

# cranes & access

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November 2011 Vol. 13 issue 8

Mastclimbers  
& hoists

Loader  
cranes

London  
Tower  
Cranes



Lift and  
Access  
Showcase

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## On the cover:

Hydro Mobile supplied the mastclimbers for the renovation of the Church of Our Lady Immaculate, Guelph, Ontario, one of the finest examples of religious French Gothic Revival in all of Canada.



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E-mail: [info@vertikal.net](mailto:info@vertikal.net)

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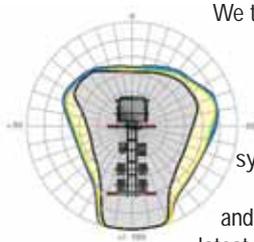
Gardner Denver to quit access market, Lavendon buys Blue Sky and unveils the SkySiren, Skanska UK demands anti crush devices, AFI introduces the Sanctuary Zone, Zoomlion looks for acquisitions, New Dutch crane rental group, JLG ships 1,000th Toucan 10E, Barry Barnes retires, Mammoet PTC claims world record, Jost appoints LTC, Tadano launches four new RTs, Nacanco goes with Socage, Crowland installs crane road test rig, Financials round-up, Palfinger launches new loader cranes, New Chinese cranes from Terex, Havator acquires Norrlandskranar.



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The mastclimber and hoist market in the UK is a relatively close market with only a handful of players. We profile manufacturer Alimak Hek UK, and mastclimber rental company Adastra, two companies vastly experienced in this sector.

Loader cranes 29



We take a look at the latest product developments including the new, more sophisticated overload/stability systems, interview Atlas Crane owner Fil Filipov and take a brief look at the latest new product launches.

In the next C&A

In the next issue of Cranes & Access out January 2012 we have the annual Rental rate guide, a look back at events of 2011 and feature Heavy lift cranes and Truck mounted lifts.

# C & A contents

Lift and Access Showcase Symposium 37

The first Lift and Access Showcase and Symposium was held in Scottsdale, Arizona earlier this month. The event included an expanded product Showcase, crane Rodeo and a conference. We report on the event and the main new product launches, including the new Genie compact electric RT scissors and a new trailer scissor lift.



London Tower Cranes 43

One tower crane manufacturer currently in the process of changing its direction and product line-up is German-based Jost Cranes. A few months ago it sold its flat top designs to Zoomlion and is now concentrating on its luffers. Cranes & Access met up Alexander Jost and its new UK/Ireland dealer, London Tower Crane Hire & Sales (LTC).

IPS 10th anniversary 47

IPS – Independent Parts & Service – has just celebrated its 10th anniversary. Mark Darwin visited the Telford based company to find out about its past, present and future.

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## The Vertikal Press

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

### In Germany:

#### Vertikal Verlag

Sundgaualle 15, D-79114,  
Freiburg, Germany  
Tel: 0761 8978660 Fax: 0761 8866814  
email: info.vertikal@t-online.de  
web: www.vertikal.net

### Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,  
Sundgaualle 15, D-79114, Freiburg, Germany  
Tel: +49 (0)761 89786615  
Fax: +49 (0)761 8866814  
email: khk@vertikal.net

### Italy

Fabio Potestà, Mediapoint,  
Corte Lambroschini,  
Corso Buenos Aires 8, V Piano-Interno 7,  
I-16129 Genova, Italy  
Tel: 010 570 4948 Fax: 010 553 0088  
email: mediapointsrl.it

### The Netherlands

Hans en Anneke Aarse  
Oranjestraat 167  
NL 3295 AS - 's-Gravendeel  
Tel: +31-78 673 4007  
Mobile: +31(0) 630421042  
email: aarse@kpnplanet.nl

### UK and all other areas

Pam Penny  
PO box 6998 Brackley NN13 5WY. UK  
Tel: +44(0)8448 155900  
email: pp@vertikal.net

### Design & Artwork by:

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email: studio@bpdesign.info  
web: bpdesign.info

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### Editors:

Leigh Sparrow  
Mark Darwin

### Associate Editors:

Rüdiger Kopf (Freiburg)  
Alexander Ochs (Freiburg)

### Sales & customer support:

Pam Penny  
Karlheinz Kopp  
Clare Engelke

### Production:

Nicole Engesser

### Subscriptions:

Lee Miller

### Publisher:

Leigh Sparrow

**Vertikal**  
Press

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MEMBERS OF



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

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

# c&a comment



## Even safer platforms...

Let me say at the start that using an aerial work platform is almost invariably the safest and most efficient method of working at height. Statistically accidents of any type involving aerial lifts

are very rare. Accidents in which an operator is crushed against an overhead object are rarer still - perhaps just four or five a year in North America, Europe and Australia combined.

Boom and trailer lift manufacturer Niftylift launched its 'anti-crushing' system - SIOPS (sustained involuntary operation prevention system) - more than two years ago - a possible response to concerns expressed by Balfour Beatty in the UK and BHP in Australia?

Just a few weeks ago Skanska UK took matters a step further saying that as 'bolt-on' anti-crushing devices are now available, all boom lifts it rents after January 3rd must have these devices fitted. At the same time two new safety systems developed by rental companies - AFI's Sanctuary Zone (cage) and Lavendon's SkySiren (alarm) - were launched (see page 6 for details).

While it is not a good idea for contractors to make design changes or modifications, it clearly shows a frustration that the industry is dragging its heels over this statistically rare but obviously important issue.

What should be remembered is that some crushing incidents are caused by the boom being driven over uneven ground resulting in a rapid impact, in which case only a cage system might save the operator.

If contractors or rental companies believe these systems are effective and necessary, they must fit them to all platforms to avoid prosecutions from those having an accident on a non-modified unit.

If the risk of crushing is so serious (and what about the more probable risk of overhead electrocution?) why are rental companies doing the development work? Surely it is the manufacturers' responsibility as it was with pot-hole protection for scissor lifts in the 1990s. This would also eliminate interference issues with the machine's existing electrical and safety systems, not to mention CE documentation.

It would be nice to think that this influx of extra safety systems is just about making operators safer. Sadly I think it is more liability driven, but so long as they work without interfering with the machine's operation then it is a positive development. But there is no getting away from the fact that this is an upside down development process.

Mark Darwin

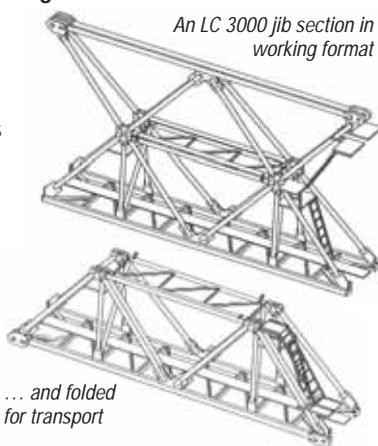
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# Comansa breaks flat top record

Spanish tower crane manufacturer Linden Comansa has announced the world's largest flat top tower crane with up to 64 tonnes capacity. The new LC3000 range comprises two base models - the 30LC 1100 and 30LC 1400 - available in three different variants rated at 32, 48 or 64 tonnes. Maximum capacity at the 80 metre jib tip ranges from 9.5 to 15 tonnes depending on model.

The biggest challenge that Comansa faced in developing the LC3000 was designing the structural components for both optimum performance and practical transportation. So as you might expect, this is where most of the innovative thinking has occurred. The designs for both the jib and the tower sections have been patented and both can be folded or quickly dismantled for transportation, while being easy to erect.



An LC 3000 jib section in working format

... and folded for transport



The LC3000 is a larger more modern and standard version of the 1996 LC 8952

The jib sections are big - the largest being 6.2 metres high by 10 metres long. To make them transportable, they fold in half in order to fit into a standard 40ft container. Two tower sections are available, with either a four or 5.5 metre square section, both can be dismantled for transport. The 5.5 metre tower uses the same corner quadrants as the four metre, but with expander sections on each of the four sides. Freestanding height is 88 metres and only two ties are required

to reach 198 metres. All models come with a 200kw/268hp hoist mechanism with frequency control and 1,450 metres of rope storage capacity. Linden Comansa's double trolley system with automatic reeving change is standard. Current delivery time is 10 to 12 months, although this will reduce to six months once the units are in full production. be openly available.

## Lavendon buys Blue Sky

Largest UK access rental company Lavendon has acquired Blue Sky Access, the company that designs and engineers products intended to improve efficiency and safety while working with work platforms. The company had revenues last year of £400,000 with a profit of £100,000 and gross assets of £300,000. Lavendon paid £3.4 million in cash, with up to an additional £4 million - or more - of deferred consideration over the next four years.

## AFI introduces the Sanctuary Zone

UK rental company AFI has introduced the Sanctuary Zone, a steel structure that protects the operator from being crushed between the platform and an overhead obstacle when using boom lifts.

The Sanctuary Zone comprises steel frames mounted on either side of the platform to create a roll-bar effect. By projecting to a height of around 1.8 metres from the platform floor, they mechanically prevent an overhead obstruction from crushing the operator. So far Haulotte and Genie have developed Sanctuary Zones for their booms. The product will be openly available.

The Haulotte version of the AFI developed Sanctuary Zone



## ...And announces SkySiren

Shortly after the acquisition Lavendon launched the SkySiren a new system to help prevent inadvertent operator crushing in boom lifts.

Developed with Blue Sky over the past three years, it can reportedly be retro-fitted to most boom lifts in a matter of minutes. A longitudinal pressure sensitive rubber strip placed between the operator and the control panel cuts the boom lift functions immediately, in the event of excessive pressure while



The SkySiren cuts lift functions and sounds an alarm if it senses excess pressure

sounding an alarm. The system can be reset to allow the operator to rescue himself if he can.

## Skanska demands anti crush devices in booms

At the same time as Lavendon launched the Sky Siren, UK contractor Skanska UK announced that from January 3rd 2012, it will require all boom lifts that it rents to be fitted with crush protection devices.

It will also require such devices to be in place on all aerial lifts on its sites, by April 2nd 2012.

The company says that it has been working closely with manufacturers and suppliers trialling safety devices specifically designed to guard

against crush type injuries and raise the alarm in the event an operator encounters a crush or trap situation. It adds that a number of safety devices are now commercially available in the UK, making its policy practical.

# JLG ships 1,000th 10E

JLG has shipped the 1,000th Toucan 10E - 10 metre mast boom - since deliveries began in 2009. Launched at APEX 2008, the model was built on the experience from previous Toucan models which established the sector in the late 1980s. The 10E was joined by the 8E last year - both units offer 3.1 metres of outreach.



## Barnes retires

**Barry Barnes director of sales for Terex Cranes Europe has retired after more than 30 years with the company.**

Barnes joined Terex with its acquisition of Demag mobile cranes in 2002 and has been the UK face of Demag/Terex since the early 1970s. He also spent some time selling the larger Demag cranes in North America. He announced his intention to retire last year, with Lee Maynard taking over his UK role.

"I have been fortunate to represent superior products and work for some great people and colleagues,"



said Barnes. "I still have a lot of ideas to improve the business and look forward to supporting my colleagues and customers whenever I can be of help."

## Zoomlion looks at overseas acquisitions

**Zoomlion chief executive Zhan Chunxin has warned that equipment demand in China is slowing drastically and that the downward trend will continue well into next year.**

Massive cuts in railway spending and a slow-down in residential building and other construction projects are to blame.

China's second largest construction equipment producer also says that it is looking to expand through overseas acquisitions and has opened discussions with several manufacturers in the crane and access sector. At the same time it is adding production facilities in developing markets such as India, with the aim to expand international revenues from the current five percent to around 35 percent.



## Mechanic to testify against Lomma

**The crane mechanic charged in the fatal 2008 tower crane collapse on the Upper East side of Manhattan, New York, Tibor Varganyi, 65, has changed his plea to one of guilty of criminally negligent homicide.**

He has also agreed to testify against his boss James Lomma, 65, owner, New York Crane and associate crane company JF Lomma which owned the tower crane.

The two face charges of second-degree manslaughter, second-degree assault, criminally negligent homicide and second-degree

reckless endangerment. Both had pleaded not guilty to all charges.

In changing his plea to guilty, Varganyi will avoid the manslaughter charge that carries a possible 15-year prison sentence and by testifying against Lomma he may even avoid prison altogether. See Vertikal.net for more details

# Dutch crane rental group

Six Dutch crane rental companies have formed a new partnership or alliance under the banner Kraanverhuur Nederland (KVN), to offer a local crane service nationally.



The six independently owned members are Baetsen, BKF, Van Grinsven, Heeren, Kuiphuis Kraanverhuur and Nederhoff, with a combined fleet of around 250 cranes, operating from 17 locations and with 300 employees.

KVN spokesman Bob Bruijsten said: "Efficiency and costs for many clients has become increasingly important. Through close cooperation we are able to offer our clients a national network that provides a branch within 45 km of anywhere in the Netherlands, ready to deliver the right crane for any type of work. Customers who operate nationally have a local contact where they can be assured of a similar level of safety, quality of service and efficiency."

The partnership not only provides a national coverage, but also brings together a collection of different lifting specialities, equipment and skills, which the partners hope will appeal to crane customers.

# Manitowoc strike

**A number of union employees at the Manitowoc crane plant in Manitowoc, Wisconsin recently walked out on strike.**

The strike affects up to 200 members of the International Association of Machinists and Aerospace Workers (IAM). 600 other employees continued to work as normal, although the strike has started to affect other employees

who have since been laid off. The company said that it has activated a contingency plan to keep the plant running with limited disruptions. See Vertikal.net for more information

# Genie electrifies RT scissiors

**Genie has launched a new range of battery electric compact Rough Terrain scissor lifts.**

**The new models were unveiled at the Lift and Access Showcase and Symposium in Arizona earlier this month.**

The three new scissor lifts - the GS2669 DC, GS3369 DC and GS4069 DC - offer similar performance characteristics to their diesel powered counterparts but use AC wheel mounted drive motors. All three models are driveable at full height.

(See Lift and Access show report on page 37.)



## Tadano launches four new RTs

Tadano has launched four new Rough Terrain crane models with capacities from 30 to 80 tonnes.

The 'Global' cranes are the 30 tonne capacity GR-300EX, 50 tonne GR-500EX, 60 tonne GR-600EX and the 80 tonne GR-800EX (all rated at three metres radius except the GR-500EX which is at 2.5 metres). In North America the cranes will be known as the GR-350XL, GR-550XL, GR-750XL and the GR-1000XL with capacities of 31.8 tons, 50 tons, 68 tons and 90.7 tons respectively.

Tadano's Rough Terrain cranes are its most popular, accounting for over 30 percent of its total exports. The new models offer improved

performance and according to Tadano are more environmentally friendly. The main feature of the three larger models is the new boom with rounded profile and made from ultra lightweight, high tensile, high strength steel which Tadano says provides each model with the longest boom in its respective class. (The main boom lengths range from 31 to 47 metres).

Tadano GR-800EX



## Crowland installs road test rig

UK-based crane sales and service company Crowland Cranes has installed a new Crypton rolling road that can test mobile cranes and truck mounted work platforms with axle weights up to 20 tonnes.



The rollers can be adjusted for vehicles with overall widths from three metres down to 2.4 metres

The single axle roller mechanism has a width-adjustable sliding bed to accommodate cranes with chassis widths from 2.4 to three metres and tyre sizes from 14:00 to 20:00, ensuring that the wheels sit properly and run in the centre of the rollers for greater accuracy and consistency.

The device is operated via radio remote control allowing the test engineer to operate the crane brakes and control the test machine at the same time, for greater efficiency. The device also weighs and records the actual axle weight and compares it with its database – which is compiled either from previous tests, prior input or for the latest cranes from manufacturer's data.



## World record lift?

Mammoet has successfully tested one of its new PTC Super Heavy Lift cranes with a test load of 3,520 tonnes at 33 metres radius.



International lifting specialist Mammoet has successfully tested one of its new PTC Super Heavy Lift cranes with a test load of 3,520 tonnes at 33 metres radius.

The crane – a PTC140 – which is designed in-house by Mammoet, was rigged with 83 metres of main boom and a 36 metre jib. Mammoet

says that the "maximum design load on the jib is 2,900 tonnes which sets a new world record".

The crane is one of the three PTCs being built and tested at Mammoet's dedicated crane facility in Westdorpe near Terneuzen, Holland and it will soon be shipped to Brazil for its first job.

## Jost appoints LTC

LTC – London Tower Crane Hire & Sales – has been appointed as UK and Ireland distributor for Jost luffing jib tower cranes. The agreement allows LTC to sell both the JTL and JL luffing jib tower crane ranges in the UK on an exclusive basis and is effective immediately.



Martin Harvey (L) managing director of LTC with Alexander Jost.

LTC has also taken delivery of the world's first 12 tonne, 55 metre jib Jost JTL208.12, the largest toplless luffer in the Jost range. Jost is

planning to develop larger JTL models in the near future. The standard JL luffing range has maximum capacities ranging from the 16 tonne JL256.16 to its largest luffer the 32 tonne JL616.32. Larger models from 900 to 1,500 tonne/metres capacity are available "built to order".

LTC – part of the JRL group of companies – was formed in 2003 and purchased its first Jost in 2005, it currently has a fleet of 170 tower cranes 60 of which are Jost. See LTC feature on page 43.

# Skako sells Denka

Skako has completed the sale of the Denka trailer lift business which is moving back to its original Holbæk, facility. 15 ex-employees from the Holbæk area have joined the new company with production restarting earlier this month.



*Denka CEO Søren Audon supervises Denka's move back into its iconic assembly building in Holbæk*

The first new units – Denka Juniors – will be followed by DK18s in mid-December. The company also announced that Chris Johansen has been appointed as sales manager, Jens Hou as spare parts manager and Anette Østbjerg as purchasing manager.

Denka Lift Denmark, is owned by

four investors including the chief executive Søren Audon, Michael Johansen and Torben Christensen. Lars Bugge, chairman of Skako Lift, which sold the Falcon spider lift business in August, said: "We are pleased that the future of Denka has now been settled and that production will continue in Denmark."

## Cargotec splits Hiab and Kalmar...

Barely a year after integrating Hiab and Kalmar into the Industrial and Terminal division, owner Cargotec has decided to split them into separate business areas, Load Handling (Hiab) and Terminal (Kalmar).

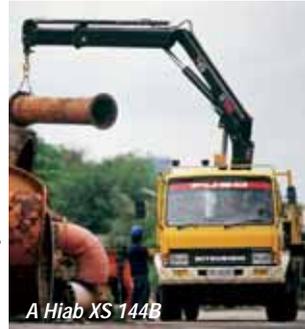
Cargotec says the change is driven towards customer solutions and its vision to be the world's leading provider of cargo handling solutions. Its renewed focus on Load Handling (mainly loader cranes), aims to strengthen its market position in this area.

The change includes streamlining its centralised support functions, so Cargotec's accounting operation and Shared Service Centre in Turku, Finland and Ljungby, Sweden, will be outsourced. Factory operations and related activities will be divided. The Terminal business will continue to be managed by Unto Ahtola as executive vice president, while Axel Leijonhufvud, currently responsible for Supply, becomes executive vice president of Load Handling. The changes come into effect at the start of January.

# 80 Hiabs to Mexico

The national oil company of Mexico, **Petróleos Mexicanos (PEMEX)** has ordered 80 Hiab loader cranes in a deal worth \$5 million.

The cranes will be used for a wide range of maintenance and support applications across the company's national operations. The order includes 19 Hiab XS 144 B-3, eight 175-5, 18 XS 211 EP-3, five Hiab XS 377 EP-5, four XS 422 EP-4 and 26 XS 477 E-6 models. 54 cranes will be fitted with Hiab's CLX control system while the 26 XS 477 E-6 models will feature the Hiab Duo system. The cranes will be delivered by the end of this year.



*A Hiab XS 144B*

## Palfinger launches new loader cranes

Crane and access manufacturer Palfinger has unveiled three new loaders cranes. The PK 44502 rated at 41.9 tonne/metre and the 46.5 tonne/metre PK 48002 EH are both equipped with up to six hydraulic extensions, with an outreach of 16.3 metres.

They also feature Palfinger's HPLS technology which reduces the crane's working speed to boost lifting power when required and have the reverse linkage knuckle boom which can be angled upwards by 15 degrees.

Towards the top of the range, the 85.5 tonne/metre PK 92002 SH will be the largest of Palfinger's three model SH range. It offers up to nine hydraulic extensions and a maximum outreach of 22.5 metres. Crammed full of Palfinger's crane technology it includes the double slewing system, maintenance-free boom system, high performance stability control - HPSC - and Power Link Plus. A new addition is the electronic position damper - Soft Stop - which 'cushion stops' all crane movements before the mechanical end stop is reached, preventing jerky movements and collisions caused by swinging loads.



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# Nacanco goes with Socage

Italian rental company Nacanco has purchased 45 Socage truck mounted lifts, including 38, 20 metre DA320 and seven 24 metre DA324.

The new units will join the company's 2,600 strong rental fleet which includes truck mounted and self-propelled lifts up to 43 metres and will be distributed among its 14 Italian branches.

Nacanco has chosen the dual riser articulated lifts to satisfy growing demand for self-drive truck mounted lift rental. The two models include simple full hydraulic controls. All 45 units are mounted on 3.5 tonne Renault Maxity 110.35/5 AC L2 chassis.



Nacanco has purchased 45 Socage truck mounted platforms

## 200 tonne six axle for NMT

UK crane rental company NMT has taken delivery of one of the first 200 tonne Terex AC200-1P All Terrain cranes in the UK.

Bedford-based NMT specified the crane with six axles (Version P) instead of the standard five, allowing it to travel to more jobs without the need for back up vehicle/counterweight truck. The new crane boasts a 68 metre boom plus 17 metre bi-fold swingaway extension.

In the UK the crane can travel with 25 tonnes of its maximum 68.5 tonne counterweight as well as the extension and normal range of blocks and tackle.



NMT's new six axle Terex AC200-1P can travel with up to 25 tonnes of counterweight along with all its tackle and steel outrigger mats.

The crane joins a new Terex AC100-4L - the company's second - purchased earlier this year.

## Gardner Denver to quit powered access

UK-based van and Land Rover mounted aerial lift manufacturer Gardner Denver is pulling out of the powered access business.

Several customers have been told that the company is no longer quoting for new business and a source at the company confirmed that it will build out its current order book and then simply provide after sales support for the existing machine population.



A Gardner Denver Land Rover mounted lift.



### PNT 210 J Truck mounted platform

PNT 210 thinks twice



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# Financial snippets

## Strong third quarter for Manitowoc



Third quarter sales at Manitowoc Cranes were up 20.7 percent to \$529.4 million, while operating income jumped 58 percent to \$25.4 million.

## Terex/Genie leaps 59%

Third quarter revenues at Terex AWP/Genie were \$448.7 million, 58.9 percent higher than a year ago, while operating income almost doubled to \$27 million. The company also confirmed that it would be implementing a 4.5 percent price increase in January. The order book at the end of September was \$550.7 million, 48 percent higher than at the same point in 2010.

## Sales up losses down at Harsco Infrastructure

Access and formwork rental company Harsco Infrastructure has reported third quarter revenues up 11 percent to \$282.3 million, while the operating loss for the period was reduced from \$13.6 million last year to \$3.3 million this year.

## Lavendon gathers pace

UK-based international rental company Lavendon says third quarter revenues increased eight percent overall while it managed to cut net debt by 11 percent.



## Orders jump at Bronto

Third quarter revenues at Bronto increased 12 percent to \$22.2 million, due mainly to exchange rate fluctuations, as sales volumes were flat. Operating income for the quarter was just \$200,000, compared to \$1.4 million last year. Order intake doubled to \$42 million thanks to orders for fire lifts in Asia and regular lifts from Australia.

## Palfinger up 34%

Nine month revenues at Palfinger were €624 million, 34 percent up on the same period last year. Pre-tax profits more than doubled to €43.3 million.

## Haulotte up 27%

Third quarter revenues at Haulotte grew 21 percent to €63.2 million, while the year to date sales are €224.7 million – up 27 percent on last year.



## Profits triple at Ramirent

Third quarter revenues at Finnish-based rental company Ramirent grew 27.2 percent to €179.2 million while pre-tax profits more than doubled to €25.65 million.

**HSS up 7.7%** Third quarter revenues at HSS increased five percent to £46.9 million while EBITDA fell almost eight percent to £11.2 million, due to roll-out costs of a new logistics and operational platform.

## Strong finish for JLG

Access and telehandler manufacturer JLG finished its fiscal year with a bang, with sales up more than 25 percent to \$673.5 million of which \$619.6 million was telehandler/access shipments – 60.7 percent higher than last year. Operating income increased 475 percent to \$34.8 million and the order book jumped 370 percent to \$729.2 million. JLG says that the higher sales are largely due to increased demand for replacement equipment in North America and parts of Europe.

**Tat Hong up 26%** Second quarter revenues at Singapore-based crane company Tat Hong expanded 26 percent to \$183.3 million, while pre-tax profits jumped 83 percent to \$19.6 million.

**Cramo up 39%** Third quarter revenues at Cramo rose 39.3 percent to €181.6 million while pre-tax profits almost tripled to €20 million with all divisions back into profitability.

## 123% boost at Skyjack

Third quarter sales at Linamar's Industrial division - which includes Skyjack - were up 123 percent to \$89.3 million. At the same time the division's operating loss was reduced to \$1.5 million from \$7 million last year.

## Terex Cranes up 47%

Third quarter sales at Terex Cranes were up 47.4 percent to \$543.6 million, while operating income grew by a multiple of 6.65 from \$3.9 million last year to \$25.9 million this year.



## Manitex up 59%

Nine month revenues at US-based boom truck and crane manufacturer Manitex grew 59 percent to \$105.7 million, while pre-tax profits jumped 119 percent to \$3.85 million.

## Tadano moves back into profit

Half year revenues at Japanese crane and access manufacturer Tadano climbed by more than 22 percent to ¥50.4 billion (\$645.5 million) while last year's net loss of ¥2.95 billion (\$37.8 million) was converted to a profit of ¥1.13 billion (\$14.5 million) this year, thanks to lower costs and higher volumes.



## Rates improve at Speedy as profits loom

UK-based rental company Speedy has reported a nine percent fall in revenues to £161.8 million for its first half due to the sale of its cabin business. Like-for-like revenues grew two percent, as rental rates improved by 7.8 percent over last year. Pre-tax profits were £2.8 million, but this is before exceptional costs of £5.1 million.

## Upwards and onwards at Manitou

Third quarter sales at telehandler and access manufacturer Manitou were €260 million – 25 percent up on the same quarter in 2010. Sales at the Rough Terrain division were 29 percent higher at €185 million, while Compact Equipment grew by 28 percent to €44.9 million.



## Cargotec boosts profits

Third quarter revenues at Cargotec's Industrial and Terminal division – Hüb and Kalmar - grew by 20 percent to €456 million, while operating income rose 37 percent to €20.7 million.

Full details and analysis on these and many more companies can be found on [www.vertikal.net](http://www.vertikal.net)

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## New China cranes from Terex

Terex Cranes has unveiled two new Chang Jiang truck cranes. The 25 tonne Toplift 025G and 55 tonne Toplift 055G - the first of a totally new series manufactured at the company's facility in Luzhou, China, combining local market preferences from Chang Jiang truck cranes, with Terex crane technology and styling, including its recently introduced cab designs.



The new cranes are launched with a ribbon cutting ceremony at BICES: (L-R) Dan Micheau, general manager Terex Chang Jiang, Ron DeFeo, CEO Terex, Ken Lousberg, president Terex China and Xiaoming Mao, general manager Terex China.

The three axle 025G has a five section 39 metre main boom, plus 8.3 metre swingaway extension for a maximum tip height of almost 50 metres.

The four axle 055G boasts a five section 42 metre boom plus a 9.2 to 13 metres bi-fold swingaway that takes the tip height to 56 metres.

Ken Lousberg, president of Terex China said: "The Chinese truck crane market is the largest in the world and the 25 tonne class the most popular. The Toplift 025G addresses this segment with features not found on other locally built cranes."

## Havator acquires Norrlandskranar

Finnish-based crane company Havator acquired Swedish crane rental company Norrlandskranar in mid-October. Norrlandskranar has 20 cranes - mostly Liebherr and Kato - with capacities ranging from 10 to 300 tonnes operating out of four locations in Sundsvall, Örnsköldsvik, Härnösand and Östersund. It employs 35 with revenues of around SEK 49 million (€5.3 million).

## Boom sells tower crane fleet

Australian-based crane and access group Boom Logistics has sold its Victoria-based tower crane business for A\$7.5 million. The deal includes 34 tower cranes and all supporting materials, including some dedicated mobile cranes used for erecting and dismantling. The sale is expected to result in a net gain of \$3 million and is part of a move to free up capital. Boom also plans to withdraw from the access and general equipment rental business.

## Skyjack opens Australian facility

Canadian-based lift and telehandler manufacturer Skyjack has opened a new facility in Australia, located in Wetherill Park, 35 km from Sydney. The new facility consists of 100 square metres of office space and 800 square metres of warehousing. It is managed by national sales manager Jason Cranmer, who moved to Australia earlier this year from Skyjack Europe, where he was sales manager for Southern UK and Ireland.

Skyjack's coverage of the Australian market will be supported by Access Services Australia with its 37 engineers and network of independent service engineers.



Skyjack Australia's new facility in Wetherill Park, NSW

# 111 wind farm cranes

*Palfinger Wind cranes include nacelle mounted fold away units*

Dong Energy of Denmark has ordered 111 Palfinger Wind cranes for the Arnholt offshore wind farm, Denmark's largest offshore facility. The cranes which are due to ship from January onwards will help provide fast, safe unloading of supply vessels and flexible material handling for maintenance and other routine work. According to Palfinger, Dong was attracted by "the simple, robust design" of the wind crane.

## Eurotecno adds Hinowas

Italian-based rental company Eurotecno has added 12 more Hinowa tracked spider lifts to its fleet. The order includes a selection of units from the latest Hinowa IIS range, including the 14 metre Gold Lift 14.70, 17 metre Gold Lift 17.80 and 23 metre Light Lift 23.12.



*Italian-based industrial hire firm Eurotecno has bolstered its rental fleet with 12 more Hinowa spider lifts.*

All the platforms are equipped with the Hinowa's auto stabilising/levelling and outrigger stowage. The platforms are also fitted with a GPS transmitter which when connected to the Hinowa server can pinpoint the platform's position and remotely diagnose faults.

## Snorkel launches 62/66ft booms

Snorkel has unveiled the production versions of two new booms - the T66JRT, a 66ft/20m platform height straight telescopic and the 62ft A62JRT articulated boom - at the Lift and Access Showcase in Scottsdale, Arizona. Both units were shown as prototypes at Conexpo in March.

The T66JRT features a three section telescopic boom and 1.8 metre articulating jib. Without the jib it is available as the 60ft T60RT. The new lifts replace the old Snorkel TB66JRT and TB60RT models.

Snorkel says that at 1.37 metres, the T66JRT has the best inside turning radius of any two-wheel steer boom in its class. The unit is compact with an 8.5 metres overall length

and 2.5 metres overall height. The new boom uses the same Polaris chassis as the 62ft A62JRT, which is also common to the company's 40/46ft booms.

*The new Snorkel TB66JRT*



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- An inaugural **Australian Telescopic Handler Association** meeting is scheduled for December 13th in Sydney.
- US-based wholesale rental company **Acme Lift**, has equipped its entire fleet with Topcon telematics equipment.
- **Safway Services** has acquired Ohio-based **Waco Scaffolding & Equipment**.
- **Atlas Crane** owner **Fil Filipov** has sent letter to employees asking: do you want me as the owner or not?
- **Abdul Latif Mohammed** of **Kanoo's** equipment rental business in Saudi Arabia has retired after 27 years.



Abdul Latif Mohammed

- **Brad Boehler** of **Skyjack** and **Brent Hoover** of **JLG** will chair two of **SAIA's** three new ANSI A92 sub-committees.
- Baltimore, Maryland-based **Fascan International** has acquired the **Jekko** distribution business for the USA from **C4 Cranes**.
- **Peter Lancken** has taken over as chairman of Australian-based rental company **Kenards Hire**.
- **Denka Lift** has appointed **Chris Johansen** as sales manager following the departure of investor **Torben Christensen**.
- A steam crane built in 1924 by UK-based **Stothert & Pitt** is now a feature in a themed playground at **Friendly Bay**, New Zealand.



Chris Johansen

- **Linamar** owner of **Skyjack** has appointed **Dale Schneider** as chief financial officer.
- **Odyssey Investment Partners** has acquired Houston based **TNT Crane and Rigging** from **MML Capital Partners**.
- **Harsco Infrastructure** has appointed **Richard Shuttleworth** as managing director of its UK business.
- Chinese manufacturer **ZPMC** is to supply DP World's London Gateway with eight ship to shore container cranes.
- **Alan Hemmings** of **Peter Hird** has retired - **Philip Hird** takes over as managing director.



Alan Hemmings

- **Welti-Furrer Pneufran & Spezialtransporte** has claimed the record for the highest wind turbine installation at 2,465 metres in Italy.
- **Harsco Infrastructure** is adding scaffold project management to the work it does at Virginia City Hybrid Energy Centre.
- **Hertz** has acquired **Delta Rigging & Tools'** offshore equipment rental division based in New Iberia, Louisiana.
- **Wacker Neuson** has appointed **Gert Reichetseder** as general manager of its Austrian production operation, **Wacker Neuson Linz**.
- **IPAF** has launched a Chinese language version of its 'Clunk Click' and 'Spread the Load' safety campaigns.



Michael Ford

- Minnesota-based **Hayden-Murphy** has qualified for **Manitowoc's** EnCORE remanufacturing programme.
- New York-based **Bay Crane** has expanded its crane fleet with seven new **Liebherr** and 15 new **Tadano** cranes.

- The first **Giraf Track GT580B**, tracked platform, telehandler, crane has arrived in Australia.

- **Skyjack** has appointed **Adriano Battazza** to the post of Latin America sales director as it opens in Brazil.
- The new 32 metre **Multitel MJ320** is currently in the UK as part of its grand European tour.



Adriano Battazza

- **Platinum Equity** has acquired aerial lift specialist **Nesco** from an investor group led by **HKW Capital Partners**.
- **Tibor Varganyi**, the mechanic charged in the 2008 New York tower crane collapse will testify against boss **James Lomma**.
- The University of **Notre Dame** has announced the **Declan Drumm Sullivan Memorial Scholarship**.
- UK-based rental company **Hi-Reach** has ordered a number of new **JCB** telehandlers as it expands its fleet.
- UK-based scaffolding company **NSG** has secured a three year contract with **Tata**.
- **Snorkel** has appointed **Dongguan Kango** as its distributor for Fujian, Guangdong and Hunan in Southern China.

- The **Spider** division of **SafeWorks** has appointed **Jason Buchanan** as district sales representative in New Orleans and **Scott Quinters** as district sales representative for Charlotte.



Jason Buchanan

- Chinese crane manufacturer **Sany** will invest \$25 million in a new R&D centre in Peachtree City, Georgia.
- US-based **Smith Electric Vehicles**, which is part owned by **Tanfield**, has announced an IPO on the Nasdaq exchange.

- **JCB** has opened a new museum – 'The Story of JCB' - 66 years after the company was founded.

- US-based rental company **RSC** has reported a strong third quarter with a strong upturn in profitability.

- **Haulotte** has appointed **Carmine Gibilisco** as sales manager for the eastern region of the USA.



Carmine Gibilisco

- UK-based heavy lift and transport specialist **ALE** has opened an office in Basra, Iraq.

- **Harsco Infrastructure** has opened a new facility in Lima, Peru for its formwork, shoring and scaffolding business.

- UK-based rental company **Warren Access** has acquired its first spider lift, an 18 metre **Teupen Leo 18GT**.

- **Terex AWP/Genie** has appointed **David Hopper** as operations director for Europe Africa and the Middle East.



David Hopper

- **Steve Filipov** is to head the **Terex** tower crane business supporting general manager **Martina Moritsch**.

- Austrian-based rental company **Prangl** has purchased 15 **Snorkel TM12s** and 32 **Snorkel's** 38ft **A38E** boom lifts.

- **Kobelco** has started shipping the new G-Series range of crawler cranes, announced at **Conexpo**.

- **Skyjack** owner **Linamar** is planning to open two new production facilities in China over the next few years.

- **Erik de Bruijn** has joined **Snorkel** as a product support engineer based in the Netherlands.



Frank Bardonaro

- **Terex Cranes** has promoted **Frank Bardonaro** to managing director global sales.

- UK based **Lavendon Access Services** has retained its **SAFE** contractor certification.

- Scotland-based **EnerMech** has won a £3 million crane maintenance contract from **Maersk Oil**.

- US based rental company **United Rentals** has reported a strong third quarter with profits up over 250%

- Centre Design the UK's largest provider of Christmas displays has signed a three year contract with **Nationwide Platforms**.

- **Terex Utilities** has appointed **Foley Equipment** as a distributor for the State of Kansas.

- US based **Essex Crane** has reported its third quarter results with losses double that of last year.

- US based **Bigge Equipment** has signed an agreement with **Standfast** to distribute its **TRAM** fall restraint system.

- **Kari Aulasmaa**, senior vice president, Finland and Europe East at **Ramirent** has resigned.

- US based **Hertz Equipment Rental** has reported a strong third quarter with a strong improvement in profits.

- **Palfinger** has called an EGM to gain shareholder approval for greater flexibility to fund major growth opportunities.

- **Terex Utilities** has sold four trucks equipped with its **HyPower Hybrid** system to the City of Longmont, Colorado.

- **Haulotte** has appointed **Mike Fergusson** to the post of sales manager for **Haulotte UK**.



Mike Fergusson

- **Liebherr** has delivered the first **LTC1045-3.1** city type All Terrain crane to be sold in Australia.

- German-based crane rental company **Wille Krane** has purchased four new **Liebherr** All Terrain cranes.

- UK-based **Compact Lifting Equipment** has appointed **Carl Cooper** as Hire manager.

- **Advanced Access** has purchased 30 more scissor lifts from **Skyjack**, taking its **Skyjack** fleet to over 150 units.

- US-based crane and access rental company **H&E Equipment Services** has reported a strong third quarter.

- Finnish crane and reachstacker manufacturer **Konecranes** has reported rising sales and falling profits.

- **Simon Knott** a UK based stockbroker and fund manager associated with the UK crane hire industry has died aged 80.

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



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# In it for the long-term

Like most construction related equipment, the mastclimber market has been going through a tough period. The tightening of the financial belt has meant a general lack of confidence and investment resulting in a reduction of both new build and major maintenance or refurbishment projects. Those that are being let are under severe pressure to reduce costs which inevitably leads to pressure on equipment prices, while performance and service expectations remain high.

In the UK, possibly the largest market outside of the 'home markets' of Scandinavia and Holland, the mastclimber sector is highly incestuous with just a handful of players. The largest mastclimber fleet by far is Harsco Infrastructure with around 900 units. Although its recently published nine month financial figures show an improvement (its losses are getting less – just \$26 million this year) it blames Western Europe and the UK in particular for 'on-going weakness'.

Unlike those countries, which use mastclimbers for general construction and house building, the UK generally reserves their use for working at heights of more than 20 metres. As a result the 2008 collapse in the UK housing market since has not been a major factor in the mastclimber market. And on a positive note, there still appears to be a reasonable number of industrial and infrastructure projects on the go which are keeping the UK mastclimber fleet relatively busy.

The financial squeeze means that contractors are now pitching for the same work at reduced prices. For example, tower block maintenance contracts which used to be valued at say £1.2 million are now typically going for around the £700,000 mark. With the 'access' element generally around 10 percent of contract value this is a significant reduction and it is having a serious effect on rates and the overall state of the mastclimber market. Several of the already small numbers of companies (perhaps which have entered the market from the contract scaffolding business) are reducing their presence or leaving the sector completely.

After Harsco, there are a few companies with fleets between 200 and 300 units giving a total of about 2,000 mastclimbers in the UK. With the high investment in trained labour and logistics needed to enter the market, coupled with mediocre returns, any company wanting to succeed in this market must have a long-term strategy. It is definitely not a 'get rich quick' sector!

However there are companies that are doing all right. Walsall-based Adastra was formed about 10 years ago and was strengthened by a management buy-in in 2008 which has helped it go from strength to strength (see following article).

Leighton Buzzard-based BFT Mastclimbing is another company that despite the difficult economical situation says it has had one of its most successful years since it decided to focus solely on being a mastclimbing contractor back in 2005. It says that with full order books for the next six to eight months, its outlook for 2012 is quite positive.

## C&a mastclimbers & hoists



Alimak Hek



A low-level Fraco mastclimber

Both BFT and Adastra emphasise that success is based on giving a full service to customers - being involved from the building/contract tender stage through to the completion of works on site - gaining and maintaining a good reputation and securing repeat business from clients. Success in this sector is all about being able to engineer and plan an efficient solution and then ensuring that the logistics and erection crews are equally efficient and thorough.

BFT says that the cost cutting in the construction industry has meant increased enquiries for mastclimbers throughout the UK as estimators and quantity surveyors look at ways to reduce costs and build-times over more traditional forms of access. According to its contracts director Jason Harris it has recently toyed with the idea of adding an additional 100 machines to its existing fleet of 220 units.

With the normal life span of a mastclimber being around 20 years new sales have been very low over the past year or two and there is a fair amount of second hand equipment on the market, but this can be quite expensive. Because of this a few companies in the UK have opted to give Chinese equipment a try out.

"Second hand equipment from manufacturers such as Hek can be very expensive so we looked at



BFT Mastclimbing is having a very successful year

what the Chinese GJJ products (made by Jing Long Engineering Machinery) had to offer," said Adastra's director Ken Goundrey. "We had the quality of the steel tested and the results were very good and pricing was significantly cheaper. The rest of the mastclimber features European components so quality is good and sourcing parts in the UK is quite easy."

Spain hit the doldrums about a year before the UK and with a national fleet of over 5,000 mastclimbers at the start of the recession many were sold overseas very cheaply. However many of the units were designed for stucco or painting work which many think are too light-weight and flimsy for the UK market and many have narrow (900 to 1,100mm wide) platforms which makes working from the platform for some trades more difficult. As one UK mastclimber rental company put it: "You buy cheap, you buy twice."



An unusual contract for Hydro-Mobile

# It's in the blood

Walsall-based rental company Adastra was founded 10 years ago, but can trace its roots back to the early 1980s. Mark Darwin spoke to two of its directors - Peter Hoar and 'mastclimber guru' Ken Goundrey - about the company and the sector.

Goundrey is one of the most experienced mastclimber people in the UK starting way back in 1983 with Yorkshire-based steel erection company Access Engineering. At the time most of its contracts involved working on conveyors and transfer houses at Selby opencast mine, however its engineering managing director John Garton spotted a mastclimber of sorts working on the doors of an aircraft hanger in Saudi Arabia.



Peter Hoar (L) with Ken Goundrey

He was immediately impressed and on his return, like all good engineering entrepreneurs, he proceeded to build the original two wheeled, trailer mounted Satellite mastclimber which he then demonstrated around sites in Yorkshire, towing it behind his Ford Granada.

The Satellite had a 12 metre long platform and could free stand to a height of 20 metres on the trailer, which was ideal for many trades. Increased marketing lead to the company going more into high rise construction and at this point Goundrey was moved from the steel erection side of the business into sales and tasked to sell and promote the new mastclimber products.

Access Engineering also set up a general rental division - BW Engineering - which focussed solely on mastclimbers and was one of the first companies to offer mastclimber rental in the UK.



"With mastclimbers you provide a service - not just a piece of equipment" Ken Goundrey

The product range never expanded but the company successfully continued with the original model, selling more than 300 units. Garton then floated the company - Access Engineering plc - towards the end of the 1980's but stock market problems eventually meant he lost it all, having sold products into the USA and South Africa. The company was eventually taken over by the BET group becoming part of PTP, Powerclimbers and CSG. Manufacturing ceased at this point but the rental side continued with a fleet of around 130 machines.

The UK recession of the early 1990's meant most of the platforms went overseas. A few companies started manufacturing Satellite 'look-alikes' but these also failed.

In the mid 1990s another company started making a remodelled Satellite and with used equipment returning to the UK from completed overseas contracts, Andrew Reid set up Mastclimbers Ltd which purchased a lot of the equipment



and went on to become the largest (now Harsco Mastclimber). During that period mastclimbers became very popular and made big inroads into the scaffolding sector. Hek sold up to 400 platforms, Malmqvist more than 100 lightweight cladding units and GKN set up a mastclimbing division.

and went on to become the largest (now Harsco Mastclimber).

During that period mastclimbers became very popular and made big inroads into the scaffolding sector. Hek sold up to 400 platforms, Malmqvist more than 100 lightweight cladding units and GKN set up a mastclimbing division.

"Several larger companies have tried to run mastclimber rental fleets but have failed," says Goundrey, "primarily because mastclimbers are far more labour intensive than other powered access platforms. EPL and GKN were classic examples of access rental companies that added mastclimbers and then struggled with the labour problems of erecting, handing over, servicing and dismantling. Mastclimbers are a bit of a hybrid - not plant hire but not full-on contracting."

"With mastclimbers you are providing a service and not just a piece of equipment. It has to fit with the site requirements and you must

coordinate with staff on site or occupants in the building which makes it far more complex than most think. Many dabble with them for a few years but then get rid."

"We are not the cheapest but we offer a good full service. New customers often just look at the initial price but should look at the whole cost which includes sorting problems out quickly and efficiently. 90 percent of our equipment is less than three years old which helps reduce breakdowns and reliability problems."

## Adastra history

Hoar has been involved in scaffolding for more than 30 years, both with his own company Libra Services and then 10 years with Formscalf UK as managing director. He set up Adastra in June 2000 building up a fleet of more than 20 machines with revenues of £500,000 by concentrating on specialised jobs.



Adastra now has a fleet of 250 machines

At that time Goundrey and Kevin Hayes were at Sovereign Access building it from sales of a few hundred thousand pounds to £4 million over a six year period. But in 2008 the company and management was acquired by Harsco (SGB) and were to be run as an autonomous unit. Unfortunately the recession began almost immediately and the parent company began to exert more influence. Goundrey remained for eight months, while Hayes lasted a few months longer. It was at this point they met with their old friend Hoar, who agreed to make them all equal directors/partners creating the management team that exists today. The fleet is currently around 250 units, close to the maximum that can be run from one facility.

"The hardest part of increasing the fleet is people - good riggers are hard to find," says Goundrey. "We have 35 staff and a turnover of £2.2 million. This has steadily increased from £1 million the first year, while in 2012 we expect it to reach £3 to 3.5 million. We realise this is a service industry and have put a lot of emphasis on customer service, particularly health and safety," says Hoar. "If you get it right in the yard, you spend less time out on site. All our employees are fully trained so that the equipment is installed quickly. Unlike most other mastclimber rental companies, we are members of Chas, Achilles and have ISO 9001 which reflects our professionalism. We are in it for the long term and want to work with the top customers. We also have our own structural engineer which is essential as only about 20 percent of projects involve a standard installation."

"We try to be part of the site team, not just a hire company," he adds. "There is a job starting next February that we have been involved with for 12 months already - it is a new build with a lot of heavy glazing units and we are discussing with the main contractor and glazing contractor how to fit them, getting the machines in the right place, checking accepting loads etc. We provide a lot of added value."

### Training

Adastra is also one of three IPAF mastclimber training centres in the UK, initially set up to ensure its operators were trained to a high standard and can train up to installer level. The centre has been going since 2008.

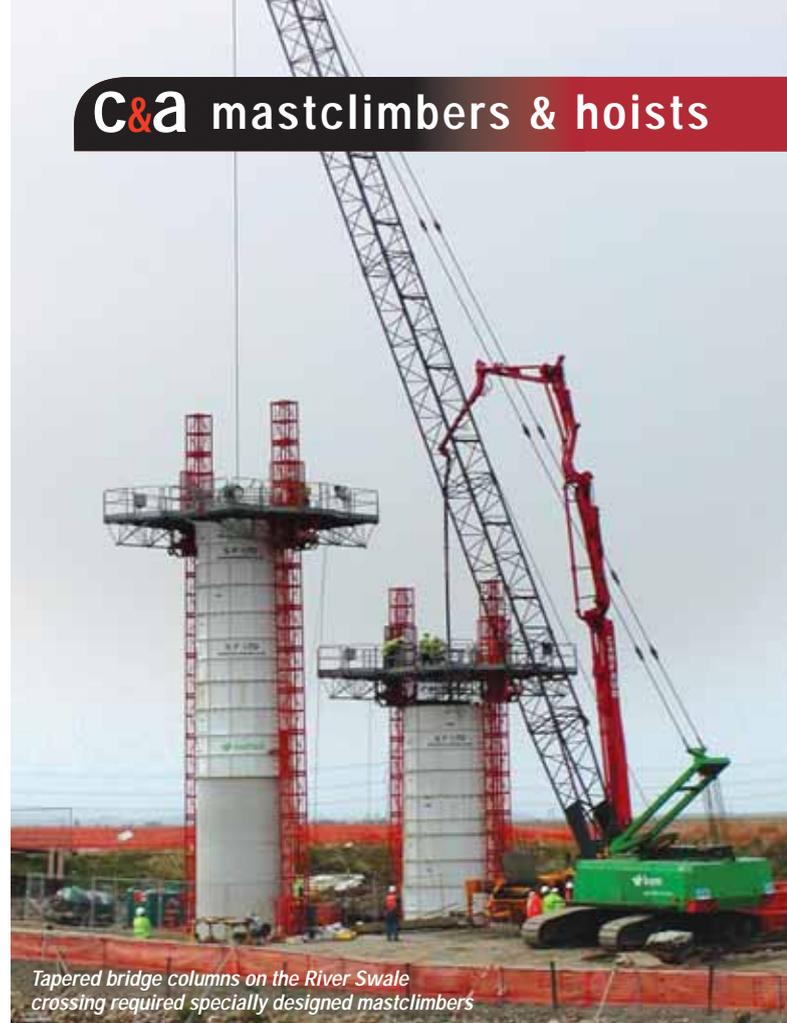
"Once we hand a machine over it is the main contractor's responsibility to have a competent person on site to handle the equipment including daily and weekly inspections. We offer training for these installers who can then train site operators. We also carry out the six monthly Loler check."

### Product changes

Over the years the basic design and technology has not really changed," says Goundrey. "Most machines are still rack and pinion with a button to go up and down and an emergency stop. These are very reliable and rugged machines but electronics can cause problems. Within its fleet Adastra has a couple of Malmqvist machines and 30-40 Heks but the rest are Chinese GJJ (made by Jing Long Machinery).

"With the high price of new and second hand machines, we looked very closely at the GJJ machines, including carrying out metallurgist tests on the critical steel components. The results were very good and they have performed very well. We went for the heavier duty 700mm by 700mm mast sections which are needed in the UK. And with their European-built major components spares can be sourced locally. We have even added some of their cradles for use where mastclimbers are not suitable. Surprisingly China has a huge market for hoists but has very few mastclimbers."

"There are several main advantages when using mastclimbers - such as reduced damage and a better finish - but we can supply the best package even if that includes scaffolding and hoists," says Hoar. "Unfortunately contractors are very conservative



Tapered bridge columns on the River Swale crossing required specially designed mastclimbers

### Cradle division

and rarely do a proper cost analysis. You can get a far better render finish with a mastclimber because you don't get the board and lift lines. Scaffold tie patterns can also disrupt a higher proportion of the external cladding/finish."

The flip side of this is that mastclimbers place an additional onus on the contract programming as two trades cannot work at the same time. Windows for example would have to be finished before the next trade commences."

Nine months ago Adastra also set up a suspended platform division for contracts where access makes mastclimbers impractical. "In contracts that have a combination of precast concrete and glazed panels the external seal between the two can be done from a cradle, which is much easier and cheaper than erecting a mastclimber," says Hoar. "The secret is to give the client the best bespoke access package, regardless of whether that includes mastclimbers, scaffold or cradles."



Contract programming is essential when using mastclimbers



Details of the River Swale crossing.



# What the (Alimak) Hek!

In its various guises over the past 60 odd years Alimak Hek has been at the forefront of the mastclimber and hoist sector. The Swedish-based company has 15 wholly owned sales, rental and service subsidiaries around the world. Russell Bates the managing director of its UK operation is one of its longest serving employees at one of its longest established sales operations. Mark Darwin investigates....



Russell Bates

Bates joined the company in 1975 becoming the first management trainee that Alimak took on in the UK. Since then he has spent time in each area of the

company, getting to know every aspect of the business. The UK operation goes back to 1968, when the business as it is now was established as Linden Alimak UK. The move followed the merger of Alimak with Linden cranes the year before. Alimak was well established in the UK by then, Geoff Warlow - having taken on the franchise in 1949 - becoming product manager at the merged company. Linden Cranes had previously been handled by George Cohen and the 600 Group. The new company was based in Beckenham, Kent and moved to the current Rushden, Northamptonshire location in the mid 1970s.



One of the first Hek mastclimbers

Alimak and Hek both have long and illustrious pasts. Alimak founder and inventor Alvar Lindmark, started the company in 1948 and launched the first construction hoist in 1951, unveiling the first rack and pinion mastclimber in 1956. Dubbed the 'Jacobs Ladder' it combined a hoist and work platform. In 1983 it launched its first modular mastclimber and sold off the crane business and in 1996 acquired Italian work platform manufacturer Cimar.

Dutch company Hek was founded in 1962 by crane engineer Piet van Hek and his wife, designing and manufacturing construction equipment and material hoists. The first Hek mastclimber came in 1976. The merger of Alimak with Hek in 2001 created Intervect which was renamed four years later as Alimak Hek. 2006 was a busy year adding the manufacturing business of Champion Elevators in the USA, a manufacturing facility in China and acquiring the Conrent mastclimber rental business from Coates Hire in Australia.

### Changing ownership

The current owner is the Triton group which acquired the stakes of Ratos and 3i in 2006. Since the first hoist



was produced more than 60 years ago around 40,000 Alimak Hek products have been delivered worldwide. The company operates three development and manufacturing facilities. Its range of hoists and industrial lifts, as well as underground equipment, is developed and manufactured in Skellefteå, Sweden. Hoists for the Asian market are produced at its factory in Changshu, China and the mast climbing work platforms, transport platforms and material hoists are developed and produced at the Hek facility in Middelbeers the Netherlands.

### Tower cranes

Alimak's history with tower cranes should not be forgotten. Swedish designed and built Linden-Alimak cranes were particularly popular through the 1970s with 6,000 cranes produced before the decision was taken to exit the sector and the division was acquired by Comansa. Linden-Alimak was the originator of the flat top tower crane when it introduced the Linden 8000 Modular System crane in 1977. "Unfortunately the decision was taken to concentrate on the core business of rack and pinion hoists and Linden-Alimak was sold to Comansa," remembers Bates. "There was a synergy between the tower cranes and hoists that worked well. In the UK we set up a specialist hoist rental company but this was eventually sold to Delta Plant. We have not had a rental fleet in the UK for many years although some of our other divisions - particularly France, Germany, Holland and USA - do very well with their rental operations."



Very few contracts are straight forward



More than 40,000 Alimak Hek products have been delivered worldwide



Working on the Erasmus Bridge in Rotterdam

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*Alimak Hek has 15 wholly-owned sales, rental and service subsidiaries around the world*

While the technology may be very similar, there is a clear market division between mastclimbers and hoists. Even Alimak Hek divides its ranges - Alimak for the hoists and Hek for mastclimbers.

"In the UK although the sector began more than 30 years ago, mastclimbers are still in their infancy with only a few serious players in each sector," says Bates. "Numbers wise, I would think that the UK mastclimber rental market has around 1,500 drives and about the same number of hoists. Our industry is quite simple - we supply platforms or cages that move people and materials up and down a building. Fortunately or unfortunately - depending on your point of view - hoists and mastclimbers can have a 30 year lifespan if maintained well and certainly last a good 10 years or more, even in high utilisation rental applications. Unlike tower and mobile cranes, there has been no real objection from contractors regarding the age of the machines we supply on sites."

"As people carriers they should

really be tested every three months with a structural test every 12 months. Fortunately there are very few accidents with mastclimbers and hoists and when they do they tend to occur during erection or dismantling. Overload sensing devices and the fact that they only work in a single fixed plane almost eliminates operational problems in this area."

### Not all are created equal

"There are more manufacturers entering the market which has led to some pricing pressures, hopefully it will not impact the safety or quality of the products" he says. "Although we are seeing Chinese manufacturers trying to copy the Alimak hoists and starting to export where perhaps the quality is not quite what it could be. Production in China is huge, between 3,000 and 4,000 units a year, however almost all are for the home market. Alimak Hek has had a manufacturing facility in China for several years and works to international standards, however from what we can see the copies clearly have a shorter life span. Grey imports of such machines into Europe is raising some concerns."

Currently Alimak Hek UK is performing well and having a very good year. "Generally Alimak subsidiaries have four divisions that contribute to income - industrial, construction, rental and parts & service. Obviously construction is not performing overly well at the moment, but the industrial sector is quite buoyant."

### Alimak products

Powered access and scaffolding both have their own advantages and benefits depending on the application. Alimak Hek uses its own computer programme with its clients to analyse all the relevant data and recommend the best solution for the job. The company currently has two ranges of mastclimbing work platforms - light and medium - and a heavy version is currently being developed. The light range has platform lengths from 2.6 to 29.1

metres, with capacities up to 2,970kg and a maximum lifting height (tied) of 100 metres. The medium range has platforms up to 51 metres long, a maximum capacity of 5,150kg and maximum tied height of 200 metres. Its hoists include the Scando 650 construction hoists, rack and pinion industrial lifts and transport platforms.

"The main Mastclimber developments over the years have been longer platforms and larger capacities," says Bates. "The largest can now carry eight tonnes. There are also innovative uses such as linked masts allowing four sides of a building to be covered using just four masts - one at each corner."

The latest products to be introduced are the TPL 300 and TPL500 hoists, both available in three phase 500kg capacity or 300kg single phase configurations with dual functionality as either a transport platform or material hoist.

The new lifts are completely modular, the load ramp position is fully interchangeable and can be installed on three sides. It can also be replaced by a bi-foldable gate to allow easy loading of the platform with a fork-lift or when used as a transport platform for ease of personnel access. The enhanced mast design allows tie distances of up to 7.5 metres giving the ability to span three floors. The mast sections are connected by four eyebolts, permanently attached to the mast section, making assembly faster and eliminating the risk of loss. An over-speed safety device brings the hoist to a controlled stop if the platform exceeds the rated speed.



*The Swiss RE or Gherkin building in London*

### Long-servers

Bates is not the only long-serving employee at Alimak Hek. There are several other senior employees with more than 25 years service. As well as being UK managing director, Bates is also the group's global used equipment manager. The division was formed four years ago to buy and sell individual items right up to entire fleets. "We are one of the few global companies that specialises in used mastclimbers and hoists, willing and able to buy and sell whole fleets of machines," he says. "The Scando 650 hoist, introduced in 2005, is now a big seller and has been used on many of the world's high profile buildings such as the Shard in London. We now have a higher speed version - the 100 metres a minute 650 FC-S - which was launched at Bauma - four have been delivered in the UK this year with one working on St Georges Tower (see separate story). There is also a new increased capacity Mammoth twin masted hoist with a 5,500kg capacity which we have supplied and installed this year."

"We try to offer customers a full service wherever they are located. We have a Wolff 2015 FL tower crane and a Scando combined passenger and goods hoist over three storeys permanently erected and have recently teamed up with CPQ, a CPCS testing centre, allowing operators to come to our premises in Rushden to train for both hoists and tower cranes. This again broadens the service we can offer our customers."



*Mastclimbers have a 30 year lifespan if well maintained*



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

# Keeping a low profile

Cambridge-based Construction Access Systems (CAS) working in conjunction with the University of Southampton Research Institute for Industry has developed a low profile, high speed aluminium common tower system for passenger and material hoists designed to reduce costs on high rise construction projects up to 70 storeys or 300 metres.



The 51 storey St George's tower in London



The high speed hoist reduces transport time to just 90 seconds from four minutes

The first system - now in use at the 51 storey St George's Tower project in London - has a five by five metre footprint yet is capable of running multiple hoists simultaneously. This allows all material and personnel hoists to be concentrated in one area, streamlining loading efficiency at ground level and minimising waiting times for men and materials, especially at peak times.

Using the latest Alimak Scando 650 FCS 100 metre a minute high-speed hoists reduces the full height transit time on St George's Tower to just 90 seconds compared to over four minutes using standard hoists. The common tower also accommodates a three metre by 4.6 metre 'Mammoth' hoist with a payload of 5,500kg. As only the common tower - and not the hoists - are tied directly into the building, it means external cladding can be applied to the whole building during construction with the exception of the 4.5 metre access openings at each level. As a result there are far fewer panels to replace at the end of the project, which dramatically speeds up de-rigging.

CAS managing director Tony Faulkner said: "The savings in time that our common tower creates are a real boost to efficiency during the construction phase. In addition, our common towers are far quicker to install and remove than conventional hoist systems, so there are major savings at the start and end of the project as well. High rise developments are becoming more common in city centres throughout Europe and with construction costs continually rising, using our common tower in conjunction with high speed high capacity hoists makes increasingly good sense."



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# Hoisting at the WTC

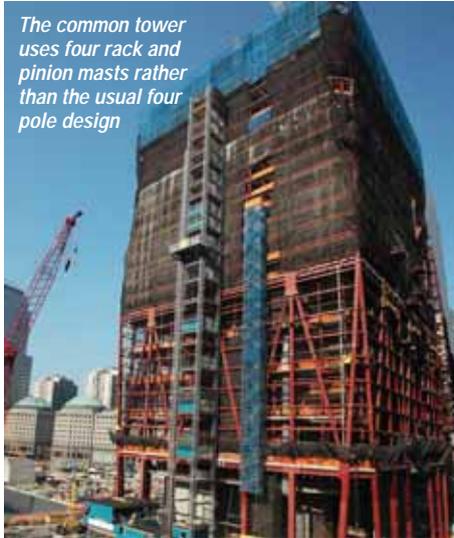
One World Trade Centre - or Freedom Tower as it was originally dubbed - is climbing its way out of the gaping space left after the destruction of the twin towers of New York's World Trade Centre on September 11th 2001. As it goes it up it is presenting a series of challenges for external access and most critically the hoisting of people and materials.

New York-based Atlantic Hoisting and Scaffolding was contracted by Tishmann Construction to provide suitable solutions for the 1,776ft /541.3 metre high, 105 storey building, which when complete will be America's tallest\* and the third highest building in the world. In order to tackle the job Atlantic Hoisting joined forces with manufacturers Hydro Mobile and Raxtar to help overcome some of the challenges on this prestigious job.

A particularly challenging aspect of the contract involved the logistics of moving 1,400 construction workers and their tools, along with the materials and equipment required on a daily basis, to each of the 105 floors of what is a fast-track project. Tishmann had also drawn up a strict set of bid criteria for the hoist contractors on this and the nearby Memorial building. A long list of stipulations was developed and applied to the selection of equipment to be used. A primary concern was that no Chinese content was to be used in any component of the hoists. A non-counterweighted design was also ruled out on the basis of safety and speed of erection. But most important of all was proven dependability.

Led by Greg Karas, Atlantic Hoisting's team planned to use a common tower for the hoists, which normally uses a four pole configuration, using scaffold or shoring components and decked at each entry level to allow exit of the hoists and access from the tower into the building. A common tower also minimises interference with the curtain wall installation and allows the building to be closed in earlier

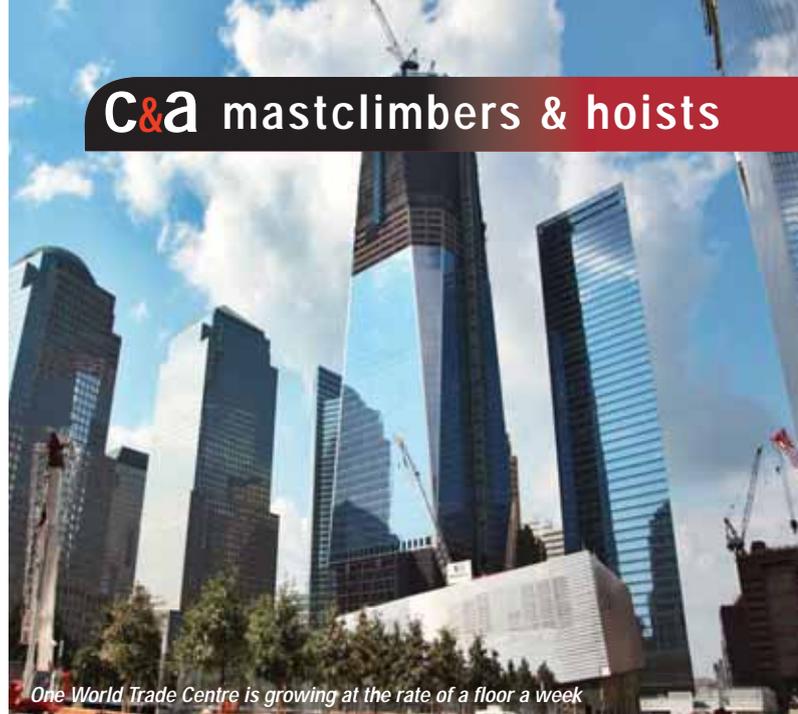
*The common tower uses four rack and pinion masts rather than the usual four pole design*



than with conventional hoist configurations. However the extreme height of this tower brought an additional challenge to the traditional concept of the common tower.

The team therefore decided to abandon conventional four pole components in lieu of rack and pinion mast sections at the four corners of the tower, which also made it easier to adapt to the hoists and work platforms. Todd Rego, whose team at Atlantic was responsible for the construction and design of the common tower, claims to have reduced his labour during the construction process by 30 percent, while significantly boosting the factor of safety.

Having designed a solution and won the bid, Atlantic carefully placed 13 Raxtar model RX3245 hoists throughout the two side by side projects. The company says that Raxtar was open and receptive to specific requests and the ideas to ensure a safe and productive artery for the project.



*One World Trade Centre is growing at the rate of a floor a week*



*Two of the Raxtar 92m/min hoist cars in action*

Multiple 92 metres a minute, 3,200kg capacity Raxtar RX3245SFT material hoists were adapted with an overhead protection deck above the car to protect installer's from items falling from the other trades working above them. The cars also incorporate numerous design features from the two companies combined experience.

Since their installation in November 2009, the hoists have run six days a week moving between 1,300 and 1,400 people a day to all floors of the building. It is expected that the hoists will run for an additional three years before the project is completed.

A structural common tower platform of this size is almost a building in its own right, albeit a temporary one. In order to facilitate its construction a customised mastclimbing work platform was designed specifically for the job by Canadian-based Hydro-Mobile. It is also in constant use as the project climbs at the pace of one floor each week.



*A Hydro Mobile mast climbing work platform is being used to construct the common tower as it grows with the building.*

*\*Chicago's Willis (Sears) Tower has 108 floors and its roof is 25 metres higher, but its overall height is just 442 metres.*

# Mast climbers, hoists, scaffold and nets

The East End of London is currently a hive of construction activity, with major investment programmes transforming the skyline and only part of which is connected to the 2012 Olympics. A major landmark project in this massive regeneration drive is the three block, £23.5 million Alberta House residential development in London's Docklands.

The Brogan group has been contracted by Higgins Construction to provide a tailored access package for the project which includes scaffolding, twin and single mast passenger and goods hoists and mastclimbers for all three blocks throughout various stages of the build. The central feature of the development is a 24 storey, 82 metre high tower, which along with two smaller adjacent blocks, will provide 133 high energy efficient apartments, with retail space at ground level.

Since May last year more than twenty, medium and heavy duty mastclimbers have been in position to carry out the façade works, while single and twin mast goods and passenger hoists on three of four elevations have facilitated the transportation of materials and



*A Stross single mast passenger hoist on the Alberta House project*



*A Fraco ACT4 single mast mastclimber with 10 metre platform offers 1,815kg platform capacity*



personnel to the upper floors. Perimeter Cuplok scaffolding cantilevered off the 21st and 23rd floors has also been installed to provide access for the roof work. In view of the height and location of Alberta House, Brogan has also erected Combisafe Safety Net Fans as an extra fall protection measure. The nets are designed to catch falling persons, objects and debris protecting both workers and the general public.

*Five single mast mastclimbers, on the façade of one of the two smaller blocks.*

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# You raise me up...

The €200 million Philharmonie de Paris - the first large concert hall to be built in Paris since 1927 – is currently under construction at the Porte de Villette in the North East of the city, following a 20 year delay.



The Geda 2 PK has a 200kg capacity



For erection lightweight aluminium ladder sections are passed through the open car roof and fixed using the patented quick-lock system

Bouygues Construction has installed a Geda 2 PK crane operator hoist on the project's tallest top slewing tower crane allowing the operator to reach his cab faster and more safely. The rack and pinion hoist can also be used to rescue operators in the event of sickness or emergency.

Crane operator hoists are mandatory in various Scandinavian countries and the Netherlands, but currently there is no standardised European requirement.

With a 200kg capacity the 2 PK is designed to transport two people at a time with spare capacity to transport maintenance equipment when required. Lifting speed is 25 metres a minute up to its 120 metre maximum lift height.

Once the base unit has been installed and anchored, the 22kg lightweight aluminium ladder sections are erected through the open car roof and fixed using the patented quick-lock system. The hoist can be operated by a control panel in the car or switched to an external control if required.

The main hall of the new symphony hall will seat 2,400 and is built on a two hectare plot next to the existing Cité de la Musique. The building also includes offices for several symphonies including the Orchestre de Paris, a library, rehearsal rooms, classrooms and an exhibition hall. The hoist will be in use until completion in 2013.



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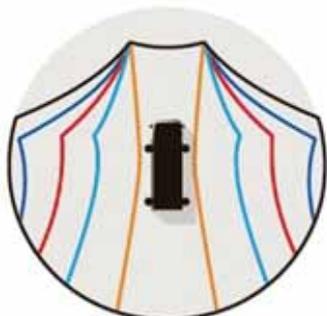
# Loading up

A year ago we reported on a loader crane market still struggling from the effects of the recession and the general economic environment, particularly in the building supplies sector which represents a significant proportion of loader cranes sales. Reading the papers or listening to news at the moment you would conclude that the situation had deteriorated, yet a year on the market is far more positive, no matter which way you look at it.

One area that has moved on considerably is how manufacturers are coping with the new regulations, not only have companies met the new rules, but many have gone beyond the minimum requirements, introducing 'all singing all dancing' systems that can automatically sense all crane movements and adapt the rated capacity to suit. In this regard loader cranes are way out in front of mobiles.

## Intelligent load charts

Hiab was first of the top four manufacturers to introduce a full system across its entire range. Its Variable Stability Limiting (VSL) system monitors each outrigger leg along with the position of the superstructure and boom to ensure the maximum safe capacity is available for a specific vehicle and set up.

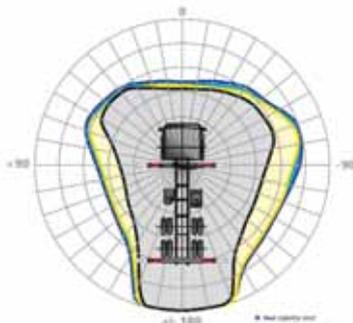


Hiab's VSL provides a completely flexible working area

Palfinger is the latest to follow Hiab's lead with its High Performance Stability Control (HPSC) replacing its three step ISC system. The HPSC system calculates and defines the permissible working range for the specific vehicle through 360 degrees of slew for any combination of stabiliser set up. It does this by monitoring each outrigger extension using an internal cable or electronic actuator along with the slew position, boom/jib lengths and load on the hook.

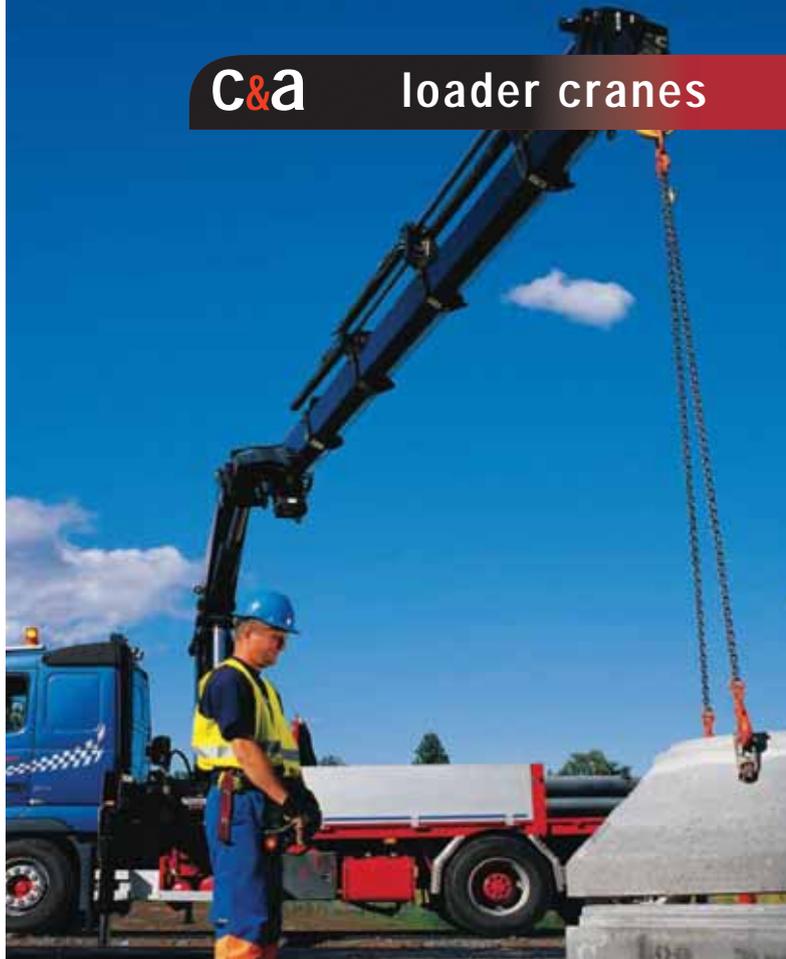


Palfinger's new HPSC system automatically adjusts the cranes working envelope and lift capacity according to outrigger set up and is being fitted across the range



Palfinger's working range and lift capacity automatically changes infinitely according to outrigger set up

The information is then fed into the system which incorporates an 'intelligent algorithm' calculation process and with the aid of Palfinger's 'Paldig' software, creates an accurate representation of the crane's stability based on the specific crane and vehicle data - including torsional deflection - and determines the inherent stability value for each 1.4 degrees of slew. The result is a unique load chart that fully exploits the specific crane's safe working range. The operator can read off the current status of the crane against this 'customised' load chart at any time on both the operator's console and the radio remote displays.



Both main control station and remote controller displays show percentage of extension for each outrigger

environmental equipment, optional filter clean kits were fitted which reduces oil and filter changes from every 12 months to approximately once every five or six years.

## Plenty of new models

With the new standards and directives behind them loader crane manufacturers have turned their engineering resources towards new or improved products with a slew of new models. The following are brief overviews of some of the more recent launches.

## Green credentials

In addition to meeting, or rather getting ahead of, the new directives and standards manufacturers are also looking at ways to make their units more environmentally friendly, driven as much by their own ideas as by large fleet owners.

Most loader crane manufacturers have made progress at reducing both overall weight for a given capacity, but also improved the fuel consumption that the crane systems use while operating. When Cargotec recently supplied 24 Hiab XS cranes to UK builders merchant Burdens for example, in addition to the standard

## Palfinger

Numerous new launches from Palfinger include the PK 65002 SH, 78002 SH and PK 92002 SH High Performance models, which offer 62, 74.7 and 85.5 metre/tonne ratings respectively. The PK 65002 SH and PK 78002 SH can be equipped with up to eight hydraulic extensions for an outreach of 20.4 metres, while the PK 92002 SH has up to nine hydraulic extensions and an outreach of 22.5 metres.

All units incorporate the new HPSC stabiliser/overload system, SH control concept and dual motor continuous slew. The two motors

are reciprocally hydraulically pre-stressed to minimise any 'play' in the slewing system - ideal for long reach lifts. New radio remote controllers with large LCD displays show capacity usage, stabiliser positions and graphics-assisted operator prompting.

In the middle of its range the new PK 44502 and PK 48002 EH High Performance models offer 41.9 and 46.5 metre/tonnes ratings respectively. Equipped with up to six hydraulic extensions, both cranes have a powered outreach of 16.3 metres.

guards against impact damage. Control options include single and dual platform, top seat and radio remote with a catwalk option to maximise visibility and operator safety. The new crane will include a two year parts and labour warranty both on the crane and clamshell package and three years structural warranty.

### First PM 100SP in UK

The first PM 100SP sold in the UK has now been delivered and is currently undergoing installation at Midlands-based dealer Central Hydraulic Loaders.



The new Palfinger PK 78002 SH project

### Atlas world premier

Atlas has been testing a brand new crane - the GL130 grab loader - in the UK, aimed at rigid chassis trucks and trailers from 18 tonnes up, although a launch date has yet to be determined. The new crane has up to 8.4 metres reach on the main

The 84 tonne/metre crane is a totally new PM design not an update. The basic crane is available with up to nine hydraulic extensions plus four or six fly jib extensions giving a total horizontal reach of 33.55 metres and 37.35 metres vertically. The standard 10024SP



First picture of the new Atlas GL130 taken during testing at Atlas Cranes UK's Bradford facility.

boom, while the Atlas Power Glide (APG) jib system based on proven timber crane technology can also be added. A 175 litre aluminium hydraulic tank with twin filters is standard.

Spherical bearings on the first and second boom cylinders are said to counteract side loads and reduce the potential for twisting and a cylinder and jib protection system

crane weighs 7,615kg without tank. "This is exciting because it is lower, lighter and requires less fitting space than any of our competitors cranes in its class," says Deborah Deegan of PM Cranes UK. "With a height of 2,495mm it does not need the added expense or weight of an integral sub-frame and needs just 1,835mm mounting space."

By using the latest generation of

The PM 100SP is said to be lighter and requires less fitting space than its competitors.



highest grade steels we have gained considerable weight reduction, while the new octagonal boom profile increases the loading performance and improves rigidity. Less flex means more stability and increased accuracy."

### Hiab XS622

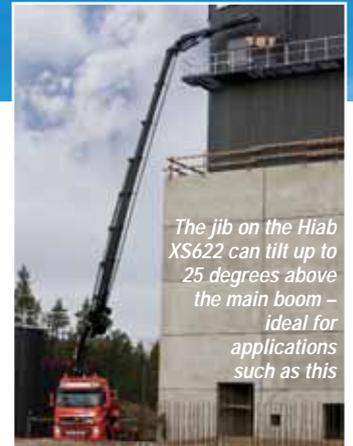
The main new launch for Hiab this year is the all new, 58 tonne/metre XS622 with its new boom, cylinders, couplings and seals. In its most powerful configuration, the crane offers up to 32 metres of outreach. The 150 jib can be raised by a full 25 degrees above the horizontal in relation to the boom. The Hiab HiPro control system and variable pump are both standard. The company says that the combination of a new cylinder design and improved boom section side supports give a far more rigid boom.

"Despite its robustness the Hiab XS 622 is still a light crane. It may sound like a contradiction but with great engineering we were able to achieve both," says Mikael Rietz, Cargotec's vice president of loader cranes.

### Special crane for art

T.H. White, the Palfinger distributor for England and Wales, has delivered a special crane to J.A. Mackenzie Haulage of Salisbury, Wiltshire. The crane and vehicle have been designed specifically for delivering and installing heavy or bulky works of art in city centres - mainly London. The crane, a 58 tonne/metre Palfinger PK60002 Performance installed on an extended wheelbase Scania tractor

unit, features an 'E' boom with six hydraulic extensions and can lift almost three tonnes at its maximum 15.7 metres radius. The crane also includes a removable PJ125C fly jib with four additional extension taking its total reach to 24.8 metres and can handle just over a tonne. The specifications include a 2.5 tonne winch with 65 metres of rope storage; four hydraulic outriggers; full remote controls with engine RPM returning to idle when power



The jib on the Hiab XS622 can tilt up to 25 degrees above the main boom - ideal for applications such as this

is not required and Palfinger ISC automatic stabiliser monitoring system.

The truck features a highline sleeper cab, a fifth wheel under a demountable flatbed body for semitrailer use in addition to its VBG drawbar coupling and a bespoke fabricated sub-frame and ballast box, including chain box behind the fifth wheel in order to balance the truck and prevent any overloading of the front axle. Final details include chrome wheels and fittings and banks of extra lights.



The crane is mounted to a three axle extended wheelbase Scania tractor

The end product is a highly compact truck and crane for delivering and placing a statue or other pieces of art on the upper floor of a London apartment. The company offers a turnkey service - delivering the artwork, removing windows if necessary, lifting the item into the building, placing it and replacing the windows. In between such specialised deliveries, it tows a trailer either with its drawbar or its fifth wheel for more regular work.

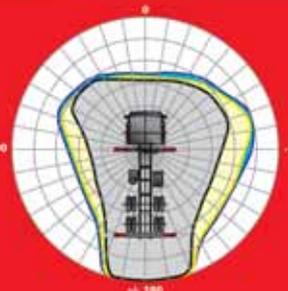
Maximum reach with fly jib is 24.8 metres at which it can still handle over a tonne.



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# The turn around king



Fil Filipov

*An interview with Fil Filipov of Atlas Cranes & Excavators.*

Fil Filipov has a reputation for being a hard-nosed businessman. After joining Terex in 1993 he was a key player in the successful growth and integration of many companies into the Terex group at a time when the business was extremely strapped for cash. He ended his Terex career as president and CEO of the crane division at the end of 2003. Known for his no-nonsense, straight-forward (abrupt) management style - and therefore often at odds with management and unions - he is always focussed on reducing costs, keeping product prices stable and making a profit. Cranes & Access managed a very quick chat...

Last April Filipov resurfaced after several years out of the 'cranes and lifting' sector, to purchase the German company Atlas Cranes & Excavators - a company he had already purchased while at Terex in 2001. The first time around Atlas was a heavily overstaffed business that had lost money for many years before the acquisition. Rapid and severe cost cutting - including cutting 700 staff - and restructuring 'Terex-fied' the company but it never really became the 'global excavator' part of its portfolio mainly because it could not achieve the product cost advantages required to be successful, while the loader crane business seem to have been forgotten by the Terex senior management.

The strategic repositioning of Terex combined with the tough economic climate of 2009 and an operating loss at Atlas of \$61 million on sales of \$194 million - the majority of the loss coming from its excavators - caused Terex to draw a line under the business and put it up for sale. It was quite a surprise to learn that its

new owner was previous purchaser Filipov, although cost reduction and turning companies around is his speciality.

The deal was finalised in April 2010 with the new company headquartered at the Atlas crane plant in Delmenhorst, Germany with manufacturing in three German locations - excavators in Ganderkesee, cranes in Delmenhorst and hydraulic cylinders in Vechta.

This interview was indeed quick in that Filipov was travelling at 200 km per hour in a car on the German autobahn in between meetings. He hates lengthy (more than 30 minutes) meetings of any kind but always seems to be working wherever he is in the world. At the time of the interview he was in discussions with the workforce and unions on restructuring and changes.

**C&a Having bought the company twice what do you like about it?**

**FF:** I like the name, the German quality, the dedicated dealerships and the well established (niche)

product. I also like companies that loose money because they give me the opportunity to turn them around. Atlas in Germany has been loosing money for more than 20 years and this year is the first time it has actually made a profit. The UK division on the other hand has always made a good contribution. Atlas has a majority share of loader crane market in the UK and has excellent backup and dedicated support through its 37 mobile service vans. I have not spent much time in the UK mainly because the management team there has been doing very well.

**C&a How bad were Atlas financial figures?**

**FF:** The company was loosing €2 million a month. Firstly we reintroduced the Atlas name then reduced the price and reduced the costs to make us profitable. We picked up volume - without volume you cannot become profitable - because of price and improved product and were also fortunate to benefit from a small construction 'wave' in Germany that has helped to carrying us along.

**C&a Have you made any product improvements?**

**FF:** We have modified our excavators and introduced improved models such as 'short tail' and improved the boom design to reduce areas that were costing us excessive warranty costs. In the cylinder plant we have improved quality and reduced overheads drastically. With the loader cranes we are not striving to be the number one in terms of volume, we want to be a customer driven manufacturer. You can see from our production line a variety of models and customer liveries, primarily from customers in

our main markets in the UK, Germany, Saudi Arabia, France and Benelux. We also continue to provide military cranes. Some of our stable suppliers had become very arrogant by increasing prices so we have had to restructure and go to other suppliers, particularly for steel components and other ridiculously expensive small components.

We have also used this exercise to improve quality as it was affecting us directly with warranty claims and costs, so all these improvements have contributed to the bottom line. About two excavator models and two loader crane models were contributing around 50 percent of the warranty costs. These have now been drastically reduced.

**C&a Atlas has three facilities in Germany but what is the product split?**

**FF:** Revenues are made up of 60 percent excavators and 40 percent loader cranes with sales about 45 percent in Germany 25-30 percent in the UK with the rest in countries surrounding Germany such as Italy, France and Benelux.

We are now profitable, the company has no debt and we have a healthy order book. We are doing very well but we are in markets where the economy has picked up - such as Germany and the UK, France.

**C&a What is the current situation in Germany with the employees?**

**FF:** The unions and the works council thought they would run the company like they had been doing for the past 20 years. I told them that they were misinformed and they went on a seven week strike. I didn't give an inch (In fact Filipov returned to Chicago). They judged me wrong because I have no

shareholders to consult, no bank debt and no corporate or lawyers to tell me what to do. After the seven weeks they decided to return to work but we do not have a good relationship because they want to go to court for every little thing, they think I am wrong. I have followed the rules as much as possible to run the company. However because the company is now doing well I sense a lot of the employees are starting to question their representation from the works council and the union.

I said in the letter and to local press that there are two things that drive me – one that I am in good health and secondly I like what I do, which is even better when results are good. If the German employment rules will not allow me to run the business the way I want then I will get out of the business and sell it. I do have some candidates but I am not in any discussions at the moment to sell the business. So I thought a crazy idea would be to ask employees if they wanted me in or out - I just wanted to know.

**C&A And the outcome?**

**FF:** That doesn't matter, I will be the only one to know anyway - the ballots have been printed in Bulgaria and the outcome has been predetermined! (he laughs). If the unions want to go on strike then that is their and their members choice. I will find different ways to run the business.

I do not know what their problem is - I took on the company when they were working a short week. I stopped this and they have been working overtime and I gave them a pay increase of three to five percent in May of this year. I do not know what they want - they seem to want

to run the company as it was before and I'm not going to let them. An unprofitable company will not exist for long.

**C&A Why did Terex sell – was it because of the labour problems?**

**FF:** No Terex was looking for a volume business and this is what we were looking for 10 years ago when I originally bought the company. I thought that with German technology and sourcing components from other areas we could be a player in the crawler market and a niche player in the rubber tyre market. But 70 percent of the crawler market is in the 19-21 tonne capacity and the Germans could not engineer a popular volume product.

When I established Terex Cranes I did not take Atlas cranes into it because the product, customer and distribution is not the same as any other crane. It was a wise decision for Terex to get out but most potential purchasers wanted one bit or the other - whereas I knew it as a whole and I am a risk taker so took it.

**C&A Are you happy with the decision to buy Atlas?**

**FF:** Yes it was an excellent move - excellent for Terex because we have not had any trouble, excellent for the employees because they are still in work and one factory scheduled to close last June is still open and producing, excellent for the distribution because the Atlas name was reintroduced and distributors are happy and selling products and excellent news for me because I came back and whereas people thought I would fail I have not and excellent because I am going to make money.



An Atlas rubber tyred excavator

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CRANES & PEOPLE

The only reason I can see why the unions are adopting their current stance is to gain more membership. They need members and when someone like me - a foreigner - comes in, they do not like it. I am not the easiest guy to get along with!! But every place I have been has needed turning around. I have a saying - "you don't have to like me but you will!"

**C&a And the future?**

**FF:** I want to continue to improve the products and make the company great which means creating a good atmosphere, making the employees realise we are all in this together, creating more and more speciality products (unlike when I was at Terex when volume was king) I want to be in the niche markets so I don't need to have so much working capital. I will do this with or without the unions.

**C&a Strategy for different markets?**

**FF:** I only have one strategy, satisfy

the customer. In Italy Atlas has not been sold. We started at the beginning of this year and have sold 35 excavators which is more than in the UK - sold because we now have seven dealers and we are providing a product that they need and we stand behind our products.

We have not changed or cancelled one dealer and are concentrating on the markets we already have.

**C&a Other businesses?**

**FF:** I have few small companies in France and Holland and some investments in Bulgaria but my major investment is with Atlas and I want to share my time between the US and Germany. I am not actively looking for any other acquisitions.

**C&a UK loader crane market?**

**FF:** We are making large investments in IT giving customers an even better service. Because of the exchange rate we are looking to source some parts/components in the UK for the UK market or supplied

An Atlas TLC 240.2E loader crane



back into Germany. Jim Smith has a free hand on gaining new business and we have a couple of brand new models that we are introducing and we are actively pursuing the military business. We have a lot of things going on in the UK.

**C&a Success?**

**FF:** I would measure success by making more products, keeping the customers happy and making money. I am 65 years old, I have my health and like what I am doing so why would I sell the company? If

one of those two things change then I will sell but if anything happens to me I do have a young wife. I did not bring anyone in from outside the company to make Atlas successful. It has been achieved primarily with the existing good staff. And this is true for the UK as well.

**C&a Would you work with your son Steve?**

**FF:** I couldn't afford to pay him what Terex pays him so no - there are no plans at the moment.

## Service every step of the way

Atlas has led the UK loader crane market for many years being particularly strong with builders' merchants, brick and block manufacturers and utilities, as well as being preferred supplier to the ministry of defence. It claims that the key to its success is its 'national company - local service' mentality with the largest number of directly employed engineers in the UK loader crane sector.



Jim Smith

Atlas Maschinen was purchased by Fil Filipov in April 2010 (see interview above) and Bradford-based Terex Atlas UK acquired a few months later. The business then adopted the original Atlas logo and orange livery and began trading as Atlas Cranes UK, with one of its longest serving employees, commercial director Jim Smith and financial director Jackie Kilcoyne jointly at its helm.

"There are 20,000 Atlas loader cranes operating in the UK, the

oldest being a boat crane installed around 35 years ago. Almost 8,000 of those were delivered within the past five years," says Smith. "With this population and around 6,500 services a year, we need the large service and support team to ensure that Atlas is the most cost-effective crane on the market."

The company has 36 service vans operating across the UK from Inverness in the north to Cornwall and Kent in the south, carrying a parts stock of more than £3 million. For some time now, the company has operated a sophisticated telephone system which logs and records calls and immediately passes the customer to the correct department depending on their requirements. The system - run by four controllers based in Bradford - also tracks service van movements via GPS, so the nearest available engineer can



Atlas Cranes UK has the largest backup and support of any company in the UK loader crane sector

be sent to the next call.

"We have more than 2,500 cranes on contract service - with customers such as Travis Perkins, Jewson, Ryder and Wincanton - most of which are 100 percent Atlas," says Smith. "In 2012 we are implementing a new parts management system with live mobile data to speed up the process even further, allowing customers to track each enquiry - even to seeing if the engineers are en-route. The system will also link into its Sage accounting system speeding up associated paperwork." Seeing the current system in operation is impressive and as such every new customer is given a full

tour. The level of backup is illustrated by the standard annual hydraulic oil sampling - which tests for the presence of water and metal - giving an early indication of potential wear problems. The company also takes working at height seriously - each engineer equipped with a folding work platform which is included with every new service van.

"We must be doing most things right as our new owner, Fil Filipov, rarely visits the UK," says Smith. "He is a firm supporter of what we are doing and the way we go about the business. We are all striving to achieve ways of producing a more cost-effective product and a happier customer."

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# Raising Arizona

In early November North American crane and access manufacturers descended on Scottsdale, Arizona for the first 'Lift and Access Showcase and Symposium'.

While its title is a bit of a mouthful, the event did encompass a number of different elements, including the long established product comparison/presentation event organised by Guy Ramsey - originally the 'Lift Equipment Rodeo' - and more recently dubbed the 'Lift and Access Showcase'.

looked good, but for an exhibition... Machine presentations were in general also very well attended with some very insightful questions posed by the audience. The quality of attendees was also extremely high with key staff from most of the USA's largest rental companies attending - the very ones that are currently refreshing their fleets. The organiser claims that the companies

C&a lift & access show



There was a good deal of interest in the showcases

comparable product range is that of JLG, with its 69LE line. MEC has also been a pioneer in the sector and has two strong products which offer the option of four wheel drive. While the platform heights are different at 30 and 37ft, they certainly offer a strong alternative. However the new Genie DC models will give JLG a good 'run for its money' and are likely to provide a strong boost to the sector. Apart from drive at full height, lower weight, lower stowed height and a longer extended deck the key feature on the Genie is its modern direct 48 volt AC electric wheel drive system. Driving the rear axle the motors are totally sealed, to the point that they do not require covers. The new scissors are very stable in terms of platform rigidity, exceptionally easy to service and boast far smoother controls than IC equivalents. The platform is a good size, especially when extended, but sadly the 1.5 metre deck extension of the ANSI models will be blocked at 1.17 metres on CE models. The single joystick operates the drive and steer only, a separate switch with two speed option controls the lift function.



The new Genie scissors use direct AC motor drive



Controls are clean and clear



The four seminars were extremely well attended

This year a conference was added, while the Showcase was expanded into more of a specialist exhibition. In the past only manufacturers entering equipment into the 'Rodeo' and a few component suppliers were invited, but this year the expanded event included rental companies and other interested parties. Held at West World on the north side of Scottsdale, Arizona the idea was to provide time for manufacturers to present their equipment to visitors and component suppliers, with plenty of space to demonstrate on both slab and rough terrain, attend the informative seminars and in between, be an exhibition. The first two elements worked really well, but the numbers attending - around 250 over the two days - made it a little lean as a trade show, even a specialised trade show.

This expanded event has to be seen as a 'work in progress'. If it had been a conference the numbers

attending the event represented around 60 percent of the aerial lift purchasing power in the USA.

The following is a roundup of the new products and show news at the event.

## Electric RT scissor concept goes main stream

The most significant new product launch at the event was Genie's DC powered range of compact Rough Terrain scissor lifts. Based on the company's popular 69 IC powered scissor lifts and includes three models, the 26ft GS2669DC, 33ft GS3369DC and the 40ft GS4069DC. All three offer similar performance characteristics to the diesel powered versions, including drive at full height. Genie claims that the 14 metre working height GS4069DC is the world's first 40ft drive at full height compact electric RT scissor lift. The sector itself is interesting in that while it has been around for some time, it is only now beginning to take off. The only directly



Senior product manager Jeff Weido with the GS3369DC, the full 1.5 metre deck extension will be blocked at 1.17m on CE models



The 26 and 33ft models have an eight unit 350AH battery pack as standard, the 40 has 370AH batteries which are available as an option on the 26 and 33



Access to all components is a breeze

Oddly this is not a product sector that has attracted European producers such as Holland Lift or H.A.B, although Haulotte has had a good deal of success with its Compact RT models, though most have been diesel powered, its electric RT models appear closer to its slab scissor range. Holland Lift and H.A.B produce products that can perform outdoors, with high platform capacities, long deck extensions and good ground clearance, but they tend to be longer, heavier and have limited gradeability. The following charts show how the various models stack up.

## How does it stack up? 40ft models

| Make Model        | Genie GS4069DC | JLG 4069LE |
|-------------------|----------------|------------|
| Platform height   | 12.2m          | 12.2m      |
| Platform Capacity | 363kg          | 360kg      |
| Overall width     | 1.75m          | 1.75m      |
| Overall length    | 3.12m          | 3.07m      |
| Stowed height     | 1.65m          | 2.04m      |
| Drive height      | Full           | 9.14m      |
| GVW               | 4,792kg        | 5,300kg    |
| Platform Extended | 4.3m*          | 3.83m      |
| Gradeability      | 30%            | 35%        |
| Battery           | 48v/350ah      | 24v 370AH  |
| Drive             | 4x2            | 4x2        |
| Oscillating axle  | Yes            | Yes        |

March. The first production models of the 62ft platform height A62JRT articulated boom and 66ft T66JRT straight telescopic boom with articulating jib were on display, as the company prepares to start shipping them. The T66JRT can also be ordered without the jib as the 60ft T60RT. The new lifts replace the rather dated Snorkel TB66JRT and TB60RT models.

The new Snorkel T66JRT replaces the TB66



The company says that at 1.37 metres, the T66JRT offers by far the best inside turning radius of any two-wheel steer boom in its class. The unit is also compact with an 8.5 metre overall length and 2.5 metres overall height.

Tail swing has also been reduced compared to the old models but is

## How does it stack up? 33ft+ models

| Make Model        | Genie GS3369 | JLG 3369LE | Haulotte Compact 12RTE | MEC 3772EHD |
|-------------------|--------------|------------|------------------------|-------------|
| Platform height   | 9.96m        | 10.06m     | 10.15m                 | 11.28m      |
| Platform Capacity | 454kg        | 450kg      | 450kg                  | 454kg       |
| Overall width     | 1.75m        | 1.75m      | 1.8m                   | 1.83m       |
| Overall length    | 3.12m        | 3.07m      | 2.65m                  | 2.98m       |
| Stowed height     | 1.47m        | 1.98m      | 1.6m                   | 1.95m       |
| Drive height      | Full         | Full       | Full                   | Full        |
| GVW               | 3,587kg      | 4,600kg    | 3,800kg                | 3,998kg     |
| Platform extended | 4.3m*        | 3.83m      | 3.70m                  | 4.01m       |
| Grade             | 30%          | 35%        | 25%                    | 40%         |
| Battery           | 48v/225ah    | 24v 370AH  | 48v/255ah              | 24v/350ah   |
| Drive             | 4x2          | 4x2        | 4x2                    | 4x4 opt     |
| Oscillating axle  | Yes          | Yes        | No                     | No          |

\* CE models will be limited to 3.96m

## New Snorkel booms ready

The other big launch at the show came from Snorkel with its three new 60 to 66ft booms lifts, first seen as prototypes at Conexpo in

still greater than its competitors. The new boom lift uses the same Polaris chassis as the 62ft A62JRT and is also common to the company's 40/46ft booms.



The new Snorkel A62JRT

## Self-propelled trailer scissors

Another totally new launch at the show was the latest version of what was originally the 24ft PLE trailer scissor lift. The company, now known as Innovative Equipment, has continued to refine its products which now have excellent build quality and a far more rugged design. New for the show was the TPX 9000 IC, a 23ft (7m) platform



The TPX9000 battery powered friction drive model

height, direct drive self-propelled version of its TPX9000 trailer scissor. Until now the TPX has been battery powered and more recently self-propelled via a friction drive. The new IC unit uses a Subaru petrol engine - although a diesel will also be offered, hopefully one that is quieter than the Subaru - and drives the wheels through the trailer axle. The unit is very solid and is



The new TPX9000IC has direct drive and freewheeling hubs for high speed towing

converted from trailer mode to a self-propelled unit in around 60 seconds. The lift can then drive under its own power across rough ground, easily coping with the slopes at the showground. Once in position the outriggers are

completely self-levelling and fast. The company has CE approval for the new machine and is looking for European dealers.



The new model easily coped with slopes



Auto level from the platform was fast - founder Marc Bogue at the controls

Skyjack was out in force demonstrating its 66ft straight boom - the SJ66T - spec for spec one of the best products in its class, particularly in terms of gradeability and turning circle.



The Skyjack SJ66T is put through its paces on the RT track

When Niftylift presented its Hybrid HR21- or SP64 as its known in North America - in the showcase there was a great deal of interest from buyers, particularly in the Hybrid power system.



# SJ 12 Vertical Mast Lift



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

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

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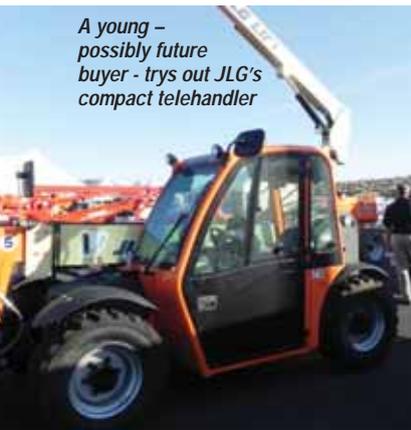
# lift & access show C&a

JLG put its M600JP electric/bi-energy powered 60ft boom lift into the showcase in order to show off something a little different. It also showed its full size and compact telehandlers in the showcase walk arounds as well as bringing along one of its Hinowa-badged spider lifts.



*Haulotte showed its Bil-Jax 45XA All Terrain boom, a Star mast boom and compact scissor lift.*

*A young – possibly future buyer – tries out JLG's compact telehandler*



*Custom Equipment with its 8 and 10ft low level self-propelled scissors.*

Denka/Falcon dealer Reachmaster - still owned by Skako, at least for now - displayed two Bluelift spider lifts, which it distributes in North America. The company faced several challenges trucking them from the North East to Arizona in time for the show opening but made it in time for day two.

*Reachmaster presented two Bluelift spider lifts on day two*



*Reachmaster's big Peterbilt drove direct from a show in the North East*



Manitou/Gehl had a selection of telehandlers on show - the Manitou MT625T winning a LEAP award at the show.

*Manitou and Gehl*



*The 18 metre Platform Basket spider lift makes a late entry*



*The crane Rodeo area including models from Shuttlelift (Manitowoc), Manitex and Elliot.*



*There was much interest when Niftylift presented its HR21/SP64 at the Showcase*

Spider cranes were well represented with Maeda, Unic and Jekko all out in force. It seems that more access rental companies are

now looking to add cranes to their fleets. We also heard that United Rentals had ordered a number of Valla pick & carry cranes. Fassi loader cranes master dealer Fasca showed off an interesting trailer mounted crane and announced the acquisition of the C4 crane sales business, which includes the Jekko distribution.

*Kevin Parr of United Rentals checks out the Jekko cranes*



*Fasca now represents Jekko as well as Fassi, it has had some success with this trailer mounted crane*

MEC showed its Crossover compact Rough Terrain scissor lift with offset deck and sheet handling rack along with a Speed Level. It has confirmed that a larger model of its Titan boom scissor lift - a 60ft model - will be

out around the middle of next year with the first six months production already sold. Jim Tolle of Mec also said it was considering an 80ft model.

## C&a lift & access show

Demonstrating a Teupen Leo GT23



Maeda was out in force with its spider cranes



The MEC Crossover offers an easy load sheet rack on one side while the platform extends full width on the other side for getting in close.



Valerio Rampini of Oil & Steel with an Octopussy - in search of North American dealers

In addition to the outside stands, a central marquee housed a wide collection of component and service suppliers including IPAF which had a strong presence along with hydraulics, electrics, tyre, tyre

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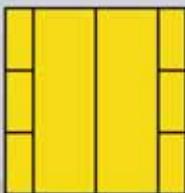
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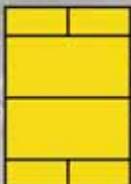


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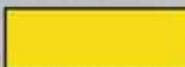
2.0 m<sup>2</sup> Rig

2 No. Standard Modules  
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# In expansion mode?

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LTC

As probably the worst performing lifting equipment sector during the recent economic crash, tower cranes are now showing some signs of life and may even be in recovery mode.

One manufacturer that is in the process of changing its direction and product line-up is German-based Jost Cranes. A few months ago it sold its flat-top designs to Chinese manufacturer Zoomlion and will now be concentrating on its luffers and perhaps a new crane design. Mark Darwin reviews its latest flat top luffer - the JTL208.12 - and takes a closer look at its newly appointed UK and Ireland dealer, London Tower Crane Hire & Sales (LTC).



Martin Harvey (L) managing director of LTC with Alexander Jost.

In our recent UK & Ireland Top 30 Rental Company survey (August/September 2011 Issue 13.6) LTC was the fourth largest tower crane rental company with a fleet of 160 cranes. Taking the dominant market leader Select Plant out of the equation, LTC is one of a group of four companies with similar sized fleets (between 155 and 195 units). Below this, fleet numbers drop to less than 100 units. However the UK tower crane sector is perhaps peculiar in that the major rental companies are also the distributors for most of the major crane manufacturers. Comedil, Peiner, Wolffkran, Benazzato, Jaso, Yongmao, Saez, Arcomet and Potain are all represented by the top five rental companies. This list has now been extended with the addition of Jost luffers to the London Tower Crane stable.

"LTC has been appointed as UK and Ireland distributor for Jost tower

cranes - now just luffing jib tower cranes following the sale of our flat top designs to Zoomlion," says Alexander Jost. "The agreement allows LTC to sell both the JTL and JL luffing ranges on an exclusive basis and is effective immediately."

Jost was in London recently, not only to finalise the distributorship agreement, but also to see the installation of the first new Jost JTL208.12 in the world which has been added to LTC's fleet of 60 Jost luffers.

The 12 tonne capacity JTL208.12 is the largest luffer in the Jost hydraulic topless range which includes the four tonne 68.4, six tonne 108.6 and 158.6. The new crane replaces the more traditional Jost JL216.16 as it can fill the capacity gap up to the JL256.16. It has a maximum length jib of 55 metres and at this radius can lift 2.6 tonnes. With a 30 metre jib its tip capacity is 7.7 tonnes.

Using the 1.74 x 1.74 metre mast section the maximum installation load is 7.1 tonnes which is the section that includes the turntable, slewing and hoist unit. The mast/counter jib is 9.7 metre long and out of service radius can be as small as 10 metres.

The standard JL range has maximum capacities ranging from the 16 tonne

JL256.16 to its currently largest luffer, the 32 tonne JL616.32. Larger models from 900 to 1500 tonne metres capacity can be 'built to order' says Jost.

"Apart from its 12 tonne capacity, the new JTL208.12 has an excellent out of service radius and can be erected in just a day," says Martin Harvey, LTC managing director. "Its increased performance also allows us to compete in a different client sector in the UK, particularly those looking for larger capacity topless luffers. No other manufacturer in the world has this type of crane."



## JTL208.12 - a world first



The JTL208.12 cab

The world's first JTL208.12 has just been erected on a 23 storey, residential housing association development in Bethnal Green, London. The 24 month long contract will use three topless Jost luffers - the JTL208 and two JTL158.6 - on the site which is complicated by being situated adjacent to the main Bethnal Green Road and also about 40 metres away from part of the new Network Rail London Crossrail link.

Jib height of the crane is 72.25 metres (total height 80 metres) and it is fitted with a 40 metre jib with capacity of 3.9 tonnes at 40 metres (de-rated by 25 percent) and an out of service radius of 11 metres.

LTC decided that for overall ease, speed and safety it was best to erect the crane to its full height during installation. Difficulty in gaining permissions and road width restrictions meant that the mobile crane used to erect the tower crane could only be part rigged allowing one lane of the road to remain open during erection.

Given its height and component weight, a 500 tonne capacity Liebherr LTM 1500 from crane rental company Bronzeshield was

chosen. To reduce the crane's outrigger loadings three, five by one metre mats were used under each outrigger on the pavement/sidewalk side to reduce the distributed load to 4.6 tonnes per square metre. On the road, three metre by 2.5 metre pads were used resulting in a loading of 9.2 tonnes per square metre. This gave the crane a capacity of 12.1 tonnes at 22 metres - more than enough to erect the crane at a radius of 20.7 metres.

The LTM 1500 was rigged with 84 metres of main boom, 40 metres of luffing jib and 45 tonnes of counterweight. The Jost arrived on 10 trucks and the jib was built on the closed section of road alongside the site to the rear of the mobile crane. "We decided to erect the luffer to its full height at the beginning of the contract mainly because of the difficulty of road closures etc for the 500 tonner. This meant that the next time it will be needed will be to dismantle the tower crane when the job is finished in 24 months' time, while also avoiding the need to climb the crane," says Harvey.



The JTL208.12 fully erected

### The JRL Group

LTC is part of the JRL Group of companies which was set up in 1996 by John Reddington and has grown from a company specialising in sub and superstructure packages to a business that offers a full range of solutions for the built environment. The company now encompasses seven divisions –

LTC, London Concrete Pumping (LTP), Millar Piling (MP), J Reddington RC frame and groundwork, Midguard main contracting, Thames Reinforcements and Stair Master prefabricated steel staircases and boast revenues of more than £100 million.

*10 new cranes have already been added to LTC's fleet this year*



LTC was formed in 2003 with Harvey joining as operations manager primarily to supply cranes to its own group company businesses. When it first started LTC had 10 cranes but this has now grown to 170. It purchased its first Jost crane in 2005 and now has a total of 60. Despite the general lack of investment in tower cranes over the past three years, LTC has continued to invest and has purchased 10 new cranes already this year. It claims that around 70 percent of its tower crane fleet is now less than five years old.

"About 80 percent of our business is hiring outside of the JRL Group companies," says Harvey.

"We have a very high proportion of repeat business, probably because we have a small group of

knowledgeable 'hands-on people in our top management team which are available 24/7. We also have a good fleet mix which includes Comedil, Yongmao, Liebherr, Saez and Jost."

"A few years ago saddle jib cranes were more popular primarily because of the additional cost of a luffing crane. However, the last recession has meant that the luffing crane hire rates have fallen to the level where most customers now go for the similarly-priced luffers. We have also seen a resurgence in the second-hand tower crane market – particularly to Russia but also Ghana, Nigeria, Brazil, Barbados and Israel – to the tune of about two to three units a month. Rental rates have been improving slowly but they are still 60 percent down on 2008. The recession meant that a lot of good operators left the industry and there is now a shortage. We currently have 120 operators on our books and only use agency operators for holiday cover."

Business is quite good at the moment with utilisation running at about 80 percent with about 125 cranes currently erected and working. "With finance more difficult to obtain, many companies are looking to rent rather than buy cranes."

LTC is based at the JRL head office in Borehamwood, Hertfordshire. It also has a crane yard in nearby Elstree to service London and two other depots including its main eight acre storage, maintenance and repair facility in Peterborough and now a depot in Lanark with 10 cranes that is the base for its northern division.

"We are the only company that carries out eight weekly service intervals after the initial four week service for the duration of the hire period," says Harvey. "This is carried out by our 12-strong fleet of service vans and results in reduced breakdowns. All cranes also undergo a third party independent Thorough Examination every six months while erected in service."

Another group company – Euro TCS which began trading in 2008 – is the European master distributor for the TAC 3000 Tower Crane anti-collision, boundary and zoning protection system (Norway, Sweden and Denmark are not included) and has installed about 70



*LTC has a fleet of 60 Jost luffers*

systems over the past two years.

In May this year, LTC formed an agreement with Dutch crane rental company Neremat, allowing LTC to draw on additional cranes when necessary – particularly big saddle jib units up to 600 tonne/metres. "We are delighted to have agreed a deal Neremat. It will help us supply large capacity cranes for big power station construction and refurbishment projects throughout Europe," says Harvey.

However at the moment, around three quarters of its work is London-based, although there is a growing amount of work in Scotland with the some contracts being let for the Commonwealth games in Edinburgh (there is even a Jost luffer on the 18th tee at St Andrews gold course.)

*Two Jost hydraulic luffers*



**Jost sells its designs to Zoomlion**

In July this year, Munich-based Jost Cranes sold the designs of its flat-top tower cranes – designed by founder and prolific engineer Franc Jost - to Chinese manufacturer Zoomlion. Jost will use the funds to develop its luffing tower cranes as well as looking at a new, larger port crane design.



*The JRL Group has seven divisions including LTC and London Concrete Pumping (LCP)*

The purchase came at a very good time for Jost as in recent years, luffers have represented up to 90 percent of its output. The deal allows it to continue to produce and sell its flat top cranes until the end of this year, after which all 12 Jost-designed models



*LTC has a wide range of tower cranes*

between 70 and 600 tonne/metres will only be available from Zoomlion.

“There are more than 300 factories in China alone making flat-top cranes and most use old technology and designs dating back to the 1970s,” said Franc Jost. “We did not see any long-term future for us with this type of crane so it was an easy decision to sell to Zoomlion which allows us to invest and concentrate on expanding the range of luffers and on new designs. The timing was perfect for us.”

“At the moment Zoomlion only has limited access to the world markets for tower cranes,” says Jost. “It does not have a sales network large enough and the reputation of Chinese cranes is still not the best. We believe our association will help them access a wider market. We will introduce them to our dealers and will train Zoomlion staff over a period of two years.”

Franc Jost will not look to replace any cranes in the flat top range up to 600 tonne metres. However he said that JOST is looking at a new type of crane that was introduced at Bauma 2010 as a concept study. The JUL68.4 is a combination of luffer and flat top. The larger versions will have a different jib structure, specifically aimed at shipyards with capacities currently up to 2,500 tonne/metres which will be manufactured in Germany.

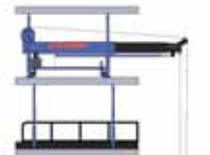
“The first part of the jib would be luffing and the second section would be a trolley jib,” says Jost.

“It was tried about 20 years ago but was not a big success. We already have the load chart data and specifications but need an order to build one. The main markets will be South East Asia, Malaysia, India and Korea, anywhere there are big shipyards.”

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# Greater than the sum of its parts...

IPS - Independent Parts & Service - has just celebrated its 10th anniversary. Mark Darwin visited the Telford-based company to find out more.

In a nutshell, IPS is a parts distribution specialist and aftersales provider selling parts and service for access equipment. It doesn't rent or sell new or used equipment - although it has done in the past (more of that later). The company is owned by the management team and three directors - Tony Jennings, Kevin Shadbolt and Rick Mustillo - who worked with each other at UpRight prior to 2001.

Shadbolt and Mustillo set up the company in early 2002 sensing that there was an opportunity to provide a one stop parts source for rental companies after UpRight USA filed for Chapter 11.



(l-r) Equal partners Tony Jennings, Rick Mustillo and Kevin Shadbolt at the IPS 10th anniversary celebrations

We initially set up with four mobile service engineers on the basis that we, had product knowledge, knew the customers and where to source the parts," says Mustillo. "At the time we were the only company focussed on aftermarket access parts in the UK."

With inventory and credit lines being critical in this type of business, cash is king, with neither having a financial background the pair soon realised that they needed an additional cash injection and financial expertise. Enter Jennings, previously managing director and then part owner of UpRight UK, joining the company in 2004.

"Tony joining gave us a good spread of expertise - Mustillo (parts), Shadbolt (service) and Jennings (financial) - even though it was 'all hands to the pumps' in the early days," says Shadbolt. "We were

very much UpRight focussed, given our backgrounds and the huge population of UpRight machines, particularly in the UK."

"In the days before on-line searches and Google, finding and cross-referencing parts was a nightmare, although work by a similar company in the States - Equipment Parts Wholesale - EPW - helped," adds Shadbolt. Aerial lift parts were generally only available from the manufacturers, although while they were selling lots of new machines this side of the business was usually low on their agendas."

"There is a bit of a myth that there are huge mark-ups on parts," says Jennings. "If manufacturers were making 50 percent we might make 35 percent, and would reduce prices if we could source a part more cheaply."

The company was initially based in Newport, Shropshire, because there was a good workshop and office facility there and Shadbolt lived nearby. Mustillo had been working with UpRight in Rotterdam and moved to the UK once the business was up and running. "We bought what we thought was a huge amount of stock and it ended up on just one row of racking in a huge empty shed," says Shadbolt. "As a new company we had no reputation and people were sceptical so we had to build relationships."

## Big breakthrough

Even from the beginning, there was no reason why customers had to pick up the phone and use IPS. However the big breakthrough came when Tanfield purchased UpRight and Richard Tindale asked IPS to look after UpRight parts and service in the UK. The official appointment greatly boosted its credibility.

"Tindale recognised that as UpRight had declined, it had offered an increasingly poor level of product support and for UpRight to start selling machines again in the UK it had to have decent backup," says Mustillo. "IPS was the obvious choice, having already picked up around 50 percent of the parts and service business."



C&a

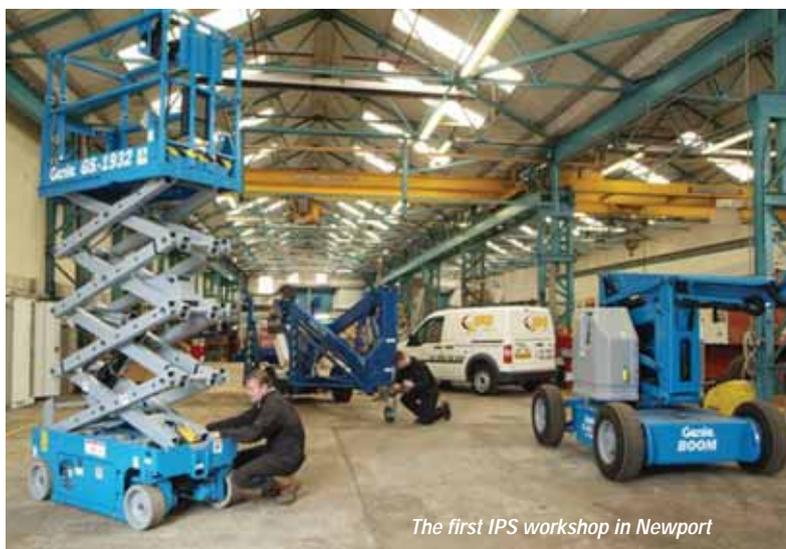
IPS

Doors started to open and the next big breakthrough was push around manufacturer Pop-Up. "Pop-Up was selling machines by the thousand without any parts and service infrastructure," says Shadbolt. "In March 2007 we were asked if we could offer the same service we provided for UpRight. As customers called us for these machines we could sell them parts and service for other products in their fleets."

## Reinvesting in the company

Any money made was reinvested into the business. Its first year (2002) saw revenues of £1.3 million but a £194,000 loss.

"Our plan was £5 million turnover in five years," says Mustillo, "however when the recession started to bite in 2003, sales of new machines plummeted and manufactures started to look at



The first IPS workshop in Newport

By this time the Mustillo family had decided to return to Australia - he's Australian she's British. In 2005 a subsidiary business in Australia was created with a view to him going back to help build that operation.

"After that an ex-UpRight contact approached us to set up IPS France," says Jennings. "The general investment requirement was 30 percent new investor and 70 percent parent company, so the main support is IPS but the man on the ground is the owner manager."

IPS followed this same route in Finland but soon realised that a large amount of managerial and financial resource was required so abandoned subsidiaries in favour of dealers. The company now has distributors in Sweden, Germany, Finland (now a dealer not subsidiary), Turkey, Poland and Spain.

other revenue streams i.e parts, which made it tougher for us."

In 2003 sales increased to £1.7 million (with a £70k loss), in 2004 - the first year after Jennings joined - it was £2.2 million with a £42,000 profit and in 2005 it went to £2.9 million with a £75,000 profit. 2006 was £4 million with a big jump to £7.8 million in 2007.

"Two major changes occurred in 2007 - we formed UpRight Powered Access Sales UK (UPAS) - to sell new UpRight machines in the UK and we were also awarded the fixed price servicing contract for SGB's 780 strong powered access fleet," says Jennings. "This continued for three years and enabled us to build our service division, taking on another 15 engineers and extending our coverage from Aberdeen to the south coast."



The company outgrew this parts building in 2008

Unfortunately revenues dived to £4.8 million in 2009 when SGB quit the aerial lift market and UpRight machine sales dried up. "We were given two weeks' notice of SGB closing its powered access operation," says Jennings. "That left us with too many people and not enough revenue, so we had to make 10 redundancies. We then started discussions with other companies, including Genie and in July last year we acquired the service division of Planet Platforms which doubled our service engineers from nine to 18."

At the same time Genie undertook a major reorganisation of its after sales service and formed a partnership with IPS. It put its customers into five tiers, based on their annual parts spend. Genie looked after customers in tiers one to four - those spending over \$15,000 a year - around 60 companies in the UK - while 850 smaller-spend companies were classified as tier five and outsourced to IPS. "Although a good idea in principle, Genie changed its discount structures, eliminating discounts for tier five customers. In hindsight the transition could have been handled better. We ended up with a lot of disgruntled customers who blamed IPS for the changes," says Jennings. "This was a difficult time for us but it has settled down and is now working well."

According to Jennings, Genie now sells more parts in the UK than before the change, while IPS has benefited from a further boost to its credibility.

"Genie and JLG are the market leaders, so being the Genie parts and service provider is huge," says Shadbolt. "Genie probably has the most engineers in the UK - five of its own plus 19 IPS engineers - giving nationwide coverage.

We haven't really seen a recession in the parts business, as revenue has gone up every year - the SGB

episode aside. The current split is £5 million parts to £2 million service."

"One of our earliest innovations is our mobile parts vans which take 350 to 400 line items into major rental depots every two weeks," says Shadbolt. "Companies like this as it saves delivery costs and keeps their fast moving items replenished.

We currently have four mobile parts vans with another due shortly, each van typically visits three to four customers a day."

"We are also helping customers manage their fleet maintenance by advising on the essential stock items they should keep. £1,000 of parts at each location can save a huge amount of downtime, caused by not having a small, cheap part when a machine is inspected between hires. Some of the UK's largest rental companies operate this system and are all very positive about it and the benefits they receive."

#### Hi-Tech operation

Computer systems play a big part in the operation. Its latest bespoke system can interrogate customer order histories and give detailed information on parts bought for each machine. Service and parts van operators have a mobile link to the system and the £1 million inventory. A major breakthrough was when the service engineers started logging service reports while still on site, using digital reader pens and special paper allowing work to be recorded instantly, improving accuracy and speeding up invoicing.

"We currently service 2,000 platforms so the amount of information we need to have at our fingertips is huge," said Shadbolt. "What is impressive is that we can instantly supply every document relating to a particular machine - critical if the platform is involved in a HSE issue. Marketing plays a big part in promoting the company. We realised from the start that little things help and every parts order ships with chocolate or sweets in the box - it works.

We have been going 10 years and over the next decade new opportunities will arise. The UK may represent 80 percent of our sales, but this a long way from saturation."



IPS management: standing (l-r) John Mckie (service) Tony Jennings (MD), Tony Lock (workshop) Kevin Shadbolt (operations director) and Sander Mellaard (parts) Sitting (l-r) Angela Cooney (financial controller) Lucy Bebbington (marketing) and Natalie Hedges (service admin)



The current workshop facilities in Telford



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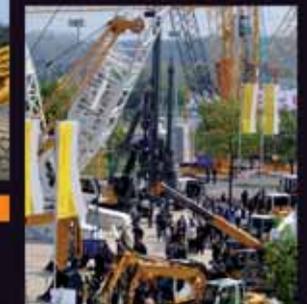
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## – Denis Ashworth

A review by Chris Wraith, IPAF technical officer

Denis Ashworth has produced a personal and enlightening insight into the history of the powered access industry and specifically Simon Access. Engineering and design can be a dry old subject, best left to the "experts", but Denis has managed to bring the subject to life in an easy-to-read book.

Short entertaining chapters not only track his career path from his school days through his apprenticeship and development within the Simon Empire to his retirement and beyond, but also give an insight into the growth of the powered access industry. His conversational manner interspersed with personal comments and humour, along with the well-chosen selection of interesting and relevant photographs, make the technical details easy to comprehend.

From his early days of designing and costing his own model aeroplanes, it was obvious that Dennis had an inquisitive and practical mind. This did not go unnoticed by his father, who helped nurture the "engineering bug" when giving him a tour of the Henry Simon Engineering works, which

led to a student apprenticeship with the Renold and Coventry Chain Company in 1939 at the age of 16. The training and education that Denis gained in the following 11 years proved invaluable experience (something today's post-graduates do not get the benefit of) and were to serve him well when he joined Simon Engineering as a management trainee.

From the first encounter between Henry Simon's grandson and a mechanical device to help pick apples in Canada through to the development of SS600 Super Snorkel, this book highlights the trials and tribulations of powered access design and development within the Simon organisation. It is interesting to learn of the many different design variations Simon developed for numerous markets worldwide, some more financially



viable than others, many at the whim of the sales team who just wanted something they did not have. But it was reassuring to know Denis always had safety and an in-built desire to improve the powered access industry at the heart of his work.

This was something he continued after his retirement with his tireless committee work for IPAF and involvement in developing the European design standard EN 280. As the recently appointed IPAF technical officer, I can understand Denis's frustration at the speed and efficiency of European committee work and find it amazing that nearly 10 years on, the industry is still debating the same issues as we attempt to update EN280!

The whole book, which starts with

a preface by IPAF, is a fascinating read. It helped fill in some of the gaps in my 20 years of powered access experience, yet I feel it would be just as interesting to someone new to the industry seeking some background information.

It is the knowledge, experience and dedication of pioneers such as Denis that have made the powered access industry the success it is today and I trust that more will follow where he has shown the way. After all, "People have memories; businesses do not!"

Going Up in the World is published by The Vertikal Press and is available by mail order for £19.50 plus postage and packing. Use the form in this magazine or email: [info@vertikal.net](mailto:info@vertikal.net)

## Walking with Giants

While not directly related to cranes, we received a copy of Walking with Giants to review and spotting that it was more of an earthmoving book it sat in the office for a few weeks without being opened. Then on a quiet day after the last issue had just been published one of us opened it ...

just for a quick look and found it to be far more interesting than expected and felt that it would be of interest to many of our more enthusiastic readers.

The book is written by Steven Vale who writes for Earthmovers magazine and is as much of a big equipment enthusiast as you will find. This book is like a tour of big mining shovels and excavators through 14

European countries with a knowledge of specific machines, both historic and new that highlights his fascination and enthusiasm for his subject. What is likely to make this a book of interest to our readers though is the large number of excellent photographs with full captions and information and some of the interesting insights into how the machines are operated and kept running. The book includes a look at some of the oldest machines at work and goes right up to the

present with a look at what Bucyrus mining shovels might look like in Caterpillar livery. Vale has taken a great deal

of time over this book working on it for more than seven years, visiting most of the locations and gaining an unparalleled insight into each machines working life, current condition and the mine's future equipment plans. This is a book that works very much on two levels, it is both a great read and/or a coffee table book to dip in and dip out of.

As we said in our introduction this is not a crane or access related book, but it still contains many fascinating bits of information and insights into some fantastic machines, from the massive bucket wheels of Germany to the last two Marion walking draglines left in European mines.

Walking with Giants is published by Old Pond Publishing and can be purchased from good bookshops for 29.95 or online with Amazon or other book specialists from around £18.



# Palfinger PK100002

An increasing number of truck models are appearing with knuckle-boom loading cranes and the largest modelled so far is the 100 tonne/metre Palfinger PK100002. Conrad has produced this version mounted on a MAN TGS four-axle chassis. It is decorated in the colours of Wiesbauer, the German crane hire company and is modelled after a real truck in the Wiesbauer transport fleet.

The chassis is very detailed with the transmission and suspension modelled in plastic, but the main structure is metal, including the fuel tank and rear bumper. The two front axles have linked steering and can achieve a moderate amount of movement, the rear axle can also steer. The wheel hubs look particularly crisp and the tyres have a good tread pattern.

The MAN cab looks great because the Wiesbauer livery is striking and the detailing is very good, with colour-coded door mirrors and very sharp looking graphics. It tilts forward for service access and a plastic engine is revealed underneath. At the rear of the model there is a removable metal ballast box which can be used to carry loads, and when the box is removed it reveals a fifth wheel to enable a trailer to be connected.

The model has a number of outriggers to maximise stability and provide 360 degree lift duties on the Palfinger. At the front of the cab there are small twin front jacks which can be lowered, while at the

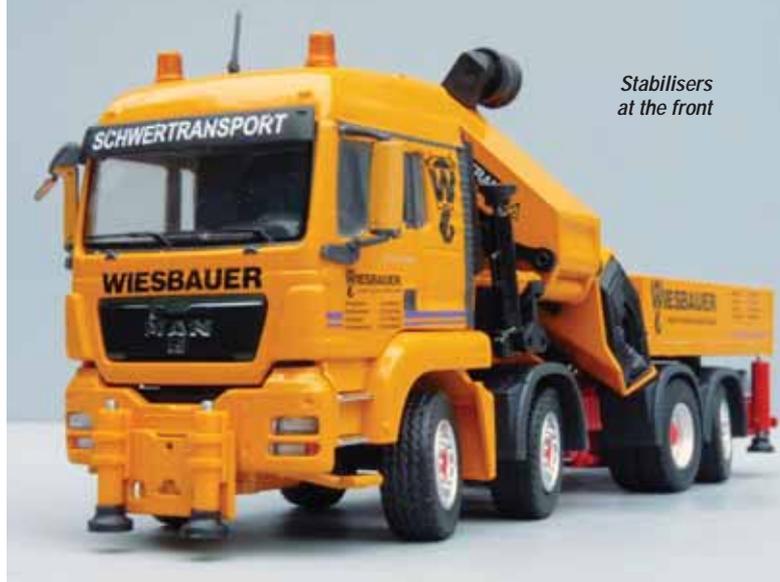
rear there are two stage plastic beams which have a long reach but could do with being more rigid. Outriggers are also located on each side of the crane, in the centre of the truck, and these pull out from the transport position and jack cylinders rotate downwards.

The knuckle-boom portion of the crane looks the part and has some good graphics and equipment boxes around the base. The bottom boom sections are metal and the hydraulic lift cylinders are stiff enough to enable the boom to be posed in any position without slipping down. The eight telescopic sections are plastic and similarly they have some friction between them to hold set poses. Each telescopic section has its own cylinder and piston although there are no hydraulic hoses modelled.

A fixed hook can be positioned at two points on the boom and there is also the option to use a working winch which has enough friction to hold a load on the hook. With the boom fully extended an impressive model results and it can reach a height of 480mm.



*Cab decoration is excellent*



*Stabilisers at the front*



*Outriggers out and the crane working*



*The MAN TGS with Palfinger*



*The Palfinger reaches an impressive height*

However although the extended boom can support its own weight it would not support much load without the telescopic sections slipping.

The strength of this model is that it looks great with fine detailing and the large Palfinger is impressive. It is collectible and reasonable value at around £130.

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

| Cranes Etc Model Rating |     |
|-------------------------|-----|
| Packaging (max 10)      | 7   |
| Detail (max 30)         | 24  |
| Features (max 20)       | 18  |
| Quality (max 25)        | 20  |
| Price (max 15)          | 11  |
| Overall (max 100)       | 80% |

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## GOING UP IN THE WORLD

**A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth**

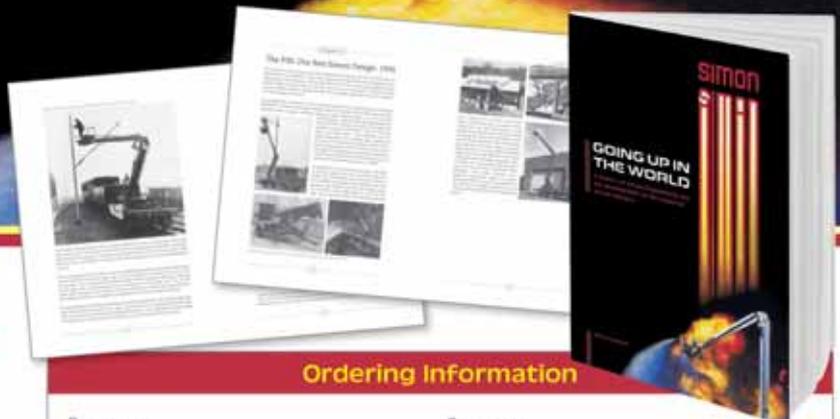
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

- Continental Europe €23 plus €6.50 postage & packing
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# Sales soar for DVD

Sales of the new ALLMI / FTA training DVD "The Safe Use of Lorry Loaders" have soared since its release on 29th September, with over 5,000 copies shipped to more than 100 companies.

ALLMI executive director, Tom Wakefield, said: "we've been delighted with the response to the DVD. We received extensive interest and a large number of orders before it became available, but the actual level of demand has far exceeded our expectations. The feedback indicates that it is proving to be an excellent training aid for periodic and on-going formal training and assessment, and that the documents on Disc Two are assisting employers and operators in adopting best practice procedures and complying with the legal requirements demonstrated in the DVD. We're continuing to receive orders on a daily basis and it's great to see that the guidance is reaching all areas of the industry and playing a key role in raising standards."

To order the DVD or to view a trailer, visit [www.allmi.com](http://www.allmi.com)



## Work at Height Guidance

As a result of the recent Forum Executive Committee meeting and further to discussions at previous General Meetings, ALLMI has started the process of producing guidance for operators who perform work at height, with particular emphasis on the issue of using the loader crane as an anchoring point for fall arrest equipment.

The issue has already been the subject of considerable debate amongst fleet owners and crane manufacturers, but ALLMI is now in a position to move forward with the project and will discuss the matter at the Operators' Forum General Meeting on 24th November, further to which a draft document will be uploaded to the ALLMI website for members to comment.



## Guidance on independent Thorough Examinations

As part of its contribution to the revision of BS7121 Part 2 (Safe Use of Cranes - Inspection, Testing and Examination) and further to some lively debates at the General Meetings in June, ALLMI has been reviewing the requirement under LOLER (Lifting Operations & Lifting Equipment Regulations) for persons conducting Thorough Examinations to be sufficiently impartial.

Technical director, Alan Johnson, says: "this has been an issue of some debate within the lorry loader industry and we're hoping that the new version of Part 2 will provide clarification on the matter. In the meantime and in accordance with

the draft section for lorry loaders that we've submitted to the Part 2 working group, we've provided members with some interim guidance on the subject. The key point is the importance of taking all reasonable measures to ensure that the person conducting the Thorough Examination is sufficiently impartial from those carrying out routine maintenance and where this cannot be achieved, that the employer of the competent person has a suitable audit trail in place to demonstrate that the impartiality and integrity of such examinations is periodically measured and documented by a senior engineer or manager of the company."

## Standard Terms and Conditions working group

Further to a recent meeting of the Operators' Forum executive committee, ALLMI has formed a working group to look at the production of a standard set of "Standard Terms and Conditions for a Lifting Contract with a Lorry Loader." Heading the project is ALLMI's technical director, Alan Johnson, who says: "ALLMI members have made a commitment to ensuring that best practice is adopted at all times and we know that they sometimes become frustrated when clients place business with other (non-ALLMI) companies due to price or ignorance, which on most occasions results in the trimming of standards. We have therefore decided to form a working group which will compile a set of Terms and Conditions, with the aim of making this the benchmark for the industry and something we can promote at all levels, so that members' clients ask for and expect it as a guarantee of best practice. We emailed members in October asking for working group volunteers and the response was overwhelming. The next step is to discuss this issue in detail at the Operators' Forum General Meeting on 24th November, after which the working group can set a first meeting date and an agenda in line with the wishes of the membership."

The working group will consist of representatives from the following companies:

- Portakabin
- Saint Gobain Building Distribution
- Speedy Services
- 19 Transport
- Travis Perkins
- Rapid Response Solutions
- Advante
- David Watson Transport

# Revision of ISO Standard 15442 - Safety Requirements for Loader Cranes

The ALLMI Technical Committee has recently been involved in the consultation process for the revision of ISO standard 15442 "Safety Requirements for Loader Cranes", with feedback channelled via ALLMI's BSI representative, Bryan Flintham of Atlas Cranes UK. "The current draft is based on discussions held at international level in which the UK has played an active part. Whilst promoting loader crane safety, this revision to the standard is also intended to facilitate global trade by harmonizing the various safety requirements of participating countries. The feedback stage has now closed and BSI has until 9th December to submit its comments to ISO," said Flintham.



C&a

ALLMI focus

## General Meetings – 24th November & 8th December

ALLMI will soon hold its second set of General Meetings for 2011 for fleet owners (24th November) and manufacturer / service company (8th December) members.

In both cases, members will be provided with updates on a range of issues and projects being dealt with by the association, including a full technical and legislative report. The meetings will also review the ALLMI / FTA training DVD, and discuss ALLMI's affiliation agreement with CPCS. Fleet owner members will also be asked to debate the merits and possible content of a Terms and Conditions document for a lifting contract with a lorry loader, as well as guidance for operators performing work at height. "The General Meetings present an excellent opportunity to provide members with updates on a number of fronts and just as importantly, to get their feedback on the projects we're involved in. Members also find them beneficial in terms of being kept up to date with issues affecting lorry loaders and as a means of networking with their peers," comments Tom Wakefield of ALLMI.

## New training database

ALLMI recently launched its new web driven database, a bespoke system designed to facilitate the processing of operator training registrations. "At present we're only using the facility on an internal trial basis, but when it goes live, instructors will log into the system via the ALLMI website and inform us of the courses they have scheduled. This will enable us to increase auditing activity levels and carry out unannounced monitoring visits, which we feel will further raise the already high standard of training being delivered, and build upon the excellent levels of consistency across the ALLMI Training Provider network. Whilst this is the primary reason for introducing the new system, it will bring many other benefits, such as further enhancing the credibility of the ALLMI scheme with end users and site personnel, providing instructors with the ability to view and manage their course schedules online, while facilitating a more streamlined and automated administrative process. The new system will also provide the potential for improved statistical analysis of training activity," said Tom Wakefield of ALLMI.



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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.

# Telehandler blindspot causes injury

An Exeter-based company in the UK - Leese's Ltd - has been hit with fines and costs totalling more than £5,300 following an accident at its Kenbury Wood Waste Management Centre.

Andrew Grist was dumping waste when a telehandler reversed into him almost severing a toe, ripping his calf muscle and breaking bones in his leg. The company was fined £4,500 and ordered to pay £818 costs.

The court was told that the machine had a blind-spot for which no device - such as a reversing camera or additional rear view mirrors - was fitted. By law, site operators are required to ensure drivers of such

vehicles have all-round visibility.

Grist was sitting in his truck as the load was being removed. He believed he had been given a "thumbs-up" sign from the operator unloading him, meaning he could leave. He climbed out of his vehicle to close the sides and back of his truck and was hit by the telehandler. Leese's had pleaded guilty to breaching the Provision and Use of Work Equipment Regulations.



## Fatal fall costs roofer £6,200

A roofer has been fined after a man fell to his death in Leicester in March 2010. Landlord Trevor Hall, 65, died after falling around 3.5 metres through a fragile rooflight at premises he owned. He had gone onto the roof to observe Kristian Varnam, a director of Roofwise (UK) Ltd, whom Hall had asked to quote for repairs.

The roof was made of fragile asbestos cement sheets and clear plastic rooflights, but Varnam took no reasonable steps to ensure his safety or that of others in going on to the roof. The investigation also found he had failed to inform the building's tenants.

Varnam, of Saunderson Road, Stocking Farm Estate, Leicester, pleaded guilty to breaching the Health and Safety at Work Act and was fined £3,500 with £2,742 costs. HSE inspector Sam Russell said: "This tragic incident was avoidable. As a professional roofing contractor, Varnam should have been aware of the dangers and used appropriate equipment available to him - such as crawler boards - to safely carry out his assessment. Instead he put his own life in danger and that of Hall. In addition, no efforts were made to inform staff in the workplace below that people were on the fragile roof, or to put in place appropriate precautions for their safety. It is crucial that employers and individuals make sure work is properly planned, appropriately supervised and that sufficient measures are put in place to protect staff and members of the public from the risks."



## £20,600 for lack of safety equipment

SPV Road Carpet Ltd of Walsall has been charged £20,659 in fines and costs after three roofers were spotted in May 2009 by a passing HSE inspector working on top of a Nottingham cash and carry store without any safety equipment.

SPV employee Lewis Male, was also prosecuted for failing to take reasonable care of himself and others and fined £480 plus costs of £650.

Male was replacing sky lights with two others on the roof when he was spotted. The inspector noticed the workers were using no safety equipment, edge protection or

harnesses to prevent falls. It was discovered this unsafe system of work had continued over a period of three weeks, risking injury to the roofers and to employees and customers inside the store.

HSE inspector Frances Bailey said: "Roofing work requires careful planning and assessment of the risks involved. In this case employees had been working for three weeks without the correct equipment to protect them from falls and without adequate supervision. Fortunately no one was injured on this occasion, but both employees and members of the public inside the store below were at risk."

## Who Trained him then?

Spotted in Concepcion, Chile - seven men, truck, scissor lift, backhoe loader and clearly no proper training on the correct use of an aerial lift.



# Scaffold hit by bus

Self-employed Mario Mazzarella fell more than four metres to the ground after a scaffold he was working on was hit by a bus in November 2009.

The scaffold - built for him by Panther Scaffolding at the Helal Restaurant on Mercer Row in Louth - had been built out over the road. Andrew Mark Judge, 44, trading as Panther Scaffolding of Old Main Road, Scamblesby, Louth was prosecuted by the Health and Safety Executive (HSE) for failing to ensure that the workers who erected the scaffolding the day before worked in a safe way and that the finished scaffolding was a safe structure for its user and vehicles moving

through the town.

HSE inspector Martin Giles said: "The scaffolding should have been erected in a safe manner, and the finished scaffold should not have jutted out over the road at a height where it could be a danger to passing traffic. The failure to provide adequate scaffolding was caused by inadequate planning before work started and a failure to check that the finished scaffold was safe before handing it over."

Mr Judge pleaded guilty to breaching the Work At Height Regulations 2005, and was fined £15,000 and ordered to pay £3,739 costs.

## HCEA scholarships



Erik Zirkle

The Historical Construction Equipment Association (HCEA), a not for profit organisation dedicated to preserving the history of the construction, dredging and surface mining equipment industries, has announced two recipients of its 2011 \$1,000 engineering scholarship. Erik F. Zirkle of Lebanon, Ohio, is enrolled at the University of Cincinnati, and Eric Salter of Jasonville, Indiana, is enrolled at the Rose-Hullman Institute of Technology in Terre Haute, Indiana.

The scholarships are awarded annually and funded by a grant of \$75,000 by the Ruth St. John and John D. West Foundation of Manitowoc, Wisconsin.

The HCEA was founded in 1986 and has over 4,300 members in twenty-five countries. In addition to its magazine and hosting an annual working exhibition of restored equipment, it operates the National Construction Equipment Museum and archives in Bowling Green, Ohio.



Eric Salter



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# Enter now for the IAPAs 2012 in Rome



Entries are now open for the International Awards for Powered Access (IAPAs) 2012. The award ceremony and dinner will be held on 29 March 2012 at the Sheraton Roma Hotel in Rome, Italy. They follow the IPAF Summit which starts at 13:30 on the same day.

The IAPA awards, entering their fourth year in 2012, celebrate best practice and excellence in the powered access industry. The categories, open to all companies and individuals in the powered access industry, are:

- The Access Rental Company of the Year
- IPAF Safety Champion of the year
- Contribution to Safe Working at Height
- Access Project of the Year
- New Product of the Year – Vehicle/trailer-mounted

- New Product of the Year – Self-propelled (booms, scissors, atrium lifts)
- New Product of the Year – Mast climbing work platforms/hoists
- New Product of the Year – Low-level access
- Award for Outstanding After Sales Service
- International Lifetime Achievement Award

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

- IPAF Instructor of the Year
- New IPAF Training Centre of the year

Slight alterations have been made to the award categories this year in order to better reflect the industry and make it simple to enter. The judges are looking for best practice, excellence, innovation and professionalism.

Entries must be for work done in 2011. The deadline for entries is 23rd December 2011. Entries must be submitted in English using the official entry form available at [www.ipaf-summit.info](http://www.ipaf-summit.info)

## Are you working on solid ground?

The IPAF Powered Access 2012 magazine is out this month. The federation's annual journal features a debate on the issues surrounding the use of spreader plates with aerial lifts and what managers and operators should be aware of. It can be viewed online or you can download the app for your iPad at the Publications section of [www.ipaf.org](http://www.ipaf.org). Free printed copies can be obtained by e-mailing [info@ipaf.org](mailto:info@ipaf.org)



## Safety alert: Good housekeeping

Two incidents of boom-type aerial lifts catching fire have recently been reported to IPAF.

These are the first such cases known said Wraith, who has been researching the matter. However, users of aerial lifts who are aware of any other incidents are asked to send information to [chris.wraith@ipaf.org](mailto:chris.wraith@ipaf.org)

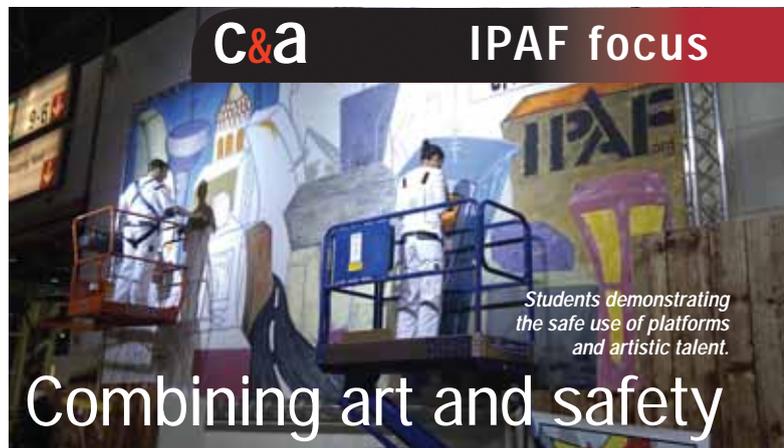
"These cases of boom lifts catching fire remain isolated," said IPAF technical officer Chris Wraith. "Fires and other potential hazards when using aerial lifts can be prevented through best practice and good housekeeping. Operators should maintain a clean area of work on and around the platform and base, keeping it clear of debris. They



should do the pre-start inspections and daily checks. This would help identify any debris, leaks, spills, damaged cables and wiring, or other fire hazards, and allow preventive action to be taken."

C&a

IPAF focus



Students demonstrating the safe use of platforms and artistic talent.

## Combining art and safety

Visitors to the recent A+A health and safety exhibition in Düsseldorf were drawn to IPAF's stand with its unique combination of creativity and safety.



The finished piece of art.

Over the four-day exhibition, students from the art school

Wandsbek painted an eight by four metre picture celebrating "the art of IPAF", working from a scissor lift and a boom on the stand. The students all had PAL cards and were trained to use platforms safely, in line with their motto, "No amateurs on my platform!"

## Review of IPAF Hire Terms & Conditions: Call for comments

The IPAF Hire Terms & Conditions are due for review and the federation is seeking comments and participation from members.

The most recent Terms & Conditions of Hire for the powered access industry were released in 2009 to improve service levels and harmonise with international best practice. These Terms & Conditions meet the recommendations and guidance notes set out by the European Rental Association in its Rental Checklist and Framework for

General Rental Conditions. IPAF contributed to the drafting of these documents as an ERA founder member. The Terms & Conditions are available free of charge to IPAF members for their exclusive use. They are available in versions for England and Wales, Ireland, Northern Ireland and Scotland. Those interested in taking part in the review should e-mail comments to Rupert Douglas-Jones, IPAF Research & Development, [rdj@ipaf.org](mailto:rdj@ipaf.org), by end November 2011.

## New member service: Discounted deliveries with TNT

Do you use a courier service to send parcels or documents within the UK or internationally? Do you struggle to get cost-effective pricing because the volume of items is low?

IPAF members in the UK can now tie in to the introductory 50 percent discount rate offered to IPAF by courier company TNT. This rate is guaranteed for six months, after which the rate will depend on the volume of deliveries made by IPAF and its members.

The more members that use the service, the better the chance that those signed up will continue to benefit from the 50 percent discount. Details are at the Services section of [www.ipaf.org](http://www.ipaf.org)



IPAF Ltd, Moss End Business Village Crooklands Cumbria LA7 7NU

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# CPD seminars run nationwide

As reported in the October issue of *Cranes & Access*, PASMA is running a series of CPD seminars following the publication of its Fall Protection Review, designed to ensure that all PASMA instructors are fully conversant with, and have an in-depth knowledge of, the developments in Advanced Guardrail (AGR) mobile access towers-particularly the latest generation of integral AGR towers.

The seminars, held at different PASMA training centres around the UK, are mandatory and, judging by the comments of instructors so far, extremely useful and informative.

Running from 09.30 to 16.30 each day for a maximum of 12 delegates, the series continues until early next year. More information, and a detailed schedule, from [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)



C&a

PASMA focus

## More toolbox talks

PASMA technical manager, Don Aers, has recently completed filming two more Toolbox Talks. The videos, which will be free to view online shortly are entitled:



- Mobile working platforms - low level access;
- Fall protection in mobile access towers.

The talks are part of the association's on-going commitment to providing useful, practical advice and information that can be used on site on a day-to-day basis.

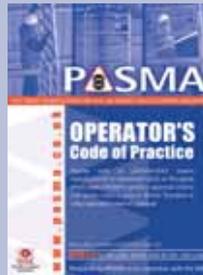
## Manufacturing members of PASMA

The following updated list, in alphabetical order, includes all of the manufacturing company members of the association:

|                             |  |                      |
|-----------------------------|--|----------------------|
| Aliscaff Ltd                | <a href="http://www.aliscaff.co.uk">www.aliscaff.co.uk</a>                     | Tel. 01279 406270    |
| Alto Tower Systems Ltd      | <a href="http://www.alto-towers.co.uk">www.alto-towers.co.uk</a>               | Tel. 0845 1776644    |
| Aluminium Castings Ltd      | <a href="http://www.alcast.co.uk">www.alcast.co.uk</a>                         | Tel. 01579 383513    |
| Euro Towers Ltd             | <a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>                 | Tel. 0160 4644774    |
| Instant Upright Ltd         | <a href="http://www.instantupright.com">www.instantupright.com</a>             | Tel. 00 353 16209300 |
| Layher Ltd                  | <a href="http://www.layher.co.uk">www.layher.co.uk</a>                         | Tel. 01462 475100    |
| Lyte Industries (Wales) Ltd | <a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>               | Tel. 01792 796666    |
| Pop up Products Ltd         | <a href="http://www.popupproducts.co.uk">www.popupproducts.co.uk</a>           | Tel. 01244 833933    |
| Towers & Sanders Ltd        | <a href="http://www.scaffoldtowersales.co.uk">www.scaffoldtowersales.co.uk</a> | Tel: 0845 257 5991   |
| Turner Access Ltd           | <a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>           | Tel: 0141 309 5555   |
| Youngman Group Ltd          | <a href="http://www.youngmangroup.com">www.youngmangroup.com</a>               | Tel: 01621 745900    |
| Zarges (UK) Ltd             | <a href="http://www.zargesuk.co.uk">www.zargesuk.co.uk</a>                     | Tel: 01908 641118    |

## Practice makes perfect

This latest version of the PASMA Operator's Code of Practice is in full colour and includes the most recent legislation and guidance. In addition to its function as a stand alone document for users, their supervisors and managers, plus health and safety professionals, it is also intended to supplement PASMA approved training courses by serving as a reminder of the good practices that delegates have learnt during training.



## Frequently Asked Questions (FAQs)

There are five questions that the association gets asked more than any others by far, they are:

- Q What is the safe working load of a tower?  
A You must check with the manufacturer or supplier of the tower.
- Q Do I need an instruction manual to assemble, dismantle or move a tower?  
A Yes, you must be in possession of the manufacturer's instruction manual before assembling the tower.
- Q What is the maximum height an alloy tower can be built to?  
A Again, you must consult the manufacturer's instruction manual.
- Q I have successfully completed the Towers for Users course. Can I therefore assemble low level access towers?  
A You must complete a separate course in order to be qualified to assemble low level access towers.
- Q How do I find my nearest PASMA training centre?  
A Simply visit the PASMA website [www.pasma.co.uk](http://www.pasma.co.uk)

## News in brief

**Training:** New courses due for imminent release include 'Towers on Stairs' and 'Towers for Managers'. Work also continues on the cantilever and bridging courses.

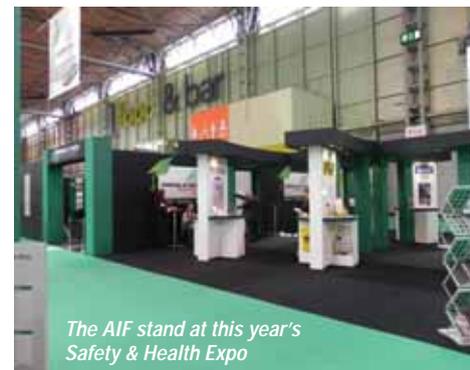
**2012 Tower Supplement:** The publication of a second tower supplement in collaboration with Vertical Press and Cranes & Access is planned for early next year. Members wishing to submit images or subject matter for consideration for inclusion should send them to [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)

### 2012 PASMA Tower Week:

Early bird information about next year's inaugural Tower Week will shortly be posted on the association's website.

### Access Industry Forum (AIF):

The Forum is already in discussions with United Business Media (UBM) about its presence at next year's IOSH Conference in Manchester and Safety & Health Expo in Birmingham.



The AIF stand at this year's Safety & Health Expo



# EXECUTIVE HIRE SHOW

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# Easy to programme LMI

C&a

innovations

Load Systems International has launched a new Load Moment Indicator (LMI) for telescopic cranes. It features a pair of pressure transducers that read the rod and bore side pressures of the lift cylinders to provide a load readout within a one percent error rate. Data from the transducers is transmitted wirelessly to the GS820 display in the cab along with data from other wireless sensors.

The system provides manufacturers with the ability to save the calibration data on their first machine to a USB drive and load the calibration to subsequent machines via the on-board USB port. On subsequent machines, the calibration will only require minor tweaking relative to the pressure variances of each individual machine, allowing for a simple and fast calibration. The GS820 display features a large sunlight



The LSI GS820 screen

readable screen, on-board data logger and the ability to upload load charts via the USB port or download the logged data via USB stick. The unit provides a simple readout of all crane geometries, working load limit, actual load, selected chart/counterweights, wind speed, alarms and system faults.



The LSI transducers and LMI

## Torque efficient winch motors

Parker Hannifin has launched a new range of hydraulic motors, developed to provide improved efficiency and performance for a range of applications including crane winch and hoist drives. The new V14 110 and 160 variable speed bent-axis motors feature Parker's unique nine piston configuration and produce extremely high levels of start-up torque, rapid acceleration and fast shaft speeds, while ensuring quick response to changes in operating load or conditions.

The new motors are designed for use with open and closed circuits, have a wide displacement range of 5:1, and are capable of operating at pressures of up to 480 bar with a displacement of between 22 and 160cc per revolution, depending on model. Maximum power output is 335kW, for the larger of the two motors, with 255Nm of output torque at 100bar.

The new motors are available with a choice of mounting, shaft end, control and valve options.



## Carbon fibre technology is coming of age

Following the introduction of the first carbon fibre commercial aircraft this year, German crane manufacturer Liebherr says that it is also planning to introduce more carbon fibre technology into its cranes and other products. The company first demonstrated the technology at Bauma 2007 and is now fitting standard carbon fibre pendant straps to its HS 895 HD duty cycle crawler crane, while offering them as an option on its LR 1300 crawler lift crane.

The material combines high strength with low weight - up to three times lighter - with a higher tensile strength than for a steel pendant with the same cross section. The company says that the carbon fibre pendant straps allow the crane to self-erect longer boom combinations, while providing greater heights and working radii. They also provide higher lift capacities, particularly at long radii. An additional advantage is that they are far easier to handle during crane assembly, weighing less than 30

percent of their steel counterparts. The material also has better long-term wear properties and is far more resistant to fatigue. As such it virtually eliminates the fatigue problems associated with flat steel pendants, particularly for high cycle cranes, or those that spend much of their working life in windy areas. As a result Liebherr claims that the economic pay back is relatively rapid, which should encourage more companies to choose them if they are an option.



**The Editor**

Dear Mark Darwin,

In respect of the three pictures on page 50 of the October 2011 – volume 13 issue 7 of Cranes & Access, I note that all chassis frames are well clear of the ground surface i.e. wheels.

We were always led to believe that the main chassis bulk of the crane should just remain in contact with the ground and the suspension locked. In the days of manual screw type outrigger jacks operated by hand, they were only just lowered until the outrigger beams came into contact with the boxes and not to raise the crane chassis so that you can drive a bus under it.

The use of these mats does not exclude the basic rule of soft or unstable ground material. Putting the total weight of the crane onto just four points would require load charts for each outrigger leg.

Also having the crane chassis so high, if a mat were to fail the crane has that extra distance to fall before ground contact. Ouch!

The only use I can see of being so high off the ground would be to have a higher tip/block height –if things are this tight do they also remove the anti-two block cut off switch?

To see these photos I wonder why there are accidents.

Yours

**Fred Pole,**

Darlington

Ex Grove Coles demonstrator.

*As far as we have always understood it modern cranes and platforms require the crane to be lifted completely clear of the ground in order to ensure that the entire weight of the crane acts as counterweight. If even a little weight is left resting on the ground through the wheels it shifts the crane stability point. We do agree though that jacking a crane or work platform up unnecessarily high adds to the risk, not only should one of the jacks give way, but also due to the fact that long legs equals less stability/rigidity. Jack clear but not to the max. We would be pleased to hear any other views on this subject.*

Ed

**Dale Farm eviction**

Dear Leigh,

In response to the comments on the dale farm footage I would like to make it clear that at no time was the machine overloaded. Not only does the Bronto have a highly accurate cage load sensor which would prevent this from happening there are also only five people in the cage. I am personally what I would call "larger than average" 6ft5 and 18stone = 114kg x 5 x 114 = 560KG The Bronto's cage capacity is 600kg so there would have been spare capacity for their helmets etc.

For the machine to have been overloaded then they would have all had to be approximately my size or bigger which looking at the average policeman nowadays would be almost impossible!!

Regarding the use of safety harnesses I understand that all the officers were wearing them and attached when the cage left the ground, the machine was also being used close up and my operator had a clear view and was also being directed by a policeman from the cage.

Regards **Gordon Leicester**

MD Facelift

*The following letter and response was triggered by a BBC video on Vertikal.net that showed a Bronto Skylift platform owned and operated by Facelift, being used by the Police to assist with the eviction of protestors at the illegal Dale Farm encampment.*

Dear Leigh,

Having watched the video on your website the use of a lorry mounted platform used to evict protestors from the Dale End Farm site, I would be interested to see whether you and your readers are concerned to have watched what I would describe as a total lack of adherence to the Working At Height Regulations.

The lorry mount appears to have at least a minimum of five police officers in the basket. Working on the basis of each person being 180kg, that works out to a total workload of at least 900kg (in reality I suspect that this is well over 1,000kg) the maximum capacity if this machines is either a Bronto 46DXT or a Bronto 56XDT which at its optimum outreach has a capacity of 600kg, to make matters worse you can clearly hear and see that they are intending to use the machine to pull demonstrators off the structure and therefore increase further the already overloaded work platform.

In addition to exceeding the platform capacity it is obvious that not all of those within the platform are wearing a harness or if they are whether they are attached.

The machine appears also to be operated from the ground, which brings into question whether given the proximity of the scaffold structure and the potential to cause a catastrophic accident by failing to see clearly (red material used over the front of cage) whether this is a safe system of work to employ.

I would be very interested to see a copy of the method and risk assessment for this operation.

I suspect that the opportunity to get some free publicity (questionable whether helping evict children from their homes is good business) overtook common sense here.

The company website devotes a significant part to its health and training credentials so it is surprising that they should feel that this flagrant disregard for people's safety should be broadcast for all to see.

A concerned powered access employee.

**Letter sent in to our offices by post with no indication of sender.**

*We were concerned to see what appeared to be several examples of poor Practice in the eviction, the platform appeared to be overloaded with five fully equipped riot police in the platform (See letter from Gordon Leicester on this subject). Much worse still is the way the suspended crane platform was being used in this effort. We were however encouraged that most of the police, if not all had harnesses on and generally appeared to be using them. For the evictions perhaps a large scissor lift with long roll-out deck would have been handier? More like a siege engine of old. One thing that is highlighted is that the police ought to look at how they might use such equipment in the future. It is interesting to note that at one time every police force in the UK and Ireland received a copy of Cranes & Access magazine – given that they frequently need to source cranes and platforms for emergencies, not to mention work on their own premises etc... Yet in recent years as staff have changed, several of them have said that they no longer require such information – perhaps they should re think?*

Ed

**Hi Leigh**

Just to let you know Allan Access Platform Services Ltd one in a long line of Allan Access companies has had a company winding up order placed on it at the High Court of Justice in Birmingham on the 10 October 2011 some 16 months after making its final worker's redundant in May 2010 without any pay.

One of its former directors and one director from its former incarnations having removed themselves as far from the company as possible declared themselves personally bankrupt in the Northampton court in Feb 2011 (check individual insolvency register).

This just left a Mr Herbert Jones as the director (company house records) who took over two weeks before they laid the last workers off.

As you have pointed out in Cranes & Access the laws of insolvency in this country do need tightening up with a bit of forward planning it's far too easy for people to walk away. Anyone who knows about Allan Access Platform services will know who was responsible for the day to day running of the company maybe not in the eyes of the law but we all know who was running it at the end.

Having taken the company to an Employment Tribunal in April 2011 and won our case we then had to wind the company up to receive all the money owned to us at some cost to ourselves. This is the way the law works, it has taken from mid-June 2010 to October 2011 to get a result.

We are now in the process of applying to the government to get our money.

Regards

**Former worker**

PS

Leigh You may wish to print this you or may not it's up to you

**Dear Mark,  
Crawler Cranes and the Golden Age of Cranes**

I was most interested to read both articles in your October edition. As export Director of Priestman from 1970 to 1984 (the year that Acrow Group, owners of both Coles and Priestman, went into Receivership), I knew Ken Gibson (MD of Neagron Plant) well. He was a frequent visitor to the Hull Works and a loyal Priestman customer. The sad fact is that Priestman failed to do what their overseas agents and distributors unanimously advised them to do at the first Dealer Convention which I held in Hull in 1973, which was to build larger crawler cranes.

This strong recommendation from the market-place was superseded by the decision of the Chairman of Acrow, Bill de Vigier, to force Priestman into investing their innovative design capacity and financial resources into building Offshore Cranes to take advantage of the North Sea Oil Bonanza. The Sealion, the result of this development, was a superb crane technically, but a financial disaster for the company. Every crane was special, the oil companies were very demanding customers, insisting on all kinds of modifications within a contract price, and Priestman lost money on every crane produced.

They did eventually use this expertise to produce an 80 tonne all hydraulic crawler crane, the Lion 80, but this was not until the early 1980s, and it never developed into a production machine.

Yours Sincerely

**Dick Lloyd**

(Author of 40 years a salesman)  
Kingsbridge Devon

**Nothing new under the sun**

Regarding a new Modular Wind Turbine Maintenance Platform – Page 6 Cranes & Access August September 2011 – I note with great interest this 'new system'.

It is possibly new to wind turbines and to the Spider division of Safeworks, but we have been using Rig Platforms on chimneys since the early 1970 period.

The Rig consisted of a wire rope around the top of the chimney, with Tifor ropes hung down from the same. Frames, Tifors and lightweight walkways formed the working deck. Yes the system was much simpler (See photos) than the one on your pages.

As always the most difficult part of the job was getting to the top of a structure which has no access – unlike the wind turbine towers. As in the case shown in the photos from 1976 of the Drakelow 'B' power station at Burton Upon Trent, ladders had to be erected up the brick structure to a height of 450ft (136 metres), before the deck could be installed. From this deck 96 heavy steel bands were winched up and fixed into place on the chimney.

As steeplejacks we have been erecting more modern electrical powered machines like this in various configurations. So the device show is not a new system but simply a different application.

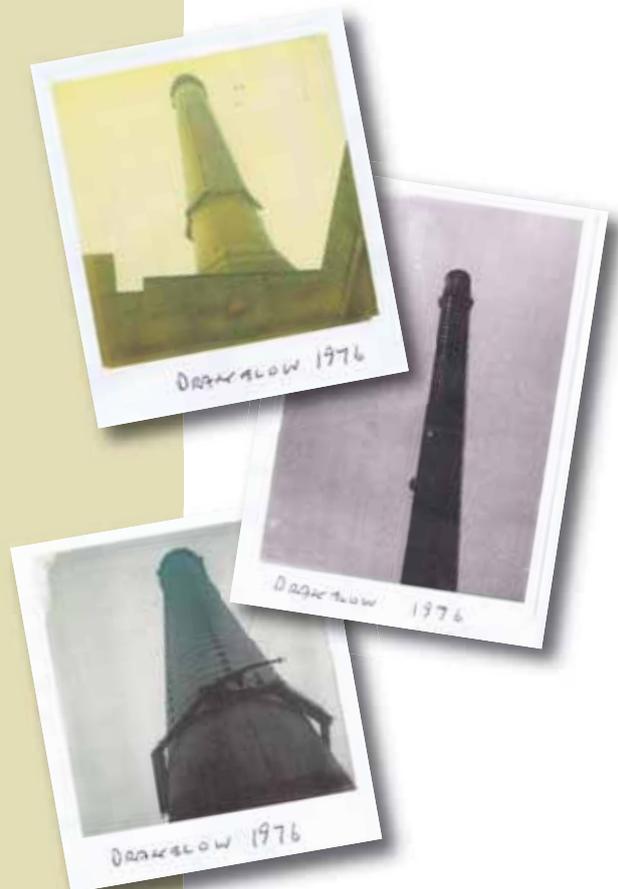
Clients looking to overcome access problems should contact steeplejack companies who are part of the trade group A.T.L.A.S who have fully trained operatives to carry our all aspects of any high level works required.

Regards

JD Avey

Senior contracts manager

H&A Height Services



Dear Sir,

I am the Senior H&S Specialist for Vestas Northern Europe(NEU) and chair the Vestas NEU Subcontractor Workshop. The workshop is attended by leading Sub contractors involved in the construction, erection, maintenance of Wind turbines and farms (not only for Vestas) in the industry. One question that is repeatedly being raised during the workshop by our crane operators/providers is that the cranes used for construction are still not being supplied by the manufacturers with appropriate safe climbing and working at height provisions! Lack of fall arrest/restraint, anchor points etc. . . , solutions for which are readily available. What is Crane & Access/Vertikal's view on this, are manufacturers placing enough emphasis on the serious working at height safety issue?

**Paul Robbins**

Vestas Wind Technology

*Publisher Leigh Sparrow responded to Mr Robbins with his rather long winded views on the subject the following letter opposite is his response:*

## Spiders on my mind

Dear Sir,

My ex-demo Multitel 225 SMX has finally arrived, hand delivered by Melvyn Else. I felt like a kid at Christmas and also rather nervous as it had just sunk in that I had spent over £80,000 in two days, machine, land rover and trailer, up graded training for four of us and the list goes on.

I justified it to myself by these facts, 80k wouldn't pay my mortgage off, a new Overfinch Range Rover will plummet like Nick Clegg's popularity and I wasn't getting much for it in the NatWest savings account.

So the process started. Now I'm not the quickest decision maker, you can ask Melvyn Else at Multitel about that, as it took over a year for me to part with the money and I had an informative 40 minute chat with Paul Hyde from Higher Access, but I must say it's been a fantastic move.

Based in the North East, we are a small specialist cleaning / maintenance company specialising in drain jetting & CCTV surveys, industrial cleaning and now anything to do with high level maintenance, gutter cleaning & repairs, inspections, window cleaning etc. . .

The dilemma was that I needed a machine that would cover the jobs our previous CTE Z20 carried out, towable with a vehicle that could be utilised within other areas of our business and we needed company that would look after us. The spider was the ideal piece of machinery, could be used internally due to its dual power, narrow accessibility, light weight and the fact that it can be used on various terrains.

Although we have only had the machine one month we've managed to get over ten thousand pounds worth of work and half of it is work we would otherwise have had to pass over if we didn't have a spider lift. Now that's good business in today's financial climate.

I've attached a couple of pictures of our new machine in action.

Many thanks

**Paul Rider**

Rider Industrial Services

## Yugoslavia 25th October 2011

Gentlemen,

Looking through the October edition of C&A, I noticed that your house ad on page 79 - "Did you know" - mentions that you distribute the magazine to Yugoslavia. Given that the country finally disappeared with the break-apart of Serbia and Montenegro in 2006, that does seem like a bit of Balkan-style double-counting .

Yours pedantically,

**Simon Walker**  
Principal, I.E.T.S Ltd  
Charlbury England

*We checked this out and in fact the reason it is there is that we have several readers still claiming this as their address – or rather they have not updated it yet. Most of the Yugoslav addresses are in fact in Serbia, while one is in Montenegro. Other readers from the region use just Serbia or Montenegro. The data used to compile that advert was simply taken from the mailing data used for the October 2010 issue.*

Ed

Dear Paul,

There is no single answer to this, as it varies enormously depending not just on the manufacturer, but also on the size of crane. Most companies are doing an excellent job in equipping their larger new cranes with all of the equipment required, such as guardrails and anchor points while attempting to eliminate some jobs that require working at height.

The problem comes on smaller cranes where weight and dimensions are more critical, prices are also lower and fewer companies are buying new models. The situation is made worse by the fact that the UK market for smaller cranes is very sluggish and the rest of Europe is not enforcing the work at height rules anywhere near as aggressively.

Add to this the fact that meeting the new emission and noise regulations has soaked up enormous amounts of engineering hours at a time when manufacturers were cutting back and you can see the dilemma. It is a fact that most crane manufacturers are reacting more to pressure when selling a crane than joyfully embracing the challenges that the work at height rules present.

Lest crane hirers over-egg this issue you need to know that:

1. Manufacturers have and will supply big cranes with full protection – although they are less keen to provide modifications for older cranes given their engineering limitations and a preference for buyers to sell their older models to markets that do not require or even want such equipment.
2. Smaller cranes are increasingly available with full remote controls such as Liebherr's Bluetooth system which allows many jobs to be done from the ground and standing in a safe place, the big challenges involve such things as the installation of counterweights on some cranes, where operators need to be up on deck and it is hard to install a fixed guardrail system. Fold up protection is available but not a realistic solution. Hook block reeving can usually be done now from the ground, although all companies do provide a ladder to reach the boom nose with a stowage place on board. Access to the hoists can generally be avoided on site with a little pre-planning, so that leaves access to the cab which is not really a significant risk.
3. There is another example of working at height which is the most risky and most challenging, and one that is prevalent on wind farm applications – that of rigging extra jibs or boom support systems. On larger jib or boom sections some companies have now installed walkways and anchor points or other forms of protection, I am not sure though that an anchor point alone really improves things much, as a fall is less about hitting the ground and more about hitting the structure, so a fall with or without a harness can be serious. Manufacturers have also supported a new product from Standfast – its TRAM system does provide a moving harness point for walking along the top of booms and jibs, which when combined with a walkway really works and some UK crane hire companies have already adopted it.

So Paul... I realise that the above is a long winded way of not giving a very straight answer to your question "Are manufacturers placing enough emphasis on the serious working at height safety issue?"

If I had to answer in a word or two it would most likely be – 'probably not' The attitude with some manufacturers is more one of being seen to be providing a solution for a problem that they do not see as the most important and which most safety authorities around the world are not pushing.

If the wind industry as a whole were to stand up and say " This has to be treated more seriously on small as well as larger cranes" the industry would perhaps devote more engineering time to move the technology that it has introduced on larger newer cranes to all of its models.

Crane hirers also need to look at their older cranes and either install their own solutions or replace the cranes. However as a final word I would say that with the wind industry pushing hire rates down by as much as 25 percent over the past two to three years something has to change if this is to happen.

Paul this is a very good point and I would very much like to run your letter in Cranes & Access so that we might get some more input from other crane users. Please let me know if you can agree to this.. if not it will of course remain confidential.

Many thanks and

Best Regards,

**Leigh Sparrow**

# 100 years and going strong

In the last issue of Cranes & Access we reported on the 100th anniversary celebrations of Italian truck mounted and spider lift platform manufacturer Multitel Pagliero.

Few companies in our industry can truly trace their roots back much more than 70 years and fewer still are still owned and run by the same family. Given this and the excellent material that the company has uncovered we thought it would be worthwhile publishing a more detailed story.

The Pagliero family business began in 1911 when Lorenzo Pagliero and his bride Giuseppina along with a brother moved from their birthplace in Marene to Saluzzo 14 miles (22km) away and opened a workshop building farm carts and trailers in wood and iron.

In 1914 the First World War interrupted business with the young Pagliero obliged to move to Milan

to work for Alfa Romeo on the production of war material. After the war, business continued much as before, making products for the local agricultural market.

In the early 1930s the couple had their first son Giorgio who joined the company when he was 11 and worked there for the rest of his life. A couple of years later he was joined by another son Piero.

As the Second World War approached the company began to develop its expertise in body work, mainly for industrial vehicles. A pick-up type body for the Fiat Balilla was one of its particularly successful products.

After the war and into the 1950s the company developed its bodywork

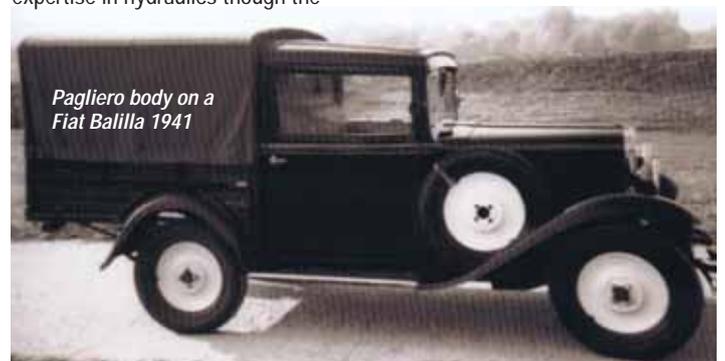
The founders, Lorenzo and Giuseppina Pagliero – 1911



skills and produced some classic bodies for Fiat cars.

As the 1950s progressed the company began to develop its expertise in hydraulics though the

introduction of tipper trailers and bodies for trucks, followed in 1959 by a loader crane with a work platform version.



Pagliero body on a Fiat Balilla 1941



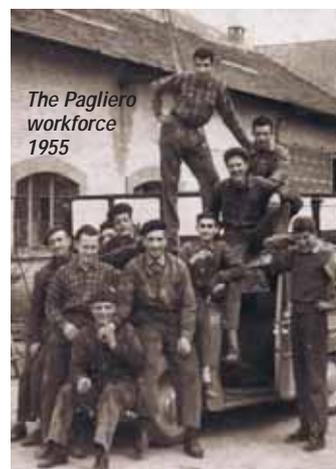
The Pagliero's began with simple farm carts



A 1956 Fiat with Pagliero bodywork – with the current directors Renzo and Sandro in the passenger seat



Trailers were the company staple well into the late 1930s



The Pagliero workforce 1955

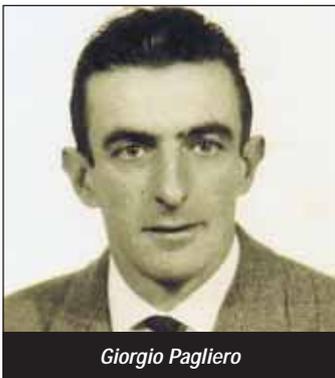
Cranes became a popular product line for Pagliero, including loader cranes and small mobiles.



The first platform was introduced in 1959



The 1950s also saw the second generation take over the day to day running of the company with Giorgio and Piero running the business together for many years. The partnership combined Giorgio's business sense with Piero's technical creativity, a winning combination.



Giorgio Pagliero

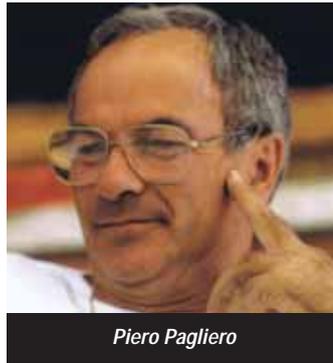
In the 1960s the company had reached the limits of its Saluzzo base and moved two and a half miles (4km) south to its current location in Manta, in its first purpose-built industrial facility capable of building products in series. At the same time the company changed its name, dropping the Carrozzeria (Bodyworks) part of the name in favour of Officine Oleodinamiche Pagliero reflecting its mobile hydraulics specialities.

The current directors, Renzo and Sandro, sons of Giorgio, joined the firm in the early 1970's and with the company increasingly specialising in cranes and truck mounted work platforms the name was changed again in 1979 to Op Pagliero Spa Gru e piattaforme. In 1980 the Multitel name was born as the product name for Pagliero's truck mounted aerial lift range, while the cranes carried the AP designation. In 1985 Pagliero introduced its first aluminium boom on a 3.5 tonne straight telescopic machine.

In 1989 Giorgio passed away leaving his two sons and brother Piero to manage the business. It was around this time that the company gradually shifted away from cranes towards its Multitel aerial work platform products. The second half of the 1980s also saw export sales really begin to take-off, particularly in Germany and in France where the first overseas subsidiary was established in Lyons in 1989. The company continued to expand its Manta production base as demand steadily increased and it became a market leader in the truck mounted lift market.

In 2004 Renzo and Sandro took over as joint managing directors,

Construction of the new facility in Manta



Piero Pagliero



Pagliari was always innovative, its big booms use gearboxes to rotate its jibs as well as allow some unique configurations

following the death of Piero Pagliero aged 70, after 53 years with the company. Throughout his career he had been the technical force behind the company, having said that some of the company's most innovative and influential products have been introduced by the company in the years since.

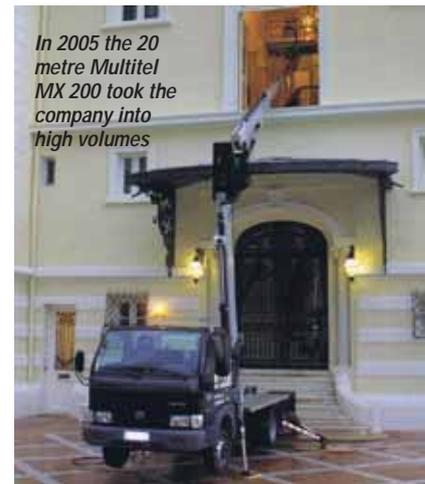
The twin boomed, low profile MX range launched in September 2005 with the MX200 took-off like no other new Pagliero product before it and introduced the Multitel range into rental fleets that had until then had not considered Pagliero products. It has also spawned a huge development in low overall height 3.5 tonne truck mounted lifts.

Today a fourth generation of Paglieros are working in the



Pagliari introduced its first aluminium telescopic boom in 1985

company and being groomed to take over sometime in the distant future.



In 2005 the 20 metre Multitel MX 200 took the company into high volumes



Sandro Pagliero far left and Renzo far right with some of the fourth generation Paglieros and the anniversary demo team.

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|------------------------|----------|-------|----------------|
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| Make / Type    | y. o. m. | Drive | Boom / Fly Jib   |
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| Kimberly Access           | <a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>               |
| Loxam Access              | <a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>                   |
| Manlift Hire              | <a href="http://www.manlift.ie">www.manlift.ie</a>                                   |
| Max Access                | <a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>                         |
| Nacanco - Italy           | <a href="http://www.nacanco.it">www.nacanco.it</a>                                   |
| Nationwide                | <a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>     |
| Platforms                 |  |
| Panther                   | <a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>           |
| Peter Douglass Platforms  | <a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>                 |
| Peter Hird                | <a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>                       |
| Rapid Platforms           | <a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>               |
| Riwal                     | <a href="http://www.riwal.com">www.riwal.com</a>                                     |
| Spiderlift                | <a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>                       |
| Trac-Access               | <a href="http://www.trac-access.com">www.trac-access.com</a>                         |
| Universal Platforms       | <a href="http://www.universalplatforms.com">www.universalplatforms.com</a>           |
| Wilson Access             | <a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>                   |

## Notified Body

|                              |  |
|------------------------------|--|
| Powered Access Certification | <a href="http://www.pac.uk.com">www.pac.uk.com</a> |
|------------------------------|--|

## Technical Consultancy

|                              |  |
|------------------------------|--|
| Lifting Equipment Technology | <a href="http://www.lettec.org">www.lettec.org</a> |
|------------------------------|--|

## New & Used Platforms

|                       |  |
|-----------------------|--|
| Access                | <a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a> |
| Platforms Direct      |  |
| Access Platform Sales | <a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>             |
| Advanced              | <a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>                     |
| Access Platforms      |  |
| AFI Resale            | <a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>                       |
| A.J. Access Platforms | <a href="http://www.accessplatforms.com">www.accessplatforms.com</a>                 |
| Baker Access          | <a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>                         |
| Baulift               | <a href="http://www.baulift.de">www.baulift.de</a>                                   |
| Brodrene Jorgensen AS | <a href="http://www.brjorgen.no">www.brjorgen.no</a>                                 |
| Caunton -Access       | <a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>                     |
| Easi-uplifts          | <a href="http://www.easiuplifts.com">www.easiuplifts.com</a>                         |
| Facelift              | <a href="http://www.facelift.co.uk">www.facelift.co.uk</a>                           |
| Flesch                | <a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>       |
| Gantic Norway         | <a href="http://www.gantic.no">www.gantic.no</a>                                     |
| Genie                 | <a href="http://www.genieindustries.com">www.genieindustries.com</a>                 |
| Industrial Access     | <a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>                 |
| Instant Holland       | <a href="http://www.instant-holland.nl">www.instant-holland.nl</a>                   |
| JLG                   | <a href="http://www.jlgeurope.com">www.jlgeurope.com</a>                             |
| Kemp Hoogwerkers      | <a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>                   |
| Kermco                | <a href="http://www.kermco.co.uk">www.kermco.co.uk</a>                               |
| Kunze GmbH            | <a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>                               |
| Lavendon Sales        | <a href="http://www.lavendonales.com">www.lavendonales.com</a>                       |
| Leader                | <a href="http://www.leader-piatt.it">www.leader-piatt.it</a>                         |
| Liftright Access      | <a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>                 |

|                                 |  |
|---------------------------------|--|
| Lisman                          | <a href="http://www.lisman.nl">www.lisman.nl</a>                             |
| Manlift Sales                   | <a href="http://www.manlift.ie">www.manlift.ie</a>                           |
| Mr Machinery                    | <a href="http://www.mrmachinery.co.uk">www.mrmachinery.co.uk</a>             |
| Mech-Serv (GB)                  | <a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>                 |
| Nacanco                         | <a href="http://www.nacanco.it">www.nacanco.it</a>                           |
| Peter-Hird                      | <a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>               |
| Tracked Access                  | <a href="http://www.trackedaccess.com">www.trackedaccess.com</a>             |
| Platform Sales                  | <a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>         |
| Platform Sales Europe           | <a href="http://www.platformsaleseurope.com">www.platformsaleseurope.com</a> |
| Promax Access                   | <a href="http://www.promaxaccess.com">www.promaxaccess.com</a>               |
| Rapid Platforms                 | <a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>       |
| Ritchie Bros auctions           | <a href="http://www.rbaction.com">www.rbaction.com</a>                       |
| Riwal                           | <a href="http://www.riwal.com/used">www.riwal.com/used</a>                   |
| Thanner                         | <a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>             |
| Turner Access                   | <a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>         |
| TVH - Group Thermote & Vanhalst | <a href="http://www.tvh.be">www.tvh.be</a>                                   |
| Universal Platforms             | <a href="http://www.universalplatforms.com">www.universalplatforms.com</a>   |
| Wilson Access                   | <a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>           |
| Worthiplant                     | <a href="http://www.worthiplant.com">www.worthiplant.com</a>                 |

## Special/Bespoke Access & Lifting Solutions

|                      |  |
|----------------------|--|
| CRANETECH            | <a href="http://www.cranetechgroup.com">www.cranetechgroup.com</a>       |
| GT Lifting Solutions | <a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>       |
| Kermco               | <a href="http://www.kermco.co.uk">www.kermco.co.uk</a>                   |
| Liftright Access     | <a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>     |
| Platform Sales       | <a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>     |
| Planet Platforms     | <a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a> |
| Ranger Equipment     | <a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>           |
| H&A Height Services  | <a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a> |

## Special & Niche Access

|                          |  |
|--------------------------|--|
| Acrolift                 | <a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>                             |
| Tracked Spider Solutions | <a href="http://www.trackedspidersolutions.co.uk">www.trackedspidersolutions.co.uk</a> |
| Easi UpLifts             | <a href="http://www.easiuplifts.com">www.easiuplifts.com</a>                           |
| Easy Reach Scotland      | <a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>           |
| Facelift                 | <a href="http://www.facelift.co.uk">www.facelift.co.uk</a>                             |
| High Access Hire         | <a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>                 |
| Higher Access            | <a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>                     |
| Max Access               | <a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>                           |
| Panther                  | <a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>             |
| Spiderlift               | <a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>                         |
| Tracked Access           | <a href="http://www.trackedaccess.com">www.trackedaccess.com</a>                       |
| Rapid Platforms          | <a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>                 |
| Universal Platforms      | <a href="http://www.universalplatforms.com">www.universalplatforms.com</a>             |
| Wilson Access            | <a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>                     |

## Telescopic Handlers

|                   |  |
|-------------------|--|
| Dieci             | <a href="http://www.dieci.com">www.dieci.com</a>                     |
| Genie             | <a href="http://www.genieindustries.com">www.genieindustries.com</a> |
| Haulotte          | <a href="http://www.haulotte.com">www.haulotte.com</a>               |
| Industrial Access | <a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a> |
| JLG               | <a href="http://www.jlgeurope.com">www.jlgeurope.com</a>             |
| Manitou           | <a href="http://www.manitou.com">www.manitou.com</a>                 |
| Merlo             | <a href="http://www.merlo.co.uk">www.merlo.co.uk</a>                 |

## New & Used Telehandlers

|                              |  |
|------------------------------|--|
| Dieci Telehandlers           | <a href="http://www.dieci.com">www.dieci.com</a>                     |
| Industrial Access            | <a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a> |
| Lisman                       | <a href="http://www.lisman.nl">www.lisman.nl</a>                     |
| Mr Machinery                 | <a href="http://www.mrmachinery.ie">www.mrmachinery.ie</a>           |
| Riwal                        | <a href="http://www.riwal.com/used">www.riwal.com/used</a>           |
| VHS Vissers Heftruck Service | <a href="http://www.vhsblad.nl">www.vhsblad.nl</a>                   |

## Telehandler Rental

|                      |  |
|----------------------|--|
| GT Lifting Solutions | <a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a> |
|----------------------|--|

## Site Safety Audits

|                      |  |
|----------------------|--|
| Alfa Access Services | <a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a> |
|----------------------|--|

## Industry Associations

|       |  |
|-------|--|
| ALLMI | <a href="http://www.allmi.com">www.allmi.com</a>     |
| CPA   | <a href="http://www.cpa.uk.net">www.cpa.uk.net</a>   |
| EWPA  | <a href="http://www.ewpa.com.au">www.ewpa.com.au</a> |
| IPAF  | <a href="http://www.ipaf.org">www.ipaf.org</a>       |
| OSHA  | <a href="http://www.osha.gov">www.osha.gov</a>       |
| PASMA | <a href="http://www.pasma.co.uk">www.pasma.co.uk</a> |

## Crane Manufacturers

|                       |  |
|-----------------------|--|
| Böcker Maschinenwerke | <a href="http://www.boecker-group.com">www.boecker-group.com</a>         |
| Galizia               | <a href="http://www.galiziagru.com">www.galiziagru.com</a>               |
| Grove                 | <a href="http://www.groveworldwide.com">www.groveworldwide.com</a>       |
| Jekko                 | <a href="http://www.jekko.it">www.jekko.it</a>                           |
| Kobelco               | <a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>       |
| Liebherr              | <a href="http://www.liebherr.com">www.liebherr.com</a>                   |
| Linden Comansa        | <a href="http://www.comansa.com">www.comansa.com</a>                     |
| Maeda                 | <a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a> |
| Manitowoc             | <a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>     |
| Mantis Cranes         | <a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>             |
| Ormig                 | <a href="http://www.ormig.co.uk">www.ormig.co.uk</a>                     |
| Potain                | <a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>     |
| Sany                  | <a href="http://www.sany.com.cn">www.sany.com.cn</a>                     |
| Sennebogen            | <a href="http://www.sennebogen.com">www.sennebogen.com</a>               |
| Spierings             | <a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>       |
| Tadano Faun           | <a href="http://www.tadanofaun.de">www.tadanofaun.de</a>                 |
| Terex-Demag           | <a href="http://www.terex-cranes.com">www.terex-cranes.com</a>           |
| Unic Cranes           | <a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>         |
| Valla                 | <a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>       |
| Wolffkran             | <a href="http://www.wolffkran.de">www.wolffkran.de</a>                   |
| Zoomlion              | <a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>   |

## Lorry/Truck Loader Cranes

|                 |  |
|-----------------|--|
| Atlas Cranes UK | <a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a> |
| Effer           | <a href="http://www.effer.it">www.effer.it</a>           |
| Fassi UK        | <a href="http://www.fassiuk.com">www.fassiuk.com</a>     |
| Hiab            | <a href="http://www.hiab.com">www.hiab.com</a>           |
| Palfinger       | <a href="http://www.palfinger.com">www.palfinger.com</a> |

## New & Used Cranes

|                   |  |
|-------------------|--|
| AGD Equipment     | <a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>     |
| Cranes UK         | <a href="http://www.cranesuk.net">www.cranesuk.net</a>                   |
| Crowland Cranes   | <a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>   |
| E.H Hassells      | <a href="http://www.hassells.com">www.hassells.com</a>                   |
| Electrogen Int    | <a href="http://www.electrogen.ie">www.electrogen.ie</a>                 |
| Immo Cranes       | <a href="http://www.immo-cranes.com">www.immo-cranes.com</a>             |
| Jones-Iron Fairy  | <a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>   |
| Kobelco           | <a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>       |
| Leader            | <a href="http://www.leader-piatt.it">www.leader-piatt.it</a>             |
| Maeda             | <a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a> |
| Mantis Cranes     | <a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>             |
| M. Stemick        | <a href="http://www.stemick-krane.de">www.stemick-krane.de</a>           |
| P.V. Adrighem BV  | <a href="http://www.adrighem.com">www.adrighem.com</a>                   |
| Rivertek Services | <a href="http://www.rivertekservices.com">www.rivertekservices.com</a>   |
| Terex Demag       | <a href="http://www.terex-cranes.com">www.terex-cranes.com</a>           |
| Used Cranes CCK   | <a href="http://www.used-cranes.de">www.used-cranes.de</a>               |
| Peter Hird & Sons | <a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>           |
| UCM               | <a href="http://www.ucmholland.nl">www.ucmholland.nl</a>                 |

## Crane Hire

|                           |  |
|---------------------------|--|
| Ainscough                 | <a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>                     |
| Berry Cranes              | <a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>                 |
| BJW Crane Hire            | <a href="http://www.bjwcranehire.co.uk">www.bjwcranehire.co.uk</a>               |
| Bob Francis Crane Hire    | <a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a> |
| City Lifting              | <a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>                 |
| Crane-Hire (East Anglia)  | <a href="http://www.cranehireeastanglia.co.uk">www.cranehireeastanglia.co.uk</a> |
| Emerson Cranes            | <a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>             |
| Hewden Stuart Ltd         | <a href="http://www.hewden.co.uk">www.hewden.co.uk</a>                           |
| John Sutch Cranes         | <a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>         |
| King Lifting              | <a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>                 |
| K-Lift                    | <a href="http://www.k-lift.co.uk">www.k-lift.co.uk</a>                           |
| Ladybird tower crane hire | <a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>     |
| Mantis Cranes             | <a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>                     |
| McNally crane hire        | <a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>         |
| Port Services             | <a href="http://www.portservices.co.uk">www.portservices.co.uk</a>               |
| Heavy Crane division      |  |

## Mini Crane Hire

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

## Self Erecting Tower Cranes

|                           |  |
|---------------------------|--|
| Airtek safety             | <a href="http://www.airteksafety.com">www.airteksafety.com</a>                   |
| City Lifting              | <a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>                 |
| Crane-Hire (East Anglia)  | <a href="http://www.cranehireeastanglia.co.uk">www.cranehireeastanglia.co.uk</a> |
| Electrogen Int            | <a href="http://www.electrogen.ie">www.electrogen.ie</a>                         |
| John Sutch Cranes         | <a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>         |
| King Lifting              | <a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>                 |
| K-Lift                    | <a href="http://www.k-lift.co.uk">www.k-lift.co.uk</a>                           |
| Ladybird tower crane hire | <a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>     |
| London Tower Cranes       | <a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>     |
| Mantis Cranes             | <a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>                     |

## Tower Cranes

|                |  |
|----------------|--|
| Electrogen Int | <a href="http://www.electrogen.ie">www.electrogen.ie</a> |
|----------------|--|

## Heavy Lift Management

|      |  |
|------|--|
| DWLS | <a href="http://www.dwls.co.uk">www.dwls.co.uk</a> |
|------|--|

## Heavy Lift Planning & Risk Analysis

|                |  |
|----------------|--|
| DWLS           | <a href="http://www.dwls.com">www.dwls.com</a>                   |
| HLI Consulting | <a href="http://www.hliconsulting.com">www.hliconsulting.com</a> |

## Ancillary Equipment

|                      |  |
|----------------------|--|
| TMC lifting supplies | <a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a> |
|----------------------|--|

## Auction Houses

|                  |  |
|------------------|--|
| Mr Machinery     | <a href="http://www.mrmachinery.com">www.mrmachinery.com</a> |
| Ritchie Brothers | <a href="http://www.rbaction.com">www.rbaction.com</a>       |

## Battery Manufacturers

|                  |  |
|------------------|--|
| Shield Batteries | <a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a> |
| ManBat           | <a href="http://www.manbat.co.uk">www.manbat.co.uk</a>                   |
| Trojan Battery   | <a href="http://www.trojanbattery.com">www.trojanbattery.com</a>         |

## Control Systems

|                 |  |
|-----------------|--|
| MOBA Automation | <a href="http://www.moba.de">www.moba.de</a>                 |
| Intercontrol    | <a href="http://www.intercontrol.de">www.intercontrol.de</a> |

## Generator Sales & Rental

|                |  |
|----------------|--|
| Electrogen Int | <a href="http://www.electrogen.ie">www.electrogen.ie</a> |
|----------------|--|

## Insurance

|                      |  |
|----------------------|--|
| Specialist Insurance | <a href="http://www.cover1.com">www.cover1.com</a> |
|----------------------|--|

## Online Technical Help

|             |  |
|-------------|--|
| Crane Tools | <a href="http://www.cranetools.com">www.cranetools.com</a> |
|-------------|--|

## Outrigger Pads, Mats & Roadways

|                      |  |
|----------------------|--|
| BFL Alimats          | <a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a> |
| Eco power pads       | <a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>     |
| GTP Europe           | <a href="http://www.gtp-europe.com">www.gtp-europe.com</a>               |
| Marwood              | <a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>       |
| Nylacast             | <a href="http://www.nylacast.com">www.nylacast.com</a>                   |
| Timbermat            | <a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>             |
| TMC lifting supplies | <a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>             |
| Welex                | <a href="http://www.welex.nl">www.welex.nl</a>                           |

## Parts & Service Suppliers

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| Aerial & Handling Services      | <a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a> |
| Alfa Access Services            | <a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>           |
| Caunton - Access                | <a href="http://www.caunton-access.com">www.caunton-access.com</a>                       |
| Crowland Cranes                 | <a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>                   |
| Davis Access Platforms          | <a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>           |
| Electrogen Int                  | <a href="http://www.electrogen.ie">www.electrogen.ie</a>                                 |
| Industrial Access Romania       | <a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>                     |
| IPS                             | <a href="http://www.ips-ltd.biz">www.ips-ltd.biz</a>                                     |
| JLG                             | <a href="http://www.jlgeurope.com">www.jlgeurope.com</a>                                 |
| TVH - Group Thermote & Vanhalst | <a href="http://www.tvh.be">www.tvh.be</a>   |
| Unified Parts                   | <a href="http://www.unifiedparts.com">www.unifiedparts.com</a>                           |

## Recruitment

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| Vertikal.Net | <a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a> |
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## Rental Management Software

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|-------------------------|--|
| Higher Concept Software | <a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a> |
| Inspire                 | <a href="http://www.inspire.com">www.inspire.com</a>                 |
| MCS Rental Software     | <a href="http://www.mcs.co.uk">www.mcs.co.uk</a>                     |

## Replacement Filters

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|---------------|--|
| Plant Filters | <a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a> |
|---------------|--|

## Safety Equipment

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| AGS              | <a href="http://www.ags-btp.fr">www.ags-btp.fr</a>                 |
| Airtek equipment | <a href="http://www.airteksafety.com">www.airteksafety.com</a>     |
| Marwood          | <a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a> |
| SMIE             | <a href="http://www.smie.com">www.smie.com</a>                     |

## Software

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|---------------------|--|
| Higher Concept      | <a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a> |
| Matusch GmbH        | <a href="http://www.matusch.de">www.matusch.de</a>                   |
| MCS Rental Software | <a href="http://www.mcs.co.uk">www.mcs.co.uk</a>                     |

## Structural Repairs

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| Crowland Cranes            | <a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a> |
| John Taylor Crane Services | <a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>             |

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| AWPT  | <a href="http://www.awpt.org">www.awpt.org</a>       |
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| NASC  | <a href="http://www.nasc.org.uk">www.nasc.org.uk</a> |
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## Training Centres & Trainers

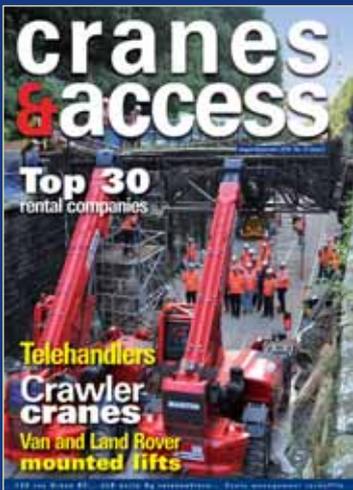
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| AJ Access                  | <a href="http://www.accessplatforms.com">www.accessplatforms.com</a>                   |
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| Avon Crane                 | <a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>                           |
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| Horizon Platforms          | <a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>       |
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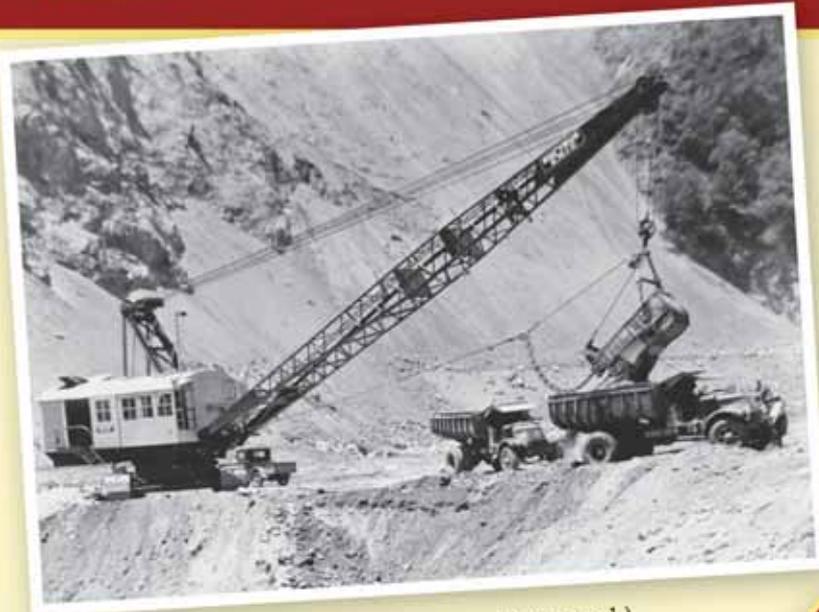
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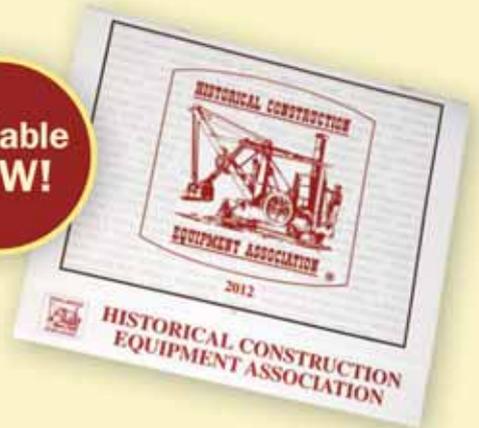
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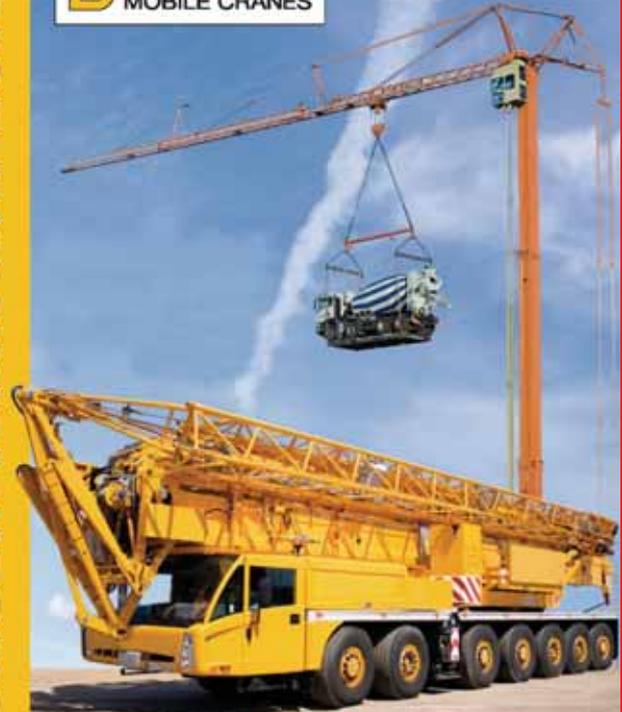
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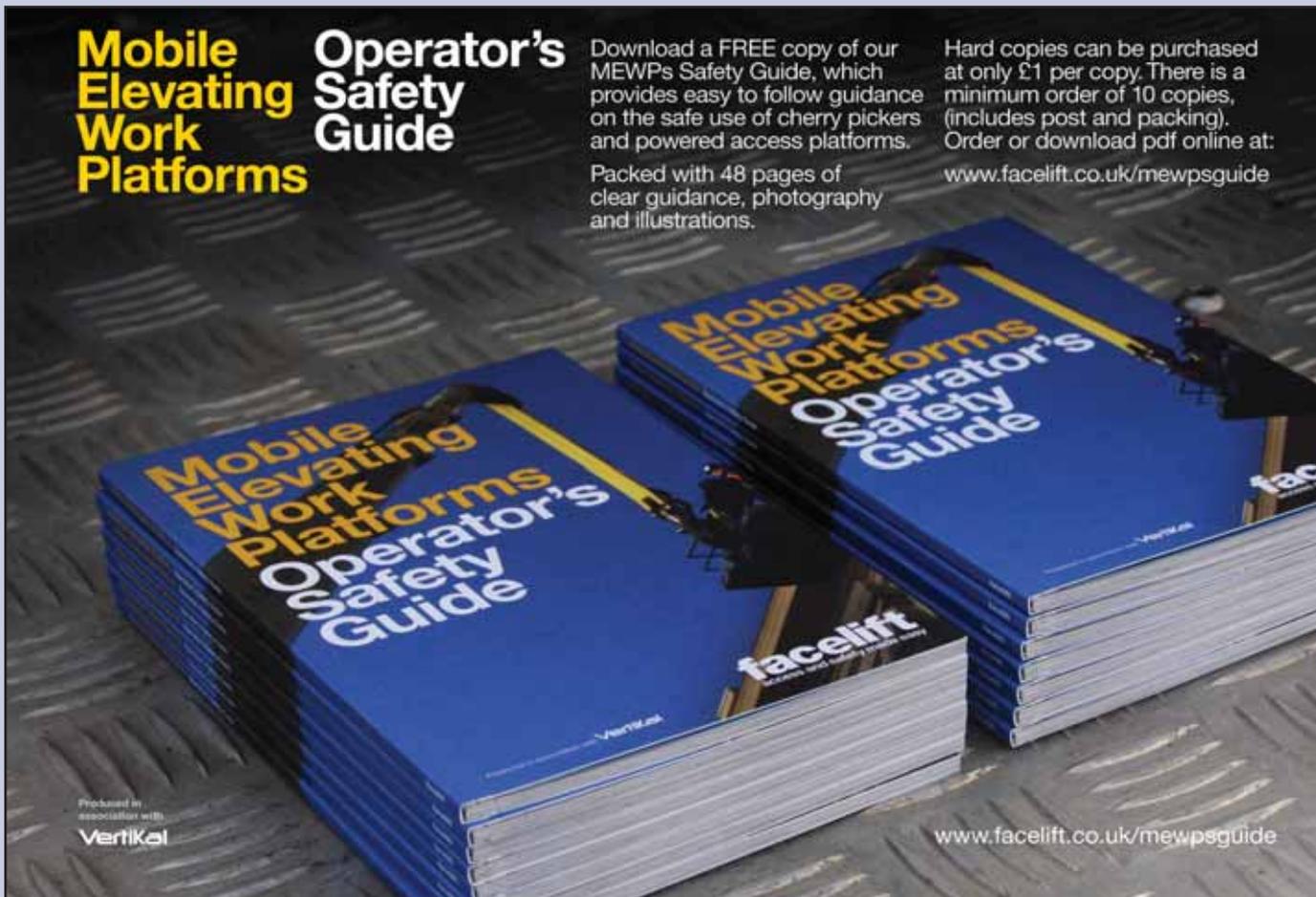
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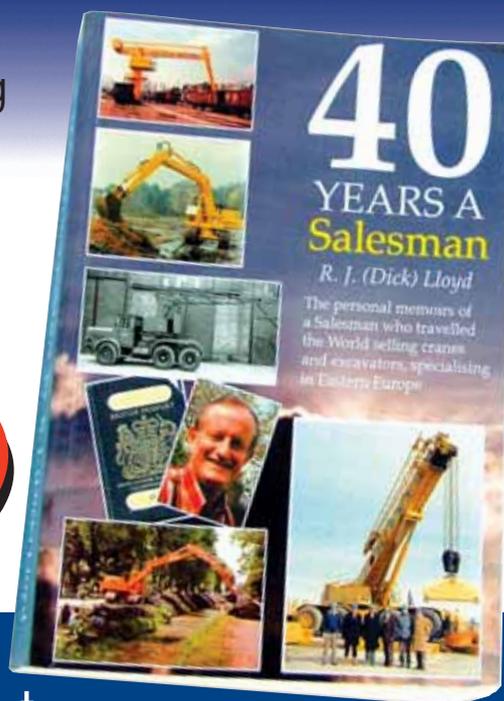
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Telescopic forklift  
4m/1.5 Tonne - 2004/5/7



Manitou MT 1740 SLT  
Telescopic forklift  
17m/4 Tonne - 2005



Manitou MT 1840  
Telescopic forklift  
18m/4 Tonne - 2008



Manitou MRT 2150  
Telescopic forklift  
21m/5 Tonne - 2006/7



BRONTO S34MDT  
Truck mounted  
34m - 2002



SIMON SS263  
Truck mounted  
27.8m - 2002



OMME 3000RBD  
Specialised boom  
30m - 2006/7/8



MAEDA MC285CRM-E  
Mini crane  
8.70m/ 2.8 Tonne - 2007

Contact:  
Patrick McArdle  
23 Ashbourne Business Centre  
Ballybin Road, Ashbourne, Co.Meath. Ireland

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**HAULOTTE STAR 6**  
 TYPE MAST LIFT  
 YEAR 2007  
 POWER ELECTRIC  
 PRICE £3,598 £4,138



**JLG 1930ES**  
 TYPE SCISSOR LIFT  
 YEAR 2004  
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 PRICE £3,650 £4,198



**JLG M450A**  
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 YEAR 2000  
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 PRICE £6,820 £7,820



**SKYJACK SJ3226**  
 TYPE SCISSOR LIFT  
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**LIFTLUX LL153-12**  
 TYPE SCISSOR LIFT  
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**NIFTYLIFT HR12**  
 TYPE BOOM LIFT  
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 PRICE £12,500 £14,375



**HAULOTTE C12DX**  
 TYPE SCISSOR LIFT  
 YEAR 2004  
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 PRICE £9,200 £10,580



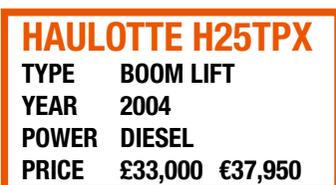
**UPRIGHT XRT27E**  
 TYPE SCISSOR LIFT  
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**UPRIGHT X32**  
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QUANTITY 1



## GENIE Z34/22 4WD

TYPE BOOM  
YEAR 2006  
POWER DIESEL  
QUANTITY 7



## GENIE GS2646

TYPE SCISSOR  
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