipment you will want to allow at least two days in order to spend time with each exhibitor.

The following is listing of all exhibitors along with a brief preview of any new products to look out for.

'Must See' products

Airo electric booms	Moba - modular controllers
Bronto 50 metre S50 XDTJ	Movex P120TLH Hybrid
CMC TB260 26 metre truck mount	Multitel Pagliero MX250
Dino 185XTS self-propelled boom lift	Nifty Hybrids and SiOPs
Gantic battery charger	Oil&Steel Snake 2311 Compact REL
Genie GS..69 RT scissors	Ommelift 2200RB
Holland Lift N265-EL13 scissor lift	Palfinger P210 BK
Iteco Easy Up 5SP	Palfinger P300KS
InspHire mobile CMR	Skako Falcon FS520C
Isoli PNT 230	Socage N314 NAT
JLG 1500SJ	Teupen Leo 18GT Plus and Fuzzy controls.
Manitou - surprise launch	Vertikal - 'Going up in the world'

Airo Tigieffe 1500 / 3650

Italian self-propelled lift manufacturer Airo will show its two new articulated platforms, the A12JE and A15JE, both of which feature AC motor drive for travel and hydraulics for longer battery life and smoother multi-function control. The 33ft platform height industrial A12JE boom offers a working outreach of 7.5 from its 1.2 metre overall width it also boasts an articulated and rotating jib. The 45ft A15JE is 1.5 metres wide and offers 8.95 metres of outreach from its overall width of 1.5 metres.



The Airo A15JE



The Cela DT21

Altrex 1110

ATN 1760 /1750

ATN produces a range of mast booms, including an unusual rubber tracked model, ideal for delicate flooring where point loadings are critical. Take a look at its Zebra 40ft articulated boom lift which offers the outreach of a 51ft unit.

Battery Supplies 1560

Belgian-based Crown battery distributor.

Big Astor 3100 / 3000

The Italian access rental company will show its patented tunnel platform device - the Tunnel Pedonale - which aims to provide overhead protection from work going on over the top of pedestrian areas.

BPE 1160

Bravi 1820

Bravi likes to keep new product launches close to its chest until the show opens. Even if it has nothing new, it will be the first chance for many to see products like its Lite and Caddy and it might show off its dry wall/plasterboard handling attachment?

Bronto Skylift 2240

Bronto will unveil an all new 50

metre S50 XDTJ, featuring a new three section telescopic jib giving an up and over outreach of 15.5 metres at about 32 metres high. Maximum platform capacity is 600kg, reducing to 120kg at the maximum outreach of 35 metres. Bronto says that the new lift will offer outreach and capacity performance equal to its current 53 metre S53XDT. The new lift will be mounted to a three axle, 26 tonne MAN truck.

CMC 3210

CMC will use the show to unveil the 'impossible' - a 26 metre working height articulated boom lift mounted on a 3.5 tonne chassis. The company says the new TB260 model will have a GVW of just 3,380kg yet offer up to 14 metres outreach and a two man platform capacity, although perhaps not at 14 metres?

Cela 1850

If you have not already seen the 21 metre Cela DT21 in the iron then waste no time and go take a look. The dual telescopic boom lift stows neatly behind the cab of the 3.5 tonne Nissan truck and yet offers an amazing working envelope.



The CTE Traccess 230

Cobo 1030

CO.ME.T. 1230

The Italian manufacturer will promote its truck, tractor mounted and road/rail lifts.

CTE 1530 / 2420

CTE will show its MP 'Multi Purpose' 20:13 truck mounted lift which works like a 13 straight telescopic or 20 metre articulated and the latest version of its popular Zed 20 model range - the Zed 20CH, the 51 metre B-Lift 510HR and its latest spider lift models, including the 23 metre Traccess 230.

Custom Equipment 1595

Custom Equipment will show its full range of compact low-level self-propelled and push-around scissor lifts. The company pioneered this market, introducing its first models well before anyone ever thought of push around scissor lifts.

D.K. Rental 1470

Part of the Lavendon Group, D.K. Rental operates in France and Belgium and is Lavendon's used equipment sales operation.

Dingli 1910

The leading Chinese manufacturer of self-propelled lifts has come a long way in the past year or two and its products, particularly the smaller scissors and mast-type lifts, are definitely worth a look. It says it will have a new 40ft/12m platform height 1.2 metre wide electric scissor lift on show.

Dinolift 2110

Dinolift will unveil its very first fully self-propelled lift - the 54ft platform height 185XTS articulated Rough Terrain boom - which offers a working height of up to 18.5 metres, 250kg platform capacity and 11.7 metres of outreach. The unit incorporates four wheel drive, oscillating axle, 45 percent gradeability, 360 degrees



Dingli



The Faraone PK50S

continuous slew, 180 degrees of platform rotation and 150 degrees of jib articulation as standard. A product not to miss!

The new Dino 185XTS



The 32 metre GSRE320PXJ



Easylift 1930

Easylift has built up a solid reputation for its tracked spider lift models, but is less well known for its truck mounts. On show will be its 21 metre compact ET210 model on a Nissan 3.5 tonne chassis.

Elma 1495

Emrol 1400

Faraone 1480

Faraone builds a wide range of push around lifts, but its latest products include the ultra-compact 10ft platform height self-propelled PK50S. Just 750 mm wide by a metre long, it weighs only 290kg - lower than most push around scissor lifts - yet boasts a maximum working height of five metres.

Gantic 1795

Norwegian-based Gantic has taken a completely new look at battery charging for aerial lifts. Its chargers offer lower energy consumption, extend battery life as well as charging to their maximum capability, all thanks to its unique approach of treating each battery in a pack as an individual.



Gantic's unique battery charger

Genex 1530 / 2420

Genie Europe 1250 / 1270

While Genie may surprise us, the company is not planning to

introduce any radical new products at Apex but will show a selection from its range including its latest Rough Terrain scissor lifts introduced earlier this year. These include the GS2669, 3369 and 4069 with 26, 33 and 40ft platform heights respectively. While the new models look very similar to the models they replace, they have in fact been subject to a total redesign with numerous new features that are definitely worth closer inspection.

Giraf Track / Testcentrum De Lille 2020/3600

Giraf Track is one of those products that you should not miss. The company is carving out a strong niche for itself among users such as utilities, where its combination of high capacity, extra-large platform, tracked telehandler and crane in a package that can cross challenging terrain and level itself proves a winning combination.



The Giraf Track is something special

GSR 1920 / 3300

GSR will launch three new vehicle mounted lifts at Apex, topped by the 32 metre E320PXJ on an 18 tonne chassis with dual parallelogram risers, telescopic boom and articulated jib. It offers 280kg unrestricted platform capacity and up to 20 metres of

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Expect a busy Holland Lift stand

Holland Lift 1450

If past shows are anything to go by Holland Lift will have the most machines per square metre of stand space. In spite of the congestion there will be much to see. Don't miss the world's largest narrow aisle scissor lift, the 86ft platform height/ 28.5 metre working height, 1.3 metre wide N265-EL13, with 750kg platform capacity and four wheel drive/steer. Also its increasingly popular XZ-60EQ124WS. Designed for the rail maintenance market the 19.8ft platform height, 1.2 metre wide unit includes 300kg platform capacity, a lateral deck extension and four wheel steer. Units are already at work in both Holland and Sweden.

I.M.A. 1480

Imer Group 1670

Imer/Iteco has much to talk about including a self-propelled version of its Easy Up 5 push around scissor lift, dubbed the Easy Up 5SP which offers a five metre work height and weighs just 490kg. Also check out its first vehicle mounted lift, a straight telescopic mounted on a 3.5 tonne Nissan Cabstar chassis.



The new Iteco self-propelled Easy Up 5SP

IMET 1139

Insa 1130

InspHire International 1790

InspHire will be demonstrating the latest version of its mobile information system which is a particularly impressive working tool when shown on an iPad, although it is equally compatible with the iPhone.

Instant Upright 1660

The Irish-based alloy tower producer will be demonstrating its



Instant towers

new web-based tower build configurator - Instant Build Kit - and new advanced guardrail and low level platforms.

IPAF 1145

IPAF is organising its fifth Europlatform conference the day before the show opens. The theme this year is Financing Growth with a number of leading speakers. The stand will highlight its campaign to educate users on the need to be aware of ground conditions under aerial lifts, including the wheels of self-propelled lifts and the outrigger pads of jacked models. You will also have the chance to purchase its latest rental market reports for both Europe and North America.

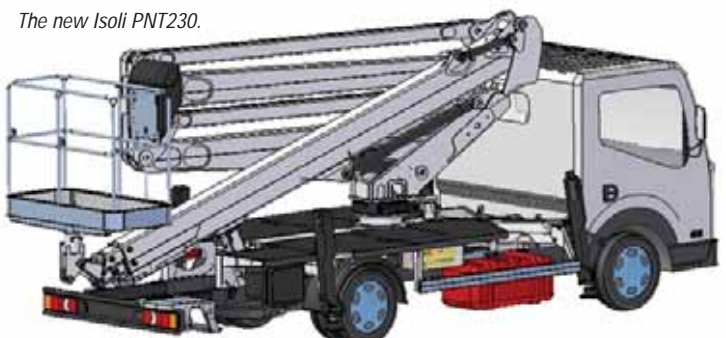
IPS 1460

The international parts and service supplier will launch several new parts catalogues, including one for replacement decals and one for controllers. The company will also be highlighting its range of outrigger mats.

Isoli 1330

The Italian truck mounted lift producer will launch two new articulated boom models, both on short wheelbase Nissan Cabstar 3.5 tonne chassis. The first is the 23 metre PNT 230 with 11 metres outreach and two position beam and jack outriggers. The sigma style dual riser provides a perfectly parallel lift up to a working height of 12 metres, with at least nine metres of clearance under the horizontal boom. The second model is the 20.5 metre PNT205LNx, which Isoli describes as a deluxe version of its

The new Isoli PNT230.



PNT 205S with 230kg platform capacity, end mounted platform (rather than pedestal mounting) and variable position outriggers.

Iteco 1670 see Imer

JCHI 1700

The Chinese-based boom and scissor lift manufacturer will show units from its growing product range.

JLG 1210 / 3010

For many visitors Apex will be the first opportunity to see JLG's new 150ft platform height 1500SJ in the iron. The world's largest self-propelled boom offers a working height of more than 47 metres and can be transported without special permits. Based on the 1350SJ it features a telescopic articulating jib which provides up 7.62 metres outreach at full boom elevation. It is also a chance to see the recently launched 34ft articulated Rough Terrain boom the 340AJ and the new smaller Toucan 8E mast boom.



The new JLG 1500SJ

outreach. The unit on display will be delivered to a Dutch customer after the show.

The second new model will be a 24 metre PX with 10 metres of outreach on a 3.5 tonne truck but few details are yet available. Finally the E170TJV is a 17 metre lift with telescopic boom and articulated jib. Mounted on an SWB 5T MB Sprinter van the unit will offer up to 1,000kg of additional payload in the van.

H.A.B. 1970

German-based heavy duty scissor and boom producer H.A.B will show models from its compact electric line including the 40ft platform height 1.2 metre wide S 142-12 E2WD and the 26ft, 1.6 metre wide S105-16 E2WD with 450kg platform capacity. Also take a look at the modular Mega platform system for its T20 and T24 telescopic boom lifts.

HL Europe 1595

Hinowa 3220 / 3430

Hinowa - the leading producer of spider lifts - will show its updated Goldlift models, the 14 metre 14:80IIS and 17 metre 17:80IIS with remote controls and auto retract outriggers. The company will also have the latest version of its Lithium Ion battery pack which it has refined significantly since it led the way with its introduction almost two years ago.

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A Nagano tracked lift

Kemp Groep 1220

Kemp distributes Imer and Maeda products in Holland, and Nagano in a number of European markets. While the Nagano products are expensive, they are beautifully built and if you are looking for a large platform on the end of a boom with slew and tracks this is a stand not to miss.

Kors Hoogwerksystemen 2410

Kors sells and rents H.A.B, Omme and Skyjack in the Netherlands, and has helped develop a crawler mounted 50ft platform height telescopic boom lift for steel erection called the Bear T17J.

Leguan Lift 1600

Leguan will have a range of its machines on show and for most visitors it will be the first opportunity to meet the company's new managing director Jukka Karjalainen.



The new Multitel MX250

Manitou 1630

Manitou is saying very little about its plans for Apex apart from the fact that it will have the latest version of its 16 metre articulated boom on display, along with at least one totally new product that it says will add a new dimension to the aerial lift market.

Matilsa 1410

Matilsa will show the 18 metre Parma 1800 self-propelled boom lift with optional levelling jacks.

MavelTech 2000

MEC 1810

If you have not already seen the MEC Titan then this is another stand not to miss. The company may also show its Crossover scissor lift.



The MEC Titan boom/scissor telehandler



A 12 metre Movex P120L



Moba's new HMI Control panels

Moba Mobile Automation 1150

Moba will unveil its new HMI concept, a CAN bus-based control station with graphics, button and joystick modules that can be customised, even for low production runs. The system allows the integration of up to six modules which are linked together and to the machine via plug connections.

Movex 1420

Spanish-based vehicle mounted lift manufacturer Movex will show at least two new models, including its latest Land Rover-based lift, the 12 metre P120TL telescopic, complete

with built in storage lockers and its 12 metre battery powered Hybrid truck mount, the P120TLH on a 3.5 tonne Nissan Cabstar chassis.

Multitel Pagliero 2160 / 3200

Multitel Pagliero is celebrating its 100th anniversary this year and will unveil three new models in addition to the three it has already launched this year. The 25 metre MX250 articulated platform on a 3.5 tonne truck offers up to 12.2 metres of outreach and almost 11 metres from a height of two metres up to to almost 20 metres. A full choice of jacking configurations is available including full inboard for single lane working. The other two new models will include at least one new spider lift unit to round off its range.

Niftylift 1830

Niftylift will be focusing on its market leading innovations including its hybrid power system, SIOPs safety system and Tough cage that it is fitting to an increasingly wide



The Niftylift HR17 Hybrid



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The new Oil&Steel Snake 2311 Compact REL



range of its self-propelled lifts. Products on show will include its 120T compact 12 metre trailer lift, HR17N, HR17 Hybrid 4x4 and HR21 Hybrid AWD.

Oil&Steel 2220

Oil&Steel will launch its new 23 metre Snake 2311 Compact REL truck mounted lift on a 3.5 tonne truck. Its dual riser offers a perfectly parallel lift sequence up to an eight metre up and over height, while maximum outreach is 11 metres, with outrigger set-up completely in-board with four independently controlled straight down jacks. Also on show will be the 18 metre EVO1800 spider lift.

Ommelift 2410

Omme will have several models from its spider and trailer lift range, although a key focus will be on its 22 metre 2200RB with both AC and 400AH battery power on board. The company says that the compact machine – it is only 1.1 metre wide and just over six metres long - can drive continuously at full speed for

more than one kilometre on a single charge.

Palazzani 2310

Palazzani will have one of its new spider lifts on display and may also bring a truck mounted version of one of its straight telescopic models such as the MT32.

Palfinger Platforms 2280

Palfinger will unveil two completely new models. The 21 metre 3.5 tonne P210 BK telescopic will feature a rotating articulated jib as well as full 180 degree platform rotation. The new model, which will share the jacking and other chassis details of the P220 B and P260 B, will include a 'no-jacking' mode which will allow the jib to be rotated in order to provide lateral outreach, without the need to set up the outriggers. The second new unit will be the 30 metre working height P300 KS on a 7.5 tonne chassis which will include the 'KS' counter slewing system in order to offer ultra compact overall dimensions.



The new Palfinger P210BK.



PB Lifttechnik 2440

PB will show models from its unique levelling RT scissor lifts and heavy duty narrow aisle electric scissor lifts.

PG Trionic 2040

Platform Basket will show its 13:80 telescopic boom spider lift now available with IC plus AC power or battery plus AC power.

Power Tower 1530

Apex will be the first opportunity for the company to show its expanded range of Nano platforms and the

improved Power Tower. With new outlets in Holland, Germany, France and Austria it is now looking to step up its export sales before introducing its next range of new products.

Rima spa 1900

Ruthmann 2250 / 2435

Ruthmann will feature its 33 metre T330 truck mount on a 7.5 tonne chassis which it launched earlier



The Power Tower Nano is now available in three versions.



The new 52m Skako Falcon will feature the company's dual track system



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Three new Genie® Rough Terrain Scissor Lifts offer an upgraded industrial design with better overall performance. The new scissor family has a front active oscillating axle, which provides greater terrainability and power in extreme jobsite conditions. The entire RT69 family has been enhanced with improved jobsite performance. The new design enables all three models to drive and function at full height.

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this year. The unit offers up to 21 metres of outreach and 320kg of platform capacity, complete with a jib with 185 degrees of articulation and a full 180 degrees of platform rotation.

Scanclimber 2050

The main feature on Scanclimber's stand will be the new SC8000 heavy-duty mastclimber capable of 300 metres and up to 8,000kg platform capacity.

Skako Lift 2450 / 2290

Skako Lift, which encompasses the well-known brand names of Denka and Falck Schmidt will unveil its new 52 metre Falcon FS520C spider lift - the world's largest - in the colours of its lead customer Easi UpLifts. The unit features an eight section telescopic boom plus double articulated jib and runs on the company's well proven pivoting dual track system.

Sky Aces 1140

The Sky Aces stand will not only launch a new product, but will also celebrate the founding of an entirely new manufacturer. Sky Access is owned and managed by Paolo Balugani in partnership with Adelchi Ascari, Marco Sabattini and Giuseppe Manenti. The first product which will be on display is the Tun Lift 737-500 designed specifically for the needs of tunnel maintenance contractors.

Sky-High 2210

The Belgian-based trailer and self-propelled lift manufacturer is increasingly focusing on specials for the rail industry and explosive environments. Well worth a stop.

Skyjack 1610

Skyjack will show a broad cross-section of its scissor and

boom range, together with its new mast-type self-propelled lift - the SJ12 and possibly its 16ft version the SJ16?

Sinoboom 1280

The Chinese manufacturer of booms and scissors is hoping to find new partners at the show as part of its move into the European market.

Socage 2030 / 2150

As we have come to expect, Socage will have a lot to talk about at Apex. The company is launching three new products, the first of which it claims is a "totally ecological compact platform" the A314 NAT installed on an AC drive Ecomile FAAM truck. At just 4.4 metres long the 13.2 metre lift is ideal for city centres and offers 360 continuous slew and full platform rotation. If an electric truck is not for you then the A314 UP version on a Piaggio Porter chassis offers the dimensions on a more traditional vehicle.

Finally look out for the 20 metre telescopic T320 on 3.5 ton Nissan Cabstar. The unit joins the T315, T316 and T318 models to top out the range, for now....

Sumner manufacturing 1385

Material lift manufacturer Sumner Lift will use Apex to launch its new Dutch-based warehouse and distribution centre.

Svelt 1690

Technobalt Eesti Oü 1120

Teupen 1430 / 2130

Teupen will unveil two new spider lifts, a new truck mount and a new 13 metre trailer lift. The spiders are the Leo15GT Plus and the Leo18GT Plus both of which build on the existing Leo GT products, but incorporate new stabilisers and an articulating jib. The new Leo18



The Skyjack SJ12

superstructure has also been adapted for the EuroB18GT to provide 18.8 metres of working height and 8.5 metres outreach with a total GVW of 3,240kg and overall height of 2.35 metres.

Time International 2010 / 2120

Time will show models from its Versalift range of van and truck mounted lifts including its increasingly popular hybrid and semi hybrid models and new van mount stabilisers.

Trojan Battery 1040

TVH 1570

The Belgian-based parts supplier recently acquired Gunco/HDW, will launch brand specific parts catalogues for Genie, JLG and Haulotte.

US Battery 1800

Verhuurnet/RentalCheck 1695

Vertikal.Net 260

Make sure you stop by the stand and learn about the latest developments on Vertikal.net and also to pick up a copy of Denis Ashworth's new book on the access industry.

Vertimac 1470

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Sub compact versus skid steer?

Compact and sub or ultra-compact telescopic handlers are becoming increasingly popular, to the point where they are beginning to take over some work previously carried out by skid steer loaders, we take a look at how the two compare.

Cranes & Access has never covered skid steer loaders, considering them to be more suited to earth moving. With neither the ability to telescope loads or serve as a work platform they are on the fringe of the 'lifting' sectors that we regularly cover. However, the change in the telescopic handler market dynamics with the growth in the compact (less than two metres high by two metre wide) and more recently sub-compact sectors mean that there is now a very clear crossover between the two. So which is best and why?

The history of the skid steer loader dates back to around 1956 when two brothers - Cyril and Louis Keller at the small company Keller Manufacturing in Rothsay, Minnesota - came up with a new loader design for Eddie Velo, one of the pioneers in the turkey farming industry. The story goes that Velo was moving away from small flocks of birds to 'mass' production utilising large, two storey barns and was finding it more difficult to get the manure cleaned out. Standard loader tractors couldn't be used

because of their limited manoeuvrability and because they were too heavy to operate on the upper floor.

The initial design was a start but was improved the following year when the brothers installed a new skid steer drive system and testing began in earnest. Various problems with the belt-drive led to a new, patented belt-less clutch system so that by the end of 1958 numerous Keller loaders had been sold to poultry farms and the brothers were looking for a way to mass produce the machines. Struggling to raise enough funds, their uncle introduced them to Les Melroe of Melroe Manufacturing Company of Gwinner, North Dakota, who was impressed enough to want to manufacture the loader.

An agreement was reached where Melroe would have exclusive manufacturing rights on a royalty basis and the Kellers were employed by Melroe to further develop the loader. The first Melroe loader was completed in 1959 and used the patented drive system that continued on various models up to 1982. The M440 Melroe Bobcat



was the first model to carry the now eponymous name in 1962 - Bobcat being chosen to represent the animal's tough, quick and agile qualities.

Over the past 50 or so years, the skid steer market has developed

Perhaps at this point we should try and define the two categories. The compact telehandler is generally accepted to be around two metres high and two metres wide and as the name suggests, the sub-compact telehandler is smaller



The M60 three wheeler was built about 1958/9 and was the first Melro self propelled loader featuring two wheel drive and rear caster wheel. Less than 20 were built.



A refurbished early Bobcat loader seen at Conexpo 2008

substantially. However while it is massively popular in North America, it has never really caught on in the same way in Europe - in spite of the more cramped job sites. In the UK for example numbers have never really exceeded 1,000 units a year, recently dropping to around 600 a year. Only two countries in Europe - Italy and Spain - are they more popular.

Compact telehandler

The recent growth and interest in the compact and sub-compact telehandler class disguises the fact that these machines have been around for at least 30 years.

again measuring about 1.5 metres wide and 1.8 metres high.

Manitou and JCB are the two leading telehandler manufacturers with similar production levels. JCB has a wide range of both agricultural and construction fixed frame telehandlers and has expanded into the compact and sub-compact sector with its 515-40 and 520-40 machines. The company has also manufactured a range of skid steer loaders since 1993 but it is the launch of the 515-40 telehandler that is now causing direct comparison with its skid steer machines.



The Manitou Twisco is a three wheeled (one wheel at the rear two at the front) loader with telescopic boom

Manitou also has a wide range of telehandlers including 360 degree machines up to 30 metres, as well as two ranges of compact machines that were introduced at least 30 years ago and continue in production today. The first is the Buggiscopic - a traditional compact telehandler, of which two models are currently available, the BT 420 and BT425. More unusual is the Twisco - a three wheeled (one wheel at the rear two at the front) loader with telescopic boom which is wider than the BT machines but has a smaller turning circle and is much lighter.

Both model ranges may have suffered by being too far ahead of their time, and have never really sold in significant volumes. In recent years Manitou does not appear to have promoted these machines anywhere near that of its more traditional models. More recently it has added the more mainstream 'compact' MT625 to its range obviously to benefit from the growth in this sector.

“There are several disadvantages with a skid steer when used in the wrong hands”

JCB on the other hand has launched its small sub compact range -

initially calling it the Miniscopic but then bringing it in line with the nomenclature of its other telehandlers i.e. the 515-40 (one and a half tonne lift to four metres). Since its introduction its success has surprised even its most avid supporters within the company, with the concept appealing to users looking for an adaptable small machine.

It is widely accepted in the industry that in the wrong hands, skid steers can churn up the ground badly, can be prone to punctures and rapid tyre wear. They also require a lot of engine power for their weight - which makes them more thirsty than the equivalent compact telehandler.

JCB was one of the first companies to openly acknowledge the problems and dangers of getting in and out of skid steer loaders, where operators have to climb in over the bucket or attachment.

“Statistics show that at least one person is killed in the USA each year getting in or out of a skid steer,” says Rob White, JCB product manager compact equipment. “Because of this we introduced the single arm concept which allows operators easy access and solves the problem of climbing over the attachment to get into the cab.”

As well as the obvious 'skid' steering which allows the machine to turn within its own length (or the width of its bucket i.e. 2.0 metres) one of the main 'advantages' of the skid steer over the compact telehandler is its high hydraulic flow rate - about 90 litres per



The demand for the JCB 515-40 has surprised even JCB



JCB was one of the first companies to openly acknowledge the problems and dangers of getting in and out of skid steer loaders

minute - which means it can easily power the more demanding attachments such as rock wheels, planers, snow blowers and vibratory rollers etc.

Given the increase in popularity in recent years of the compact telehandler it should not have been a surprise that the even more compact 515-40 would be a hit, being a niche success in a lot of different markets. JCB also has the Teletruk for those looking for more of an industrial option although it is significantly heavier (two tonnes) than the 515-40. “We thought the 515 would be a hit with builders merchants, replacing forklifts and skid steers,” says White. “Compared to a skid steer loader, it has better lift height and reach, is narrower, more comfortable and much easier to drive using a steering wheel rather than joystick controls, which makes it much more appealing for rental.”

A skid steer is also designed to have perfect 50:50 balance between front and rear wheels when the bucket is full of material. When empty it is 70:30 in favour of the rear which is why the machine

itches and bounces when travelling without a load. “The skid steer is ideal at clearing out chicken sheds in a limited time frame - which is what it was originally designed for. In the right hands and in a tight spot, it is much quicker than a compact telehandler having more power and better bucket breakout force and being able to spin within its own length which makes the load cycle much quicker. The compact telehandler with its better travel speed would however have the advantage if the job requires travelling any distance.

However a glance at the machine comparison table shows speeds for all the equipment which is very similar (about 20 km per hour) apart from the Twisco's 14 km per hour.

With the JCB 515-40 now starting to take sales off skid steers it is interesting to directly compare the JCB 515-40 and one of its own skid steer loaders.

The 515-40's maximum lift capacity of 1,500kg is matched by the largest skid steer model, the JCB 330. The cost of these two machines is also similar so the skid's larger, more powerful engine



The Buggiscopic is a traditional compact telehandler. Two models are currently available, the BT 420 and BT425

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Small but not a sub compact – the Mero P25.6



Measuring 1.95m high and 1.83m wide, the Bobcat T2250 has the Bob-Tach system, making it compatible with most Bobcat loader attachments

and faster hydraulics is countered by the lift height and forward reach of the much narrower sub-compact telehandler.

“The concept of the 515-40 has been adopted well,” says White. “Apart from the diehard users and some extreme tasks mainly found in the USA, the compact telehandler appears to have the advantage. The skid steer will struggle to operate on wet grass whereas the 4x4x4 drive of the 515-40 means that it will limit damage to the ground.”

Many operators are also unconvinced about the skid steer’s uncomfortable driving position and noisy engine positioned right behind their ear - possibly contributing factors to the fall in skid steer sales, while the lack of forward reach is also a major consideration.

The 515-40 is still relatively new but is now being built and sold in good numbers. JCB says that it plans to expand the range of machines with both larger and smaller units building on the one and a half tonne capacity and four metre lift of the original.

For any new sector of machine to succeed, users have to change their mind-set and ask themselves do I really need the machine we have previously used – such as the 12 metre telehandler - when a four metre machine may suffice? Commercial nurseries have traditionally used three tonne capacity machines yet a sub-compact will usually handle all the

normal duties, being able to get much closer to the pick up or drop off point. One specific nursery problem has been the unloading and moving of established large potted-trees. JCB has now developed an attachment that solves this problem. When launched JCB thought the 515-40 would have a more construction bias but sales are apparently running about equal between agriculture and construction. As well as the standard forks and bucket the most popular attachments are the muck forks and grabs.

Spanish sub-compacts

Other companies which have introduced sub-compact telehandlers over the past year or two include Spanish-based RT fork truck producer Ausa, with its Taurulift T133H and T144H. The smaller T133H - available with two or four wheel drive - looks more like a skid steer loader, having a single, non extendible arm giving just 400mm of reach. The unit is even shorter than a skid steer loader but with similar lift and capacity. At two tonnes the unit is very light and is powered by a 22hp engine giving a decent 20km per hour travel speed. However with a hydraulic flow of just 20 litres per minute it can only power the less flow-hungry attachments.

The slightly larger T144H has a lift height more inline with other sub-compacts at 3.99 metres but lift capacity is just 1,350kg, however turning circle is good at 2,930mm.

A canopy, semi or fully enclosed cab is also available.

Merlo - probably the most innovative telehandler manufacturer on the planet - has its own version of an ultra compact telehandler - but is more compact sized than sub compact. Although the P25.6 is the smallest in the Merlo range comparing its performance against the other ‘sub-compact’ machines it has class-leading maximum lift height, reach and travel speed. However it is physically larger than the smallest machines and is out powered by the skid steer loaders. However it does have the biggest cab at 995mm wide, compared to the JCB 515-40 at 870mm.

So which is best - the skid steer loader or sub-compact telehandler? The answer to that depends on the specific task. Unless you have a regular job in a very confined space, or need an attachment that requires high flow rates then the sub compact telehandler will probably be the best machine for the task. It has good capacity, lift height and reach as well as having a nicer cab and is easier to operate.

But where can you hire one?

As with all equipment, most rental companies only start reacting to new machines when customers start specifically asking for them - sometimes killing off good new products. Is this what happened to the Twisco? Achievable rental rates for the sub-compacts (like all micro

machines) are very good when compared with their larger brethren, providing a better return on investment. UK based Fork Rent - one of Europe’s leading telehandler rental companies – is now taking the JCB 515-40 in good numbers, while one of the first companies to take delivery of them - Rocket Rentals - also reports good utilisation. Manitou’s Twisco and Buggiscopic have been around for years so it ought to be possible to hire one, but you may have to dig around a bit to find them.

The agriculture market was the main driver in the growth of the compact two metre by two metre telehandlers, however their adoption by contractors that previously dismissed telehandlers under 10 to 12 metres has been astonishing and they are becoming an increasingly popular unit within an increasing number of rental fleets. Is this down to more cost conscious users or the increase in sites with limited space?

Whatever the reason, the compact and sub-compact telehandlers are now firmly established product sectors that are growing in popularity.

Manitou MT625



The Ausa T133H is available with two or four wheel drive and looks more like a skid steer loader, having a single, non extendible arm giving just 400mm of reach



The Kramer Allrad compact



Genie GTH2506

How skid steers and compact telehandlers compare?

	JCB 515-40	JCB 520-40	JCB Teletruk TLT35D 4x4	Skid 225	Skid 330	Manitou Twisco SLT420B	Manitou Twisco SLT4215	Buggi scopic BT420	Buggi scopic BT425	Ausa T133	Ausa T133 4x4	Merlo P25.6
Width mm	1560	1560	1400	1820	1980	1662	1662	1436	1436	1347	1410	1800
Height mm	1800	1970	2200*	2090	2110	1900	1900	1980	1980	1924	1942	1920
Length to end of carriage	3230	3380	3200	2710	2760	3090	3008	3550	3381	2591	2591	3900
Max capacity kg	1500	2000	3500	1021	1495	2000	1500	2000	2500	1300	1300	2500
Max lift height mm	4000	4000	4350	3020	3050	4020	3980	3900	3900	2700	2700	5900
Max reach m	2.54	2.59	2.40	0.96	1.04	2.26	2.14	2.70	2.70	0.411	0.39	3.30
Turning circle mm	2800	3050	3500	2200	2200	2904	2831	3350	3350	2919	2982	3370
Weight kg	3480	4400	5500	3496	3959	3085	2520	4475	4435	2000	2200	4500
Power hp	50	50	62	85	92	50	50	51	51	22	22	75
Pump flow standard l/min	48	60	70	87	87	40	40	50	50	20	20	80
Pump high flow l/min	N/A	N/A	N/A	N/A	N/A	100	100	N/A	N/A	N/A	N/A	N/A
Ground clearance	240	270	175	238	248	258	258	235	235	363	370	270
Speed kph	20	20	18	20	22	12	13.5	20	20	20	20	36

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Telehandler sales on the upturn

The growth of the compact and sub-compact telehandler as seen in the previous article has bucked the trend of the larger machines where demand from rental companies has been slow over the past few years, thanks to the sluggish building market in both Europe and the USA. In the meantime sales of agricultural models have performed reasonably well as crop and food prices have escalated. However there appears to be light at the end of the tunnel now as rates and utilisation pick up and rental companies start to replace and expand again. Meanwhile manufacturers with strong agricultural distribution, such as Merlo and Manitou, have continued to do relatively well in comparison to those that are dependent on the construction rental market.

Ivor Binns, chief executive of Manitou UK speaking to Cranes & Access said: "All through the 'credit crunch' the demand for telehandlers in the agricultural sector has resisted the downward trend experienced in construction and industry. However, there are encouraging signs from the rental market now with a steady increase in demand for new telehandlers. This demand has been created by the large depletion of equipment from rental fleets as companies downsized their fleets and took advantage of beneficial currency rates to export them into the Euro zone and beyond."

Manitou claims that its high residual values and global brand awareness makes it easier for those who own its machines to convert excess



machinery into 'cash in the bank' which can be critical for the cash flow and sometimes the very existence of the rental companies.

"A perfect illustration of this re-investment strategy is the recent orders we have received from significant players in the rental market including Charles Wilson Engineers and Chippindale Plant," says Binns. "Most rental companies are currently running at 90 percent utilisation and the need to order new machinery is gathering pace. At the same time housebuilders are adapting to a challenging economic situation by using a variety of cost management programmes. The increase in demand for the mid range telehandlers - from seven to 10 metres - reflects this trend as customers demand value for money and return on investment for procuring the right machine for the job in hand."

Equipment flexibility is also a key advantage and for the larger scale commercial and public works projects the 360 degree telehandler - with its selection of attachments, including substantial work platforms - continues to have an appeal where the customer want a genuine 'three in one' machine for handling, lifting and access work. This is reflected in the fact that sales of 360 degree telehandlers held up well during the recession, as more buyers discovered its benefits or looked towards niche products to replace the standard fixed frame models that form the backbone of many rental fleets.

Legislation is also playing a significant role in the design of European telehandlers. European Standard EN15000:2008 calls for the introduction of a more sophisticated load moment limiter on all machines produced since September 2010. A key change is the requirement that all such safety devices now lock out the machine controls when a load reaches the outer limit of its operating envelope - previous designs provided a warning which then relied on the operator going no further. The new systems should prevent machines from tipping forward however, it does nothing to prevent the telehandler tipping sideways - a common accident when carrying a suspended load - or from tipping over backwards when operating with no load and short boom on a slope. Looking at the accidents reported on Vertikal.net very few are due to telescoping a heavy load out too far - the fixed frame telehandler is very forgiving in that direction unless it occurs at height.

On top of the world...

When Swiss rental company Airnace was asked to supply a lifting machine to help build the head station for a new cable car installation at La Videmanette, Rougemont, Switzerland at an altitude of 2,151 metres it faced several major challenges, including gaining access to the work site and working within the confined area.

After considering the challenges the company selected its Giraf Track telehandler for the job. In order to reach the site, the Giraf Track had to be driven 10km up very steep - sometimes more than 45° - narrow, winding gravel surfaced mountain tracks. All other materials and personnel were brought to site by helicopter..



The Giraf Track's compact dimensions allowed it to move in very close to the lift.





The Giraf Track travelled 10km up exceptionally steep mountain tracks to reach the job site.

Using its interchangeable attachments the Giraf first helped anchor rock walls using steel netting. The fact that it could work without outriggers and yet offer 360 degree slew was a major benefit in the restricted space available. It also allowed the machine move in close to heavy loads, which would otherwise have required a much larger and more expensive crane.

In this specific case, there was no room for a tower crane and even if a telescopic crane could have reached the site it would have needed far more space than was available and would have been less versatile. Based on a Caterpillar excavator undercarriage



the telehandler makes clever use of its weight distribution and a low centre of gravity to achieve a high level of stability without outriggers. This together with its specifically designed boom, allows it to travel with loads of up to 5,000kg.

The original plan called for the replacement of the cable car installation in 2016. However following an incident in January 2010 it was decided to bring this forward, rather than spend a substantial amount repairing the old system. The new cable car is capable of transporting 900 people an hour, more than doubling the previous capacity.

A wide range of attachments from regular forks to work platforms, jibs and this handy three section telescopic top boom/luffing jib are available.

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Given the amount of accidents involving lifts and electricity lines that we report on Vertikal.net, it is surprising the very small number of fully insulated booms working in Europe. It is true that most of the incidents occur across the Atlantic where platforms used on live line work are commonplace, but that is more likely related to fact that there are far more power lines in the streets there than anything else. We take a look at Europe and North America where totally opposite views appear to exist regarding high tension live line work. Perhaps a change in legislation will be a driver for change in Europe? In Ireland for example, any platform involved in electrical work including street lighting is required to be fully insulated, but at the moment this is not a requirement in the UK. Cranes & Access investigates...

When we first included this feature in our schedule we had big plans to delve into the depths of the use of insulated platforms and how North America and Australia compare with Europe, complete with trends and developments. However, once we got started we quickly realised that while there are plenty of aerial lifts equipped with fibreglass or composite bucket platforms - mostly one KVA - the number of fully insulated platforms at work in Europe is still relatively small, with possibly no more than a couple of hundred units sold each year on average for the whole of Europe. Yet travel to North America and live line work using fully insulated platforms is a normal everyday thing and numbers sold are huge. The size and type of insulated platform also reflects the individual market requirements - Europe tends to go for 4x4 off-road units with 10 to 15 metre platforms, while these are also highly popular in North America and the Middle East they also buy a good number of the larger, heavy road-going trucks for work on distribution grids and the taller pylons.

While utility companies in several European markets have toyed with the idea of high tension live line work and even launched pilot operations to trial the technology, it has never really caught on, with most companies preferring to shut down sections of the network wherever possible, before starting work. This is particularly true of the high tension power lines of the national grids, but also true for regional power lines. But why is this? We were unable to get a straight answer on the subject, but some put it down to rental companies or equipment suppliers not promoting the relevant equipment that is now available for live line work, including fully insulated work platforms of all sizes,

A 47 metre Bronto insulated lift on special tracked carrier can reach all but the most remote towers



c&a insulated booms

Live line work even on high voltages is common place in the USA but very rare in Europe



Oil&Steel's special 15 metre Scorpion 15e on a Unimog U20 with insulated/isolated cage has been highly popular with ENEL

mounted on a wide variety of chassis that allows them to reach all but the most remote power lines or transmission towers.

Jobs such as cleaning insulators are carried out in many parts of the world without shutting the sector down, although there seems to be a preference, at least in Europe, to use helicopters for such work, even though the cost per hour or per day is substantially higher than for an aerial lift. It is also true that reaching some towers can be too much of a challenge - in terms of terrain or distance - to be efficient for truck mounted platforms, however the vast majority of our towers would be more efficiently handled by lifts, saving both money and the environment.

Environmental concerns

The environment and efficiency is a growing concern for energy suppliers. Versalift - which leads the European market in the provision of fully insulated lifts - says that virtually all of its insulated units are now being shipped complete with the company's recently introduced semi-hybrid system which powers the platform with batteries. The system employs a lithium battery pack which can power the lift for a good working day, particularly in live line or other insulated work where platform movements are more limited. In the past the vehicle's engine would have been left running all day in order to power the PTO for the lift - as well as keeping the cab warm in winter of

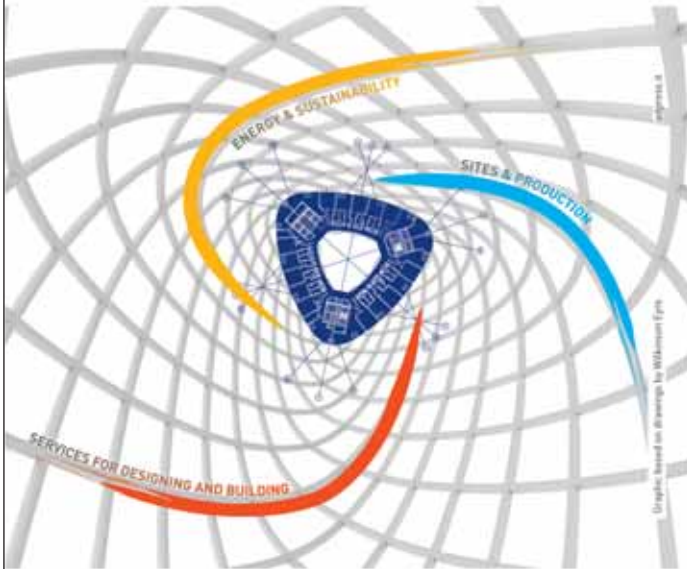
Most of Versalift's insulated platforms now go out with the company's semi hybrid battery pack power for the superstructure



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course. The hybrid saves all that wear and tear on what is an expensive power unit, while cutting the fuel consumption substantially - not to mention emissions - and a separate heater keeps the operators happy!

When the time comes to relocate the truck, the engine tops up the batteries, so by the time the lift gets back to the depot the batteries have been partly, if not fully, recharged reducing or eliminating the need to overnight charging time. There is also a safety argument with this system as well as the economic and environmental ones.

By eliminating the engine noise, communication between the man in the platform and a colleague on the ground is much improved. Some jobs also involve two men working together on hot-glove work from dual composite buckets. In such situations the absence of any engine noise can only be a benefit to their communication. The reaction in the field to the new semi-hybrid has been so positive that the Versalift has been busy retrofitting existing insulated lifts with the system, including 22 units for the ESB in Ireland.

Fully insulated

As mentioned earlier, with very little high tension live line work in Europe, the numbers of fully insulated platforms is very small. In the UK for example numbers may be as low as 20 to 30 units a year. With so few in utility fleets it is essential that these lifts can go literally anywhere, so most if not all these platforms are specified on the ultimate 4x4 chassis - a 13 to 15 tonne Unimog. Smaller 4x4 vehicles - such as the 3.5 tonne Land Rover and the 7.5 tonne Iveco - are of interest to some utility companies, but there are a limited number of insulated booms available to fit these smaller vehicles, while retaining a decent payload to carry all the kit required. In the USA companies such as Terex Utilities and others produce several models that are suitable for such vehicles



In Europe utilities like to be able to take their insulated booms almost anywhere

and that are fitted to pick-up trucks, but that may be related to the fact that there are far more high voltage overhead power lines in urban areas than in Europe. Perhaps if a European manufacturer were to enter the market with fully insulated booms specifically aimed at mounting on smaller vehicles there might be a better uptake? This of course depends on numbers and unless the market drastically changes - ie legislation - it is very unlikely to happen.



Two man insulated cages with central mounted davit and winch, used here as a support device

As well as the insulated booms, a large proportion are also fitted with a materials handling facility such as a small jib and winch mounted between twin bucket platforms - or on the back of a regular platform - that can lift between 500kg and 900kg allowing items to be lifted off the top of the poles. The small

Terex Utilities produce several fully insulated units on pick-up trucks, some with Hybrid power.





Here a crane with a hot stick lifting rod lifts an insulator



A closer view - shame about the man on the tower!

additional cost in relation to the whole machine makes this a very useful option.

Lower voltage protection

Moving away from the fully insulated machines for a moment, there has also been a great deal of activity in the lower voltage area where a properly isolated platform can be beneficial when working close to domestic electrical power lines.

Baskets and booms touching power lines - intentionally or by accident - is something that is not as uncommon as you might think. Arborists for example trimming heavily overgrown tree canopies can come into contact with power lines either that they were unaware

of, or have been told were deactivated. As a result, if there is a possibility of such incidents, companies can and do now specify isolated fibreglass or composite platforms. These have always been popular on van mounts because of their typical role working on street lighting and other urban street tasks. However there is currently much debate over how useful or effective a 1KVA bucket really is. The fact is that slapping on a commercially available fibreglass 'bucket' in place of the standard steel or aluminium platform, provides only marginal benefit. It must also be installed correctly with attention paid to the connection to the boom and the positioning and wiring of the controls etc.

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Van mounts generally have some form of insulated bucket although the quality of the insulation can vary enormously. These units are part of a 34 new Skyking/GSR units for Eircom on Fiat Ducato vans



Many suppliers still offer regular fibreglass/plastic cages but make little to no reference or claim as to how effective they are in protecting the occupants from an electric shock. Some however have stopped offering 1KVA cage options altogether, preferring instead to offer a 2,000 volt flash test certification for such baskets, a move which is increasingly appreciated.

Slips trips and fall protection

Another concern that is affecting all types of equipment that we cover is working at height and utility companies are understandably at the forefront when it comes to heeding HSE warnings on the risks of tripping, slipping or falling from the beds of the trucks to which platforms are mounted. Due to their design the platforms of most smaller fully insulated lifts are stowed well out of reach of the ground, requiring the user to climb up onto the truck in order to enter the cage. As a result most utility units are now specified with the ability, either through lower or remote controls to lower the platform to the ground, from the ground avoiding the need to climb on the vehicle all together.

Inspecting and cleaning insulators

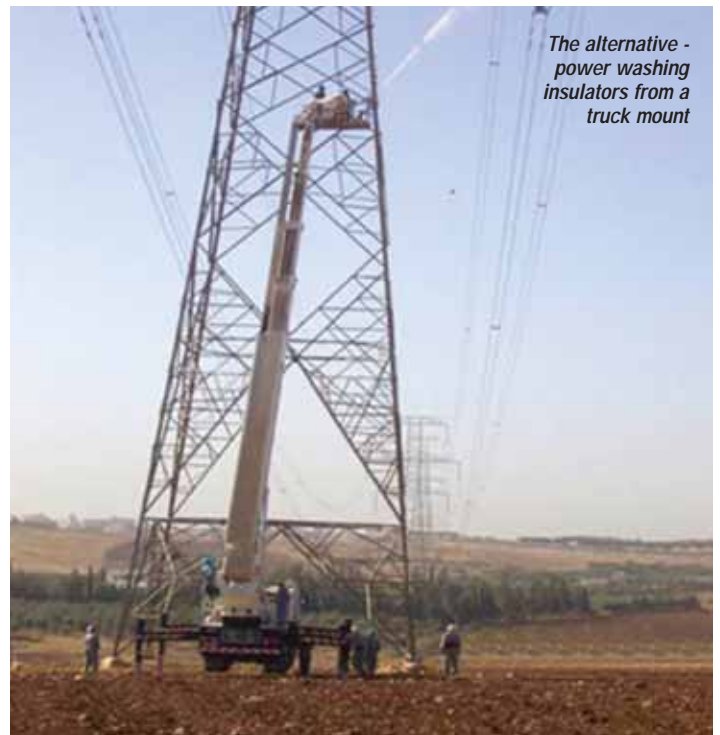
Moving back to the higher voltages - all high, (and many lower tension) towers and poles include ceramic insulators of one sort or another, to isolate the tower from the current. However over time these can and do gain a build-up of deposits from a wide variety of contaminants, including industrial air pollution and bird droppings. Depending on the

resistance values of the build-up, 'tracking' and in extreme circumstances arcing, can take place, usually during periods of light to moderate rainfall. The combination of contamination and moisture forms a bridge of conductive material over the insulator allowing the high voltage electricity to find a path to ground, resulting in a number of potential problems. These can range from insulator explosion, etching or cracking to transformer and breaker damage. The results can include unplanned downtime, staff injury and high repair costs - not to mention ground fires.

An insulator damaged from flash past



In order to avoid this, many if not all, distribution companies run routine inspection and cleaning programmes. Given the height - and in some cases the remoteness - of the towers, gaining suitable access for both inspection and cleaning is an issue. It seems that the two



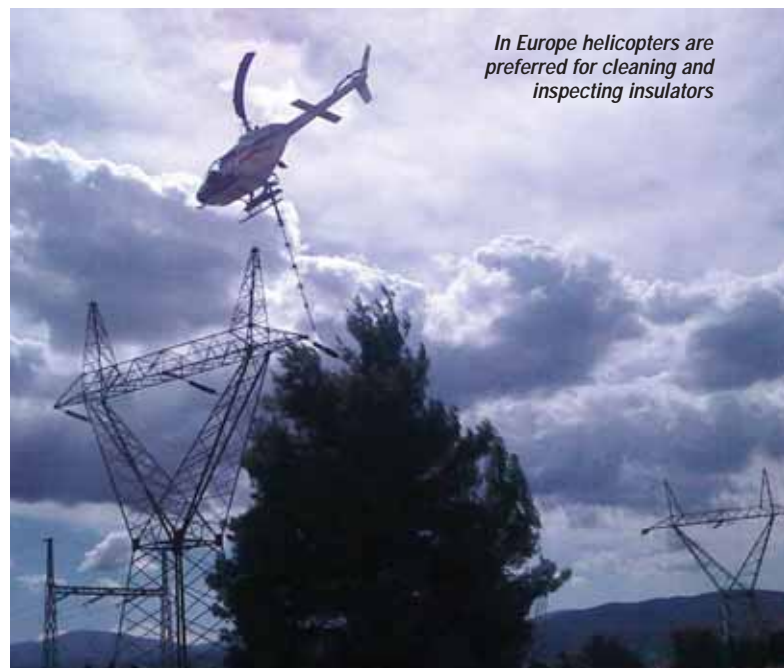
The alternative - power washing insulators from a truck mount

most popular methods are using helicopters and aerial lifts although the latter method tends to be in countries outside of Europe. Ideally both inspection and cleaning is carried out while the lines remain active. In North America, Australia, the Middle East and parts of Africa truck mounted lifts are used whenever possible due to the cost benefits and - some would argue - increased safety.

However in Europe there are very few, large fully-insulated work platforms in operation. Several years ago EDF in France commissioned a few units from Egi and some utilities companies in Eastern Europe have looked seriously at it but it does not appear to have taken off at all. We

understand that the European distribution companies prefer to either use helicopters of shut down sections of the grid to carry out inspection and maintenance either with non-insulated boom lifts or by climbing the towers even though the work at height directives indicate that climbing should only be used when no alternative exists - this in spite of the higher costs and associated inefficiencies of such practices.

The largest supplier of large, fully insulated platforms is unquestionably Bronto Skylift. It offers fully insulated truck or track mounted lifts from 38 to 60 metres, equipped with 500KV of insulation allowing bare hand work on high tension power lines. The units



In Europe helicopters are preferred for cleaning and inspecting insulators



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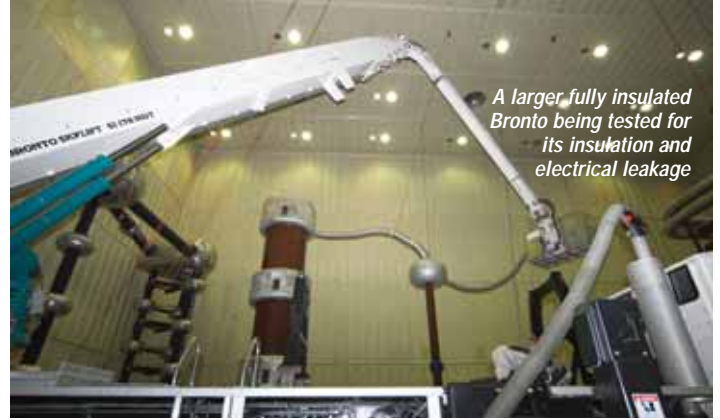
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A larger, fully insulated Bronto being tested for its insulation and electrical leakage

feature a highly rigid five metre long filament wound fibreglass boom or jib that boasts less than 50mm deflection under a 500kg applied load. The boom is also sealed with desiccants to prevent internal contamination or condensation that might act as a conductor. A sharp-edge corona ring around the boom/jib provides consistent voltage gradient along its length. Controls are all fibre optic, including the communication system with the base machine.

Bronto says that while it offers a wide range of working heights, the vast majority of the units it sells are between 50 and 60 metres. This allows users to stand back from the towers as well as gain access from both sides and even from over the top. The vast majority of the units it sells are delivered to the USA, where the market for such devices is larger than all the other countries put together. Why? One can only guess - but the fact that the distribution grids have always been privately owned may be a factor, combined with the fact that there is not the same spare capacity to have the luxury of shutting down sectors for routine tasks?

Proponents of live line work argue that it avoids inductive loading, the installation of grounding, the loss of generation/distribution revenue and perhaps most importantly the elimination of any confusion for the crew or mistakes over whether the power is actually shut off or not when it was supposed to have been.



How it used to be done!

Water or dry

When it comes to cleaning contaminated insulators the most common method is a high pressure water canon - yes mixing water and electricity! Bronto offers a range of such devices on its insulated machines including a simple manual canon combined with hot sticks to provide extra distance and insulation, cage mounted automatic units monitored by a man in the platform and completely remote controlled ones that replace the platform and are operated from the ground via remote controller with camera and screen.



A fully remote controlled insulator cleaning cannon on a Bronto boom.



A standard Bronto insulator cleaning gun - or cannon.

While researching this article we came across a company producing a dry alternative to wet washing. Petronol says that it introduced the first live-line insulator cleaners more than fifty years ago with its Air-Mat method, which uses compressed air and pulverized limestone or maize corn-cobs. The material is used in the same way as sand blasting, but the limestone or corn is softer than the insulator surface so while it is tough enough to remove the build-up and deposits, it does not



C&a insulated booms

interest in this subject our plan is to do a follow-on article in the New Year where we can take any comments and contributions on board and follow up with a great deal more research with those responsible for maintaining our national grids and power lines, both here and in North America. So please do send us your feedback.

Using the Air-Mat dry cleaning method with a hot-stick applicator

Will this sort of high voltage ground based work ever become popular in Europe?

damage the glaze on the insulators. The dry abrasive is blown against the insulator in a stream of air by the operator using an insulated five metre hot-stick. The company says the particles of the abrasive are so fine that no noticeable traces are left on the insulators or structures after the cleaning process. The method is ideally suited to be used from a fully insulated platform.

An opportunity or a cultural divide?

The question is will or should the

European utilities and distribution companies/grid operators change over to live line working? Is there an opportunity for an entrepreneurial crane rental or specialist access company here? In Australia companies like LinCon have certainly exploited the opportunity and now offer a turnkey service, or is this one of those historically derived differences that is so culturally ingrained that they will never change?

If you, our readers, express an



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Courses for managers - Do you comply with PUWER 9.2?

Earlier this year, we reported on the release of ALLMI's Thorough Examination course for managers, designed to assist companies to comply with their legal requirements under PUWER (Provision and Use of Work Equipment Regulations) 9.2: "Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

As part of its on-going efforts to improve the level of knowledge, awareness and competency within the loader crane industry, ALLMI has expanded its range of courses for managers to include: lorry loader operation, slinging/signalling and the role /responsibilities of the Appointed Person.

ALLMI executive director, Tom Wakefield, said: "we've always encouraged companies to put relevant managers through ALLMI's training schemes. However, we fully appreciate that some managers will not meet the entry criteria for the courses, or might not be in a position to take time off for the full duration of the training. With this in mind, we've abbreviated the courses into one day training sessions, covering the same topics, although we're obviously not certifying candidates as competent in those areas. The result is that managers gain a much better understanding of the technical, legislative and operational issues relating to the area of the business for which they are responsible, while further demonstrating that they have complied with the law."



Membership growth

ALLMI membership continues to grow, with 13 new members joining since February, and a further nine applications pending. Phil Harrison managing director of Croft Crane Services of Stoke-on-Trent said: "We only joined ALLMI a few months ago and are already experiencing the benefits. ALLMI has provided an excellent level of support and guidance. The training courses, documentation, technical and legislative advice are ensuring that our company works to the highest standard at all times. Our credibility has also been enhanced by being part of the association and bearing its logo. I would certainly recommend membership to any company involved with lorry loaders."



200th engineer trained – Thorough Examination Course

The 200th engineer has been accredited under the ALLMI "Training Scheme & Competency Assessment for the Thorough Examination and Testing of Lorry Loaders", a programme which is only available to manufacturer/service company members. The engineer, Lloyd Dunkley of MC Group's hydraulic services division, said: "We only joined ALLMI a few weeks ago and one of our top priorities was to access the thorough examination training. It's a very intense two days as the course covers the subject in so much detail, but I thoroughly enjoyed it and came away feeling very well informed on a subject for which I already had a great deal of experience. We're looking forward to utilising the template documentation and to further improving our systems and processes as a result of what was learnt on the course."

ALLMI/FTA training DVD update – Disc Two content

Filming of the ALLMI / FTA training DVD is now complete and with the editing almost done, ALLMI and FTA are undertaking a consultation process with key stakeholders, including the sponsors: Atlas, Cargotec (Hiab), Fassi, Hyva and T H White (Palfinger). One of the project's most recent developments has been the agreement of content for a supplementary disk, to provide a series of documents for employers and operators to utilise.

The second disc will include:

- A series of questions to ensure the viewer has taken in and understood the film's content.
- The ALLMI / CPA Best Practice Guide for the "Safe Use of Lorry Loaders"
- The CPA Best Practice Guide for "Work at Height Whilst Loading and Unloading Transport".
- Annex L of the ALLMI / CPA Best Practice Guide – "Guidance for persons involved in receiving telephone enquiries and quotation requests for lifting operations with a lorry loader".
- A method statement template
- A toolbox talk template
- The ALLMI pre-operational check sheet
- Product familiarisation documentation
- LOLER, PUWER, HSWA, MHSWR and the associated ACOPs.

ALLMI technical director, Alan Johnson, said: "The concept of providing a supplementary disc was agreed at the outset, but as the project progressed the content of the disc has developed significantly. The aim is to provide employers and operators with valuable documentation which will support the best practice procedures demonstrated in the DVD, and assist them in implementing any required systems within their company. I must stress however that whilst we feel the DVD will provide employers with a valuable resource and training tool, we do explain throughout the film that it is not a substitute for formal and on-going training and assessment, but rather a complement to that process."



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£6,000 for lack of training

A farmer has been fined £6,000 after admitting breaching the Health and Safety at Work Act. Pamela Greenslade, 76, owner of the Fernicaps Farm, in Wiveliscombe, Taunton, was using a telehandler to move silage bales from yard to cattle shed. She had asked her neighbour John Morrish, 49, to help remove plastic wrapping from the bales but as he was cutting the packaging of the final bale - still held by the telehandler - the machine lurched forward crushing him against a feed barrier. He suffered serious injuries including several broken ribs and a punctured lung. An investigation revealed that Greenslade had no official training to operate the telehandler, which was normally operated by a trained farm worker, who was not working that day.

Fork truck and platform accident costs £44,000

Two companies have been fined following an accident in which an 18 year old trainee electrician suffered severe injuries after a the fork truck he was working from flipped over at a warehouse near Plymouth, UK.

Davis and a young colleague employed by Plymouth based CL Electrical Solutions Ltd were replacing light bulbs at the premises of HT Gardner Distribution Ltd in Plympton. HT Gardner provided the two with a forklift for which neither had received any training, though the firm's own instructions state that only trained drivers should use forklifts. It also provided a fork mounted work platform that was unsuitable for the task.

Davis, was lifted in the platform to a height of around six metres and was changing blown bulbs in the roof lights. His colleague drove the fork lift between lights with the platform elevated. During a 'relocation' the forklift overturned as it completed a tight turn, slamming the cage into the floor and narrowly missing a pillar. Davis fractured his pelvis in two places, suffered facial injuries that required stitches, a broken front tooth and lacerations to his elbow.

Both companies were prosecuted by the HSE. HT Gardner was fined £20,000 plus costs of £11,300, while CL Electrical was fined £7,000 with £5,000 costs.

HSE inspector, Helena Allum, said: "Changing light bulbs is such a common job the safety implications can be overlooked, but in high roofed workplaces, falls from height are a very real and serious risk. This job was not properly risk assessed and as a result both companies chose the wrong equipment for the job and came up with a loose system of work.

The two young trainees, inexperienced in work at height and not trained to use a forklift, were then left to get on with it. Any work at height needs to be properly planned, the right equipment chosen and workers given sufficient training to do the job correctly."



Safety quote of the month

"Faith is not about everything turning out OK, faith is being OK no matter how things turn out." *Luke Viguers, KDL, Grand Prairie, Texas*



Fatal fall may be related to training or supervision

A judge has delayed a verdict on a 2009 accident at Calgary Airport in which a man fell from a de-icing platform. Murgappa Naiker, 52, fell to his death from the de-icing machine while working on an aircraft at the Airport on December 21st, 2009, he was not wearing a harness or lanyard.

Naiker died from head injuries having fallen 5.7 metres on to the tarmac. His employer Servisair, faces three charges under Canada's Labour Code alleging failure to ensure the health and safety of its employee. A key fact is whether Naiker received sufficient training to prevent the accident from happening. Company records showed that Naiker had 17 years' experience and had de-iced aircraft on 390 occasions in the year prior to the accident. He fell while de-icing the first aircraft of the day and was not wearing his harness and lanyard, contrary to Servisair's safe work policies, practices and procedures and contrary to the training he had received. The platform gate was open at the time.

The final decision hinges on a question of supervision. The company says that it is unreasonable to have supervisors present at all times to watch highly trained and experienced employees do their work. However Naiker had been caught not wearing his harness on at least one previous occasion, he was warned verbally and seemed to comply after that. However he had not received a written warning, nor had the incident been reported to the company's training officer.



Who trained him then?

Not sure where this was or when, but it was sent to us by several readers. It certainly looks British and he certainly hasn't benefited from any training he may or may not have received.

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14 September, 9:00, MECC, Berlin/Copenhagen Room

IPAF Italian Country Council Meeting (members only)

14 September, 14:00 – 16:00, MECC, Berlin/Copenhagen Room

IPAF Manufacturer's Technical Committee Meeting (members only)

15 September, 9:00, MECC, Berlin/Copenhagen Room

Details at www.ipaf.org/events

Open consultation: Have your say

IPAF has started a consultation section in the members only area of www.ipaf.org that highlights documents for public comment that are relevant to the powered access industry and invites members to take part in the consultation process – all part of IPAF's work in monitoring regulations, lobbying and making representations to the relevant authorities on issues of concern to the industry.

Current documents available for comment included Medical Fitness to Operate Construction Plant and Transforming Regulatory Enforcement.

Don't miss the PDS

IPAF-certified instructors and training centre staff should be sure to attend one of two Professional Development Seminars (PDS) being held this year.

The Southern PDS takes place on 4 October 2011 at the Milton Hill House in Oxfordshire OX13 6AF.

The Northern PDS takes place on 6 October 2011 at the Best Western Shap Wells in Cumbria CA10 3QU.

Speakers include Snorkel's Mark Yarnold, Merlo's Peter Grant, Pop-Up's Nigel Woodger and HSE inspectors Jonathan Bohm and Joy Jones.

Register now at www.ipaf.org/events



Management structure updated

A new management structure has steadily taken place at the IPAF head office.

Rupert Douglas-Jones has changed his work arrangements and job title and now focuses on Research & Development projects on a three days a week basis. This reflects his wish to become more involved with the development of a family-owned business.

At the same time, Giles Council has taken on new responsibilities for operational matters concerning the training programme. As director of operations, he is now responsible for the management and implementation of IPAF's training, auditing and IT programmes.

Are you on safe ground?

Always check ground conditions to ensure the stability of powered access equipment - this is IPAF's message to the access industry at Apex from 14th to 16th September in Maastricht, the Netherlands.

IPAF's stand 1145 will focus on the proper assessment of ground conditions and the correct use of stabilisers, outriggers and spreader plates.

With the help of posters and videos, experts are on hand to explain the potential risk of tip-overs in cases where ground support requirements have not been adequately addressed. Visitors to the stand can also experience first-hand, using a simple but effective model, the "wobbly" and destabilising effects when spreader plates are not used.



ISO 9001 and ISO 18878 in hand

IPAF continues to meet the ISO 9001: 2008 Quality management systems standard, having passed the surveillance and re-certification audit held mid-August at its head office in the UK. No non-conformities were found.

"A most satisfactory visit, IPAF is 'driven from the top', continually moving forward with long and short term business plans," noted auditor David Willcocks from ISOQAR in his report. "IPAF's quality system is well upheld, the internal audit reporting and presentation being some of the best seen by this auditor. A very positive atmosphere prevails within IPAF."

The audit covered the provision of services, support, assistance and general guidance to IPAF members and the powered access industry as a whole, including the management and administration of

the IPAF training programmes for mobile elevating work platforms and mast climbing work platforms. ISO 9001 relates to quality systems within businesses, while ISO 18878 relates specifically to MEWP operator training. An on-site training audit recently confirmed IPAF's continued compliance with ISO 18878.

"A TÜV auditor has actually observed a training course being conducted on-site," noted IPAF chief executive Tim Whiteman. "This is our customers' guarantee of quality. Our voluntary submission to an on-site audit by TÜV is unique and goes far beyond a check of paperwork held at head office. The confirmation of compliance with ISO 18878 is an endorsement of our accredited training centres and our own internal auditing and quality control, which together deliver the best available training."

Smart CRM solutions

One of the benefits of being an IPAF member is the discounted services offered by a range of companies. SuperOffice is offering a significant discount off its customer relationship management (CRM) software.

The 10-user system, which can be specifically configured for rental businesses, costs £6,864 (usual price £10,158). As users of SuperOffice, IPAF can wholeheartedly recommend it. SuperOffice is available internationally in 15 different languages. Details are at the Services section of www.ipaf.org



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Low-Level access: publicly available specification

Work is now nearing completion on the Publicly Available Specification (PAS) for low level access equipment that the association has been developing in conjunction with the British Standards Institution (BSI). It will set minimum quality standards for low level access equipment such as podium steps and pulpit steps.

PASMA's primary concern, in common with the HSE, is about cheap, inferior products now flooding the UK market, especially in the construction sector, which offer limited protection to users by, for instance, not having adequate guardrail systems fitted as standard and not meeting minimum requirements for resistance to overturning.



For those sectors regulated by either the HSE or the local authority, the figures for 'low falls' of below two metres for 2009/2010 are:

Low falls	Employee	Self Employed	Total
Fatal injuries	5		5
Major injuries	2,963	213	3,176
Total	2,968	213	3,181

These figures **do not** include falls where the height was recorded as unknown. However, it is considered that these figures are relevant to 'low falls' since the absence of a stated height would indicate that this was not thought to be relevant at the time of report and is therefore less likely to have been a 'high fall'.

Unknown height	Employee	Self Employed	Total
Fatal injuries	5	3	8
Major injuries	762	54	816
Total	767	57	824

Source: HSE Slips, Trips and Falls from Height Team

PASMA Council, who's Who?

Roger Verallo	Euro Towers	Chairman
Kevin Bellis	Atrium Access	Vice Chairman
Peter Bennett	PASMA	Managing Director
John Bungay	Youngman Group	
Carl Evans	HSS Hire Service Group	
Paul Gallacher	Pop-Up Products	
Alastair Lang	Turner Access	
Brian Meadmore	Generation Training Services	
Paul Pritchard	Alto Tower Systems	
Mark Turnbull	Speedy Asset Services	
Colin Wright	Alliscaff	
Mick Aston	Astra Access Safety Training	Co-opted
Chris Blantern	Hi-Point Scaffolding	Co-opted
Alistair Twigg	Zarges (UK)	Co-opted

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Stay on course

Through its approved training centres, the association trains around 50,000 delegates each year on the following training courses:

Work at Height Essentials Course: A course for anyone who knows little or nothing about work at height. This half-day course provides essential information about towers, plus an insight into the use of all forms of access equipment as represented by the member organisations of the Access Industry Forum (AIF).

Low Level Access Course: Developed alongside the publicly available specification (PAS), this is a half-day course aimed at personnel who work from prefabricated units of less than 2.5 metres in height. It includes guidance on how to use folding step units and folding tower units safely and productively.

Towers for Users Course: The PASMA 'Standard' course, now renamed the 'Towers for Users' course, is the association's flagship course aimed at personnel who are responsible for assembling, dismantling, moving and inspecting mobile access towers.

Combined Towers for Users and Low Level Access Course: This one-day course will benefit anyone who works from low level access units and standard mobile access towers. It includes guidance on assembling, moving, dismantling and inspecting both mobile access towers and prefabricated units of less than 2.5 metres.

For further details, and the location of PASMA training centres, visit www.pasma.co.uk

AIF round up

Lofstedt Review: On behalf of the Access Industry Forum (AIF), Peter Bennett recently presented evidence in person to professor Ragnar Lofstedt who is leading the government-sponsored review into health and safety legislation.

Toolbox Talks: A toolbox talk answering frequently asked questions about mobile access towers is now available to view on the AIF website. 10 minutes long and delivered by PASMA's technical manager, Don Aers, it can be seen at www.accessindustryforum.org.uk



Holy Grail: A follow-up meeting of the contributors to the AIF's 'In search of the Holy Grail: No more work at height accidents, ever!' debate at this year's Safety & Health Expo, has resulted in the various organisations - including RoSPA, IOSH, BSC, IIRSM and HSE - agreeing an action agenda for the future.

AIF Website: This has recently been updated and expanded and is well worth a visit. It now includes free online videos of all the presentations given in this year's AIF Knowledge Base at the NEC, Birmingham, in May. www.accessindustryforum.org.uk

Technical update

Review of EN1004: At a recent meeting of the CEN Technical Committee, CEN/TC 53, in Berlin, the UK delegation headed by PASMA managing director Peter Bennett, was successful in persuading its European counterparts that a review of EN1004 - the product standard for mobile access towers - was necessary. Bennett has now taken up the convenorship of the working group - WG4 - which is charged with reviewing the standard. The first meeting of the newly reformed working group is scheduled for London in September.



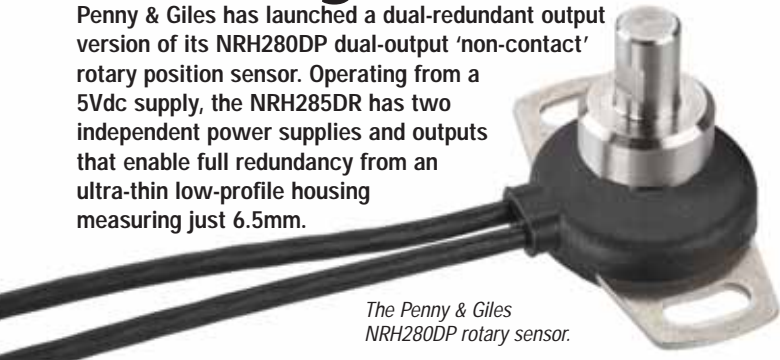
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New dual redundant rotary sensor

Penny & Giles has launched a dual-redundant output version of its NRH280DP dual-output 'non-contact' rotary position sensor. Operating from a 5Vdc supply, the NRH285DR has two independent power supplies and outputs that enable full redundancy from an ultra-thin low-profile housing measuring just 6.5mm.



The Penny & Giles NRH280DP rotary sensor.

The IP69K-rated rotary position sensor provides numerous factory-programmable options and is able to cope with extreme temperatures from - 40 to + 140°C. It can also withstand temperatures up to + 170°C for 72 hours. A separate magnet assembly that activates the fully encapsulated Hall effect sensor also allows it to be used where shocks and vibrations are likely to be present. The NRH285DR provides a wide range of options including measurement ranges from 20 to

360 degrees - available in one degree increments - and clockwise or anticlockwise output direction. The flexibility of the NRH285DR also provides manufacturers with the ability to configure the sensor to suit individual requirements and achieve maximum performance. For example, the sensor can be configured for one signal to be used in a control function while the other can be used for position monitoring or display purposes.

New high precision battery monitor

Dutch-based manufacturer WhisperPower has launched the Whisper Battery Monitor for mobile battery powered equipment, recreational vehicles, commercial trucks, yachts and commercial vessels. Available in three models, the company says that the new monitors provide accurate monitoring of one or two battery banks, information readouts include precise battery life remaining, ampere hours consumed, current voltage and the percent state of the charge indication. It also features various programmable alarms and is easy to use thanks to full plug & play installation.

The monitor not only provides a readout of current data, but also holds historical data for use in diagnostics. The range consists of three products: the WBM Basic with essential

read-out functions, the WBP Pro, with the capacity to calculate remaining power with a high degree of accuracy and the WBM-Pro HV high voltage unit, designed for electrica propulsion systems. All units include a large backlit LC display, fully programmable alarm relay, shunt selection capability enabling flexible system integration, a communication/expansion port and internal memory for storing product use history and full plug & play installation.

The company says that the accuracy of the new indicators can save power on hybrid type applications by reducing generator running time. It can also provide advance warning of when a battery is reaching the end of its useful life.



The new Whisper Battery Monitor.



Some examples of Moba's innovative new HM modular control system

Customised controls for low volume production runs

Overload and electronics manufacturer Moba has announced a new concept of control station that allows manufacturers to create customised controllers quickly and inexpensively even for low production runs such as 'specials'.

The CAN bus-based modules allow the open configuration of graphics, buttons and joystick modules to meet specific customer requirements by combining up to six square modules which can be linked together and to the machine via plug connections. The display screen is available in black and white or as a programmable CoDeSys colour display. In addition, the module is equipped with three freely-programmable soft key buttons and an encoder, which can be attached to the side of the module, to facilitate menu navigation.

The joystick module is available in two versions, one lockable, the other non-lockable and come with a wrist rest rail. The joystick mechanics are contact-free and assembled separately from the electronic part of the controller. This means that the joystick does not penetrate the control panel surface, allowing the mechanical part to be exchanged rapidly and inexpensively in the case of damage, without the need to re-programme. The button module, with up to nine buttons, can be assigned to any function. Customers can also integrate up to four of their own operating and display elements, such as key switches and emergency stop buttons etc...

The modules are contained in robust cast housings, sealed with potting compound to protect the electronic components from dust, moisture and vibration. They also incorporate an additional cover to protect the display from damage. Each module can be controlled separately with CAN-open making the extension of the HMI possible at any time, allowing the manufacturer to react quickly when additional options are requested and individual modules to be easily exchanged.

enquiries

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

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

Liebherr Form 6

The Form 6 was one of the very earliest tower cranes produced by Liebherr and was manufactured by the company around 1950. It has been modelled by NZG in 1:50 scale and comes in an unusual mock-aged box design rather than in the usual Liebherr corporate identity. It is well packed and comes with a German instruction sheet with clear pictures, and a separate sheet with English, French, Italian and Spanish translations.

The model includes a short section of metal track and this has nicely rendered wooden sleepers with the rail spikes detailed also. The crane can move along the tracks smoothly. The undercarriage is a single cast piece and has realistically modelled ballast blocks to simulate the weight which provides stability for the crane. The level of detail continues through into the crane itself where the bulk of the counterweight is loaded. The casting of the structure at the base is of fine quality with beam sections having flange and web features. The winch drums have toothed gear wheels representing

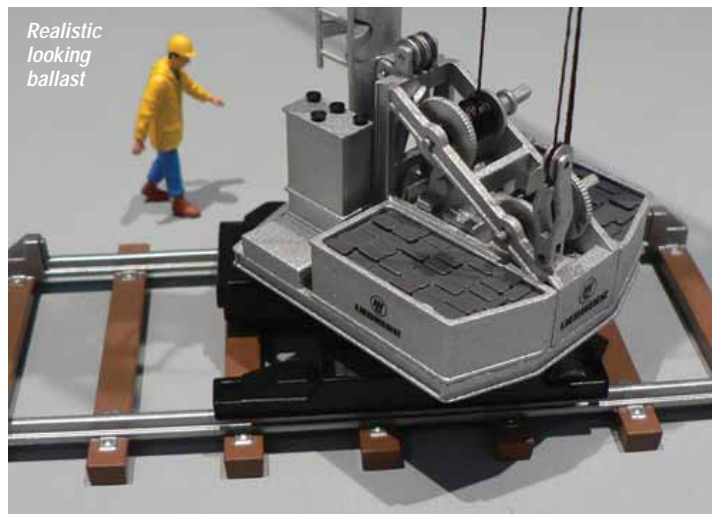
the original drive mechanism and the pinion for the hoist is also modelled. Small warning notices complete the detail.

The main structure is a metal tube which has a very good plastic ladder and safety cage attached. These lead to the cab which copies the spartan qualities of the original crane and adding to the detail, there is also a small capacity board on the front of the mast.

The jib is a pleasing piece which replicates the lattice work of the original effectively. It is actually made of two castings with the underside being a discrete section attached to the top two sides. There are some nice metal sheaves at the mast end of the jib, and at the jib tip there is a moving hoist cut-out bar. The hook is modelled well and comes with a set of lifting chains. The two winches can be operated by the supplied keys and they work smoothly, although the hoist winch really needs a load on the hook to lower properly and for this purpose a small metal barrow is included which provides a load for the crane. The crane can be posed in transport



In travelling mode, towed by a Scania



Realistic looking ballast



The Liebherr Form 6

mode with the travelling axle fixed. As an alternative pose the erection of the crane can be simulated, but only to a degree as the model is not particularly stable except when the mast is close to vertical.

For anyone interested in historic machines of this type, this crane is a desirable model to own, and it is of a high quality. As a historic model some more information on the original machine would have been a good addition. It is available from the

Liebherr web shop for €95, and comes complete with a Scania L60 truck.

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

Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	26
Features (max 20)	15
Quality (max 25)	22
Price (max 15)	10
Overall (max 100)	80



Good jib and cab



A barrow is included as a load



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Dear Leigh,

I was sad to read the news of the passing of Ferruccio Moritsch. Not only was Ferruccio a great crane engineer but a very likeable man and one of the most passionate crane men I have ever known.

I particularly remember on one of my visits to Fontanafredda soon after Terex had invested in his Comedil business. A group of us including Fil Filipov were discussing tower crane technology including the question as to why some models were galvanized and others painted - with no apparent logic to the distinction.

Ferruccio got so exasperated that in the midst of the discussions he picked up the (land line) telephone set from his desk and fiercely flung it against the wall of his office! It was completely smashed and he certainly got our attention!

I have since seen many CEOs lose their tempers, shout and scream, but that was the first. He never lost his passion for cranes or for life. He will be missed by all those that had the privilege to know him.

Stuart Anderson

Chortsey Bar Associates

Hi Leigh,

I hope you and your team are well. I read with interest your comment on the findings of the legal eagles with regard to the scissor lift accident.

This part perplexes me "It goes on to state that training would not have improved their understanding of how to deal with wind hazards nor changed anything about how the lifts would have been used on the day. In other words training would not have helped at all! This from an organisation that has been charged with 'creating and implementing a mechanism for spreading education about scissor lifts'."

I thought a University should be well aware of the principals of training and education, after all that is why they exist. If the core reasons for them being relevant - greater knowledge through attendance and study- can't be run parallel with actual practices, perhaps a university such as this has lost its way?

Have they become a business with an impressive football team that also has a side line interest in education??? They have a football stadium on campus that holds 80,795 people! That is some kind of a structure, which I am sure many major cities around the world could be rightly envious of. Wikipedia tells me that in 2007, the football team had a value of \$101 million US dollars.

So if an organisation such as Notre Dame University, with 8,000 undergraduates studying and learning doesn't see training as relevant, I fear that those of us who actually see hands-on learning as a must-do may be in fact banging our heads into a brick wall.

The battle for common sense continues. Keep up the good work !!!

Cheers,

A safety specialist for lifting equipment in the Antipodes

Crane 10 year rule

An arbitrary 10 year old crane rule is not suitable for purpose. Cranes are designed to carry out a specific number of lift cycles, not a specific number of years.

With a sealed black box installed on cranes loads can be recorded, the lift cycles analysed and at the designed life span the owner/user informed. Then the manufacturer's recommendations for inspection, overhaul, etc., or even destruction, can be carried out, complete with independent certification of compliance by a qualified engineer. A far more appropriate method of protecting against fatigue or other long usage related issues.

Regards

Trevor Vanson

Vanson Cranes, UK

Mr Vanson was responding to an editorial we carried arguing the case for a full in depth strip down type inspection requirement for all cranes or aerial lifts at 10 years and then possibly at increasingly shorter intervals after that such as 17, 21 etc....

In a corresponding online poll in which over 600 people voted the vast majority of our agreed that such a policy should be mandatory. Vanson's proposal is equally good in that it adds some form of science and rational to the 10 year argument, rather than the arbitrary and meaningless "no cranes or lifts older than 10- years on this site" rule that some UK contractors are implementing.

Good morning Leigh,

Thank you first of all to all the crew that make up such a compelling read that is always welcomed on delivery through the door.

With reference to the article on the deck riders from your July issue. As an IPAF instructor I was interested to know how the machine is kept in position on the building steels? If it's bolted or clamped and if it required a thorough examination once in place as (and please correct me if I'm wrong) a tower crane once erected requires an examination before work commencing.

Another question would be, how does the operator stand with his IPAF 3b licence if the machine is bolted or clamped into place doesn't this then become a static machine?

I think that clarification is required not only for the employer but also for the employee, as I have found out over the years he or she is usually the last to know and the only time it ever comes to light is after it's all gone horribly wrong.

Best regards to all
Paul Homer.
Training Instructor
Lavendon Academy
Lutterworth
Leicester

We requested permission to publish this letter and were given approval subject to the writer's name being withheld. He in fact said: "I have no trouble with you using it. However, I don't need to get myself on an Anti-American black list, so I'm not keen on being linked to criticism, regardless of how true it may actually be. I am also an employee so must mind my p's and q's."

The following letters and correspondence were sent to us by Paul Adorian, past MD of IPAF. They are part of chain of correspondence during the Chelsea Flower Show, earlier this year and cover the subject of 'joy riding' on work platforms or cranes and the lifting of personnel in platforms suspended from cranes. Space limitations does not allow us to publish all of the correspondence, however both letters from Judith Hackitt are published in full as requested by her, and all points in the exchange are covered in full. The letters speak for themselves leaving nothing else for us to say.

Ed

Dear Judith Hackett,

You probably won't remember I founded and ran IPAF for some 23 years and have been involved in the powered access industry for 45 years. I have always had a close relationship with your organisation, as a result of my very strongly held views regarding safety in our industry, which you will know relates to the lifting of people in mobile elevating work platforms and on occasions, lifting of people in platforms attached to cranes.

It is on this subject that I am writing to you urgently, having been shocked by the misuse of a crane for lifting people in a 'flying garden' at The Chelsea Flower Show this week. This use of a mobile crane to lift the garden carrying passengers breaks just about every rule in the book and flies in the face of regular Bulletins issued by your organisation since the 1970's relating to JOY RIDING IN MEWPs OR BASKETS SUSPENDED BENEATH CRANES.

There is no way this machine can comply, as it could never be CE certificated as a MEWP due to so many non-compliances and if it is treated as a crane with a platform suspended, again it defies the regulations relating to that equipment when it carries people. Your organisation has made it clear, throughout related industries that the carrying of people in platforms, or suspended baskets, should never be used for "joy-riding" and yet if ever there was a serious case of "joy riding" this surely is it!

Your organisation has also put out very strict instructions on the use of cranes for carrying people in suspended baskets which state that "this form of access should only be used for essential purposes when no other means is practical" or words to that effect.

I am aware that the responsibility for health and safety at the Chelsea Flower Show falls under The Royal Borough of Kensington and Chelsea and I spoke with Mrs Linda Powell, their Chartered Environmental Health Practitioner Policy Officer -Commercial, on Monday morning, who arranged for her health and safety expert, assigned to the Chelsea Flower Show, to contact me later that morning, which he did. I explained to him, at some length, why this use of the crane should not be allowed. He advised me that the HSE had made it clear to him that this situation was the Borough's responsibility and admitted to me that he knew nothing about the legislation for such use of a crane and undertook to take advice from the HSE before looking into the matter again.

I have heard nothing further from the Borough and I note that the crane is still being used and taking passengers up to 80ft in the air. If you allow this to continue, it is sending out a terrible message to all those people who use powered access equipment, or cranes fitted with personnel baskets, as it is clearly flouting all the regulations and directives to which the industry is committed. This function is not necessary under any circumstances -it is a clear case of "joy-riding" for the purpose of publicity and I appeal to you to take urgent action to have this nonsense stopped, as I feel, if this is allowed to continue for the rest of the Show, you are allowing this gardener to drive the equivalent of a coach and horses through the regulations, which have taken nearly thirty years to reach their present effective state and it sets an example, to anyone so inclined, that the legislation means nothing where high profile activities are concerned. This is surely an appalling message to be transmitted at a time when safety at height has such a high profile throughout our industry.

In conclusion, I have alerted the national media of this situation, as I feel I must use every avenue to try and bring this absurd performance to a speedy end and I do so much hope that you will take the steps that are necessary without delay.

Yours sincerely,

Paul A Adorian

Dear Mr Adorian,

Thank you for your emails to Ms Hackitt's office, which were passed to my team for action. Before I go on leave today, I thought I would update you on HSE's response.

On receipt of your original message we discussed the issues you raised with the relevant enforcing authority, the Royal Borough of Kensington and Chelsea. Our discussions with the Borough suggested that sensible precautions have been taken in the unusual circumstances presented by the Flying Gardens. Consequently, we do not propose any further action.

Yours sincerely,

Tim Galloway Head of Operations, London

Correspondence continues on page 78

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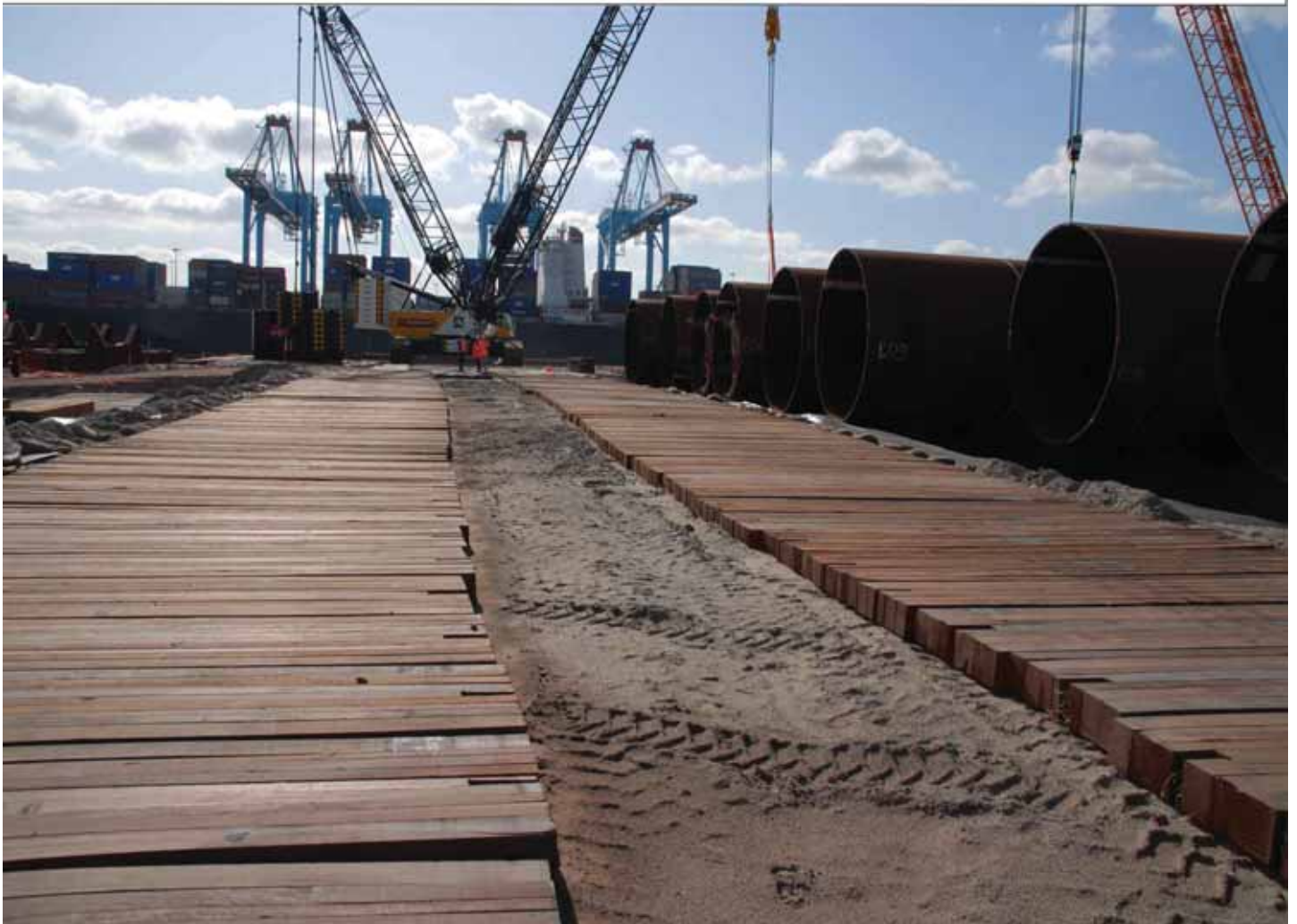
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Dear Mr Adorian,

I am writing in response to your email to me dated 31 May 2011, which follows on from substantive earlier correspondence addressed to me and to numerous other HSE officials. All of your correspondence relates to concerns about the use of a crane to transport guests and visitors as part of a 'Flying Garden' display at Chelsea Flower Show. I have now had the opportunity to review all of the correspondence, which has taken place in full, and I would like to make the following observations:

I am satisfied that HSE officials responded in an entirely appropriate and timely manner to the concerns you raised.

The concern was dealt with as an official complaint and followed up accordingly - this included making contact with the relevant local authority regulator directly and conducting a review of the precautions, which had been put in place at the installation itself. You were then informed within 2 days of your original email to me that we had investigated the complaint and concluded that sensible precautions were in place and no further action was required.

I anticipate that this response is not what you were expecting to hear, but I cannot agree that this represents a change of policy or anything else within HSE. HSE's guidance recognises that lifting machinery such as cranes can be used for lifting people if the necessary precautions are taken. In the case of the "Flying Garden" the local authority inspector was able to satisfy himself that appropriate precautions had been taken. As was stated in Tim Galloway's response to you, HSE were also satisfied that appropriate and sensible precautions had been taken.

In your correspondence, you repeatedly refer to "rules" being changed and/ or broken. The whole basis of our approach to health and safety management in Great Britain is one of sensible and proportionate management of risks, not on a set of rigid rules which must be applied irrespective of circumstances. Whilst you may not agree with our judgment on this occasion, I do not believe there is any inconsistency with the assessment made here and the earlier more general guidance against widespread use of MEWPs for all forms of joyriding which you quote in your correspondence. There will always be unusual and exceptional occasions which will require appropriate risk management measures to be taken so that spectacular events and displays can take place with due consideration being given to safety.

Judith Hackitt *CBE Chair, Health and Safety Executive*

Dear Judith Hackitt,

I am a little disappointed to have received no response from you to my e-mail of the 17th June, 2011 responding to your letter of the 9th June last. Nevertheless, I do appreciate the fact that you have responded with a clear statement of your organisation's change of heart on the use of mobile cranes for joy-riding and I know that my colleagues and indeed, all those involved in any way with the lifting industry, whether it be of objects of persons, will share my surprise and disappointment at what appears to be a complete 'about face' in HSE guidance to an industry that has always responded eagerly to HSE guidance on the misuse of cranes and platforms for joy-riding.

I fear that the surprise within the industry will be all the greater throughout Europe now in view of the decision recently taken by Europe's major crane manufacturers, widely publicised by FEM, completely condemning the use of mobile cranes for any form of "spectacular event" where the lifting of people is involved.

As I feel it is vitally important that our industry within Great Britain should be aware of this significant change of heart from the HSE, as a matter of courtesy I write to request your permission for me to circulate your letter of the 9th June, 2011 to all those concerned with health and safety in the British lifting industry, as I do feel that they have a right to have sight of this document, which so clearly states the HSE's current attitude towards the use of cranes and platforms in unusual and exceptional Circumstances.

As you may not wish to continue this correspondence, I will assume, if I don't hear from you within the next seven days, that you are happy for your letter to be circulated.

With kind regards.

Paul A Adorian

Dear Mr Adorian,

I am writing in response to your email dated 8 July 2011.

Our earlier correspondence which took place in June related to the specific concerns you raised about the use of a crane as part of a 'Flying Garden' display at the Chelsea Flower show

On that occasion, I addressed the specific points that you raised and also the official complaint you lodged. I concluded that in the particular case which you cited HSE was content that the local authority inspector had taken the necessary steps to satisfy himself that the appropriate and sensible precautions had been taken to allow the "Flying Garden" to go ahead.

Your most recent e-mail claims that HSE has undergone an about face in relation to its general policy for the use of cranes and attachments. Your concerns now appear to extend beyond the specific instance and looks more broadly at the use of cranes for entertainment purposes.

Please allow me to make our position clear. From the advent of 'bungee jumping' in GB, HSE's position has been that cranes and attachments used for these sorts of entertainment activities are more akin to fairground rides than conventional work activities. In circumstances such as these it would be inappropriate to rigidly apply regulations which are designed for conventional work activities and for which there are alternative and reasonably practicable means available to work safely at height.

HSE does, however, clearly expect the operators of these amusement attractions to consider carefully the use of cranes for entertainment purposes and to ensure that all appropriate measures are taken to ensure employee and public safety. Given the temporary nature of these attractions and their purpose in providing thrills for the participants, considering alternate means does not apply as it would in a workplace situation.

In 2009 HSE initiated a review of existing guidance on bungee jumping. The information on crane use in this updated guidance will be relevant to other entertainment attractions which use cranes. In accordance with our long established procedures and our commitment to full and open consultations we will be seeking to engage with all relevant stakeholders including those in the crane industry during this process.

Your latest email seeks my agreement to your circulating my earlier correspondence with you more widely. I have no objections to you doing this as long as those to whom it is made available have access to the full text of the letter and also to all of the information associated with this discussion, including the explanation of our more general position on the use of cranes for entertainment purposes as set out above, so that they can place this discussion in the fullest context.

Yours Sincerely

Judith Hackitt *CBE Chair, Health and Safety Executive*

A full transcript of all of the correspondence can be found in the Library section of www.Vertical.Net

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E-mail: saie@bolognafiere.it



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Website: liftshowcase.com/exhibitors
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This book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time the world's largest manufacturer of aerial lifts. Ashworth combines coverage of his personal life as an engineer in a fast growing competitive industry. It includes clear, well documented overviews of the challenges faced by each key new product development and how he and his engineers overcame the commercial and technical challenges.

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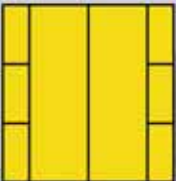


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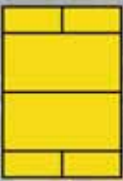


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3 No. Short Modules
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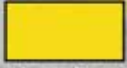
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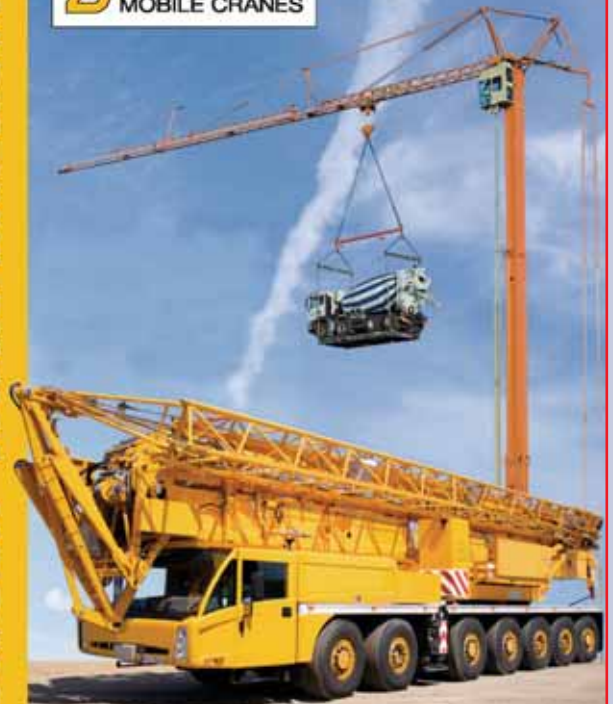
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