

cranes & access

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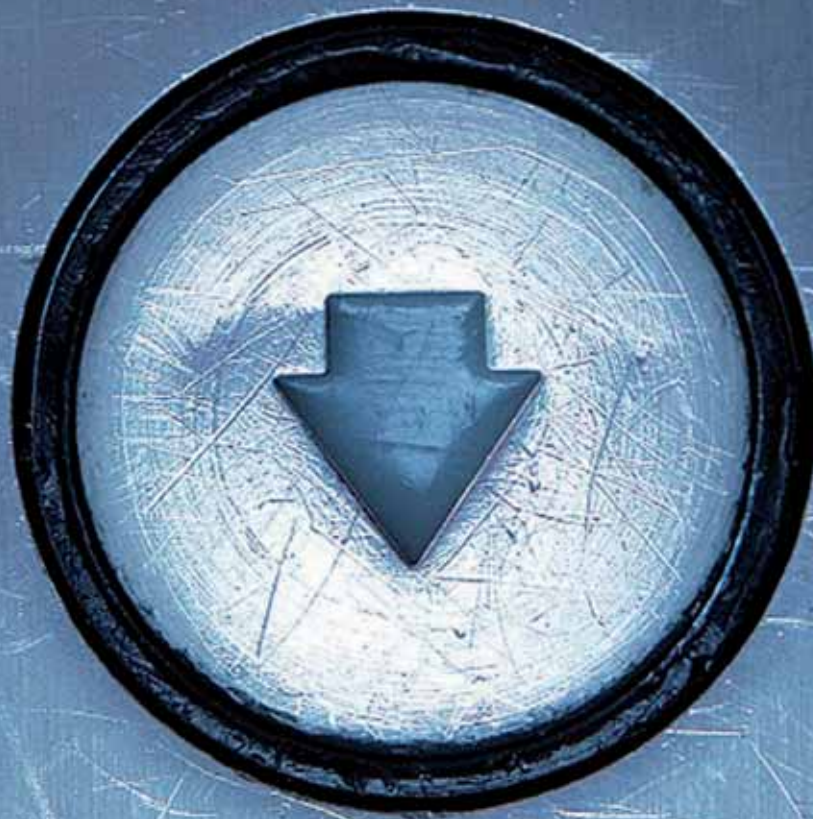
October 2011 Vol. 13 issue 7

AT Boom lifts
Crawler cranes
Outrigger
mats



Review

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On the cover:

Two 600 tonne Terex CC 2800-1 crawler cranes working in tandem with 500 tonne telescopic cranes erecting the massive, 153 metre long front section of the new aircraft maintenance hangar at Berlin-Brandenburg International airport.



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

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

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Crawler cranes 17

The crawler crane market is currently a story of many parts, all of which are performing quite differently through the current market slow down.

We take a look at both telescopic and lattice crawler cranes, interview Rod Abbott of NRC



Plant who is celebrating 50 years in the crawler crane market and review some interesting applications.

APEX review 35

The seventh Apex exhibition - held over three days in Maastricht, Holland last month - reflected the current state of the access industry. Overall the size of the show was smaller, with around 100 exhibitors but there was a good turnout of visitors, many of whom were



looking to invest in new equipment.

We review some of the more interesting products and news from the show.

In the next C&A

In the next issue of Cranes & Access out late November we have features on loader cranes, mastclimbers and hoists and a review of the first Lift and Access Showcase & Symposium – an American Vertical Days.

Outrigger mats 43

With numerous associations including IPAF, ALLMI and the CPA launching campaigns to raise awareness of ground conditions, our annual feature continues to bang the drum about using outrigger mats/tracking to spread point loads to prevent tipping and sinking.



Be warned - not using outrigger mats can seriously damage you and your equipment's health!

Europlatform
2011 66

The fifth Europlatform conference held in Maastricht on the eve of Apex obviously hoped to encourage show-goers to arrive early and attend. Unfortunately few did - a surprise given the strong line-up of speakers and topics. Mark Darwin reviews the proceedings.

CPA Crane
Interest Group 67

This year's CPA Crane Interest Group meeting in the UK was well attended - perhaps anticipating a lively discussion around the agenda topics. In reality it was 'business as usual' with most speakers re-capping on current issues although there was one area - HSE cost recovery - that did raise a few hackles....

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email: info.vertikal@t-online.de

web: www.vertikal.net

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Austria and Switzerland

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Design & Artwork by:

bp design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

web: bpdesign.info

ISSN: 1467-0852

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The Vertikal Press also publishes:



For users & buyers of lifting equipment

October 2011 Vol. 13 issue 7

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**Vertikal
Press**

The Vertikal Press Ltd.
MEMBERS OF



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c&a
comment



Make them stop....

While the cost and inconvenience of having your car inspected and tested each year can be an irritant, at least you know that it has been certified as being in roadworthy condition. And you can take some comfort knowing that

every other vehicle on the road has to satisfy the same stringent safety tests. So when you next have to brake rapidly to avoid an accident you can safely assume that the large HGV behind you will be able to do the same.

Well you would be right most of the time. HGVs have to undergo even more stringent and regular tests than cars, however in the UK and several other western countries, mobile cranes do not. And with an increasing number of them weighing in at between 80 and 100 tonnes, that is an awful lot of deadweight to stop.

In recent months there have been a number of serious instances around the world of cranes 'running away' or not stopping as they should, several resulting in fatalities.

The CPA - the association that represents UK crane rental companies - is usually a stickler for safety and more than keen to promote good practice. So it is odd to find them lobbying against annual crane roadworthiness tests - an MOT as its known - even though almost every UK crane operator we have spoken to is in favour. True, testing larger capacity cranes could be a problem - there are only a few test centres capable of physically accommodating them - and 'apparently' smaller test centres run the risk of their inspection pits collapsing under their weight?

Perhaps it is more surprising that VOSA - the Vehicle and Operator Services Agency - has not pushed (or been pushed by other government departments) to implement this basic safety check for 'all' road going vehicles - cranes included. After all we seem to be under 'Big Brother's watchful eye every time we venture out on the road these days.

To many - this is a no-brainer. The age and poor condition of some cranes means that they should not be allowed on the public highway. This may also be one of the more simple ways to remove substandard equipment from the market and improve safety in one fell swoop.

We are not usually in favour of increased regulation and paperwork - but in this case we most certainly are.

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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40ft compact from Genie

Genie has become the latest company to introduce a 40ft version of what used to be called a mini scissor, unveiling the GS4047 at Apex last month. Essentially, with the risk of over simplifying the

engineering challenges, this sector is a 40ft high version of the classic 26 and 32ft platform height, 46 inch wide electric scissor lifts. Such machines should be 1.2 metres wide, around 2.5 metres long and

How does the new Genie stack up?

Make	Genie	Haulotte	Iteco	Holland Lift	AIRO	H.A.B
Model	GS4047	Compact 14	12122	HL-11812	X14EW	S142-12
Platform height	39.2ft	38.9ft	39ft	38.9ft	39.6ft	40.3ft
Working height	13.93m	13.8m	13.9m	13.8m	14.0m	14.2m
Platform capacity	350kg	350kg	350kg	300kg	400kg	350kg
O/A width	1,190mm	1,200mm	1,220mm	1,250mm	1,200mm	1,200mm
O/A length	2,440mm	2,450mm	2,470mm	2,490mm	2,400mm	2,710mm
GVW	3,221kg	3,170kg	3,315kg	2,960kg	3,365kg	3,400kg
Slide out	910mm	920mm	1,400mm	900mm	1,500mm	1,200mm
Drive Full Ht	yes	yes	yes	yes	yes	Yes

weigh in the region of 3,250kg. The benefit is a compact, high machine, which can be easily transported and stored. First into the market was Italian-based Iteco with its 12122, an excellent machine with a long deck extension. Being the 'only kid on the block' helped introduce Iteco to new customers. Haulotte followed with its Compact 14 at Intermat 2009. Holland Lift, which already produced longer heavier 1.2 metre wide electric scissors was next with its 14 metre Ecostar models and then H.A.B with a unit that just about qualifies at 2.7 metres long.

The new Genie, which will be built in the UK and ship in the first quarter of next year, looks like a solid contender, although in our quick side by side comparison it does not particularly excel in any one area. No matter, it has a first rate across the board performance, matching the most serious contenders in all areas apart from Iteco's long deck extension. Where it will score is with the Genie brand awareness, distribution, product support etc... and with neither JLG nor Skyjack in the sector it could clean up. The comparison did



The new Genie GS4047 will be available next year

highlight the Airo - whose engineers seem to have a secret formula - with a machine that is higher, more compact, with a higher capacity and longer deck extension for about the same weight?

Galizia launches six tonne Multis

Italian crane manufacturer Galizia has unveiled a new six tonne capacity pick & carry crane, telehandler, work platform - the Multis 636. The all-new product can lift six tonnes on its main hook or 3.5 tonnes with its fork or bucket attachments, while a work platform rounds out the package.

What makes this different from other cranes with fork attachments are its overall dimensions at 3.3 metres long by 1.73 metres wide with an overall height of two metres and more importantly its low boom pivot point, making it very similar to many ultra compact telehandlers, but with a lot more muscle. The turning circle is exceptionally tight with true 90 degree crank angle steering on the rear axle. Drive is direct via twin AC electric motors on the front axle that also counter rotate to help improve the turning circle and reduce stress build-up during sharp turns. A separate AC motor drives the crane hydraulics.

The new crane looks like an ultra compact telehandler



The new crane/telehandler has a low boom pivot point so it can easily load into small vans



The rear steer axle has a full 90 degree crank angle

Power Boom from Liebherr

Liebherr has unveiled its 'Power Boom' the simple concept consists of two adapters - upper and lower - that convert the company's 3,000 tonne LR113000 and 1,350 tonne LR11350 crawler cranes from single boom units to partial twin boom designs, increasing some long boom lift capacities by around 50 percent. See crawler cranes for more details.

Liebherr's Power Boom.



Werner ladders arrive in UK

US-based Werner Ladder is launching around 100 products onto the UK market through Abru, the company it acquired in April last year. The new products will include stepladders, combination ladders, loft ladders, extension ladders, roof ladders and work platforms. Also included are both fibreglass swingback and platform stepladders, which consistent with the rest of the range, will be available as either 'trade' or 'industrial' and comply with all the relevant European standards.

Ed Gericke, Werner's executive vice president of sales and marketing said: "We believe we have something new and different to offer that will quickly find favour with UK trade professionals."

Werner launches in the UK on November 1st.



Lavendon appoints new chief executive



UK-based international rental company Lavendon has appointed Don Kenny as chief executive. Qualified accountant, Kenny, 56, joins the company from contractor Carillion where he was group managing director of Carillion Business Services, the facilities management division of the company, with revenues of £1.2 billion and 15,000 employees. Before joining Carillion in 2002, he was managing director of Johnson Controls IFM UK, the UK-based facilities management arm of the US-based business.

Kenny started his career with SGB scaffolding as group accountant and was there in 1986 when the company was acquired by contractor John Mowlem. During his time at SGB/Mowlem he worked both in the UK and overseas in a number of financial management roles, including spells living and working in Saudi Arabia, the UAE, Hong Kong, Singapore, Australia, Norway and Denmark.

With Kenny's appointment, acting chief executive John Standen will return to his role as non-executive chairman, while Jan Astrand acting continental European operations chief executive will resume his role as a non-executive director. Both took over when Kevin Appleton left the business at the end of June.

New Smart Zone security system

UK-based powered access rental company AFI-Uplift has received very positive feedback on its new security system available on a trial and test basis on some of its lifts. The new Smart Zone card reader system - being introduced by AFI in association with Infobric - gives contractors full control over who operates what type of aerial lift on their sites and only those people with accredited operator training will be able to operate a specific machine type.

The International Powered Access Federation (IPAF) has also been working with AFI on the launch of the system and operators who are authorised by site managers for particular machines will be given prototypes of IPAF's smart PAL Card containing their details. To unlock the machine, the operator swipes the card across an Infobric unit mounted near the control box. In a further safety measure, there is a customer option for the machine still not to unlock until the operator has confirmed that he has carried out pre-use inspection checks. The security system has no effect on the lower controls or other safety systems. A number of the card readers have been fitted to aerial lifts working on the construction of the catering village at the Carillion Media Hub in London and reaction from contractors on site has so far been highly positive.



AFI is trialling its new smart card security system in partnership with Infobric and IPAF

AA Access takes over Zenith truck mounts

UK truck mounted lift company AA Access has completed the acquisition of the three large truck mounted lifts owned by Zenith Aerial Platforms. The units include a 70 metre Bronto S70XDT, a 46 metre Bronto S46XDT and a 45 metre Ruthmann T45. Zenith has ceased trading and will be subject to an orderly and solvent closure. The move follows the death of owner Mark Butler last year.



A Locatelli RT crane

Locatelli under new ownership

The assets and on-going business of Italian crane manufacturer Locatelli have been sold to the little-known Bergamo-based Plana Group, the new company is Locatelli Crane SRL. The old company - Locatelli SpA - is still operational as a company and remains with the previous owners, although its future is unclear. Locatelli was acquired from the Locatelli family in 2007 by Venpa 3 following discussions between CTE, Venpa and Locatelli. Locatelli produces a range of Rough Terrain cranes which it sells largely in Italy, the Middle East and South America. It has two City type All Terrain crane models.

SkyHigh closes its doors

Belgian boom and trailer lift manufacturer SkyHigh NV has been declared bankrupt and ceased trading. The final petition was approved by the commercial court of Antwerp on September 13th, 2011. Owner Erik Aghen is understood to be looking at dealing in used equipment, but this has not been confirmed.

SkyHigh is a long established company that dates back to the 1980's when its corporate name was Etramo. The company's 12 metre self-propelled lift closely resembled the Nifty Height Rider but never managed to achieve its success. The company also mounted the superstructure on a pick-up truck and in recent years has had success with niche rail mounted versions and ATEX explosion proof models.



A road/rail version of the 12 metre SkyHigh self-propelled boom lift

Hiab launches small telescopic

Cargotec has announced a small telescopic boom loader crane for emerging markets with a 3,200kg maximum capacity. The Hiab ST 080 light weight crane uses Hiab's hexagonal profile boom sections and is available with two or three telescopic extensions. The two extension ST 083-032 has a horizontal reach of 7.8 metres, while the three extension ST 084-032 offers 10.1 metres. The ST080 is said to be ideal for light trucks due to its compact dimensions. The hoist mechanism includes a large drum for rope storage and high speeds for quick operation.



The new Hiab ST 080

Hi-Lift takes on Matilsa

Spanish-based aerial lift manufacturer Matilsa has formally appointed Hi-Lift Access as its UK distributor. While the deal was concluded at Apex, the formal contract came into force in early October. Mansfield-based Hi-Lift - managed by Mark Weston and his two sons Alex and Jordan - will provide a full sales, service and parts operation for the UK, including Northern Ireland. Hi-Lift Access was established five years ago by Weston and specialises in tracked access equipment, in particular operator provision, service and maintenance.



Father and sons team (L-R) Mark, Alex and Jordan Weston.

Manitou unveils new booms

Manitou unveiled two new articulated/telescopic booms at Apex last month with 79 and 85ft platform heights. The new models, the 260TJ and 280TJ are variants of the same base unit and both use a short single stage riser and three section telescopic boom. But while the 26 has a regular fixed length articulated jib, the 28 employs a two section telescopic jib similar to that introduced on the Haulotte H28TJ+ and more recently the JLG 1500SJ.



The Manitou 280TJ

So how do they stack up?

Make	Manitou	Manitou	JLG	JLG	Genie	Genie	Haulotte	Haulotte	Haulotte	Snorkel	Snorkel
Model	28	26	800S	860SJ	S80X	S85	H25TPX	28TJ+	HA260PT	T80	T85J
Platform height	85ft	79ft	80.4ft	86ft	80ft	85ft	77ft	86.5ft	78ft	80.5ft	85.5ft
Working height	28m	26m	26.4m	28m	26.2m	27.8m	25.3m	28 m	25.8m	26.4m	27.9m
Platform capacity	230/35kg	400kg	230kg	230kg	454kg	227kg	230kg	350kg	230kg	227kg	227kg
Outreach	21.4m	19.4m	21.6m	22.9m	21.8m	23.3m	16.9m	22.6m	16.2m	21.7m	23.4m
OA Length	10.8m	11.25m	11.35m	12.19m	11.1m	12.2m	13.1m	12.35m	12m	11.8m	12.9m
OAL stowed	7.9m	8.05m	11.35m	12.19m	11.1m	11.6m	10.8m	9.45m	9.5m	2.9m	2.9m
OAH	2.57m	2.32m	3.02m	3.05m	2.8m	2.8m	3m	2.95m	2.67m	2.9m	2.9m
OAH Stowed	2.85m	2.85m	3.02m	3.05m	2.8m	2.8m	3m	2.95m	2.8m	2.9m	2.9m
OAW	2.42m	2.42m	2.49m	2.49m	2.5m	2.5m	2.48m	2.49m	2.38m	2.6m	2.6m
GVW kg	15,750*	15,000*	15,800	17.2	16,130	17,236	13,720	17,308	15,590	16,480	17,100

* Estimated subject to test

Socage celebrates 30 years with 9 new models

Italian-based truck mount and spider lift manufacturer Socage is to add nine new models - two spider lifts and seven new truck mounts - to its range next year. The announcement was made at a dealer meeting that kicked-off the company's 30th anniversary celebrations at its recently upgraded San Felice production facility where it has spent more than €800,000 on new tooling and fabrication equipment.

The two new spider lifts - developed from its existing 15 metre SPJ15 - will be the 14 metre SPJ14 and 18 metre SPJ18, the 18 will weigh less than two tonnes and offer up to 8.5 metres of outreach.

The new truck mounts include the 32 metre/20 metre outreach DAJ332 mounted on a 7.5 tonne Mitsubishi Canter chassis with dual sigma type riser, telescopic boom and articulated jib. The 44 metre TJ44 telescopic with jib will be similar to the recently launched TJ35, the 47 metre TJJ47 adds a second telescopic jib and offers 30 metres of outreach. The 51 metre TJ51 adds a four section main boom to the 44 but is mounted on a three axle chassis with 34 metres of outreach. The TJJ54 simply adds the double telescopic jib to the four section boom of the TJ51. The 58 metre TJ58 uses a longer base boom to the TJ51 and is mounted on a four axle MAN chassis to offer 38 metres of outreach and finally the largest of the new products will be the TJJ61 which adds the double jib arrangement to the 58.

The new TJ and TJJ models will offer up to 600kg platform capacity with a 500 kg hoist option and/or the option of replacing the platform with a 900kg hoist for occasional crane work. The company also showed its 35 tonne commercially mounted truck crane based on the MG35TK built by MGI, which is owned by Socage partner Fiorenzo Flisi.



The 35 tonne TK35 Socage crane



The Socage TJ35 will be joined by 44 and 47 metre family members in 2012

The new models are an interesting combination in terms of specification. The fact that they are articulated makes them more compact than equivalent straight telescopics and yet due to the short length of the riser, outreach is greater than an articulated boom lift. With both jibs able to 'tuck under' overall lengths can be reduced to around eight metres. The new machines are solid performers with a specification that is intended to appeal to a wide range of general users.

Manitou boosts MHT range

Manitou has added two higher capacity units to the top of its high capacity MHT telehandler line creating the 18 tonne MHT 10180 and 22.5 tonne MHT 10225 both with 10 metres maximum lift height. The two units are based on the 16 tonne MHT 10160 and 21 tonne MHT 10210 and share the same maximum outreach at 5.5 and 5.87 metres respectively. The power unit and driveline all remain the same, based up on the 175 four cylinder Mercedes power unit. The new models will be ready for shipment in the first quarter of 2012 and targeted at the mining and quarrying industries.

...And evolves in Italy

Manitou has renamed its Italian subsidiary from Manitou Costruzioni Industriali (MCI) to Manitou Italia which is now responsible for all Manitou brands including Gehl and Mustang. The business - headquartered in Castelfranco Emilia - employs 250 people and builds Manitou's 360 degree MRT telehandlers and MHT high capacity models.

The new top of the range Manitou MHT10225.



Nifty finance provides tax break?

UK-based Niftylift has announced a range of finance packages to help UK buyers benefit from current tax incentives which expire in April next year. The packages, which include three and five year deals with interest rates as low as 1.5 percent flat, are available on all of the company's products which include trailer lifts and self propelled booms. The current tax regime allows a 100 percent tax offset on the first £100,000 of Annual Investment Allowance (AIA), even if the equipment is acquired on a three year hire purchase plan, offering an attractive cash benefit for profitable companies. The incentives which include a 20 percent annual write down, expire on April 1st 2012, when the AIA will drop to £25,000 and the annual write down to 18 percent.

JLG warns on January price increases

JLG has warned its customers in writing that it expects to increase prices by 4.5 to six percent on deliveries from January 2012. The company says that it has been closely monitoring its supplier's planned price increases for 2012 and that once it is satisfied it has all of the relevant information it will confirm it's pricing.

New 45 ton Crossover

Terex launched the 40 tonne/45 ton Crossover 4500 at the ICUEE show in Kentucky earlier this month. The new crane's bottom half is clearly related to the company's 60 ton Crossover 6000 with three position swing-out X-pattern outriggers and 360 degree load chart. The superstructure comes from the 40 ton Terex T340-1XL telescopic truck crane with its four-section 32 metre main boom and two swingaway extension options, a 9.8 metre fixed length or 9.8 to 14.9 metre extendable, both with 15 or 30-degree offsets.

The 40 tonne Terex Crossover 4500



OSHA drops lanyard interpretation

The US health and safety administration OSHA has rescinded its Jan 2009 letter of interpretation on the use of shock absorbing lanyards on aerial work platforms. The letter created uncertainty in the industry by suggesting that a requirement for a minimum anchorage height of 18.5ft /5.6 metres would prevent the use of a fall protection system (six foot lanyard with shock absorber and full body harness) in an aerial lift. For further details go to <http://www.vertical.net/en/news/story/13287>



OSHA has dropped its interpretation regarding fall arrest lanyards in aerial lifts

Strong profit growth at Manitou

Telehandler and access equipment manufacturer Manitou has reported net income of €15.2 million in the first half of 2011, compared to a loss of €14.3 million last year. The statement follows the revenue report in July which showed a 45 percent increase to €561.6 million. Rough Terrain Handling, which is 90 percent telehandlers and 10 percent powered access, saw revenues rise 45 percent in the same period to €397.1 million with an operating income of €20.7 million. At the same time US-based Gehl - the Compact Equipment division - had revenues of €90.6 million up 68 percent, and an operating income of €500,000. Manitou is forecasting full year revenue growth of around 30 percent.



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Link Belt updates

US-based Link Belt has announced a Series II version of its three axle 100 tonne RTC-80100 Rough Terrain crane which features Link-Belt's Pulse operating and information system, a tilting operator's cab, new on-board lattice extensions and most importantly improved lift capacities.

The full power 45.7 metre boom has an option of either two or three-piece lattice bi-fold swingaways offering up to 16.7 metres of extra height for a maximum tip height of 76.5 metres with manual offsets of two, 15, 30, and 45 degrees. A three metre stubby heavy lift swingaway extension offers 22.6 tonnes capacity. The company says that it has shipped more than 300 three axle RTs since their introduction.

and improves HTC3140

The company has also announced a number of improvements to its 120 tonne (140 ton) HTC3140 and HTC3140 Long Boom telescopic truck cranes for 2012.

They include the latest Cummins engines and emissions technology, Eaton UltraShift Plus transmission, Link-Belt's Pulse crane operating system redesigned cabs with new gauges and revised control placement and new outrigger operation with self-levelling.



The Series II versions of Link Belt's three axle RTs are now available.



The 120 tonne HTC3140 cranes will be updated for 2012.

New Holland withdraws telehandlers

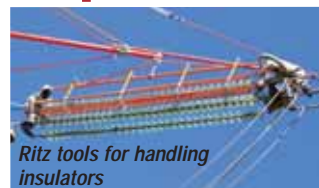
New Holland has announced that from 2012 its North American business will focus on compact equipment and in doing so will withdraw its heavy products, including telehandlers from the North American market.



A New Holland Telehandler at Intermat

Terex acquires in Brazil

Terex Utilities has acquired a controlling interest in Betim-based Ritz do Brasil S.A. a producer of aerial lifts and a wide range of other equipment for live line work up to 800kV. Founded in 1960, it employs around 700 staff and already exports its tools and solutions for live line work to more than 60 countries. The company entered the live line tool market in and the insulated aerial lift business in 1982, becoming a Terex Utilities distributor last November.



Ritz tools for handling insulators



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Pagliari celebrates centenary

Italian manufacturer Multitel Pagliero celebrated its 100th anniversary with a spectacular gala dinner and open days at its Manta headquarters at the start of this month. More than 500 guests from all over Europe attended the celebrations, including a number of retired customers and partners who have played a part in the company's success in the aerial lift market over the past 50 years.



The Pagliero family and demonstration team flanked by Sandro on the near left and Renzo on the far right.

The company used the occasion to display 25 different models from its range, including the new 19 metre SMX190 spider lift and a spider lift version of its 25 metre MX250 - the SHX250, its highest tracked machine to date. The new unit is still going through its test programme but could offer up to 12 metres of outreach. Pagliero was established in 1911 by Lorenzo and Giuseppina Pagliero, to build farm carts and then trailers from wood and iron and in the 1940's developed into a body builder for cars and trucks. The company launched its first hydraulic product - a loader crane - in 1959 and in the same year its first aerial work platform. Truck mounted aerial lifts became an increasingly important part of the business and in 1985 the company decided to specialise in their design and production.

The business is still very much family run. The current directors Renzo and Sandro are the grandsons of Lorenzo and Giuseppina - sons of Giorgio. A fourth generation of the family is now also active in the company, which is the leading European producer of truck mounted lifts, at least in unit terms. More on the 100 years of Pagliero in the November issue.



Multitel Pagliero's new offices decked out for the anniversary



The Moog harbour wall inspection machine based on the MBI 70

Harbour wall inspection platform

German-based underbridge inspection platform specialist Moog, has designed, built and delivered a new trailer mounted aerial work platform for inspecting and working on harbour walls. Developed at the request of the Port of Montreal, the unit is based on Moog's standard MBI 70 trailer mounted under-bridge inspection unit. The platform can be lowered up to eight metres below the top of the pier and is able to move and steer forwards and backwards during normal operation.

The 4,400kg trailer is made almost entirely from high-strength aluminium. An on-board generator powers the machine's hydraulic system and provides power for the electrical sockets on the platform. The platform length can be increased up to 6.4 metres by installing two telescopic platforms. With a maximum capacity of 4,000kg up to four people can work at the same time. Equipped with a hydraulic creep speed and a steering cylinder the machine can be moved along the pier without needing to dismantle the unit.

New 23m Isoli

The 23 metre Isoli PNT 230 truck mounted lift, which missed Apex this year finally made its debut at SAIE. The new lift is mounted on a short wheelbase 3.5 tonne chassis, with up to 11 metres of outreach from the dual sigma type riser and three section top boom. The outriggers can be left retracted within the overall width of the vehicle, but outreach is then automatically limited to nine metres.



The 23 metre Isoli PNT230 finally ready for launch



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The Sycratic crane control system allows tandem lifts using one operator and 100% lifting capacity of both cranes.

Liebherr Nenzing 35th anniversary celebrations

Liebherr's crane, maritime cargo handling and foundation machinery facility in Nenzing, Austria celebrated its 35th anniversary at the end of September. 600 customers and employees from all over the world joined Nenzing staff and Liebherr family members for the celebrations which included a tour of the new production Hall 8 which now makes the booms for HD duty cycle crawler cranes.



A 3D animation of the new duty cycle HS 8030 HD crawler crane with grab

Opened in 1976 and covering an area of more than 250,000 sq metres, the facility has revenues of €825 million, second only to the Ehingen mobile crane operation with Liebherr. Nenzing is also head office of Liebherr-MCCTec which controls all of Liebherr's maritime crane activities including three other production facilities in Rostock, Germany, Sunderland, UK and Killarney in Ireland. MCCTec product ranges include – port equipment, ship, offshore and duty cycle cranes along with piling and drilling rigs – examples of which were on display together with innovations in energy technology and efficiency as well as crane operator assistance systems such as the Cycoptronic anti-sway system, Sycratic two crane control system for tandem lifts and DACS, a dynamic anti-collision system.

Several new products were talked about for launch next year including a smaller addition to the Reachstacker range, a new series of heavy lift offshore cranes with capacities to 3,000 tonnes and the 30 tonne HS 8030 HD duty cycle crawler.

XCMG drops share sale

Chinese crane manufacturer XCMG has dropped plans to raise HK\$8.58 billion (\$1.1 billion) through a Hong Kong listing and share sale, after some of its underwriters pulled out. The company and its bankers may still try to save the flotation, but without the underwriters commitment to take up unsold shares, it is unlikely that it will manage to resuscitate the deal this year. XCMG shares already trade in Shenzhen, China. The failure follows Sany Heavy Industry's earlier decision to postpone its HK\$25 billion (\$3.2 billion) stock sale until 2012, following uncertainty in the equity markets.

Six big Groves for Hovago

Dutch crane rental company Hovago has added six new Grove All-Terrain cranes to its fleet. The order will ship in two parts, with two 220 tonne GMK5220 and two 170 tonne GMK5170 cranes delivered in September, followed by two 300 tonne GMK6300L cranes due in the first quarter of 2012.

Established in 1946, Hovago runs a regular crane fleet in Holland, but also rents cranes on various terms all over the world, often through local or other international rental companies.



One of the Grove GMK5170 for Hovago



(L-R) Jonathan Wiseman with Allessandro and Carlo Mastrogiacomo and Giovanni Carbonara of CMC on his first day with CMC/Sup at Apex

Sup Elefant kicks off in the UK

The new CMC/Sup Elefant distributor in the UK - SUP Elefant UK, has supplied a new 15 metre Sup15 spider lift to Bridport-based rental company Evans Building and Plant Hire. The new unit, both diesel and AC powered, includes 110 volt AC, air and water feeds to the platform, along with a cable type remote control box and a two man quick change basket allowing a GR platform to replace the standard one when desired. The sale is the first one for the new dealer and follows the arrival of Jonathan Wiseman as managing director and partner from CTE UK in mid-September.



Jonathan Wiseman (L) hands over the new lift to Graham Evans at the Evans Building & Plant Hire premises.

Snorkel up 25%

UK-based aerial lift manufacturer Snorkel has reported first half revenues up 25 percent to £24.6 million while tripling the size of its order book £20.9 million as of the end of June and reducing its pre-tax loss from £7.8 million last year to £7.3 million this year. Cash on hand also improved from 3.6 million at this point last year to £4.7 million.

Chief executive Darren Kell said: "Global demand for aerial work platforms is returning, driven by major fleet operators replacing ageing equipment. However, this has created bottlenecks as the supply chain struggles to restore the capacity it lost during the protracted downturn."

Sany appoints dealers in USA

Sany America has appointed three new distributors in the USA. Imperial Crane Services of Bridgeview, Illinois for the north-central United States; Custom Truck and Equipment (CTE) of Kansas City, Missouri in the central



(L-R) Kyle Nape of Sany, George Nevins chairman of Four Seasons and Jack Tang president of Sany America complete the distribution agreement.

Midwest region and Four Seasons Equipment of Houston, Texas for the south-central region. Four Seasons has already delivered three, 55 ton Sany Rough Terrain cranes and placed orders for 17 of the company's 100 ton crawlers and 10 units of its 65 ton Rough Terrain cranes.



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- Telehandler and lift manufacturer **JLG** has appointed **Brad Nelson** as global vice president of marketing.
- UK-based rental company **HSS** has been appointed preferred equipment supplier by infrastructure company Enterprise.
- **OSHA** has fined **Rda Services** \$39,400 for not ensuring employees used fall protection while operating aerial lifts.
- Alloy tower manufacturer **Instant UpRight** has lost its appeal against **Alufase** for copyright infringement.
- UK-based **Lyte Ladders & Towers** officially opened its new production facility in Swansea, in early October.
- Terex has commissioned a 600 tonne CC2800-1 crawler crane at **Sanghvi Movers** facility in Sate, Pune, India.
- **Toyota Material Handling, U.S.A** the Aichi master distributor, has acquired the Industrial Equipment Division of Toyota Canada.
- **Keld Christensen**, until recently area sales manager for **Oil & Steel** in Scandinavia has left the company.
- UK-based scaffolding specialist **NSG UK** has appointed **Chris Edwards** as its new business development manager.
- UK-based truck mounted lift rental company **Midland Truck Mounts** has purchased a 27 metre **Multitel MX270**.
- The **Crane Industry Council of Australia** is looking for engineers for inclusion in its 'CICA Endorsed Engineers List'.
- UK-based access specialist **Prolift** has taken delivery of its first large delivery vehicle - a 32 tonne Renault.
- US-based boom truck and lift manufacturer **Elliot** has announced a new lifetime structural warranty.
- **Cargotec**, owner of **Hiab**, **Kalmar** and **McGregor** has announced the full adoption of the Hiab elephant logo and further brand integration changes.
- UK-based **Hewden** has opened a new depot on the Ineos petrochemical site in Grangemouth, Scotland.
- **Kimberly Access** has opened a new depot in Durham and has appointed **Sharon Alpay** as regional manager.
- The 400 tonne **Tadano Faun ATF 400G-6** unveiled in May has shipped and carried out its first job.
- **CTE** has sold one of its 45 metre B-Fire 450 truck mounted fire fighting platforms to Uzbekistan.
- The dates for **Verticaaldagen**, the crane, access and telehandler show held in Holland, have been announced.
- UK-based **Eagle Access Platforms** has purchased two new **CTE** truck mounted lifts for its fleet.
- UK-based crane and access rental company **CLE** has taken delivery of more **Skyjack** compact electric scissor lifts.
- **Spider/Safeworks** the suspended platform supplier has promoted **Michael Ford** to district sales representative.
- **Manitou UK** has supported a ladies driving challenge, raising £1,000 for Marie Curie Cancer Care.



Brad Nelson



Lyte Ceremony



Chris Edwards



Michael Ford

- South African fork truck dealer **Goscor** has acquired a majority stake in powered access specialist **Hi-Reach Manlift**.
- UK-based **PP Engineering Crane Hire** has taken delivery of its first **Liebherr** crane, a 70 tonne LTM1070-4.2.
- Dutch rental company **Boels** has ordered 615 **Skyjack** scissor lifts for distribution across its 250 locations.
- Italian truck mounted lift manufacturer **GSR** has delivered its 6,000th aerial work platform.
- **Cargotec** has received an order from the **Bollere** of France for four ship-to-shore cranes for its African terminals.
- UK-based **Blade Access Specialists** has taken delivery of a 4x4 **Wumag/Palfinger WT 350** truck mounted platform.
- **Pro Lift**, the CTE distributor in Latvia, has delivered a Zed 26J truck mounted lift to **DDzKSU**.
- Netherlands-based **Potain** tower crane distributor **NIBM** has added Belgium to its Potain territory for top slewers.
- **Knutsen Maskin**, the **Tadano Faun** and **Snorkel** distributor for Norway, has appointed **Stefan Wiklander** as salesman.
- **IPS France** has been appointed official **Grove Manlift** parts distributor for France by **MinnPar**.
- Italian-based **Barin** has supplied an ABC 170-190L underbridge inspection platform to Belgian-based **Areni**.
- UK-based access rental company **AFI-Uplift** has taken delivery of new more efficient delivery trucks.
- **Sany America** has established a finance programme with **GE Capital** for distributors and end users.
- German-based **CAT Rental Store MVS Zeppelin** has appointed **Klaus Kögel** as marketing manager.
- **Kerry Stokes/Seven Group** has made an A\$150 million bid for the third of Australian **National Hire** that they do not already own.
- The **UK Safety Assessment Federation** has appointed **Peter Milton**, as its new chairman.
- **Terex Cranes** has appointed **McClung-Logan Equipment** as distributor for Maryland, Virginia, Delaware and Washington DC.
- French rental company **Bleu Blanc** has purchased 20 new **JCB** telescopic handlers.
- UK-based **Cumberland Industries** has won an order to supply four 20 metre truck mounted platforms to Iraq.
- Deep cycle battery manufacturer **Trojan** has formed an alliance with **Palladium Energy** to develop lithium batteries.
- **Terex** has appointed **Scott Wine** of snowmobile and quad bike manufacturer **Polaris Industries** as a director.
- German-based tower crane specialist **Baukran Logistik** has added **Wolffkran** tower cranes to its fleet.
- **Heddle Construction** of Orkney in the north of Scotland has taken delivery of a 220 tonne **Liebherr** crane.



Liebherr LTM1070 Handover



Stefan Wiklander



Klaus Kögel



Scott Wine

- Netherlands-based **Sijtsma Groep** has taken delivery of a new **Bronto S61XDT** mounted on a **FMX Volvo** chassis.
- Netherlands-based **Boels Verhuur** has ordered 310 **Niftylift** trailer and boom aerial lifts.
- **Keppel Nantong China**, has won a £143 million contract to build a 5,000 tonne floating crane for **Asian Lift**.
- UK-based powered access specialist **Horizon Platforms** has achieved three key ISO accreditations.
- Belgian-based **M.S.B** has ordered the first **CTE B-Lift 20.13** Multipurpose, to be delivered in Belgium.
- UK-based industrial crane manufacturer **Street Crane** has signed an accord with **Dubai Cranes** of the UAE.
- **Terex** port equipment distributor **Equiport** has delivered 7 **TFC 46 M** reach stackers to Santos Port in Brazil.
- Singapore-based **Tat Hong** has formed a 50/50 joint venture crane rental company in Papua New Guinea.
- Heavy transport and lifting company **ALE** has added a new barge and 600 tonne **Terex Demag CC 2800-1**.
- Finnish-based international rental company **Ramirent** has been awarded a €10 million contract in Slovenia.
- USA-based **Barnhart Crane & Rigging** has opened a new branch at the Port of Monroe, Michigan on Lake Erie.
- **Manitou** has appointed **Henri Brisse** as vice-president, sales & marketing across all brands and regions.
- **AmQuip** has become the first crane company in North America to fit **TRAM** fall prevention systems to its cranes.
- **Custom Equipment** has appointed **Cardinal Sales** as its exclusive representative in several states in North East USA.
- Danish-based aerial lift manufacturer **Omme Lift** has obtained full Russian certification for its products.
- **Liebherr GB's** training school at its UK headquarters is now offering training for powered access equipment.
- German-based crane rental company **Greving** has taken delivery of a new 300 tonne **Grove GMK6300**.
- **Bronto Skylift** has sold a 36 metre **S 36 XDT** truck mounted lift to the port of Southampton in the UK.
- **Ashtead**, owner of **Sunbelt** in the USA and **A-Plant** in the UK, saw revenues rise 12% in its first quarter and increased its full year forecast.
- Dutch-based rental company **Lemerij** has taken delivery of another **CMC 212** telescopic truck mounted lift.
- **Vincent Vercaemst** the **Kranlyft** international sales manager for South West Europe is leaving to join **TVH**.
- **CEGE** and the European Materials Handling Industry have launched an 'easy to use' guide to non-compliant tower cranes.
- **Liebherr** has delivered two **LHM 180** mobile harbour cranes to the **Onitsha River Port**, Nigeria.
- Italian-based truck mounted lift manufacturer **RAM** is launching a new 20 metre articulated lift on a 3.5t chassis.
- A new Polish-based crane rental company **Viatron**, has taken delivery of a new **Grove GTK1100**.



Sijtsma Bronto



Henri Brisse



Vincent Vercaemst

See www.vertikal.net news archive for full versions of all these stories



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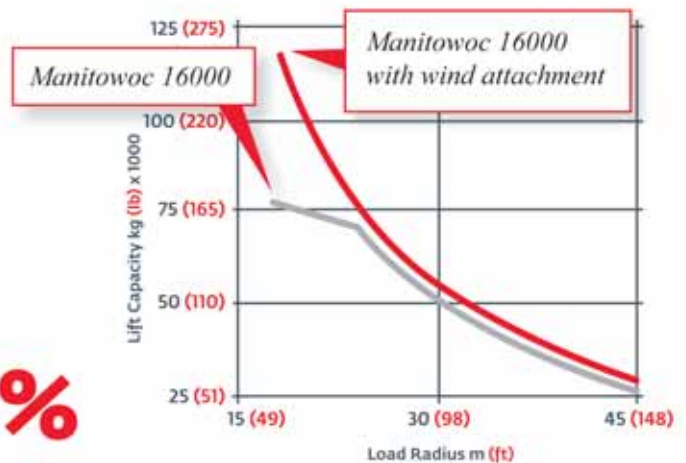
New Manitowoc 16000 wind attachment

The Manitowoc 16000 wind attachment makes a great crane even stronger. This new attachment allows you to lift larger turbines with the same highly reliable crane model. Whether adding this attachment to your existing cranes or buying a new 16000 with wind attachment, you will gain an impressive 49 percent lift capacity.

Wind attachment performance advantages:

- Compatible with all existing Manitowoc 16000 cranes
- Ability to set larger megawatt turbines
- Higher productivity in windy conditions

Load Comparison — Manitowoc 16000 vs Manitowoc 16000 WA



The Manitowoc 16000 wind attachment **increases** lift capacity **49%**

Crawling along?

The crawler crane market is currently a story of two, three or even four parts, all of which are performing quite differently through the current market slow down.

Ignoring spider and mini cranes which while they have tracked undercarriages, have very little if anything else in common with the rest of the market, the four-way split is between telescopic boom crawler cranes, small to mid-sized lattice cranes up 200 tonnes or so, 250 to around 750 tonnes and the larger models. A quick look at the main geographic markets we cover suggests that demand for telescopic crawler cranes continues to grow faster than availability, keeping rates and utilisation strong. While the day to day lattice crawlers used on commercial or institutional construction and road building continue to struggle with falling utilisation and rates. Meanwhile the larger crawler crane sector - on a worldwide basis - is generally buoyant thanks to demand from the oil and gas and petrochemical market, not to mention wind power. The only exception to this might be at the top where orders for the very largest crawler cranes from Liebherr, Terex and Manitowoc seem to have dried up - at least for now.

The soft middle market - the largest sector in unit terms - is causing crawler crane rental companies such as Essex in the USA to accelerate plans to sell off smaller models and migrate to larger crawler cranes, where it says the returns are better. Meanwhile fellow American All Erection continues to add more Link Belt Telescopic crawlers to its fleet, suggesting that it is experiencing some decent demand and returns. Some of the global companies such as Mammoet continue to add at larger mid-range crawler cranes, having taken delivery of a good number of 180 tonne Kobelco cranes this year, but they are generally destined for emerging markets where demand for crawler cranes in the 60 to 200 tonne bracket is still very strong, thanks to the vast amount of basic infrastructure work going on. Kobelco, the international market leader is anticipating further growth here and with an eye to Chinese manufacturers such as Sany, which are looking for a slice of the action, it is opening two new crawler crane facilities, one in India which is due to start production this month and one in China, due to start shipping cranes up to 250 tonnes during the third quarter next

year. Kobelco says that it expects the Indian market alone to grow from around 200 units this year to more than 700 units by 2016.

In the UK Mark Darwin speaks with Rod Abbot of crawler crane rental company NRC who celebrated his 50th anniversary in the business this month. We then wrap up with a look at some new product developments and a few interesting job applications.

Technical developments

In the 12 months or so since our last feature on crawler cranes there have been few earth shattering product developments. The most significant might be the very recent unveiling of Liebherr's new Power Boom, (See box story) which it says can boost long boom and jib capacities by more than 50 percent, with very few additional components. What will be interesting going forward is to see if developments such as this and Manitowoc's variable counterweight system - both developments from their flagship models - are transferred to smaller more mainstream crawler cranes?

On the day to day development manufacturers have been focusing on new engines driven by regulatory pressure and other environmental improvements. At Conexpo Kobelco announced its new G series cranes which will be fully EPA Interim Tier IV and EURO stage IIIB compliant, but more importantly introduce all manner of efficiency savings from transportation and rigging to better fuel economy - up to 30 percent better - thanks to adopting technology from the automotive sector such as auto-idle stop/start and low RPM hoisting. The G models will eventually cover

Kobelco's range up to its popular 250 tonner and models are expected to start coming off the line early next year.

At the other end of the spectrum Manitowoc has stepped up its Encore rebuild programme, which given the low rate of returns for crawler cranes in the 50 to 150 tonne range offers to completely



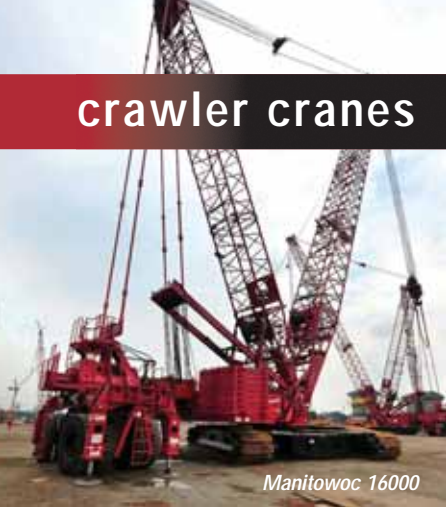
Terex CC6800-1



Sennebogen 683



Kobelco CKE 2500-2



Manitowoc 16000



Manitowoc 18000



Kobelco BM900HD

rebuild them for around half the cost of a new crane. At Conexpo earlier this year the company showed a 1996 Model 888, owned by Turner Industries Group, which had clocked up more than 20,000 hours working along the U.S. Gulf Coast region on general construction, chemical and petrochemical projects. The crane, rebuilt at the H&E facility in Louisiana, was stripped to its base components and subjected to a thorough structural test procedure and rectification and then rebuilt with new or refurbished components to modern standards. The renewed machine carries a factory warranty and has the benefit of using the full suite of crane attachments that Turner has for it. Manitowoc is

appointing certified Encore rebuild centres at a steady pace, although the requirements are high and standards strictly enforced. The benefit to the customer is a like new factory rebuild without having to ship the crane back to a Manitowoc facility.

Finally the Chinese manufacturers continue to push hard into the international crane market and nowhere are they more advanced than in the crawler crane sector. Sany leads the way, having launched a 3,600 tonner this year following its high profile appearance at Conexpo. Since then it has gone on to appoint a number of dealers in the USA one of which – Four Seasons Equipment of Houston

Texas, has ordered 17 of its SC8100 - 100 ton crawlers for delivery into 2012. Meanwhile another - Imperial Crane has put a 300 tonne Sany SC8300 to work on a wind farm in California. In September the company opened its massive new facility in Peachtree City Georgia. At the same time Zoomlion switched its crawler crane distribution rights from its concrete pump dealer CIFA to Bigge backed Global Crane Sales, making the announcement at Conexpo, it sold the first unit, a 260 ton QUY260 to Axis Cranes of Portland Oregon.

So while the pace of radical new development appears to have been slow, over the past 12 months, there is still a great deal going on.



Sennebogen 643

Liebherr unveils Power Boom and improves narrow crawler mobility

Liebherr has unveiled its new Power Boom which it claims significantly increases long boom and jib capacities, while using few non-standard components. Designed initially for the 3,000 tonne LR13000, the company is currently testing it on the 1,350 tonne LR11350 and could make it available on other models in its range.

The Power Boom principally comprises two unique components - a butt-section/base boom adapter - the Lower P-Adapter - that converts the crane's single pivot point into a twin boom configuration and a top adapter - the Upper P-Adapter - that converts the twin booms back to a single boom for the tip. All other boom sections are standard intermediate sections. Liebherr says that in some parts of the chart improvements exceed 50 percent for both main boom and luffing jib, due to greater torsional stiffness. The Power Boom can also be retrofitted to existing cranes.

Another benefit with this design is that buyers can buy one set of Power Boom adapters for use over two or more cranes, or they can purchase them later on should a job require a stronger boom. Liebherr says that the Power Boom will play a major role in the future developments of its new cranes and is part of a range of measures to

optimise lifting capacities and extend the 'application spectrum' of various models in the 600 to 750 tonne range. A further development is a pin-on superstructure frame extension for its 600 tonne LR 1600/2-W narrow-track crawler crane which allows the main counterweight to be reduced from 190 to 150 tonnes. A separate carbody ballast of up to 65 tonnes can also be added. The changes enable the crane to move with up to 108 metres of main boom and 12 metre fixed jib.



Liebherr Power Boom upper adapter



Liebherr LR1600



Liebherr upper boom adapter



Liebherr LR11350 Power Boom

A work of art

C&a crawler cranes

The Liebherr LR11350 lifts the 81 metre diameter lattice dome clear of the old stadium, originally a cattle market, and starts to slew



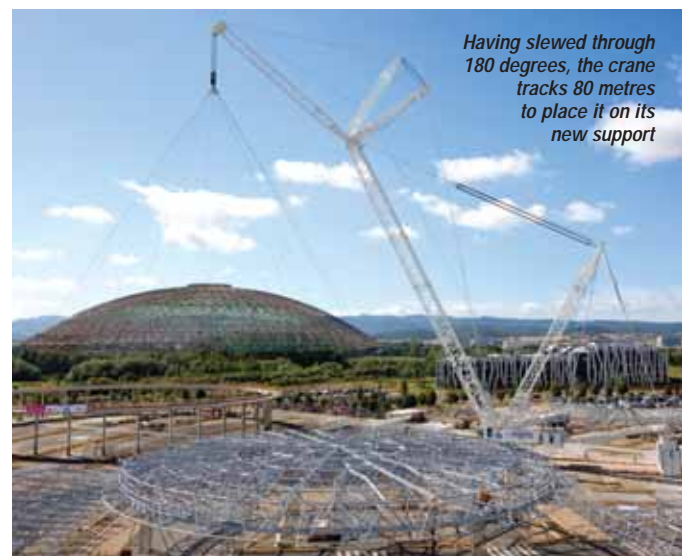
When the Spanish basketball team Saski Baskonia needed to expand its stadium from 9,900 to 15,000 seats, one thing was clear, the impressive 81 metre diameter lattice dome would have to go. However the dome had significant architectural merit and had become a symbol of the Basque city of Vitoria-Gasteiz's and something of a tourist attraction. Dismantling the dome was investigated by experts who considered that this would effectively have destroyed the 37 year old work of art.

A plan was devised to lift it off in one piece and move it around 200 metres and place on top of a circle of columns where it would have some future use. Given the availability of cranes a tandem crawler crane lift was considered but then dismissed as too difficult, given the challenges of rigging two cranes up symmetrically to the delicate 200 tonne structure along with the cost of laying more than 320 metres of reinforced track across the existing car park. Heavy haulage company Usabiaga provided the solution using its new Liebherr LR11350 crawler crane which was due for delivery this July.

The crane was shipped directly from Liebherr's plant in Ehingen to the stadium and rigged with 130 metres of boom and jib together with a 42 metre back mast, 830 tonnes of main

counterweight, plus a further 600 tonnes of suspended ballast at 30 metres radius. The dome was connected by 24 metre long steel cables connected to a two metre diameter circular lifting 'beam' in order to minimise stress and deflection within the dome.

Operator Andrés Guerra took the weight of the dome and rigging - a total of 218 tonnes at a radius of 70 metres - and then carefully lifted it clear of the stadium's columns. Once clear he started tracking away from the building and slewed the load 180 degrees towards its new home. It then took just one and a half hours to cover the 80 metres before the crane could reach the new resting place. The main concern was that if the dome had suffered any deformation it would not have fitted the new structure but there were no problems.



Having slewed through 180 degrees, the crane tracks 80 metres to place it on its new support



The dome safely on its new base

Golden age of cranes

Rod Abbott managing director of UK-based crawler crane specialist NRC has been around the crane business for quite a while and this year celebrates 50 years not only in the business, but with the same company. Last month he spoke to Mark Darwin about his time in the business and the crawler crane sector.

In 1961 a 15 year old Rod Abbott left school and started a five year apprenticeship with Neagron Plant. Although Abbott had only a few qualifications - an RSA (Royal Society of Art) in maths and metalwork - he was taken on by Neagron Plant's managing director Ken Gibson and went on to achieve a HNC in Plant and Engineering. Gibson, obviously seeing talent in the young man continued his education, sending him to the LSE and Chamber of Commerce in London on a business studies and accountancy course. Over the following few years he gained practical experience working for short periods in almost every crane factory in the UK - including Priestman, Coles Cranes in Sunderland, Neal Cranes in Grantham and NCK - which must make Abbott one of the most experienced and knowledgeable people in the crawler crane industry.

As Abbott was finishing his apprenticeship, Neagron - formed in 1951 - was in the process of building up its fleet of cranes, purchasing its first crawler, a 12 tonne NCK 205, in 1966. The company was also a founder member of the Contractors Plant Association (CPA) that same year.

"For its time the NCK was quite a modern machine," remembers Abbott who used to travel around the world bringing cranes back to the UK for overhaul. "We became the NCK dealer in the UK and like Ruston Bucyrus at the time, offered various levels of crane overhauls.

In 1972 he set up Raymoore Engineering & Test Division which still exists today, offering various crane testing services drawing on 1,000 tonnes of test weights. Abbott was made director in 1980.

NRC Plant was formed in 1986, the amalgamation of Neagron Plant and Raymoore Engineering. However, it was 1980, the year Abbott was



Rod Abbott (circled) in 1961 with other Neagron Plant employees.

made director - that Gibson foresaw the demise of the British crane industry. Coles had taken over Priestman and ran the company down in a similar way NCK had been taken over and moved to Bristol.

"Our fleet at the time included about 30 Priestman cranes while the remainder were NCK," says Abbott, "it was therefore a worrying time as a dealer and rental company."

when we were appointed and I still have a couple of the original gearboxes all these years later, simply because they don't break down," he said. "The main reason Laing did not succeed was that Sumitomo did not want a contractor representing them - it wanted an experienced crane company."

Bringing the NRC story up to date Sumitomo merged with Hitachi in 2003 and in 2008 was also



Neagron Plant's Barking depot in the early 1970's

Scouting for cranes

"I was sent (now as technical director) to Japan to check out other manufacturers including Kobelco, Sumitomo and Nisha as potential replacements, should the UK crane manufacturers collapse. We instantly felt an affinity with Sumitomo because we had a similar 'family' philosophy in the way the company was run. After several months of discussions we were appointed UK and Ireland dealer in 1988."

However Abbott revealed that NRC was not the only company looking to distribute Sumitomo in the UK. Laing Construction was also in the hunt and had gone as far as purchasing spare parts to support their distributorship bid.

"We bought the parts off Laing

appointed Link Belt crane distributor for the UK and Ireland following conversations at Bauma 2008. As the American company does not currently have European dealers, NRC also acts as European and Africa master distributor.

Demise of UK crane makers

"It is a shame about the demise of the UK crane industry," he says. "There were so many companies with so many innovative ideas. I have heard noises recently of using the UK's engineering expertise to once again to design and build (not just assemble) cranes in the UK. I for one would like to support this if it ever happened."

Abbott remembers the innovations on Priestman cranes of old such as when it was the first crane fitted



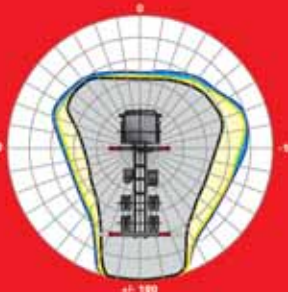
An early Neagron Plant NCK 605 3B

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with tapered rollers (not conventional balls) and fitted with integral gearboxes. It also manufactured the first 80 tonne hydraulic crane - the Rhino crane - in the early 1980s.

"The tapered roller slew ring was real precision engineering, I am sure that if the company had survived and had adequate investment it could have been a major player in today's market."

A few years after winning the Sumitomo distributorship, Abbott and four other directors were involved in a management buy-out of NRC. He was also the only director to survive when the company was bought by tunnelling and civil engineering company Joseph Gallagher in 1997. Since this time Abbott has been a non-shareholding managing director of NRC Plant, with full autonomy in the running of his side of the business. Today NRC's two crane distributorships offer a good range of crawler lattice and crawler telescopic cranes and is combined with a 90 strong, one-brand crawler crane rental fleet, one of the largest in the UK.

"Our Hitachi-Sumitomo fleet consists of about 60 lattice crawler cranes from 35 to 275 tonnes and 30 telescopic crawler cranes from 4.9 to 70 tonnes which includes the new 70 tonne Link Belt TCC 750 although this will extend to the 100 tonne TCC1100 next year and eventually to perhaps 150 or 175 tonnes if Link Belt continues its telescopic development."

Crawler crane market

"The sales market this year is generally quite slow with only a relatively few cranes purchased, but we have issued more quotes over the last six months than for several years," he says. "The huge impending contracts such as Crossrail - the massive rail line Maidenhead in the west to Abbey Wood in the east via 21 km of new twin-bore tunnels under central London - and Hinkley Point power station coupled with our good location near London means that we will hopefully pick up quite a bit of business. However contracts such as these require the very latest cranes with specifications including Tier 3B engines and particulate filters. On a 90 tonne crawler this might cost in the order

of £30k!"

"On the rental side, utilisation is high but rates range from very poor for the smaller 50 to 70 tonne lattice crawlers where there are too many machines in the market but get progressively better as capacity increases. Prefabricated components - such as beam rebar cages - are getting larger and heavier creating a demand for everyday crawlers up to 120 tonne capacity. The crawler telescopic rates are generally good," he adds. "For example the small eight tonne telescopic has the same rental rate as a 50 tonne lattice."

Improvements in the design of telescopic crawler cranes with reduced boom weight over the past few years mean that the performance and price gap between lattice and telescopic has narrowed. However the major advantage of telescopic crawlers is versatility and ease of movement without the considerable cost and space needed for re-rigging. The concept is now starting to catch on - particularly with younger engineers who embrace the concept realising that while the weekly rate may be slightly more the overall costs are reduced. Unlike mobile cranes, most rental contracts last at least a few months.

"Crawler crane hire is much slower paced than mobile crane hire. We have more time to think and plan," he says. "We are happy to both rent and sell crawlers and with very good residuals, now is a good time to consider purchasing. The future looks reasonable, not much this year but looking further ahead. This year we have sold a number of 70 tonners and a few of the smaller Hitachi eight tonners, but sales must be down 65-70 percent - compare this to 36 big crawlers I sold in the good times. At times like these, we are glad to have the hire fleet, although there might be some



NCR's telescopic crawler fleet ranges from 5 to 70 tonnes



NCR Plant has the facilities to carry out its own engineering work such as this high-lift cab



good sales news towards the end of the year."

Although not a finance house, NRC has formulated a finance package - variable interest with equalised payments - with HSBC bank that several customers have found useful when purchasing equipment. The package means constant 10 monthly payments over say a five year period, allowing either early or extended payment time depending on the interest rate changes during the loan.

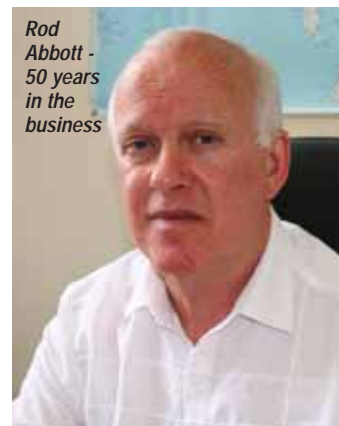
"I really believe that the telescopic crawlers will have serious share of the market," says Abbott. "You can never do away with the lattice boom machines for heavy duty applications and piling etc. However I am still surprised that the major mobile rental companies have not yet gone for telescopic crawlers yet."

50 not out

In spite of a long and successful career, Abbott has no plans to retire just yet. And even when the younger NRC Plant generation does take over at some point in the future, he would still like to be involved, perhaps with negotiations with the manufacturers - part of the business that has taken a long time



to build up, but nowhere near Abbotts golden 50 years in the industry.



Rod Abbott - 50 years in the business

Cranes, planes and access platforms

Two 600 tonne Terex CC 2800-1 lattice boom crawler cranes owned by Maxikraft Kran und Schwerlastlogistik worked in tandem with several other telescopic cranes, to erect the massive front section and central roof truss of the new aircraft maintenance hangar at Berlin-Brandenburg International airport.

The first lift was the 153 metre long, 12 metre high and 1.4 metre deep door truss frame weighing 613 tonnes. The enormous truss supports the hangar's massive 153 metre long roll-up door which will allow aircraft to enter the hangar anywhere along the building's façade.

Site manager Karl-Heinz Große said: "We had to erect the central roof truss which weighs around 240 tonnes at the same time as the door frame, in order to make sure that the building was structurally stable without the need for expensive bracing. A total of seven cranes participated in the lift so precise coordination was critical. A total of 12 synchronised radios were

provided to the crane operators, signallers and the head of operations in order to ensure that information and instructions were immediate.

The door truss was raised by the two big crawlers working with 60 metre main booms, with the help of two 500 tonne telescopic cranes to provide stability at the centre of the long truss. Once lifted the truss was tracked 15 metres into position and then raised to its 30 metre installation height between the side walls. Teams then worked from large self-propelled boom lifts to connect the truss to the corner posts. The two 500 tonne cranes continued to support the centre of the door truss, while the two big crawlers unhooked

C&a crawler cranes



Up goes the truss to be bolted to the side walls

from the door truss to lift the central roof truss into place, this time assisted by two 300 tonne telescopic cranes. The roof truss was then connected to the door

truss and the rear wall frame, providing overall structural integrity. The job was completed on time by 10pm and most importantly before a heavy thunderstorm arrived.



The cranes prepare to lift the massive door truss

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Imagine a self-propelled boom lift with working heights of up to 27 metres, that is less than half the weight and considerably faster than conventional booms, offers gradeability of up to 45 percent, can automatically level up and work on slopes, yet does not employ a tracked undercarriage do you think it would be a winner? After all the cost of transportation, traversing soft ground without having to put in expensive temporary roads, concern over surface damage to pavements and increasingly critical floor loadings are all becoming major issues on sites and in other places that aerial lifts are being used.

Well, there is such a product - the All Terrain, Semi Self-Propelled or Self Drive platform. The fact that there is no clear industry name for this category illustrates its lack of widespread popularity. Quite why this extremely capable and useful platform type has never captured the imagination of rental companies or end users is something of a mystery and so it has remained a niche product for all of its almost 30 year's existence.

Despite having being around in one form or another since the late 1970s, limited demand means only a few manufacturers include such a product in their line-ups, resulting in relatively low annual sales. Could this be another case of rental companies following the market like sheep, rather than introducing their customers to alternative and possibly better solutions to their access problems? Cranes & Access takes a look at the development of the AT/SD sector, the products currently available and tries to answer that question.

The first All Terrain type self-propelled lifts were just what the name suggests and used a rugged 4x4 chassis from that peculiarly British, go anywhere 'site dumper' built by manufacturers such as Benford, Winget, Thwaites and others. Mounting an articulated boom - usually sourced from a trailer lift - in place of the normal material skip, resulted in a light, speedy, platform that could travel over almost any terrain. And all but the very earliest units had the facility to level the chassis using four outriggers.

The initial machines were in fact quite popular, possibly due to the fact that they appealed to general rental companies who in those days bought large numbers of dumpers, so they understood the technology, as did contractors. This combined with the growing popularity of powered access rental, then still in its infancy in Europe, helped boost sales in what was then a much smaller market. Design developments and improvements through the 1980s saw the

introduction of more suitable 4x4 chassis, either using the longer wheelbase dumpers coming on the scene at that time or by building the drive line components into a purpose-built chassis frame. These units were also fitted with open, seated driving stations and producers included Pegasus (later Thwaites), Benford, Powered Access, Simon Aerials/Kombillift and Aerial.

In the 1990's the concept was refined still further with something of a split away from the dual control position machines with their dumper genetics towards the concept we see today. This was led by Finnish company Rotator/Scanlift. None of these brands have survived and today there are just five manufacturers offering this type of lift - Niftylift, Bil-Jax, Dinolift, Snorkel and Nostolift/Kesla.

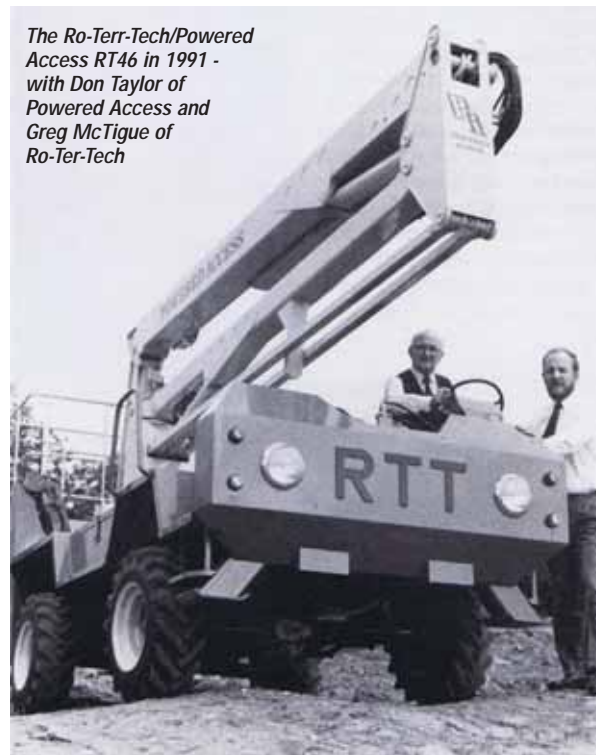
Stage one: The dumpers

Benford and later Powered Access Ltd were among the first UK manufacturers to produce an AT/SD type platform. The RT46 was an early Powered Access platform using a modified dumper type chassis built by Ro-Terr-Tech of Gateshead. It was a simple articulated boom offering 14

metres working height and 6.2 metres of outreach, with a high top speed of 35kph and a chassis mounted driving seat. An optional cab was also available for those who planned to use it on the road in winter. Platform capacity was 215kg and it featured four outriggers which allowed the machine to be levelled up from the driver's seat. A 50ft platform - 17 metre working height model - the RT56 came later.

Benford had started out with the simplest product of all, when it mounted a lightweight articulated trailer lift boom with one man platform to its standard two tonne capacity TS40 swing dumper chassis in place of the usual skip.

The Ro-Terr-Tech/Powered Access RT46 in 1991 - with Don Taylor of Powered Access and Greg McTigue of Ro-Terr-Tech



AT boom lifts C&a

The resulting unit - the LM31D Liftmate - had a working height of 9.5 metres. However in order to move the centre of gravity forward, chassis modifications - including using heavy steel plate for front fabrications such as mudguards - were needed. 'Modern' platform features included entrance into the basket at ground level and up to 4.2 metres of outreach without stabilisers.

In a report on the machine at the time Benford was quoted as saying that 'stability is the most important safety aspect of any self-propelled aerial work platform'. It said that the LM31D was stable in all boom positions on slopes of up to five degrees. The use of foam-filled puncture-proof front tyres further increased safety and a dual axis inclinometer was also fitted. The company said at the time that it was also considering a 12 metre version with a short third boom but this would require stabilisers. As far as we know it never saw the light of day, having been superseded by the Powered Access type product which was quickly trumped by units with telescopic booms.

Rather than develop the dumper mounted concept Benford went on manufacturer to a wider range of access equipment, all built in the UK. Its line-up eventually included a popular range of self-propelled 'construction' scissor lifts and the 14 metre, zero tail swing LM46 self-propelled boom which featured one of the first articulated jibs, which it referred to as a droop snoot. Meanwhile US-based Marklift, having acquired the Liner plant in the UK northeast, introduced the RT95 but the entire venture was short lived and few ever made it onto the market.



The Marklift RT95

Stage two: sophistication creeps in

John Hocking - an engineer and early access industry innovator - also spotted the potential of the dumper-mounted lift and established the Pegasus company in 1985 which operated out of a manufacturing facility in Hixon, Staffordshire.

Remaining with the dumper concept and components, he used a longer wheelbase chassis which could travel at greater speeds and also level up on uneven ground. After producing around 200 platforms, the company ceased trading in 1990 and the assets were purchased by leading dumper manufacturer Thwaites. The most popular model - the AT52T - had a purpose-designed, all-terrain chassis single stage riser and telescopic top boom.

In spite of an unattractive dollar/sterling exchange rate at that time Thwaites saw the North American market as vital to its long-term sales success - the USA

The Benford LM31 Liftmate



A Pegasus AT52 in the USA



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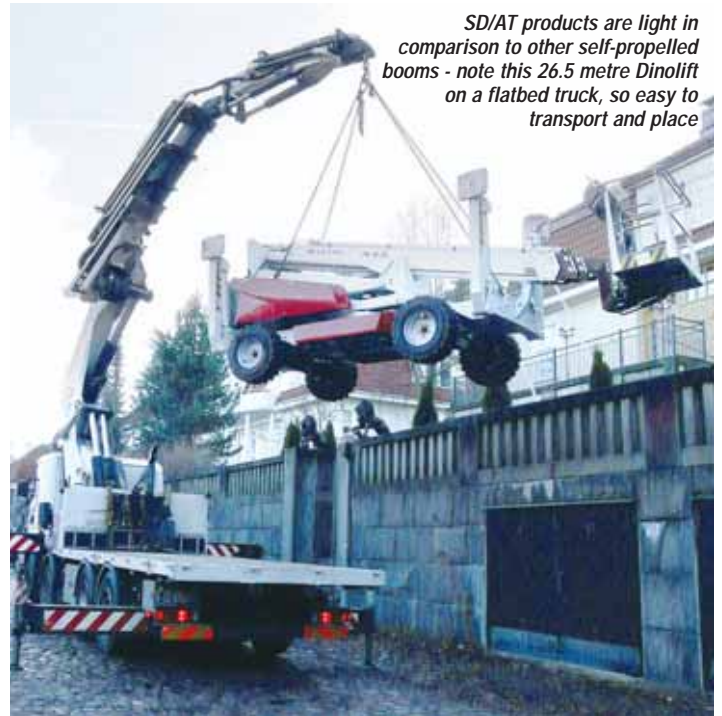
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The Pegasus AT52T after the Thwaites acquisition



C&a AT boom lifts

SD/AT products are light in comparison to other self-propelled booms - note this 26.5 metre Dinolift on a flatbed truck, so easy to transport and place



being the largest market in the world for self-propelled scissors and booms. It was hoped that applications such as airport construction, commercial aircraft maintenance, petrochemical and refinery work - jobs where the distances were great and the high speed was a plus - would provide strong demand. However in spite of the obvious benefits that the Thwaites/Pegasus offered, most units were sold to rental companies with the long recession of the early to mid-1990s effectively killing the product off.

Even 25 years ago, these early manufacturers recognised the limited mobility of most scissors and booms both in speed and gradeability which is why machines such as the AT52T were popular. A

combination of its 215kg capacity, 34 kph travel speed, 30 percent gradeability, 16 metre (52ft) working height, outrigger levelling and gross vehicle weight of less than four tonnes gave it the versatility not available in other types of platform. It followed the concept at the time of site equipment being driven to site under its own steam, loader backhoes, telehandlers and products such as the Pegasus could all be made road legal and were regularly seen on the road travelling between job sites. Some of this was dictated by the fact that in the early days of powered access there were way too few dedicated delivery vehicles that could load and unload self-propelled platforms on site. There were low loaders of

course, but these were hugely expensive in comparison to two or three axle flatbed trucks and were only operated by specialist transport companies who knew how to charge.

Around the same time as Hocking was working on the Pegasus, Powered Access of Market Harborough in the UK - the name which brought together a number of brand names including Acklift,



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The Manhandler Roughneck made a big splash but never quite achieved its full potential

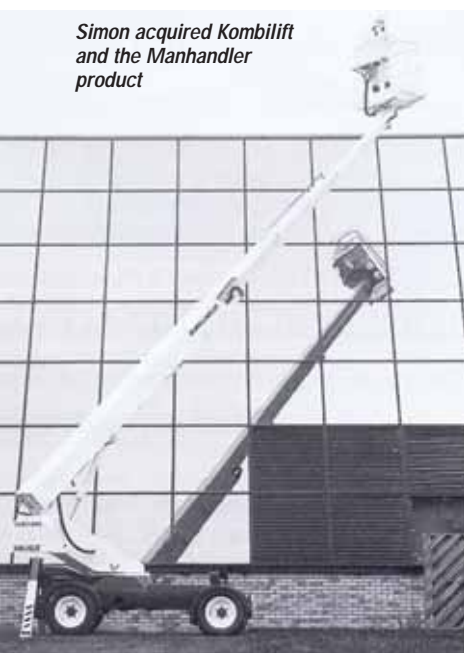


Spencer and Armfield - introduced the 40ft platform height RT46 mentioned earlier in this article and others soon joined these two. One of the most interesting was a product with a similar idea but different concept - the Manhandler designed by Bob Kinsey of Kombilift. The Manhandler 'range' consisted of the 'Aircruiser' for the aircraft ground equipment market and the Roughneck 66 for construction applications. The Roughneck used a similar dumper type chassis concept with separate mid mounted driving position, but boasted a straight four section telescopic boom in place of the trailer derived articulated booms of the others. It also used two large rear mounted A-frame outriggers in place of four. It boasted a 60ft platform height - 20 metres working height - which was a very popular boom size of at the time. It also had up to 13 metres of outreach and used a load management system it

called MaxiReach. The unit had an oscillating front axle which helped provide great rough terrain capability and speeds of up to 24kph. The machine was heavier than the others at 4,800kg but still half the weight of the very lightest self-propelled boom available at the time. The company made a major push into the North American market, shipping demonstration units out, along with a young sales rep to tour rental companies and solicit orders. The anticipated US breakthrough never really happened and around 1989 the company and its products were acquired by Simon.

Production of the Manhandler was transferred to the Simon Aerials plant in Thetford, Norfolk and the product - following a facelift - was added to the massive Simon product range of the time. In the land of their origin - the UK - the dumper-based units reached their zenith in the late 1980s and early 1990's when the access business was booming. The full line aerial lift producers from North America began to look at the category but then the recession of the early 1990s killed that off as new sales dried up. However rental rates for this type of lift held up through the slow-down, thanks to the platforms' all terrain ability which found favour with users outside the construction industry, such as forestry, maintenance and inspection work. This remains the case today, however over the past 20 years demand has never really taken off from the levels of the early 1990s, explaining perhaps for the relatively few manufacturers in the sector today.

Simon acquired Kombilift and the Manhandler product



C&a AT boom lifts

Stage three: The modern era

If you look at those that remain in the market, one thing jumps out (apart from the almost defunct Kesla, now Nostolift) all are principally trailer lift producers. The trailer lift

boom with its offset slew ring, lends itself to mounting on an all terrain chassis, allowing such companies to produce a self-propelled boom lift without committing to a totally new design. While some think of these machines as a quintessentially British product, the modern all-terrain arguably hails from Finland where in 1991 forestry equipment manufacturer Kesla introduced an 18 metre working height telescopic boom lift on a 4x4 all terrain chassis, calling it the Scanlift SL180, which became the 18.5 metre SL185 after production began in 1992. Some of the first units were sold in Holland and sensing their might be some overseas potential the company signed an agreement with a major access equipment distributor Rotator Oy - which also handled JLG. In the mid 1990's 24 and 32 metre models were added to the range, although the 32 may not have made it onto the open market? A year or so later the company took back the distribution rights and then several years later when it introduced up dated and more reliable versions it chose to completely rebrand them as Kesla lifts. The Kesla XS range is still built in tiny volumes by Finish based Nostolift. Scanlift was joined

The Scanlift became the Kesla lift with two models, the XS190 and the XS240



in 2006 by fellow Finn Dinolift, making this a distinctly Finnish market sector.

Danish neighbour Denka also took a stab at the market in the mid 1990's with its 23 metre telescopic RST2300 model developed in partnership with its German distributor Rothlehner and manufacturer PB. While a few units were built the product never gained standard product status.

Back in the UK, Milton Keynes based Niftylift was approached in 1995 by its Dutch distributor Eurosupply to design a machine for construction work on the major Schiphol expansion project that was being planned. The contractor was looking for a 17 metre working height self-propelled boom lift that was lightweight and that could spread its weight over a wide area to meet tight floor loading challenges. Using the Nifty 170 trailer lift superstructure the two developed a special that was later developed into the SD170 = 17 metre Self-Drive. Since then customer demand has caused it to add a larger and more recently a smaller machine to its line-up to create its current three model SD range and the company is now one of the leading manufacturers along with Dinolift.

The Rohlehner/Denka RST2300





The Nifty 170 was designed in 1995 and is the company's most popular SD model



The Nifty SD120T



The Nifty SD210 handles soft ground with ease thanks to its large turf tyres



Unlike most of the products on the market the Niftylift SD210 has spring suspension

The Niftylift 170 is the company's most popular SD model. "Users like the quick travel speed and low ground pressure of the SD platforms," says Niftylift managing director John Keely. "Tracked machines have problems with weight, stability on steep ground, travel speed and surface damage so for numerous applications the SD is the best solution and is particularly popular with tree surgeons and for use on large estates."

One major design difference between the all-terrain products produced today and the original machines is that all modern platforms are driven from the basket. Early designs - particularly those based on site dumpers - used the chassis' operator's seat and controls, the high - 20kph plus - travel speed has also gone. The one exception to this is the dumper based Snorkel which is still produced to order.

Each of Niftylift's three models adds something different to its SD concept. The smallest, the SD120T uses the articulated lift mechanism - single riser and telescopic upper boom - from its very popular HR12

fully self-propelled boom lift and T120T compact trailer lift. It offers a 12.65 metre working height and 6.1 metres of outreach yet weighs just 2,260kg.

The larger 17.1 metre working height SD170 has the same performance as the company's 170 trailer lift, in terms of working height and its 8.7 metres of outreach, but with a driveable 4x4 chassis. At 2,750kg it is two tonnes lighter than Niftylift's HR17 Hybrid fully self-propelled boom lift and over half the weight of most 50ft boom lifts on the market.

The largest model in the range - the SD210 4x4x4 - is a totally different beast and according to Nifty, the 'ultimate' SD/AT, featuring fully independent suspension with four wheel drive and four wheel steer. When fitted with turf tyres the unit can easily travel over sensitive ground without damage thanks to its larger tyres, suspension and low gross vehicle weight of just 3,950kg almost half that of any articulated self-propelled boom on the market. Yet it can comfortably travel at speeds of up to 7.5kph and climb slopes of up to 45 percent. It offers

21.3 metres of working height (64ft platform height) with 12.6 metres of outreach, 7.5 metres of up-and-over reach and the versatility of a 150 degree articulating jib, not to mention standard platform rotation.

The two smaller Niftylift SD machines have full hydraulic controls, levelling outriggers and are available with petrol, diesel, battery and Bi-Energy power, making them ideal indoor/outdoor machines as well as for working in sensitive areas such as private homes or hospitals etc.

Back to the past

As we have already mentioned Snorkel still has an AT platform in its range, although it's AB48HSRT is now only built to special order. The platform (previously the UpRight AB48HSRT) is based on the Aerial Pioneer AD17T which used the Aerial K17 articulated telescopic trailer lift boom with 130 degree articulated jib, mounted on a bespoke chassis using an AUSA dumper drive train. The unit is built like a tank with short chunky heavy duty chassis and large box section A-frame outriggers. It offers a 49ft platform height - 16.8 metres of working height - with almost eight metres of outreach yet its gross vehicle weight is just 3,500kg and when set up on outriggers it has a footprint similar to many fully self-propelled boom lifts at 2.4 metres

wide. Unlike all the other all terrain lifts on offer it has a four speed dumper type transmission and can travel at 22kph and can be made fully street legal.

Where it falls down though is on price and complexity, making it more suited to specific applications.

An American entrant

The most recent entrant in to this market is North American-based Bil-Jax, now part of Haulotte, having joined the market at the start of 2007. It has a three model line-up - two with articulated booms and jibs and one straight telescopic. Its units are particularly light weight, simple yet rugged machines with a good specification. Prior to the company's acquisition by Haulotte Bil-Jax had launched what it calls its X range in Europe and had done well with it, particularly in Germany. Its telescopic model the 37ft platform /13.2 metre working height 36XT is a particularly attractive unit (in performance terms - not aesthetically), with almost 10 metres of outreach and yet weighing just 2,300kg. The 4x4 unit was originally gas powered, but now comes with a battery electric power pack, making it very attractive for working around family homes etc.

The two articulated models are both larger, the 45ft platform height 45XA and 55ft - 18.7 metre



The Snorkel AB46HSRT is based on the Aerial Pioneer AD17T and is the only machine left with dumper DNA

THE COLOUR OF

POWER

The new 12 m (39 ft) Genie® GS™-4047 full drive-height self-propelled electric scissor lift meets the demands of tightly packed, high rise indoor spaces. The GS™-4047 offers height, lift capacity and power on a narrow unit of 119cm (47").

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The Bil-Jax 36XT demonstrates how this type of lift easily copes with soft ground....



.... And slopes



The Bil-Jax 55XA

nicely with Niftylift's offerings. The Dino 205RXT offers a 61ft platform height - 20.5 metres working height - the 240RXT has 72ft platform - 24 metres working height and the most recently introduced model the 260RXT, launched at Intermat 2009, has an 81ft platform height - 26.5 metres working. All use a heavy duty articulated dual pantograph type riser and a four section telescopic upper boom. Outreach varies depending on capacity but ranges from 12.6 metres on the 205 to 11.7 metres on the 260. All three models have a high specification with 360 degree continuous slew, 180 degrees of platform rotation, four wheel three mode steering and high lift auto levelling outriggers. As you might expect from such large machines, gross vehicle weights are higher, ranging from 4,200 to 4,500kg, but still come in at less than 30 percent of the weight of most fully self-propelled boom lift, which are typically in the 15,000 to 16,000 kg range. Gradeability is 35 percent and speed is similar to typical self-propelled lift levels of just under five kph.

A name associated with AT lifts for many years is that of Kesla with its distinctive pale blue and orange telescopic machines. However in 2006 the company sold its aerial lift business to fellow Finnish company Nostolift Oy, a low volume producer of truck mounted aerial lifts. The deal included designs and tooling for all of the company's aerial lifts and today Nostolift has a two model XS range - the 19 metre XS190 originally launched in 2005 the and the 24 metre XS240. Production of the Kesla platforms moved to Nostolift's 2,100 square metre plant in Eura in South Western Finland

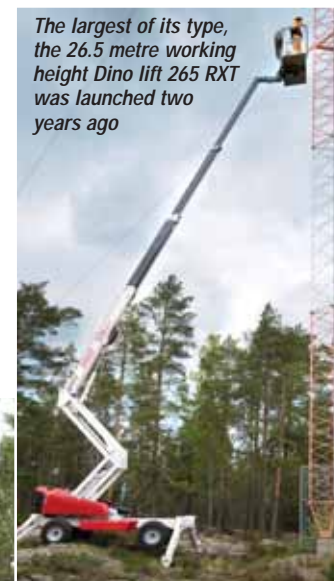
working height 55XA has, we understand that the latter unit has been less successful than the other two and may be in the process of being phased out? All units include articulating axles and fast auto levelling outriggers.

Back in Europe and moving north, there are, as we have said two Nordic producers both based in Finland - Dinolift which has three models and Nostolift - which acquired Kesla Oyj and the trade names of Scanlift and Kesla XS - with two models.

Dinolift and Niftylift are the only companies left in the market with any serious volume, at least in Europe. Dinolift's RXT models are all over 20 metres and so dovetail

after the acquisition and the units rebranded as Nostolifts.

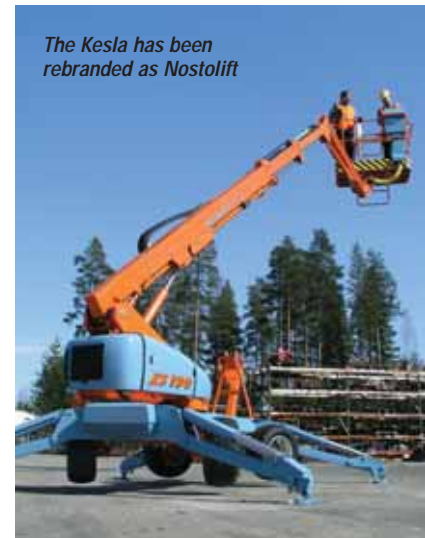
The fact that the Kesla/Nostolift machines look similar to the Scanlift products of the early 1990's is no surprise since they inherited their DNA. Rotator launched what it called a 'new' access platform which it thought would fill a gap in the market between the trailer mounted lifts and the four wheel drive telescopic fully self-propelled



The largest of its type, the 26.5 metre working height Dino lift 265 RXT was launched two years ago



The Dinolift 205RXT like most products in the sector has good levelling capability



The Kesla has been rebranded as Nostolift

boom lifts. Using a chassis that looks very similar to current machines. The original Scanlift SL180 offered four wheel drive and steer and was driven from the platform by using a stalk mounted lower control box that could only be reached and activated when the boom was stowed. This concept, which is still a feature of the Nostolift/Kesla machines, eliminated the need to plum any chassis related hydraulics or electrics up the boom. Overall weight was exceptionally low at 2,600kg with good gradeability. The unit had a three section boom with sizeable jib and levelled using four outriggers. The machines were particularly popular in North America where they were adopted by golf courses for tree trimming and other working at height applications. It has to be said that the Scanlift introduced the modern, or should we say current, AT/SD product concept which Niftylift and Dinolift have taken up and made their own.

The All Terrain/Self Drive models available

Make	Model	Work height	Max outreach	Max speed kph	Max Grade %	Articulated/ Telescopic boom	GVW
Bil-Jax	36XT	13.3m	9.8m	5.6	45	Telescopic	2,313kg
Bil-Jax	45XA	15.5m	8.2m	6.0	48	Articulated	2,139kg
Bil-Jax	55XA	18.7m	10.2m	7.3	45	Articulated	2,722kg
Dinolift	205RXT	20.5m	12.6m	4.7	35	Articulated	4,200kg
Dinolift	240RXT	24.0m	12.1m	4.7	35	Articulated	4,400kg
Dinolift	265RXT	26.5m	11.7m	4.7	35	Articulated	4,500kg
Niftylift	SD120T	12.6m	6.1m	4.0	45	Articulated	2,260kg
Niftylift	SD170	17.1m	8.7m	5.0	30	Articulated	2,750kg
Niftylift	SD210	21.3m	12.6m	7.5	45	Articulated	3,950kg
Nostolift	XS190	18.7m	12.3m	3.7	35	Telescopic	3,700kg
Nostolift	XS240	24.0m	12.8m	5.0	35	Telescopic	4,850kg
Snorkel	AB48HSRT	17.0m	7.9m	22	40	Telescopic	3,500kg

The current AT boom lift manufacturers have kept reasonably close to the original Scanlift specification, although most now use articulated booms. All are lightweight for their height and have good gradeability but travel speed has slowed to less than 10km per hour. The only exception is Snorkel's special build platform the only one still based on a dumper

(Ausa) which has a top speed of 22kph.

Perhaps if rental companies and users didn't always look to tracked spider lifts for rough ground solutions, the all terrain self drive platform would be more popular. It is after all, basically a wider tracked machine on wheels – with some additional advantages....

Up to the Mark

A Niftylift SD120T from UK based Mark 1 Hire enabled essential maintenance work to be completed on one of Essex's historic listed buildings. The Round House, in Havering-atte-Bower - a three storey Grade II listed late Georgian villa - needed some important repair work to its lead guttering and roof.

Surrounded by steeply sloping grass banks, the building's roof and guttering had proven very tricky to reach for its owners without causing damage to the grass, or more importantly the basement rooms located underneath, which substantially limit the slope's load supporting capacity. Essex-based access and tool hire specialists Mark 1 assessed the site and offered one of the newest additions to its fleet, the Niftylift SD120T. With its 12.2 metre working height and 6.1 metres of outreach, but most importantly it's Gross Vehicle Weight of just over two tonnes and hydraulic outriggers allowed it to level up on the slopes.

"The SD120T has been an excellent addition to our fleet," said Mark 1 Hire. "It is economical to transport to and from site, manoeuvres easily on rough terrain and doesn't tear up delicate surfaces like grass. It can even work on rough, sloping or unprepared ground. It's a great all-rounder and is proving very popular with our customers."



SD 120T Mark hire

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Reflecting the state of the industry



C&a

APEX 2011

The seventh Apex exhibition - held over three days in Maastricht, Holland last month - reflected the current state of the access industry. Overall the size of the show was smaller with around 100 exhibitors and there was a reasonable turnout of visitors many of whom were looking to invest in new equipment. The Vertikal Press was out in force both with a show stand and staff from both its UK and German offices. The following review highlights some of the more interesting products and news from the show.

While official visitor numbers appear good, from lunchtime onwards on all three days, many exhibitors in the main hall were playing 'spot the customer'. This certainly was no Bauma and highlighted the 'quality not quantity' of the specialist trade show. The outside area, mainly truck mounted and spider lift producers, was really buzzing most of the time, helped along by several sizeable orders for big truck mounted platforms on the first day.

While the majority of visitors were European, there were a reasonable number from further afield including Australia, South Africa Korea and India. As might be expected most of the equipment ordered was fleet replacement rather than expansion, but several companies including Niftylift, Bronto Skylift, Palfinger Platforms and Power Towers reported significant orders. Overall

most exhibitors were pleased with the quality of the enquiries.

Numbers attending the evening Apex event at the spectacular Chateau Neercanne just outside Maastricht were down - a reflection of the high ticket price and limited catering at the last Apex? However those that attended had a thoroughly enjoyable evening mingling and enjoying the various forms of entertainment scattered throughout the Chateau and the food was significantly better than three years ago.

If there was one product that was universally mentioned and which stood out as the 'must-see' item of the show, it was the Tunlift 737-500, a platform designed specifically for tunnel maintenance by recently formed Italian company Sky Aces. More on this later. The International Powered Access Federation (IPAF) launched its 'Spread the load!' safety campaign

which calls for proper ground assessments and the correct use of stabilisers, outriggers and spreader plates. The message is simple - spreader plates should always be used with boom-type platforms when supported on outriggers. For more information on this subject see this month's feature on page 43.

During the exhibition, a six kilometre fun-run in support the Ronald McDonald Huis in Maastricht raised €3,690. The run - the idea of Jan Denks of Bronto - helps provide accommodation for families visiting sick children at Maastricht's hospital. More than 40 runners completed the run around the MECC exhibition centre. The winner of the run was José Miguel Peña Haro from Terex/Genie.



Overall this was a good show with plenty of new equipment to see and reasonable levels of business activity. See you at the next show in 2014!

Sky Aces

Sky Aces launched its first product at the show, winning our best new product of the show award. The company - managed by majority shareholder and chief executive Paolo Balugani - showed the innovative Tunlift platform aimed at the road and rail tunnel maintenance market. The unit can be mounted on several chassis, including the Iveco 65-4350 and MB Atego 818-3620 (which is slightly shorter at 7.2 metres but 50mm higher at 2,760mm) giving a maximum working height of seven metres and a maximum platform capacity of 500kg. The platform is built in three side-by-side sections 3.7 metres long with a total width when the side extensions are fully hydraulically extended of three metres. The centre section is fitted

to the sigma type lift mechanism, while the two side sections are fitted to a hydraulically activated pivot assembly so as one side rises the other side falls thus adjusting to the tunnel profile and allowing up to three operators to work on the curve of the tunnel roof and sides.



Sky Aces showed the innovative Tunlift platform aimed at the road and rail tunnel maintenance market

A neat option is the levelling stabilisers, fitted with hydraulically driven and steering wheels at the front and simple driven wheels at the rear, giving the unit a creep speed of 0.8 kph and operated from the platform. Other options include a 230 volt, 5kW generator, a 10 bar air compressor with storage tank



The Tunlift can be levelled and self-propelled from platform controls



Participants in the APEX Fun Run

and 200 bar high pressure water jet with 900 litres stored in two tanks.

"Interest in the platform has been excellent and we have agreed deals for two machines at the show," said Balugani. "We have orders for a further eight this year and 40 to be delivered next year. This is just the first of four different types of specialist platforms that we will be introducing."

Genie

Genie surprised everyone with a new 40ft platform height/14 metre working height narrow aisle electric scissor lift – the GS4047. Destined solely for the European market, it will be built in the Terex plant in Coventry, UK and will be available in the first quarter 2012. With an overall width of just 1.19 metres it will go head to head with similar offerings from Iteco, Holland Lift and Haulotte. The new lift is 2.44 metres long, weighs 3,221kg and has a platform capacity of 350kg.



Genie launched a new 14 metre working height narrow aisle compact electric scissor lift - the GS4047.

An eight unit double battery pack ensures sufficient power to keep the heavier unit moving. Genie also launched four point Trax steered crawler models of its S-40 and S-45 telescopic boom lifts.



Also launched were two, four point Trax steered crawler models - the S-40 and S-45 (pictured) telescopic boom lifts

Comet

Italian manufacturer Comet celebrated 50 years in business with a surprisingly large stand and three interesting new models. The X4 is a 12 metre working height, 150kg platform capacity lift on an Isuzu single cab or Mitsubishi L200 4x4 was the smallest. It is unusual in that the double pantograph risers and telescopic boom stow across the chassis similar to a loader crane, which leaves cargo space in the back of the 4x4. Up and over height is five metres and maximum outreach 4.5 metres in a 180 degree arc over the rear of the vehicle with twin centre mounted outriggers linked directly to the lift base. Other new products included the 2.2 tonne Piaggio Porter Maxxi-based Eurosky 14-2-6 (14 metre working height, six metres outreach and the 3.5 tonne 17 to 22 metre Eurosky range with double pantograph riser, telescopic boom and articulated jib.



The X4's unusual feature is that the double pantograph articulated telescopic boom folds across the chassis similar to a loader crane

Ruthmann

German truck mounted platform manufacturer Ruthmann pitched its new 28.5 metre T285 to tempt Wumag/Palfinger users who might be looking to replace similar sized machines they purchased around five years ago. In those days Ruthmann was too expensive it says, but now its platforms are 'priced to sell'.

The T285 is mounted on a 7.5 tonne chassis with up to 21.1 metres outreach. Overall length is just over eight metres and with one-sided jacking and the turret remaining within the vehicle's over-



Ruthmann's new T285 platform on a 7.5 tonne chassis

all width, the T285 is ideal for work in high-traffic areas. The T285's big brother is the 33 metre T330, 100 units of which have been ordered/sold since its launch in May.

Multitel

Multitel Pagliero is celebrating 100 years in business and it has been very busy in terms of the number of new models launched. The articulated 25 metre MX250 mounted on a 3.5 metre chassis has up to 12.2 metres of outreach and uses an aluminium sub frame to keep the weight down to 3,280kg.



The 32 metre MJ320 was the largest new platform on the Multitel stand

The 17 metre/8.6 metre outreach SHX 190 spider lift (H for all hydraulic controls) uses the superstructure from the MHX195 and the same undercarriage as the SMX 170 spider. Weighing 2,300kg, the unit to be easily towed by most 4x4 vehicles. Also on show was the 32.1 metre MJ320 mounted on either an 18 or 15 tonne chassis. Platform capacity is 230kg with outreach of 22 metres or 23.5 metres with 120kg.



The new aluminium subframe on Multitel's new 25 metre MX250 articulated boom lift

Bronto Skylift

Bronto unveiled its all new 50 metre S50 XDTJ with three section telescopic jib giving an outreach of 15.5 metres at up to 32 metres high. The other big news was the sale of two, 90 metre S90 HLA units to Irish-based Easi UpLifts. The platforms will be the flagship models in a new dedicated truck mounted division currently being set up by the company. The new machines are likely to be based in London and Manchester and available for re-rent throughout Europe. Both units will be mounted on Volvo FM460 8x4 chassis complete with Estepe rear steer tag axle. The S90 HLA has an increased platform capacity of 700kg with the standard cage. Easi UpLifts has also taken both machines with the 600kg capacity hydraulically extendable cage with camera posts, one new Bronto 360 degree Camera Cage, which includes removable seat, 360 degree slewing and hands-free safety break and 300kg capacity CW300 cage winch. The machines are also fitted with air, water and internal cable for camera data transfer.



Easi UpLifts purchased two 90 metre Bronto's with further large machines to come. A happy Ian James of Bronto with John Ball (L) and Gerrard Jennings (R) of Easi UpLifts.

Matilsa

Spanish manufacturer Matilsa displayed several new platforms including the trailer mounted Parma 7. Based on an old concept, the simple, light (380kg) platform can be easily manhandled into position



The Matilsa Parma 7 is an old, simple trailer design that is light (380kg) and has a 7.5 metre working height and a useful 500mm outreach

and has a 7.5 metre working height and a small but useful 500mm of outreach. When folded it measures 1.9 metres high, has a 180kg platform capacity and is battery electric powered. Cost is around €6,000. The self-propelled 4x4x4 boom range has been extended to three units with the new 18 metre Parma 18D filling in between the 16 and 21 metre models. The 18 has 11 metres of outreach and 180 degree jib. The company also confirmed the appointment of Hi-Lift Access as its UK distributor.

HAB

German heavy duty scissor manufacturer H.A.B. launched two new compact scissor lifts - S105 and 125-16 E2WD - in its Efficiency Line. The new direct electric drive system from the larger S142-12



H.A.B launched two compact scissor lifts and its new mega basket system for its telescopic booms



The new 17 metre E170TJV van mount from GSR

E2WD is more efficient, offers better gradeability and higher drive speeds. The new platforms can be used externally and have a 450kg platform capacity on the in deck or 1.2 metre extension. The company also launched its mega basket system for its T20 and T24 telescopic boom lifts. It says that in less than 15 minutes the five metre wide, 250kg capacity basket can be converted back to a two metre width with almost 400kg capacity.

GSR

Three new platforms from GSR included the 32 metre articulated E320PXJ mounted on an 18 tonne chassis. It offers an articulated jib, 20 metres of outreach and 280kg platform capacity. Also new was the 24 metre working height E240PX, the 3.5 tonne articulated/telescopic with up to 10 metres outreach. The company also showed a 17 metre E170TJV telescopic boom with articulated jib, mounted on a five tonne MB Sprinter van with up to 1,000kg of payload and one kV insulation.

Dingli

Chinese manufacturer Dingli used Apex to learn more about the European market and said that it will focus on Bauma 2013 to be fully established in Europe with a strong dealer network. It showed a

good range of products but its new 40ft platform height narrow aisle scissor lift never made it.



Dingli used Apex to introduce the company

Manitou

French telehandler and access manufacturer Manitou launched two new boom lifts. The new models – the 26 metre 260TJ and 28 metre 280TJ - are two variants of the same base unit. Both use a short single stage riser and three section telescopic boom, but while the 26 has a regular fixed length articulated jib the 28 employs a two section telescopic jib. The new models are an interesting combination in terms of specification thanks to the fact that they are articulated booms they are more compact and yet due to the short length of the riser outreach is closer to that of a telescopic boom lift. With tuck under jibs stowed overall lengths are around eight metres. Maximum platform capacity is 400kg and 350kg respectively.



Manitou launched two new articulated/telescopic booms with 79 and 85ft platform heights.



Easi UpLifts took delivery of its 52 metre Falcon FS520 – the first in Europe and a world first for a rental company. (L to R) John Ball, Brian Falck Schmidt of TCA Lift and Gerrard Jennings.

Falck Schmidt

The world's largest spider lift - the 52 metre Falcon FS520C - finally made it to an exhibition, following which the machine will be delivered to Irish-based rental company Easy UpLifts. The company ordered the unit more than a year ago and is

the fifth to be made - the first four all being supplied to end-users in the Far East. In addition to the FS520C, Easi UpLifts is taking two 32 metre FS320 and a 42 metre in January 2012.

Platform Basket

While not launching any major new products, Platform Basket announced its new Pro range upgrade and showed its 18.90 Pro spider lift which was fitted with a new water-cooled Kubota diesel as an alternative to the Honda petrol engine. The new engine is quieter, has lower noise emissions and meets all worldwide environmental rules. The PRO range is also comes with automatic outrigger set up.



Platform Basket was showing its restyled PRO version of its 18.90 spider.

Hoeflon

Hoeflon launched this new, fully remote control C601 mini crane which has a capacity of 270kg and overall weight of 940kg. The unit can cleverly lift its own 280kg of ballast on and off using the rear of the boom, thus reducing its overall weight if required to travel in lifts etc. Measuring 700mm wide the unit has extending its tracks to



Hoeflon's new, fully remote control C601 mini crane

1,100mm for extra stability. Maximum lift height is 3.85 metres.

Maeda

Maeda's European distributor Kranlyft showed an MC285CRM(E)-2 one of the new Dash 2 series of its MC285C mini cranes that were announced at the end of August. Features include a new crane and outrigger interlock system, improved and faster winch, a new LMI, new hook block for quicker reeving changes, new remote control and data logger system, a voice warning system, an EPA Tier 4 compliant Yanmar engine and new safety searcher hook system. Kranlyft UK sales manager Kevin Bell was also at the show and has added France to his territory.

IPS

Replacement parts supplier Independent Parts & Service (IPS) launched its new 'fast moving parts' catalogue with a price match promise, a new decal catalogue and introduced the ECO Lift Outrigger Pads range.

Movex

A new Mini Cooper roof rack mounted platform? Not for real, but the Spanish-based manufacturer was looking for customers and



The new 12 metre battery powered Hybrid Movex P120TLH on a 3.5 tonne Nissan Cabstar



A new Mini-based platform?



Palazzani launched the new TSJ 30.1 and the TSJ 35 spider lifts

dealers for its 12 metre P120TL Land Rover-based telescopic boom lift and the 12 metre battery powered Hybrid P120TLH on a 3.5 tonne Nissan Cabstar.

Palazzani

Several new machines were unveiled by Palazzani including the new TSJ 30.1 spider platform (a restyled 27 metre) with 14 metres of outreach and 30 metres working height. Also new was its 35 metre TSJ 35.

Dinolift

Another stand out new product at the show was Dinolift's first fully self-propelled articulated Rough Terrain lift - the 55ft platform height/18.5 metre working height 185XTS - with dual heavy duty risers, three section over centre boom, 1.6 metre articulated jib, 180 degree platform rotation, 250kg capacity and 45 percent gradeability. The unit which will be available for delivery in the spring is an excellent addition to market.

Sinoboom

Sinoboom - one of three Chinese manufacturers at the show - has appointed a dealer for Benelux - Kranen Bouw of Bergeik - and is looking to appoint others in



Dinolift's new Dino 185XTS fully self-propelled articulated boom lift.

Germany, Italy and Sweden. It says about 50 percent of access production is currently exported, primarily to the Middle East, South America and Australia. The company offers telescopic booms from 20 to 44 metres, articulated booms to 20 metres and scissors to 12 metres. However it says that it is planning to add a spider lift and telehandler next year. The first phase of a new 200,000 square metre production facility has already been completed and will be fully open in three years.



Sinoboom is looking to expand its equipment range next year

Teupen

A lot of activity on the Teupen stand with two new spider lifts, a new truck and a new trailer lift. The two spider lifts are 'Plus' versions of the Leo 18GT and Leo 15GT which feature new stabilisers



The Euro B18GT truck mount has 18.8 metres working height



The Gepard 13GT trailer lift

and an articulating jib. The new truck mounted Euro B18GT has the same boom as the Leo 18.8 metre 18GT Plus and weighs in at 3,240kg with an overall height of 2.35 metres. The 12.1 metre Gepard 13GT trailer lift offers over six metres of outreach and is available with battery, Honda engine or AC power units.

Palfinger

Palfinger said that it had an "unexpectedly good show" announcing the sale of eight large truck mounted platforms to its Australian dealer and rental company Brisbane-based Lincon Hire. The deal included two 70 metre, two 61 metre, two 45 metre and two 32 metre platforms. New for the show was the 30 metre PK300 KS mounted on a 7.5 tonne chassis and featuring a counter slewing system to reduce overall machine length, weight and tail swing. The unit is also available with a standard superstructure which leaves more space for storage lockers etc. Also new was the 21 metre P210 BK on a 3.5 tonne chassis with jib and 180 degree platform rotation.

A key exhibit though was the company's new control panel available on larger models. It includes colour screen and has a setting to 'imitate' Ruthmann and Bronto controls, allowing operators to be instantly familiar with the machine.



SJ 12 Vertical Mast Lift



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

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

For information call +44-1691-676235
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SKYJACK



Palfinger's new 30 metre working height, counter slewing P300 KS



New from PB at the show was the S175-19E and a new Bi-power charging system. PB Liftechnik's Gunter Hubner shows off the stability of the PB machines.



Time Versalift launched the LT-23/30-TB Electric platform, the first based on the VW Amarok 4x4. Working heights are 9.2 metres and 11.2 metres with 4.2 metres outreach.



The new 2.55 metre platform height XP5 E is one of two new push around scissor lifts from Airo. The other is the similarly sized but 3.34 metre platform height, XLP5 E. Also new were two new battery powered articulated industrial boom lifts the A12JE and the A15JE.



One of the 'must see' exhibits - the TB260 a 26 metre articulated platform on a 3,500kg chassis from CMC. Also on the stand was Jonathan Wiseman who announced he had joined CMC from CTE to look after sales and support in the UK and Ireland.



The new Palfinger control panel can mimic other manufacturers' controls.



Simone Scalabrini of Cella with the company's brand new 24 metre DT24. With similar dimensions to its successful DT21 new lighter weight high strength steel allows for an extra boom section without increasing the overall weight. Cella booked several new orders over the three days and reported a very successful show.



Niftylift had the greenest and one of the busiest stands at the show and did some very good business over the three days. On the first day alone it announced three equipment deals with companies GT Access, Advanced Access Platforms and Facelift.



CTE brought along its new 20 metre ZED 20 CSH - the S indicating a higher working capacity of 250kg compared to its ZED 20 CH model.



Not new but as impressive as ever - particularly with its huge basket - the Giraf Track



CTE showed this quick-release winch attachment for its Tracess spider lifts that can lift 250kg.



Italian platform manufacturer Easylift showed this new, 13 metre EV130 van mounted platform.



As usual the Holland Lift stand was crammed full of exhibits, including its new 39ft platform height/14 metre working height compact Ecostar and 86ft/28 metre N265-EL13 narrow aisle heavy duty scissor.



JLG exhibited the world's largest self-propelled boom - the 150ft platform height /47 metre working height JLG 1500SJ - on its outside stand. Visitors could see the recently launched 340AJ and the new smaller Toucan 8E mast boom.



Chinese crane and access manufacturer Beijing Jingcheng Heavy Industry (JCHI) has been looking at the Western European market since 2008 and is still pondering dealer appointments, although it has made some six metre scissor sales to Hungary.



Apex was the first chance for many to see the JLG X14J compact crawler boom (spider lift?)



Power Towers, exhibiting with its new Dutch dealer, Power Towers Nederland had a good show reporting several orders including a breakthrough order with Loxam.



No-one guessed the age of Holland Lift's 'as new' refurbished, or is it rebuilt machine which was originally sold to Loxam in 1999 and costing 50 percent of a new machine.



Dieci was one of a few dedicated telehandler manufacturers at the show and featured the Apollo 25.6 and Pegasus 40.25.



Mavel Tech's new 9.7 metre Airlift SF10 3.5 tonne truck mounted scissor with 500mm platform side extension was first seen at Bauma but is now in production. The company also manufactures narrow wheeled and tracked scissors to 20 metres.



The busy Skyjack stand closed a good deal of business and was one of the most popular of the show.



Vertimac is a new company owned by the Naessens (DK Rental founders) dealing in new and used equipment.



Tim Whiteman of IPAF (L) and Leigh Sparrow of Vertikal and the launch of Denis Ashworth's history of Simon and the access industry.



Irish-based alloy tower producer Instant Upright demonstrated its new web-based tower-build configurator, new advanced guardrail and low level platforms.



Main exhibits on the Mec stand were its impressive Titan boom 40S and Crossover 2659, the company says that it is planning a 60ft version of the Titan for next year.

Italian manufacturer Socage had several new models including the 'totally ecological' compact A314 NAT on an AC drive Ecomile FAAM truck and the A324 Up on a Piaggio Porter chassis. Coming 'soon' is the 54 metre, 40 metre outreach TJJ54 mounted on a 32 tonne chassis.



Finn Schlitlerlau (L) CEO and Thyge Mikkelsen CFO of the newly formed TCA Lift (formerly Skako/Falck Schmidt).



Isoli was supposed to launch two new articulated booms on short wheelbase 3.5 tonne Nissan Cabstar chassis but unfortunately the 23 metre PNT 230 didn't quite make it although the 20.5 metre PNT205LNX - a deluxe PNT205S with 230kg platform capacity - did.



Situated at the entrance outdoor area, Hinova showed its updated 14 and 17 metre spider lifts and its improved Lithium Ion battery pack.



Faraone had a wide range of its products on the stand



Tommy Jørgensen, the creator of the award winning, intelligent charger and owner of Gantic, demonstrating the product to a potential customer.



Oil&Steel launched its new 23 metre Snake 2311 Compact REL mounted on a 3.5 tonne chassis and in-board outriggers aimed at the rental sector.



Shown for the first time in Europe, Bravi's dry wall/plaster board handling device for its Leonardo lift.



Dutch scaffolding, suspended platforms and ladder company Altrex had an impressive stand.



Custom Equipment's founder and president Steve Kissinger with some of the low level, lightweight platforms.

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Spreading the load

Over the past six years Cranes&Access has taken an in-depth look at the temporary surfaces needed to support and spread high point loadings from lift equipment to prevent tipping and sinking. This includes outrigger mats for cranes and aerial lifts as well as crawler crane mats and tracking.

The first feature in 2006 was a result of reviewing the first full year of online accident reports on our web-based news service Vertikal.Net. The original aim of publishing this information was to quickly establish the facts and help quash the increasingly exaggerated rumours that used to circulate after every major crane or platform accident.

While this 'fact' reporting has achieved the original objective, the regular reporting of most crane and lift accidents on a worldwide basis has highlighted other issues, including the fact that there are far more accidents than most people realised and what causes cranes, aerial lift and telehandlers to tip over. It was not too long before the first repercussions occurred. A cluster of fatal aerial lift accidents in which users were thrown out of the platform because they were not wearing harnesses caused several rental company owners, managers and safety specialists to get together and devise the 'Clunk Click' harness campaign. Co-ordinated through the International Powered Access Federation (IPAF) it has largely transformed the use of harnesses and short lanyards on boom lifts.

either they are not set at all, or not extended to match the load chart required. Most often the load applied to the ground has not been spread widely enough for the ground conditions i.e. no mats or mats of the wrong size have been used.



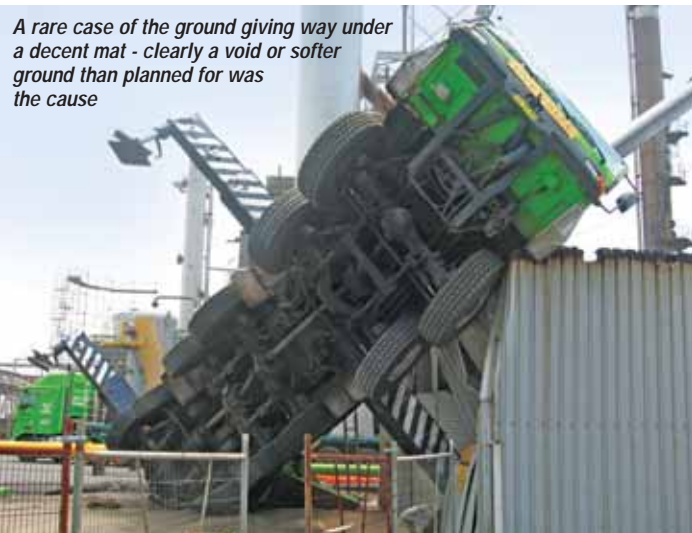
Most incidents involving the ground giving way indicate that no outrigger mats were used at all

The situation has certainly improved since 2006 with far more users and operators now aware of the need to use mats, at least on soft or uncertain ground conditions. But the number of outrigger-related 'incidents' is still ridiculously high. IPAF has recently launched a campaign- 'Spread the Load' stressing the importance of checking out the ground conditions both for units with outriggers and equally important, for those that work free on wheels such as self-propelled booms and scissor

lifts. The campaign includes a first class short video entitled 'IPAF-Spread the Load' which clearly and simply demonstrates the importance of using mats under outriggers and stabilising jacks.

UK loader crane association ALLMI

has also introduced a programme highlighting the need to spread outrigger loadings. New loader crane regulations stipulate maximum ground loadings and put the onus on manufacturers and suppliers of cranes to keep ground bearing pressures to levels less likely to cause ground failures. These include the automatic monitoring of outrigger extensions and jack loadings, relating the results to an overload device/rated load capacity limiter.



A rare case of the ground giving way under a decent mat - clearly a void or softer ground than planned for was the cause



Being aware of ground conditions also applies to equipment working free on wheels

Similar but less stringent rules will also apply to mobile cranes in the USA as new rules come into force. The Department of Labor/OSHA recognised that poor outrigger set up along with lack of operator



Raising the awareness of accidents - led to the highly successful IPAF Clunk Click campaign.

A secondary and perhaps more widespread issue has been that of outrigger related accidents, often due to the lack of mats or proper cribbing under outriggers. Statistics indicate that the vast majority of crane and aerial lifts tip over because of outrigger problems -



ALLMI – supported by new standards – is aiming to reduce point loadings on loader cranes, where mats are often not used or even supplied

training are a major cause of crane accidents and it has included clauses in its legislation that it hopes will improve the situation.

While there is now a great deal of focus on the issue of outrigger mats and reducing point loadings, many crane and lift users are still oblivious to the issue. This is particularly true of smaller aerial lifts which has spurred IPAF to step up its campaign. At the recent APEX powered access exhibition in Maastricht at least one third of the truck mounted and spider lifts were set up without mats under the outriggers. The exhibitors argued that the machines were set up on solid paved areas or thick concrete floors and so they were not required. In all likelihood they were correct - the internal floors at the exhibition centre are built to withstand far higher point loadings than the machines on display could ever inflict and the interlocking blocks in the outside area it could be argued act like a mat.

However many internal floors are covered with carpet which hides numerous voids and cable ducts and channels which would clearly not have taken the weight. On top of that, manufacturers at an exhibition ought to be setting an example to users. If all operators got into the routine of always putting mats under their outriggers we could drastically cut the number of overturning incidents, save lives, reduce injuries and improve economic efficiency by eliminating the knock on effects of major accidents.



Several outside exhibitors at APEX did not use mats



While the indoor floors at APEX are solid, there are voids, many of which are hidden by carpet.

Doing it right

We were pleasantly surprised recently when a delivery driver of a transit flat bed truck and small Palfinger loader crane arrived at our offices with a bulk bag of gravel. The driver pulled into position and automatically got out his nylon mats and set up the outriggers before doing anything else. The jack to the rear of the lifting arc was on interlocking blocks and the operator - employed by Banbury-based Nichols - could easily have just put that one down without the mat. In fact there are those who would not have bothered to have put the jack down at all. It was quite obvious that given the load and the ground there was no need and yet he clearly had a well-practiced routine of always using them - saving the 20 to 30 seconds was not an option. When we asked he said: "It takes no time and it would not be worth my job to forget them." This is the attitude that manufacturers need to have at trade shows and in advertising literature so that they play their part in making the use of mats second nature.

Staying with loader cranes ALLMI has issued a document and simple spread sheet-based programme that not only explains the importance of using outrigger mats but also automatically works out the size required for various ground conditions based on a few simple inputs such as load, radius and outrigger spread.



Bone idle or ignorant?

So why don't all operators behave like the above mentioned delivery driver? As we covered in great detail last year there are several contributory factors. Ignorance or lack of training, call it what you will, is certainly one, although it is hard to say if this is the most common reason or laziness is? On numerous occasions we have received photographs of an accident scene where the outrigger jacks have punched through or sunk into the ground causing the crane to tip and yet there on the crane's deck - are a set of mats. The worst case we have covered involved an incident in which a crane operator sadly lost his life in a bizarre 'double whammy'. The crane - a 100 tonne plus telescopic - was set up on what looked like a firm hardcore surface in a refinery. The operator



The driver wonders why the camera?



The mat on the unloading side on the dry lawn. At the rear a mat was used on interlocking blocks - not necessary but still good practice.

had a set of medium sized steel plates on board to use as spreader mats, however at least two of the mats were stowed on the deck of the crane while he was carrying out his last routine lift - none had been used under the outrigger jacks. While placing the load, one of the outriggers punched through the ground surface into some kind of small void or area of softer material. The jack's small pad created a neat hole showing that at that point, the ground surface was little more than a crust over a void. The crane lurched over as it lost stability, the boom tip and load then hit the ground preventing a full overturn. As the crane started to move, the operator - not sure what was happening - jumped clear of the cab to the ground, just in time to be virtually decapitated by one of the steel outrigger mats sliding off the deck of the crane. While this operator was very unlucky he would have been alive today if he had bothered to use the mats provided which would have spread the load over a sufficiently wide area to have prevented the incident entirely.

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Secondly, with the mat being used on the ground it would not have sliced his head off. And finally, if he had remained in the cab he would have avoided the first two failings and even escaped injury as the load was obviously close enough to the ground that the crane was unlikely to do a flip.

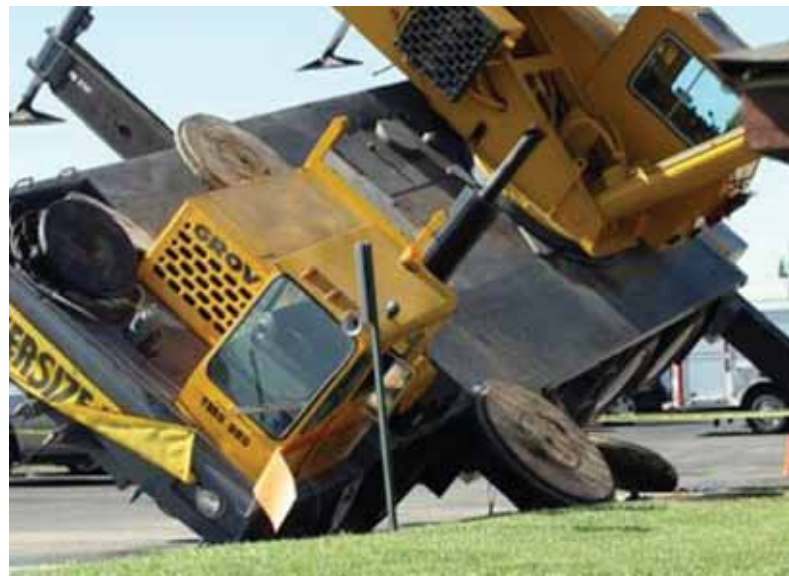
Ease of use

Modern mats are clean and easy to use, so there really is no excuse not to employ them every time the outriggers are set. On larger platforms or on cranes where larger mats tend to be the norm, it helps if the mats are stowed in an easy to reach location. Not only does this encourage their use, but manual handling rules and risk assessments demand it. Many crane rental companies install rear mounted storage chests allowing circular mats to be rolled out rather than lifted. When even larger steel mats are required some form of mechanical handling is essential. Most of the larger truck mounted aerial lift manufacturers offer a boom mounted device to lift and place such mats although Dutch access company Debru has developed a unique steel mat handling trailer for its 70 metre Wumag - see Handling big mats.

Last minute change of plans

We have mentioned lack of training/ignorance and laziness as two of the most common causes of outrigger related accidents, but there is also a third common cause - lack of planning or last minute changes to a pre-agreed plan of work. An absolute classic scenario that causes overturning is a change of route while moving a fully rigged

crane with its outriggers raised. Many wheeled or narrow track crawler cranes can be moved in this way while rigged, but doing so requires meticulous planning with a thorough risk assessment and ideally an aviation-type check list. A typical accident scenario involves a crane moving along a well-planned route but encounters a blockage or restriction along the way. In a properly planned move this has to be a temporary obstruction, as the route would have been walked, checked and any obstacles factored in. 'Obstacles' can be as simple as a parked vehicle with no driver in sight and in such a case the crane should park up, lower its jacks and wait... However on a busy site with strict time pressures and a handful of observers walking along side including a site manager.... there is rarely any shortage of advice for the driver. With the advice to drive his crane around the obstacle being almost deafening. After all "it's the same level ground so you are not really changing the plan!" Many a crane operator will crumple in the face of a so much high powered advice, especially as the clock keeps on ticking. So he takes the detour and on more than one occasion in the past two years the ground is nowhere near as level as the planned route and over goes the crane and the client's manager/supervisor is more than likely to develop a case of amnesia relating to his earlier insistence to get on and drive around the obstacle! A good operator should stick to his guns - after all if anything goes wrong it is not the overbearing site supervisor whose life or job is most at risk. Another cause which often relates



Leaving the mats on the deck does not help with flotation.

to deviating from the plan also involves the human frailty of forgetfulness and with the average age of crane drivers on the rise this may well become more prevalent? Examples include the setting up of a crane in a restricted width space, or

outriggers were not extended on that side! Once again the favour is quickly forgotten in the chaos that ensues.

Some of the latest cranes and truck mounted aerial lifts automatically monitor this and will not allow the



When moving a fully or partially rigged crane plan the route carefully and do not deviate unless there is good cause and the new route is thoroughly checked out first

more typically to leave a lane in the road behind open for passing traffic. The crane has been set up to carry out one or more lifts over a 180 degree range on one side of the crane, so no problem at all - as long as proper mats have been used under the jacks of course. During the work or at the end of it someone on site asks the operator to place, pick or reach something on the other side of the machine - as a sort of last minute favour. The operator, always ready to oblige and be helpful readily agrees, slews the crane around and over goes the crane just as he recalls that the

crane to slew over that area if the outriggers are not extended. However the majority of equipment has no such system in place. Simple pre-settable zone warning devices or limiters have though been around for decades, but are often not used. None of us likes to plan for a 'senior moment'.

In a recent case where a large lattice crane was being moved, the plan had the crane's outriggers fully extended and skimming the ground in order to act as stabilisers in the case of anything caused the crane to waver. However according to a number of people, claiming to be



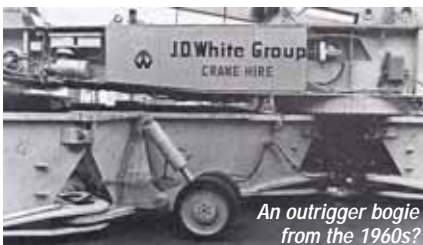
Here is a nice storage set up for both mats and cribbing timbers



Leave the outriggers on one side retracted and you had better be sure not to forget - especially if there is a last minute change of plan

eye witnesses, the route encountered an unforeseen width restriction. The team pulled the outriggers in to pass through the restriction but then "forgot" or omitted to put the out again and the inevitable happened. A camber, minor deviation or even a strong gust of wind caused the crane to 'wobble' and over she went.

Years ago rolling outriggers were commonly used for such moves, allowing full pressure to be retained under the outrigger jacks - as long as the ground is level of course. Some large Demag lattice units even had wheels built in to the outrigger beams. Such devices seem to have gone out of use, possibly as many were homemade and may well have inflicted structural side loadings onto outrigger beams for which they were not designed? However with an apparent growing need to move rigged cranes, perhaps they ought to be looked at again?



An outrigger bogie from the 1960s?



Demag built small wheels into the outriggers of some of its models, including this TC4000

residential sites before any above ground work commences. Because of the substantial home market it is no surprise that the timber mat industry is dominated by Dutch-based companies, increasingly sourcing their timbers from sustainable plantations in South or Central America. While large timbers - which also make excellent outrigger mats - may look like a basic commodity-type product, nothing could be further from the truth. The specialists in this market actually add a considerable amount of value in timber selection, machining and combining different woods into mats to provide specific performance criteria and improve durability. For further information, check out previous features in the soon to be established library



This should not happen to a good quality engineered mat, although in this case it does look like extreme abuse - moving a big crawler over too big a step up



Timber mat suppliers usually keep large inventories ready for immediate delivery

Crawlers don't float

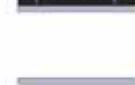
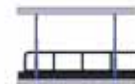
Too many people think that a wide tracked crawler crane can cope with almost any ground conditions. Such assumptions tend to be found among operators of small to medium-sized cranes which require far less planning and preparation compared to large crawlers. In countries where soft ground conditions are the 'norm' such as the Netherlands, timber mats are almost automatically used under every crane, even relatively small crawlers. This is particularly true with foundation work - a major consideration for most commercial and some

section of our web site www.Vertikal.net. Why timber and not alloy roll-type mats or heavy duty temporary roadways? Price and availability is probably a factor along with load bearing capacity. Purpose designed heavy-duty timber mats also provide an excellent surface for all types of crawler tracks and are very 'forgiving' taking the abuse from heavily laden crawler crane undercarriages. The main suppliers hold huge inventories of mats and individual timbers, ready for immediate supply with many offering a rental service for use on specific jobs.

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This crane went over when the road collapsed while travelling fully rigged.

One sector where large cranes have been involved in a number of accidents and near misses over the past couple of years is wind energy. Most wind farms include multiple turbines in close proximity to each other, so there is a natural desire to travel large cranes without having to strip and re-rig them. The productivity gains are naturally huge and given that the majority of accidents occur while rigging and stripping out, limiting the re-rigging frequency can bring safety as well as productivity gains.

However by their very nature, wind farm sites tend to be in remote areas with uncertain and often soft ground. Tracks laid between turbines tend to be narrow and not always capable of handling the loadings big cranes can inflict. In a perfect world the route between turbines would be adequately constructed or if not, paved with timber mats, just as a crane company might do when using a big fully rigged crawler on the public highway. Unfortunately the distances are usually great and time is precious, so this rarely, if ever, happens. The major crane manufacturers offer narrow track models with outriggers for extra stability and do all they can to ensure safe travel with the full boom, counterweight and jibs required for the job.

In the past two years two large cranes of this type have gone over, thankfully without serious injuries. One appears to have been due to soft ground, the other due to going too close to the edge of the wind farm track.

Manufacturers have gone to great lengths to improve handling on soft ground and to distribute the total crane weight equally over the tracks. Liebherr for example recently introduced an extension to its LR600 superstructure in order to allow a reduced counterweight when rigged with boom and jib configuration for 100 metre high, 3MW turbine installations. For heavier work Manitowoc introduced a unique variable counterweight system on its 31000 that constantly adjusts itself to distribute weight over the crane's four individual track units. Expect to see this appear on smaller models in the years ahead. Where fully rigged crawler cranes tend to come 'unstuck' is the turns. Even if a track surface can cope with the ground bearing pressures applied by a fully rigged crane, the 'spragging' or churning effect can cause the front of the tracks to dig in and start a chain reaction that ultimately can cause it to overturn. Terex installs four motor drive systems on some of its larger cranes to help keep turns smooth, while Liebherr takes it a step further and fits twin slew rings to its narrow crawlers, allowing the tracks to be lifted clear of the ground and rotated to face the direction of travel.

The key when travelling with such cranes is to keep the outriggers out and close to the ground with mats at the ready, then if the tracks do start to sink into the ground the operator can use them to gain additional stability and prevent an overturn. Other wind farm lifting contractors are now preferring to



Moving fully rigged cranes is attractive in terms of productivity, but precautions need to be taken. These outriggers and strapped on mats saved the day when one track began to sink

use large telescopic wheeled cranes that can be relatively easily stripped and then gain the lost time in their faster travel speeds between turbine sites. The Grove GTK 1100 is one specialised example of this. Another is of course the Liebherr LTM1200-9.1, a highly popular unit for wind farm work.

While timber mats lend themselves for platforms for big crawlers and as larger outrigger mats for big

mobiles, there has been a recent trend towards larger engineered steel mats. While more expensive and less readily available than their timber equivalents, they are particularly suited to certain applications such as the narrow track crawlers when keeping their outriggers lowered and close to the ground. In this instance it is possible to strap or rather tie steel mats to the crane's outrigger pads.

Handling big mats

Large steel and timber mats are heavy and need to be loaded, transported, unloaded and placed mechanically. Because of the weight there is absolutely no chance of any kind of manual handling or depending on a site forklift. A crane can of course do this itself as long as the ground is not too soft. A large truck mounted lift on the other hand is less suited to such handling. While most suppliers such as Palfinger and Bronto will and do provide lifting hooks or hoists on their machines for handling mats, they are not always the most convenient to use and if the application involves frequent moves such devices are not always the most efficient. Dutch access rental company Debru has devised a solution which it claims has greatly improved its productivity on such work. It has

designed a trailer which can be towed behind its 70 metre Wumag/Palfinger truck mounted lift and carry the large steel mats that it had made for the soft ground typically found on Dutch wind farms. The trailer has its own built-in loader crane for lifting and positioning the 2.4 metre long mats. It is also self-propelled with its own small power unit to both operate the crane and propel the trailer under its own steam. Debru says that the trailer has enough spare capacity to carry a small car or 4x4 allowing the operator to leave the truck mounted lift on site and drive home at the end of the day. There is some debate as to whether the trailer is allowable in all European countries due to the various road regulations however Debru says it would be happy to co-operate with anyone interested in the concept.

This trailer from Debru is fully self-contained and self-propelled.



The unit can be towed behind its 70 metre truck mounted lift

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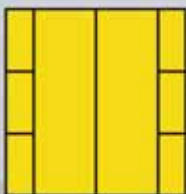
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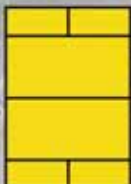
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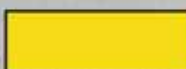
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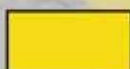


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Ladder injuries continue to fall

For the third year running, Health & Safety Executive (HSE) statistics show a fall in the number of injuries involving ladders and stepladders. From 2,132 in 2007/8 to 2,011 in 2008/9 and 1,817 in 2009/10.

This despite an average overall increase of 51 percent in the total number of falls from height reported to HSE over the same period. Looking at the 10 year trend the 1,817 compares with 2,631 ladder-related injuries reported in 2001/02, a drop of 31 percent, add to this the improved accident reporting regimes now in force and the improvement is even more significant.

The Ladder Association believes that no single initiative is responsible, but rather a combination of initiatives, many of which have been driven by the association in collaboration with other agencies, in particular the HSE and the Access Industry Forum (AIF), of which it is a founder member.

"It cannot be denied that these welcome statistics coincide with a significant increase in the number

of users successfully completing a Ladder Association training course" says chairman, Chris Ball. "Since the training scheme was launched in November 2005, after the initial surge, the year-on-year growth in the numbers trained has been consistent at around 25 percent." "We have constantly promoted the message that if it's right to use a ladder, use the right ladder and to get trained to use it safely and that message finally seems to be getting through, especially when it's supported by campaigns like *Don't be a ladder lightweight* aimed at experienced ladder users with a jaundiced view of training. We are also the first to acknowledge that HSE's Ladder Exchange programme has had a major impact in raising awareness and understanding of the need to inspect and maintain ladders and stepladders in order to keep them safe for use. Actively supported by the association since its launch in 2007, the campaign has helped remove thousands of 'dodgy' and damaged ladders from the workplace."

"The Ladder Exchange has proved to be an excellent example of what can be achieved when the trade body, regulator and the industry at large work towards a common goal. Neither can the work of the AIF be overlooked, since 2004 it has provided an effective platform for the association to address a wide and varied audience at events like the Safety & Health Expo and IOSH Conference and Exhibition, which have contributed to driving home the safety and best practice message."

Ladder Association set to take over Ladder Exchange

The Ladder Association has agreed in principle to take over and manage the HSE Ladder Exchange from 2012. The programme was piloted in 2007 by the HSE in partnership with the Ladder Association, major manufacturers and national retailers. Since then over 8,000 'dodgy' ladders have been exchanged for new ones at a discounted price. Of equal importance, if not more so, is the way in which the campaign has raised awareness and understanding of the need to check and inspect ladders prior to use.

The current initiative, which is open to anyone who wants to swap their broken, bent or damaged ladder for a new one, runs at participating partners until 30th November 2011.



More at www.hse.gov.uk/falls/ladderechange.htm

New: Non-User inspection course

The association has launched its new Ladder & Stepladder Non-User Inspection Course aimed, as its title suggests, at those who supervise and oversee the work of ladder users in the workplace and those who carry out periodic statutory inspections. Successful completion

of the course will enable them to:

- Identify component parts using industry standard naming conventions
- Thoroughly inspect ladders and stepladders and identify safety critical faults
- Record findings in accordance with statutory requirements
- Properly record inspections and recommend any necessary follow-up action

Association news in brief

Step Change newsletter

Step Change is the name of the association's new electronic newsletter targeted at health and safety professionals and decision makers in the public and private sectors, trade associations and federations whose members are regular ladder users, and third party organisations such as the British Safety Council, the Association for Project Safety, IOSH and RoSPA. To subscribe, email: jill.couttie@ladderassociation.org.uk

European Ladder Federation

Plans are now well advanced for the formation of the European Ladder Federation, which will be established in Brussels. Comprising the principal European ladder associations the secretariat will be held by each country in turn, starting with Spain.

IOSH 2012 Conference & Exhibition

'Health and safety: Changing perceptions' is the title of

next year's event, 6-7 March at Manchester Central. As in previous years, the association will be represented through its membership of the AIF

Toolbox Talks Don't miss the association's technical manager, Don Aers, answering frequently asked questions about ladders and stepladders on the AIF website. To view the free online video, visit www.accessindustryforum.org.uk DVD copies of the Toolbox Talk are also available and can be purchased from jill.couttie@ladderassociation.org.uk

Advocate Scheme

The Advocate team's 2011 diary is fast filling up. Several speaking engagements have already been confirmed, including a series of presentations at the National Painting & Decorating Show. Any organisation interested in hosting a talk should contact jill.couttie@ladderassociation.org.uk



of users successfully completing a Ladder Association training course" says chairman, Chris Ball. "Since the training scheme was launched in November 2005, after the initial surge, the year-on-year growth in the numbers trained has been consistent at around 25 percent." "We have constantly promoted the message that if it's right to use a ladder, use the right ladder and to

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New ALLMI/FTA training DVD

c&a

ALLMI focus

'The Safe Use of Lorry Loaders'



ALLMI has released its new training DVD, entitled 'The Safe Use of Lorry Loaders'. Produced in conjunction with the Freight Transport Association (FTA), the modular DVD covers the most common applications and uses of lorry loaders, with a strong emphasis on basic operating skills and awareness of the associated hazards. The DVD is intended to complement periodic and on-going formal training and assessment. A trailer can be viewed at www.allmi.com

The package contains two discs:

Disc One - The Safe Use of Lorry Loaders



Disc One includes three films covering common lorry loader applications. Each film is between

30-36 minutes in duration and is broken down into five modules of between six and 10 minutes each.

Applications/sectors:

- Builders' merchants
- Utilities
- Hook operations

Modules:

- Legislation/standards
- Pre-operational checks
- Siting the lorry loader
- Operating tips
- Safe travel

Disc Two - Guidance Documents and Further Information



A useful follow-up disc containing a wealth of additional material, including the following:

- Practice questions to ensure understanding
- ALLMI/CPA Best Practice Guide for the Safe Use of Lorry Loaders
- Annex L of the ALLMI/CPA Best Practice Guide - telephone enquiry form
- CPA Best Practice Guide for Work at Height Whilst Loading and Unloading Transport
- Method statement template
- Toolbox talk template



- ALLMI pre-operational check sheet
- Product familiarisation documentation
- LOLER, PUWER, HASAWA, MHSWR and the associated ACoPs

The new DVD has already received positive reviews from those who have seen it.

Graham Bellman, head of transport for Travis Perkins said: "This is exactly what the lorry loader industry needs, a comprehensive training DVD that acts as an ideal supplement to an employer's training regime. It looks at the issues associated with real working environments that our operators can relate to and addresses the type of products and deliveries that they're dealing with on a daily basis. We're now in the process of issuing a copy to each of our operators, to further assist them in keeping both productive and safe."

Steve Francis of THF Training added: "This is without doubt the best lorry loader training DVD I've seen and I've been in the industry for over 25 years. Not only does it provide the viewer with essential information on the health and safety issues relating to lorry loader use, it also gives

them excellent guidance on basic operating skills, therefore assisting them in achieving efficiency as well as safety. This really is a must-have training aid for any company involved with lorry loaders."

ALLMI technical director Alan Johnson summarises: "A great deal of work has gone into the development of this DVD. The script was produced following extensive consultation with ALLMI members and training providers, so the content is very much in line with the industry's requirements, as well as best practice. We've already received orders for several thousand copies from fleet owners and training providers, which I think speaks volumes about its effectiveness as a supplement to on-going training and assessment."

Copies can be ordered on www.allmi.com



ALLMI Appointed Person Training for PDF Services

PDF Services (Bristol) - part of the Charles Gee group recently became the latest fleet operator to utilise ALLMI's Appointed Person training. Following completion of the course, the company's operations director, Brian Buckingham, said: "the quality of the course content and documentation was excellent, as was the level of instruction and support provided throughout the training. It was certainly beneficial to attend an AP course that is totally focused on lorry loader lifting operations and although it was an intense three days because the course covers the subject in so much detail, I thoroughly enjoyed the training and came away from it feeling very well informed on a subject about which I already had a great deal of knowledge and experience." Our company only ever works to the highest standards and so it's a testament to ALLMI that we've chosen to use their AP course to further educate ourselves in this area."

The ALLMI Appointed Person course is the UK's only accredited AP programme to be dedicated to lorry loader lifting operations and to be fully compliant with the requirements of BS7121 Part 4. The course content was developed by the ALLMI AP Working Group, which consists of experienced representatives from a variety of fleet owners and training providers, as well as the UKCG and HSE.

ALLMI General Meeting Dates

ALLMI has announced the dates of its forthcoming general meetings for both manufacturer / service company members and fleet owner - Operators' Forum - members.

Manufacturers / Service Companies - 8th December 2011, Coventry

Fleet Owners - 24th November 2011, Coventry

If you're not a member of the association but would like to attend one of the meetings as a guest, please contact the ALLMI office.

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

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



David Catanach (left) receives his IPAF 3a and 3b certificate from EPL Skylift's John Tominay.

Sign association recommends IPAF training

The director of the British Sign and Graphics Association (BSGA), David Catanach has urged industry colleagues to invest in work at height training following his completion of the IPAF 3a/3b boom and scissor lift course and qualifying for a Powered Access Licence (PAL).

Catanach received his training at the Lavendon Academy, IPAF's largest approved training centre. He said: "Training of this kind is extremely important, if not essential. The safety element of the training is crucial for businesses, but it's also a real investment to understand how to operate this kind of machinery. No organisation wants its employees to be injured

whilst at work and every business wants to deliver quality, proper training can help."

Lavendon/EPL Skylift key account manager for signage, John Tominay added: "Many larger projects insist on contractors having this kind of qualification. When you complete your IPAF training you've got your licence for five years, so it is an excellent investment."

Deutz adds 46 new apprentices

Engine manufacture Deutz added 46 new apprentices in September, spread over four plants and six different career routes. 17 of the trainees, aged from 16 to 21, chose industrial technology while 16 will study as production engineers, eight as cutting machine operators, three as industrial electronics engineers, one as a materials tester and one as a warehouse operative.

The apprentices, which included at least five women are based at the company's plants in Cologne, Ulm, Übersee and Herschbach. The apprenticeships will last between two and three and a half years.



Roof cleaners ignore warnings

An HSE inspector making a routine visit spotted two men from Rainsafe Protect Ltd of Liverpool pressure washing the pitched roof of a house in Bebington with no safety barriers or scaffolding in place to stop them from falling. Wirral magistrates' court was told that the company had received advice about working at height from the HSE on four separate occasions during the previous month, but still allowed the roof to be recoated without safety measures in place. The company was fined £2,000 plus costs of £2,069.

Fall costs £25,000

Two Sheffield companies have been fined a total of more than £25,000 after a man fell from a flat roof while removing asbestos at the City's now-demolished college. Nikitas Coulson, 40, from Middlesbrough, broke his arm after falling three and a half metres from the roof to the ground below and needed surgery to insert a plate into his arm. He was part of a team stripping asbestos from Sheffield College before its planned demolition and re-build.

HSE prosecuted both Coulson's employer Lilquest Asbestos Management and the principal contractor JF Finnegan Ltd, which was responsible for access to the roof. Lilquest was fined £3,000 with £2,000 costs, while Finnegan was fined £15,000 with £5,179.90 costs for failing to provide suitable protection for any fragile surfaces on the roof.

Dangerous roofers caught red handed

Two roofers were caught working on a roof in Swadlincote, Derbyshire, without safety equipment. Passing HSE inspectors noticed the men cleaning the roof of the property without appropriate equipment or safety devices. Aquacoat Ltd, of Derby, was found guilty of breaching the Work at Height Regulations and fined £10,000 with £4,177.65 costs.

In a similar case a roofing company in Lincolnshire was prosecuted after two of its employees were spotted working unsafely on a seven metre high roof by two passing HSE inspectors. The inspectors, shocked by the obvious dangers took photographs and issued a prohibition notice to immediately stop work.



Caught red handed two men working on a roof without suitable equipment

The HSE said the company had failed to provide suitable equipment to prevent a fall from the roof, such as an aerial lift or mobile tower. There was also nothing in place, such as netting or a boarded platform underneath the roof, which would have caught anyone falling. Brigg and

Humberside Roofing Services Ltd, of Brigg, North Lincolnshire, pleaded guilty to breaching the Work at Height Regulations 2005 and was fined £5,000 with £1,887 in costs.

£35,000 for unsafe scaffold

Totalscaff (GB) Ltd, trading as Total Service Group (TSG) has been prosecuted for handing over a scaffold that was not adequately tied in, meaning it was unstable. By law, all scaffolding must be inspected by a competent person before it can be used.

Hastings Magistrates' Court was told that the person who undertook safety checks, Christian Ball, had previously been advised of the need to adequately tie scaffolding in but had overlooked the advice. Totalscaff was fined £20,000 plus £10,000 in costs, while Ball was fined £2,500 and ordered to pay £2,274 costs.



Who trained him then?

Spotted in Reading UK, a man with all the safety gear, including gloves – but no safe form of working at height. The gloves, hard hat and day-glo vest will not help if he falls.

Telehandler fall costs £26,000+

A Shetland engineering company has been fined after a worker was severely injured by a fall while dismantling a mast. David Thomson, 22, and his colleagues were working from inside the mast, unbolting lengths of metal and wood and loading them into a bucket attachment of a telehandler. Unable to reach a piece of metal from inside the mast they used the telehandler bucket as a platform to access the metal from the outside. They then balanced the four metre long piece of metal, on the bucket as they were lowered to the ground. But at around 2.5 to three metres from the ground, the metal slipped and caught the back of Thomson's boiler suit, catapulting him out of the bucket.

An HSE investigation found that although Ness Engineering Ltd had carried out a risk assessment for the dismantling operation, the plan did not include the use of the telehandler bucket or accessing the mast from

the outside. The company from Virkie, Shetland was fined £26,700, plus costs. HSE inspector Alan MacKinnon said: "The bucket attachment on the telehandler was not suitable for transporting people and as soon as Ness Engineering allowed employees to be lifted up in it, the risk assessment it had carried out became meaningless. It was entirely foreseeable that there was a risk of either the men or the metal falling from the bucket, yet the company did nothing to ensure they had the right equipment on site to allow Thomson and his colleague to carry out their work safely."



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Always use spreader plates with outriggers

IPAF has launched a safety campaign calling for the proper assessment of ground conditions and the correct use of stabilisers, outriggers and spreader plates. IPAF's "Spread the load!" campaign is built around this simple and straightforward message:

Spreader plates should always be used with boom-type mobile elevating work platforms (MEWPs) when fully supported on their outriggers.

Spreader plates should be used with all other MEWPs that have outriggers unless a risk assessment indicates they are not necessary. Several campaign tools are available, including leaflets, posters, stickers

and a video. These resources can be viewed and downloaded at www.ipaf.org/spreaders

"MEWPs are generally very safe and stable," noted IPAF chief executive Tim Whiteman. "However, incorrect set-up can cause instability and lead to overturning. This is often the result of inadequate ground assessment, poor selection of spreader plates, or incorrect positioning of outriggers. The 'Spread the load!' campaign sets out to give clear and practical guidance on when and how to use spreader plates."



Instructors out in full force for PDS events

Instructors and staff from IPAF-approved training centres again turned out in strong numbers for IPAF's Professional Development Seminars (PDS). More than 100 instructors attended the PDS in Oxfordshire on 4th October while another 100 and more attended the PDS in Cumbria on 6th October.

The attendees heard excellent presentations by Health & Safety Executive (HSE) inspectors Jonathan Bohm and Joy Jones on human factors in MEWP operation. Presenting research on incident analysis, Bohm and Jones highlighted the need to understand the person/machine/task interface in order to mitigate the risk factors when using MEWPs in applications from painting and decorating to steel erection. The presentation concluded that "MEWPs are a good thing, but only if properly managed."

Other presentations included those from Snorkel's Mark Yarnold and Pop-Up's Nigel Woodger, both giving technical updates on their product lines.

IPAF instructors in the South gather at the Milton Hill House in Oxfordshire



HSE inspector Jonathan Bohm explaining human factors research and encouraging debate about training



Things are looking up: IPAF instructors at the Northern PDS in Cumbria.



c&a

IPAF focus

The Europlatform conference ended with a panel discussion taking a lively selection of questions from the audience.

Attracting capital will challenge rental companies, says Appleton at Europlatform

The access rental industry faces a challenge to attract funding in the coming years, as capital remains scarce and investors look for moderate or low risk opportunities, said former Lavendon chief executive Kevin Appleton, while speaking at the Europlatform conference held on 13th September in Maastricht. He proposed that rental companies should use Return on Capital Employed (ROCE) as a measure, noting that banks were looking for ROCE levels of between three and seven percent, while equity finance expects between 10 and 25 percent.

"We need to recognise that companies that will attract capital will be those that can generate a superior return compared to just putting the money in a bank," said Appleton. He observed that the financial crisis was a result of "problems of the heart - greed - we have been stealing from the past and borrowing from the future."

He predicted that companies unable to achieve acceptable rates of return would be frozen out of the industry and that there would be opportunities to acquire distressed companies in the next three to four years.

The next Europlatform, jointly organised by Access International and IPAF, will take place on 20th September 2012 in Edinburgh, Scotland. Watch for details at www.europlatform.info

"Flexibility now is about how much you dispose of rather than how much you buy"; former Lavendon CEO Kevin Appleton



Safe spider travel

A new poster/leaflet illustration is available from IPAF that highlights a number of key safety points when moving and using tracked spider-type platforms, also known as atrium lifts. These machines tend to be narrow and could become unstable if proper attention is not given to the extension or retraction of the outriggers when travelling.

In short, IPAF's advice is:

- When moving the machine using tracks, on level ground and/or in the vicinity of walls or other vertical obstacles, use outriggers extended to within 10cm of their full deployment whenever possible.

- Outriggers must always be used in this way when travelling at an angle to an incline.
- Small obstructions such as kerbs or abrupt level changes must never be negotiated without using a ramp or other device to smooth out the step change.
- Use track mats or similar material to prevent damage to susceptible surfaces including grassed areas.
- Spreader plates must always be used under the outriggers when the platform is in use.



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CPD Seminars for PASMA instructors

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PASMA focus

The Fall Protection Review completed by PASMA, in collaboration with the HSE, recommended that the Towers for Users module be enhanced by the mandatory inclusion of both currently recommended assembly methods, Through The Trap (3T) and Advanced Guard Rails (AGRs), within the practical element of the training in addition to the classroom presentation, rather than leaving this to the discretion of individual training centres, as has previously been the case.

In preparation for this, the Review also recommended that an education programme be undertaken to ensure that all PASMA Instructors are fully conversant with and have supporting in-depth knowledge of the developments in AGRs, particularly the latest generation of Integral AGRs.

As part of its Instructor Continuing Professional Development (CPD) scheme, PASMA has therefore organised a series of twenty two seminars which will run every week from 1st November until the 15th December 2011. The seminars will be full day sessions, and will be held throughout the UK.

Dates	Venue	Venue
1 November	Astra Access	Kingfisher Access
3 November	Youngman Group*	Instant Training
8 November	Euro Towers	Astra Access
10 November	Construction Skills Centre	Solent Tower Hire
15 November	Lyte Industries (Wales) Ltd*	LFI: On the Job Training
17 November	Euro Towers	North East Access Training
22 November	Instant Training	Turner Access
24 November	Kingfisher Access	Construction Skills Centre
1 December	HSS Solihull	HSS Manchester (Piccadilly)
8 December	Astra Access	HSS London (Staples Corner)
15 December	Euro Towers	Instant Training

The programme for each session (9:00 – 4:30pm) maximum 12 delegates

- Introduction;
- Fall Protection Review: Final Report;
- Recommendations from the Report;
- Implementation of the recommendations from the report;
- Advance Guardrail for Towers for Instructors (Powerpoint presentation);
- Practical demonstration;
- Advance Guardrail for Towers for Users (PowerPoint presentation);
- Work at Height Essentials (PowerPoint presentation);
- Low Level Access (PowerPoint presentation);
- Question and answer session.



More information is available from Jill Coultie - email: jill.coultie@pasma.co.uk

Geoff Carr appointed central auditor

PASMA has appointed Geoff Carr, 48, as its new central auditor. Based in Newport, Shropshire, he will cover the area up to Greater Manchester and down as far as Norfolk.

Carr joins PASMA from Instant Training where he was a senior instructor responsible for delivering PASMA, IPAF, Ladder Association and harness training courses to both users and instructors. He was also responsible for course development within the company and for internal paperwork auditing systems.

He joined Instant Training in 1997 having started his career 15 years earlier as a government training scheme apprentice in the warehouse at Access Equipment. This subsequently became Instant Zip-Up, at which point he developed his skills to become a scaffolding team supervisor. He later worked for the training division, which then became Instant Training. He is a lead instructor for both PASMA and the Ladder

Association and a senior instructor for IPAF. He is also a harness instructor and qualified to deliver manual handling training. He holds a NEEBOSH General Certificate and is currently working towards the ISO 9001 Lead Auditor qualification.

Married with three grown up children, Carr and his wife are also foster carers. He lists his interests as family, eating out and travelling. PASMA managing director, Peter Bennett said: "We are absolutely delighted to have Geoff on board. His knowledge and experience will be a great asset to PASMA."

PASMA's auditors can be contacted as follows:

Northern auditor: Chris Smith
northernauditor@pasma.co.uk 07841 665 893

Central auditor: Geoff Carr
centralauditor@pasma.co.uk 07817 969 554

Southern auditor: Richard Steele
southernauditor@pasma.co.uk 07515 761 435



Geoff Carr

AIF Round Up

Crossrail: Along with other member organisations of the Access Industry Forum (AIF), PASMA recently addressed

a meeting of principal contractors employed by Crossrail – the new East West train line through London. The aim of the meeting was to discuss the latest developments in safety and best practice when working at height, prior to the works ramping up next year.

Toolbox Talks: Two further Toolbox Talks are currently in the course of production. They will be available to view free online later this year.



Stop slip sliding away

Palfinger Platforms has introduced a new patented composite outrigger mat which allows for the safe stacking when extra height is required for levelling and a non slip surface to help prevent slippage on sloping sites.



Palfinger's new mats feature a rubber type compound bonded onto the bottom and a recess machine into the top, in order to allow safe stacking



Storage slots for the mats are built into the chassis of each lift

The company has developed the new mats with jointly with its specialist supplier. Before getting into the detailed design, the two looked at all of the alternative materials and narrowing it down to wood or a recycled plastic composite. While wood performs well when new it is easily damaged and in one case the company found it had rotted from the inside out, only becoming evident then the jack punched through the material causing the lift to lose stability.

Plastic/nylon mats made from the same material as wear pads/slide blocks can be naturally slippery. Palfinger says that it is aware of incidents in which stabilisers have slipped off the mats.

The solution the company has devised came in two stages. First it created a stabiliser surface which allows three mats to be safely stacked on top of each other without the chance of slippage between mats. This has been made by milling the top side of the mat to create an indent which matches a

reverse shape on the bottom so the pads fit together using the same principles as Lego blocks.

The second step was to create a non-slip surface underneath. Numerous possible solutions were tested, but the one that performed the best features a hard 'rubber type' surface bonded onto the hard composite mat. With the amount of work the two companies put into the process they decided to apply for patent protection on the mat design, which has been granted.

Permanent worn lug solution

When pivot bushes have been allowed to wear out, damage can be easily inflicted on the lugs or structure that supports the bushes. This usually equates to costly and often complex repairs, involving building up the host material and then line boring so the new pin will fit.

Swedish-based Expander System has a new version of an expander pin that not only saves time and cost, but also solves the problem long term, something that it is prepared to guarantee with a 10 year/10,000 hour warranty.



An Expander System replacement pin in place.

The Expander System pin and bush assembly can be inserted from either side, both ends of the pin are tapered and an expansion sleeves which fit into the lugs can be tightened from either side or both. As each end is tightened the sleeve expands into pivot lug until it is tight and locked in.

The standard sleeves expand up to two millimetres, standard oversize sleeves expand up to four millimetres. The company keeps a wide range of pins in stock, but will also produce pins to order. A very simple to use website form allows companies to input the details for a required expander pin - if it does not already exist - and the company will then send a quotation.



An Expander System pivot pin can be made for almost any application, if not already in stock.

New LED indicator lamps

Grote has introduced six new LED side/indicator lamps suitable for multiple applications including side skirts, restricted spaces and locations where a separate mounting surface is not practical. The new lamps come in three styles, each with a choice of either male pin or hard shell connectors. The grommet-mount version is ideal for traditional applications and direct replacement of existing grommet-mount installations.

The integrated flange-mount version is low profile, easy to install and comes with a matching mounting pad to absorb stress due to flex from the

mounting surface or torque from fasteners. The compact surface-mount version has the smallest footprint, lowest profile and lightest weight.

Randy Staggs, Grote's business development manager for signal lighting said: "In designing our lamps, we factored in weight reduction, challenging mounting surfaces like aerodynamic side skirts, varying electrical connector styles and the driver's desire to see the lamp functioning from the cab."



The new Grote LED turn lamps (L-R) The Grommet mount, the integrated flange and the surface mount.

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.

Lifting beams

Although many models of cranes have been produced, there are rather fewer accessories available such as chains, shackles and lifting beams. YCC has now introduced a set of lifting beams in 1:50 scale which can be used to complement any crane models in this popular scale.

Three different sizes have been produced, based on 20, 40 and 64 tonne designs. They are available in two colours; yellow (RAL 1007) and red (RAL 3002) and are of metal construction but they lack any graphics such as the safe working load etc... They do not come with any lifting chains and so for this review we used a set of chains made by Sword Models.

for the load at each end, allowing lifting lengths of 40 to 90mm. It can be lifted either on the central lug, or via chains to the outer lugs. The central lug is rectangular and will not fit many model crane hook blocks. Total cost €24.

64 tonne adjustable beam

This model comes in a small box with the beams wrapped in tissue

20 tonne adjustable beam

The model comes in a small bag with the beam wrapped in tissue and it includes a spare locking pin. The beam consists of two telescopic sections which slide together very smoothly. The inner section has a large number of holes so that the overall beam can be pinned in a variety of lengths from 120 to 170mm. There are lugs at each end of the beam – on the top for the chains to the crane hook and underneath for the vertical chain to the load. Total cost €33.

40 tonne beam

This beam is also simply packed and includes just the solidly made beam which has six slinging points

and the brackets contained in a small bag. It includes a main beam and cross beams allowing lifting from two or four points, the lifting points are fully adjustable.

The main beam can be used on its own with the two lifting plates which can have straps or chains fitted. The plates can be set at any position providing variably lifting widths from 40 to 80mm. The lug of the lifting beam will fit many crane hooks but not all as some will have too narrow an opening on the hook.

The cross beams can be used on their own as small simple spreader or combined with the main beam to create an H shaped four point



Spreading the load



Getting ready for a lift

spreader beam. Separate collar plates fit over the small beams and can have chains or narrow straps attached to give a width of 30 to 60mm. The complete set costs €95.

All of these beams are very well made metal items with a good finish, but are relatively highly priced. However as an accessory they enable far more interesting poses to be set up with crane models.

To read the full reviews of these accessories visit www.cranesetc.co.uk



64 tonne beam



20 tonne beam



40 tonne beam



Lifting a Haulotte scissor lift

Hi Mark,

I am in the Outer Hebrides at the moment and it has given me a chance to sit down and read from cover to cover the latest edition of *Cranes & Access*. I was very interested in the article on the growth of the onshore wind farm population and from my experience with Renewable UK and some of the developers I can only concur with Declan Corrigan that the wind industry has an excellent future in the medium term. There will certainly be a strong market for maintenance as the numbers and height increase.

The article on insulated booms was also thought provoking. At Bronto we have been at the forefront of developing systems to allow the use of large truck platforms in live line working. I think that the next few years will be exciting for the larger truck market and hopefully we will be able to give you lots of good editorial.

Would you be able to send me a copy of the picture you took with our colleague Christoph regarding his total lack of will power in our charity non-drinking challenge. I lasted the whole three months and have now reintroduced a small amount of alcohol into my daily routine. Not sure how I feel yet, still like the clarity of abstinence though.

Catch up soon

Kind Regards

Ian James

Bronto Skylift UK

Dear Sir,

I would like to thank you for the update concerning SkyHigh and in particular of Erik Aghten. We are not able to contact him as his personal number no longer responds.

Our company ETIC distributes road/rail products on a national basis and we have numerous active quotations at the moment, so this situation with SkyHigh is troubling enough as it is, but I can understand also the economic problems facing manufacturers at the moment.

If you or your contacts can provide me with any information that would allow me to reach Erik I would appreciate it very much. I would also like to thank you again for your article and your kind words regarding this person whom we appreciate and respect very much indeed.

Sincères salutations

Michel MOURIER

This letter – translated from French - was one of several we received expressing sadness at the closure of Belgium-based SkyHigh and most particularly wishing to speak to owner and manager Erik Aghten and say how much they appreciate him, while expressing concern about his future and wanting to wish him well and in some cases discuss possible future business options with him. So far we have been unable to reach him and understand that he has taken the financial troubles at SkyHigh very personally and wants time to consider the future. If you are reading this Erik, please do feel free to make contact through our offices.

The Flying Garden

Dear Sir,

I read with both interest and amusement the chain of letters published in the current issue of *Cranes & Access* between Mr Paul Adorian and Judith Hackett of the Health & Safety Executive. The response from Ms Hackett (she surely must be a Ms) is all too typical of a career bureaucrat, hedging her bets and passing the buck as time makes the problem go away. While Mr Adorian clearly tried to pin her down and prevent her escape, I fear that she did in the end manage to get away from his valiant attempts.

As he pointed out it does seem to be a case of the HSE ignoring its own recommendations at best and double standards at worst. I am sure that as all too often of these political types, she had her eye on the possible 'red top' newspaper headlines if the HSE had put a stop to this popular gardeners whimsical ideas. 'Elf and safety Tsar spoils Chelsea fun'. So this project went ahead regardless and I bet no one locally actually responded to the tip offs and went along to check it out?

It can't be easy, imagine the headlines had this so called flying garden fallen and killed someone like Alan Titchmarsh in the process? And what would the HSE have said in an interview? 'Well it seemed perfectly OK, we checked it out and all the risk assessments had been done and they seemed like jolly nice people – it was just back luck' – 'But don't your own recommendations forbid such unnecessary messing about with cranes?' – 'Well yes.. but that's only meant to be for construction people... they can't be trusted... these people are different.....' The mind boggles.

The amazing thing is that the HSE issued such a clear dictat in the first place – what were they thinking? It must have slipped out by accident? Perhaps they were hoping that no one would recall it? If so they had not banked on a dogged individual like Adorian. Normally their tone is more typically 'well it's up to you what you do as long as you do a proper risk assessment and consider all the eventualities and show that you have taken note of all the standards and recommendations blah blah blah etc.... We can't possibly tell you how to do it' And all the time you know that if something goes wrong they will relentlessly prosecute you for having had a stroke of bad luck or missed some arcane best practice point or.... And then when you try and defend yourself they will dangle the get out of jail card... "plead guilty and we will just fine you a small amount... fight us on this and we will spend the national debt to inflict the maximum punishment possible on you' --- 'but I am innocent' – 'that's not the point'.

I am not sure if this recommendation of theirs on lifting for fun is good bad or irrelevant, I do though think that if they believe that this recommendation has merit and have issued, than as Mr Adorian says they ought to at the very least have checked out the site with an expert and if the guidance is not quite as comprehensive as it should be they ought to update it.

Keep up the good work.

Yours Truly

David J. Bethell



Hi Leigh,

Following your comments earlier this year about companies going bust and then starting again, I suggest that you look at the following web site www.people.co.uk go to news then politics headed 'Scandal of firm going bust and dodging fine'. As I am now retired I would ask that my name is withheld due to my connections both to my old employer as well as to the company in question.

Regards

We followed the tip off and found that the article that claimed that MPs had tabled a Commons motion criticising the North Wales firm Bryn Thomas Crane Hire for going into administration to avoid fines for a fatal accident and "that those who deliberately go bust to dodge hefty fines for fatal health and safety breaches could face a change in the law."

Some further research discovered that this is in fact Early Day Motion number 1834 launched in May that so far has so far attracted the signatures of just 34 MPs. The motion is as follows: "That this House is deeply concerned that companies continue to avoid prosecutions and have fines reduced for committing health and safety offences by going into administration and then re-establishing their business using a slightly different name with the same premises and the same equipment; notes in April this year that Bryn Thomas Crane Hire was convicted for health and safety offences following the death of Mark Thornton in Liverpool in March 2007 and were fined the significantly reduced amount of £4,500 due to the company being in administration; further notes that the owner of Bryn Thomas Crane Hire is now trading as Bryn Thomas Cranes Limited using largely the same plant and equipment; and calls on the Government to introduce stronger legislation to ensure that companies can no longer avoid justice by going into administration."

Interestingly 29 of the MPs are Labour, only one Conservative - Peter Bottomley, MP for Worthing - possibly due to having seen something similar occur following a tower crane accident in his constituency? The remaining four are Liberal or Social Democrat. The lack of more widespread support is odd.

Finally getting it right

I was encouraged to see that the Top 30 Telescopic Handler Companies article that you ran in this month's issue of Cranes & Access is finally beginning to look like something sensible. While the company chart and fleet numbers is not perfect, it is at least a lot more inclusive than your previous efforts and stands up to some scrutiny. I am just surprised it has taken you eight attempts to get there!

They say that persistence is what matters and my hat is off to you for doing so in this case. I am sure that you must have had plenty of brick bats in prior years so thought it only fair to drop you a line and congratulate you, now that you are getting close.

Other than that well done on producing a solid read, would like to see more handler material though.

All the best,

George Smiley

Bournemouth

Well we did make a supreme effort this year with the telehandler section of our Top 30 rental company survey, we have to say though that it is not an easy sector to cover.. but the co-operation this year was noticeably better than in prior years - we are not quite sure why though. So thank you Mr Smiley (we wonder in the office if this is your real name - George Smiley - Bournemouth? ?) Anyway no matter many thanks for your comments. Ed

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Europlatform 2011

The fifth Europlatform conference held in Maastricht, on the eve of Apex obviously hoped to encourage show-goers to arrive early and attend. Unfortunately few did – a surprise given the strong line-up of speakers and topics. Mark Darwin was there.....

As an experienced conference-goer, I was very interested in this year's Europlatform speakers. On paper they offered a diverse range of experience and backgrounds covering a wide range of topics from raising investment capital to acquisitions, to sales and equipment management and generating sustainable returns. Subjects that anyone in the industry would have found it at least thought provoking. And while a few speakers lapsed into some 'corporate self-promotion', there was a lot of useful information primarily aimed at rental companies of which there were unfortunately few in the audience.

Alexandre Saubot of Haulotte, kicked off the conference, in an obviously joyful mood opening with 'it's the first time in my 10 years at Haulotte that I have been sponsored by my main competitors' (Genie and JLG were co sponsors). He was happy to add comic quips about the industry, the French and even Haulotte during his 'managing the growth cycle' presentation. He asked 'are we heading into another bad economic cycle?' answering that he doesn't

think so, but full recovery may take a while. Anticipating the economy is a problem which even specialists get horribly wrong. "Everyone knows this is a cyclical business and you have to anticipate the timing of the cycles. In 14 of the past 15 years Haulotte had to manage through either massive growth or massive recessions. We do learn however! Manufacturers were actually very quick at reducing over-production this recession. Whether we are heading into trouble – no-one knows? As Einstein said – things will not change if we keep on doing the same thing."

Next speaker – **Bruce Williams, managing director of Oshkosh Capital /JLG** financial services – talked about financing growth. After the Oshkosh PR spiel he said that banks and financial institutions are under pressure to be transparent about the risks they have on their books, but confirmed that there is still a healthy interest in the 'risky' aerial platform industry from financial providers, even if the conditions for doing business have changed over the past few years.

Peter Davis, technical manager with Australian rental company **Coates Hire**, outlined the 10 year



Alexander Saubot giving the keynote speech

fleet inspections that Australia requires. He explained how the rule worked in practice and the implications for fleet management. "Historically, platforms have been included with cranes the major 10 year inspection, was brought in because of the general poor condition and lack of maintenance in the crane rental industry."

He explained that the cost of extensive rebuilds after 10 years is significant with large booms costing as much as \$30,000 or more for inspection, repair and repaint. Companies, he said, have to decide whether to keep or dispose of the equipment (either scrap or export). A discussion over lunch indicated that there was little appetite to introduce such rules in Europe.

Kevin Appleton, former CEO of Lavendon talked about generating sustainable returns from access rental. He discussed how investment is influenced by a changing world. He argued that before 2008, western rental company strategies were built on the assumption of cheap debt, the likelihood of 'being bought out' and a strong economy. Post 2008, everything has changed - businesses are harder to sell, shareholders want certainty of returns and there is doubt over the economic future.

"We have stolen from the past and borrowed from the future and now is the time to pay," he said. Returns on capital employed are average at best – about four to five percentage points from being attractive. Smaller business will have to be run longer growing methodically and sustainably, while larger business could grow through sustainable organic growth or attractively priced acquisitions. He also thought that the average fleet ages would increase two to three years

because there is no pricing advantage for younger equipment. And his final thought -

'Only when the tide goes out do you discover who has been swimming naked' – Warren Buffet.

Next was an interesting talk by **Maeg Videau, director financing and M&A at Loxam** about successful acquisitions. He said that 90 percent of all potential acquisitions fail – 50% at the initial stages - and that the average time for an acquisition, from first interest to completion was between three and five years. He also said that Loxam never acquires distressed business!

Chris Wraith, newly appointed **IPAF technical officer** raised many good points about adding larger more specialist access equipment to standard fleets with their additional risk and management requirements. In his usual down to earth style, he outlined how these risks can be minimised through good management procedures.

The final speaker of the day was **Charles Miller of CL Miller Consulting** previously with Sunbelt Rental who shared his experiences and expertise on the evolution of the rental sales force, pricing, sales compensation programmes and sales effectiveness.

A panel including Saubot, Appleton and Miller along with Wayne Lawson IPAF president and Pierre Boels of Boels Verhuur wrapped up the day answering questions from the audience.

In all, an interesting and informative conference but attended by too few – perhaps a sign of the times? Next year's event will be held on September 20th in Edinburgh, Scotland.



(L-R) Lawson, Saubot, Appleton, Miller and Boels

CPA Crane Interest Group

This year's CPA Crane Interest Group meeting, in the UK was well attended – perhaps anticipating a lively discussion around the agenda topics. In reality it was 'business as usual' with most speakers re-capping on current issues although there was one area – HSE cost recovery – that did raise a few hackles.

The CPA has done some sterling work over the past few years much of it involving legislation which can drag on for several years, so much of this year's meeting dealt with topics already familiar to readers of *Cranes & Access*.



Ian Simpson

Four Year overload tests

After the opening remarks by chairman Neil Partridge, Tim Watson discussed four year overload testing and scope of examination. Following the introduction of the Best Practice Guide last year and Technical Information Note 102, a position paper by the FEM and even a letter from the Health & Safety Executive (HSE) all of which came out against such overload testing, some major contractors are still not convinced and continue to request proof of the four year overload test. Several in the audience thought that some CPCS trainers still taught that the overload test was still mandatory? If you have any problems with contractors contact Colin Wood of the CPA.

Lifting people with cranes

Watson moved on to lifting people with cranes at work. Put simply, cranes are not designed to lift people (as per the Machinery Directive) although there are various exceptions in different countries. The UK, Loler rules says that people

can only be lifted 'exceptional circumstances' i.e. when there is absolutely no alternative, for example during a tower crane rescue. In these circumstances clear steps are outlined in BS7121 clause 23.1 which says the crane must have twice the required capacity, a restricted speed, minimum hoist rope diameter, hook with safety catch etc etc. It must also be organised properly, supervised, risk assessed, the crane operator must not leave the controls, safety harnesses/lanyards must be used and there must be a rescue plan.

Ian Simpson of the HSE stated his employer's position on the recent 'leisure' lifting of people that has been in the news recently. These include 'Dinner in the Sky', the Chelsea Hanging Garden and Bungee Jumping. In a nutshell, Simpson said the HSE does not have a problem with people being lifted by a crane so long as the main purpose was a leisure activity and as long as it follows the usual precautions such as being well planned and managed.

Cranes obviously have to be CE market and the Health and Safety at Work Act applied so 'sensible precautions had to be taken including a rescue contingency'. He said that there was no reason why crane rental companies should not be involved in these activities. However as they would be the 'experienced' and 'knowledgeable' lifting party in the process, they should ensure that the whole process is carried out in a safe manner – and not the client.

Paying for the HSE

The audience came to life when Simpson outlined the HSE's plans to recover costs from offenders. He said that the HSE budget has been



cut by about 35 percent over the next three years and that although there had been cost reductions, such as the number of offices cut from 27 to 23, the department was looking to find half the savings – i.e. 17.5 percent – from charging offenders. Each inspector would be charged out at £130 an hour where there was a material (affecting safety) fault but not for a simple technical fault, with companies invoiced on a monthly basis. The difference between material and technical was illustrated as follows: The lack of test paperwork for a set of slings is a technical fault, however using poor or damaged slings is a material fault.

It was pointed out that the construction sector has a one in five probability of receiving a prohibition

notice after inspection, so obviously this is where inspectors will concentrate their efforts. Those companies not complying with legislation will obviously be more at risk of facing high HSE charges.

Kevin Minton updated on medical fitness, operator training and competence and outlined the early work of the Strategic Forum for Construction Plant Safety (the 'soggy ground' group) which is looking at ground conditions, outrigger mats etc in a similar way to the recent IPAF initiative.

Colin Wood wrapped the meeting up very quickly although many thought that given a number of recent accidents MOT testing for cranes was a topic that needed further discussion.



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50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
50 t Terex-Demag AC 50	2001	6x4x6	40,00m + 17,00m
55 t Liebherr LTM 1055/1	2002	6x6x6	40,00m + 16,00m
55 t Liebherr LTM 1055-3.1	2006	6x6x6	40,00m + 16,00m
60 t Terex-Demag AC 60 City	2002	8x8x8	50,40m + 14,00m
65 t Faun ATF 65G-4	2007	8x6x8	44,00m + 16,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
80 t Liebherr LTM 1080/1	2000	8x8x8	48,00m + 19,00m
80 t Demag AC 80-2	2004	8x8x8	50,00m + 17,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 18,00m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 33,00m
160 t Faun ATF 160G-5	2010	10x8x8	68,00m + 37,20m
220 t Faun ATF 220 G-5	2009	10x8x8	68,00m + 37,20m
500 t Terex-Demag AC 500-1	2001	16x8x14	56,00m + 90,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t Liebherr LTF 1030	1993	8x4x4	26,00m + 8,20m
30 t Liebherr LTF 1030	1995	6x4x2	26,00m + 8,20m

YARD CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V73	1983	4x2x2	13,50 m + 5,50 m
14 t Demag V73	1992	4x2x2	13,50 m

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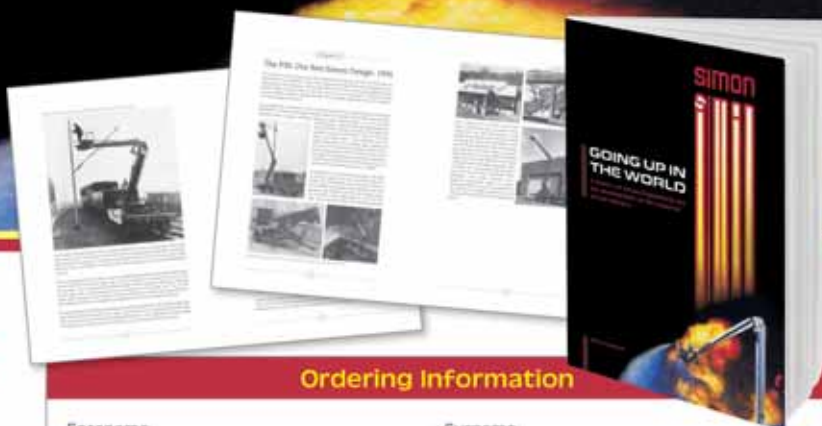
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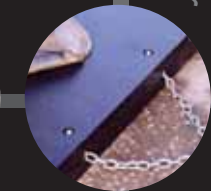
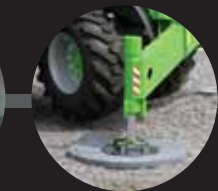
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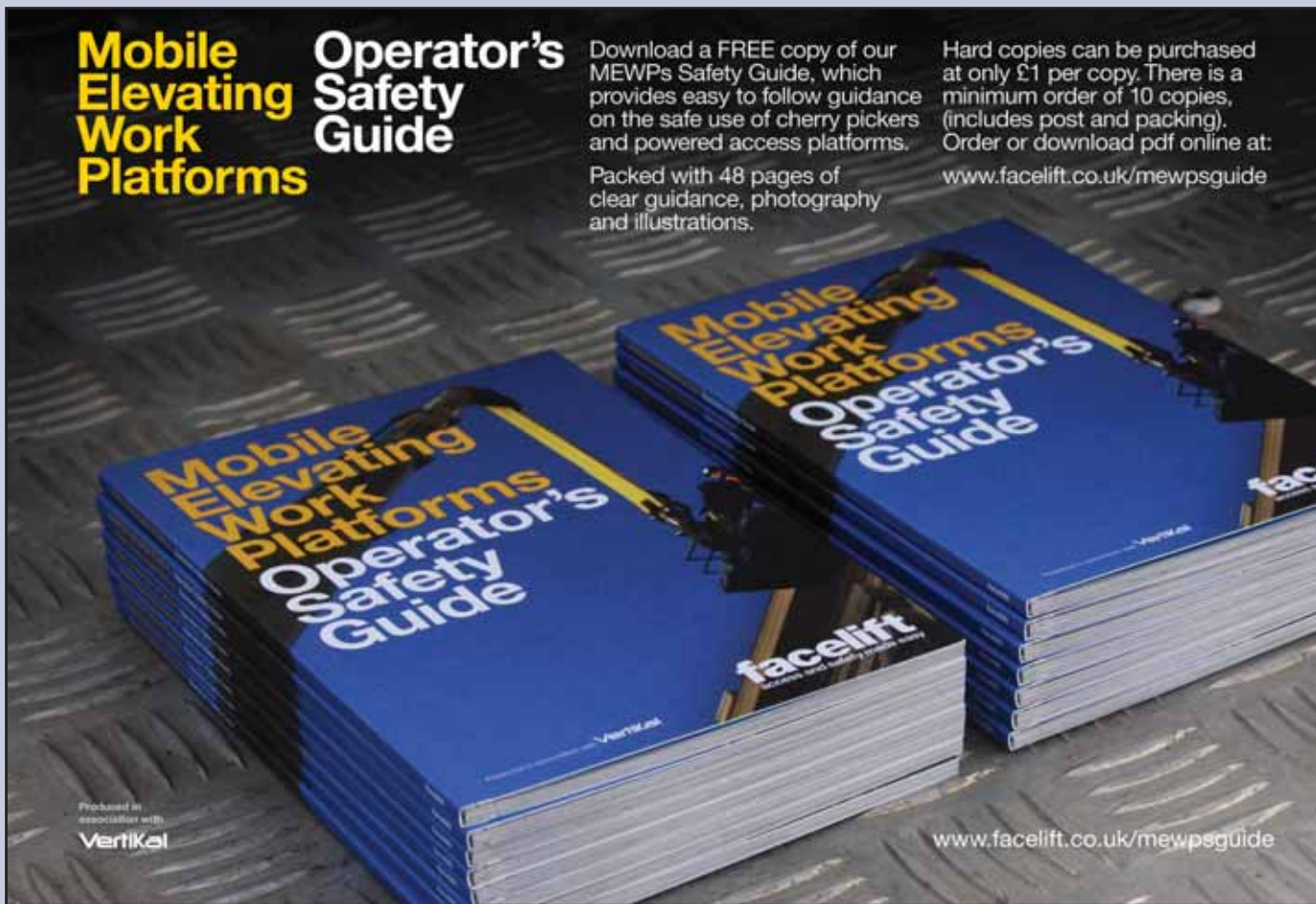
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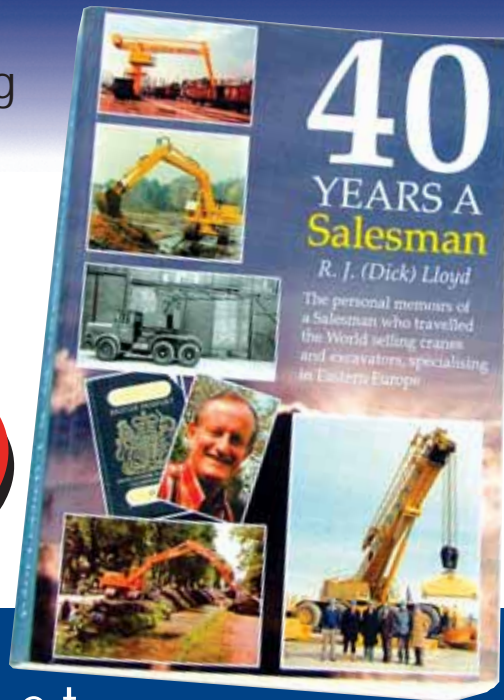
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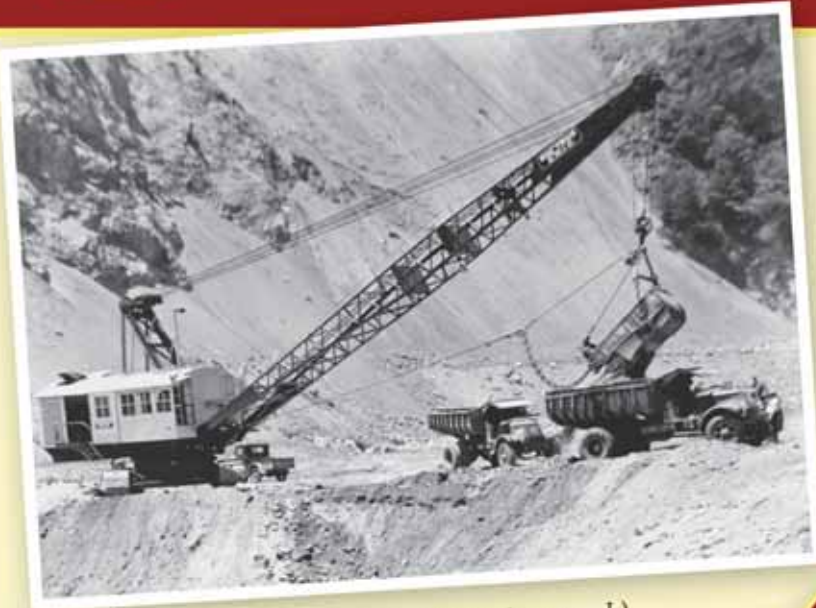
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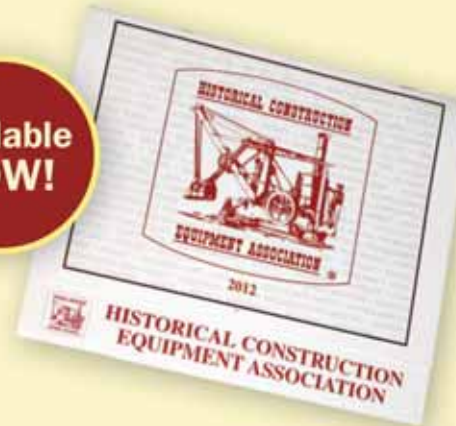


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17m/4 Tonne - 2005



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