cranes & access

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May 2012 Vol. 14 issue 3

IPAF Summit photo album

Wind turbine lifting

Intermat review

Low level access

..First LR13000 sold...Dingli moves into UK...20m telehandler from JCB..

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c&a contents

On the cover:

UK company Extreme Wind Services with its wind turbine blade cleaning solution the EX-1. Mounted on a 70 metre Palfinger truck mounted platform it uses large rotating brushes similar to a car wash.

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

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

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'Much better than expected' was the general consensus regarding Intermat 2012 held in Paris last month. We review the major product launches.

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The IPAF summit and awards dinner 2012 was held in Rome and as in previous years we bring you the slightly irreverent Vertikal photo album of the event. Perhaps it might just encourage you to attend the next Summit to be held in Miami Florida, just before Easter 2013.

Philippe Cohet interview 61

Mark Darwin caught up with Philippe Cohet, Manitowoc executive vice president for Europe, Middle East and Africa before Intermat and asked why the company had decided not to attend, his thoughts on the recent ESTA Wind Conference, changes in the UK distribution of Potain tower cranes and about the 10th anniversary of the Manitowoc Crane Group.

Bernard James 1934 - 2012 69

Bernard James was a well-known and widely respected safety inspector in the UK and a strong supporter of the powered access industry. He was charged with taking the fledgling aerial lift industry in the UK 'under his wing' and became closely involved with and widely respected within the powered access industry. We take a brief look at his life and career.

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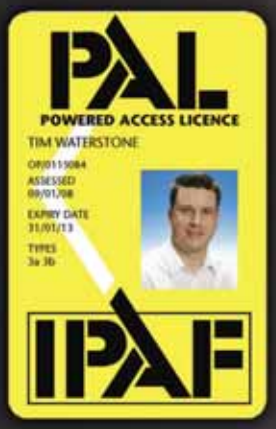

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For users & buyers of lifting equipment

May 2012 Vol. 14 issue 3

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

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Design & Artwork by:
BP Design Ltd.
Tel: 01707 642141
email: studio@bpdesign.info
web: bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2012

The Vertikal Press also publishes:

Kran & Bühne

Vertikal.net

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Vertikal Press

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c&a comment

FEM on the turn?

There are some stories that just will not go away. Last summer Diarmuid Gavin's Sky Garden at the Chelsea Flower Show attracted a lot of media interest winning a gold medal, but also because it lifted people with a crane for 'entertainment' purposes.

At the time this was at odds with the Health and Safety Executive and the European material handling federation - the FEM - which had recently published advice virtually banning the lifting of people with cranes.

The HSE has since modified, or 'clarified' its position on this and while it would take a different view in a work situation, it is happy for this sort of 'entertainment' to take place so long as reasonable precautions have been taken - particularly by the crane operator.

In this issue we cover Nik Wallenda's planned crossing of the Niagara Falls on a tightrope suspended from a mobile crane. Admittedly Wallenda had to 'jump through hoops' to gain permission, as it required local laws to be changed on both sides of the USA/Canada border. Canada banned tightrope crossings a hundred years ago following a number of deaths attempting the feat.

Wallenda often uses cranes to support one or both sides of his tight rope, usually teaming up with Lomma cranes - yes the Lomma cranes just acquitted of all charges in the fatal tower crane collapse in New York in 2008 but that's another story…

The most interesting of all this is that the FEM has quietly issued a new position paper - FEM N 0284 - which says – and I quote: "FEM believes that a mobile crane can be used to lift persons if additional requirements are fulfilled."

This about turn obviously occurred after 'discussions' with Dinner in the Sky owners as the Paper goes on to say that "Dinner in the Sky could achieve compliance with the Machinery Directive and other relevant regulations and if assessed by a third party."

Good news for those wanting to be lifted by a crane, but what about FEM? Totally banning something is much more difficult than it might seem, which is why seasoned professionals like the HSE tend to avoid definitive statements. When an organisation hands down such a clear edict, that is then largely ignored, it risks bringing its integrity or at least its effectiveness and relevance into doubt.

Perhaps the HSE has got it right – "yes but only after taking all reasonable precautions"?

Niagara Parks did say that the Wallenda approval is a "unique one-time situation" and that he was able to prove that he had proper controls and safety measures in place. Well done Niagara Parks. But it also said that it would only consider such requests from skilled professionals once every 20 years……

Mark Darwin

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

AFI takes Light Hire...

UK access rental company AFI has acquired the powered access rental business of Exeter-based Light Hire in order to strengthen its presence in South West England. The acquired business will operate under the A J Rentals brand which currently runs around 500 units with depots in Swansea and Caldicot near Newport.

Light Hire was founded by Brian Light in 1996 and runs a fleet of around 100 aerial lifts. Light sold the general rental business to Brandon Hire in 2005 for £500,000 in cash and retained the powered access operation, which is IPAF+ certified.

...And Instant Training

Two weeks earlier AFI acquired Instant Training from parts and service company IPS. It plans to incorporate the business into its existing training operation. Instant Training was established in Telford in 2002 to offer a wide range of Health & Safety training, including IPAF and PASMA courses.

Potain UK distribution restructured

Manitowoc has restructured its Potain tower crane distribution in the UK following the withdrawal of its previous dealer, Belgium-based rental company Arcomet. Earlier this year Ladybird Crane Sales of Bromsgrove, West Midlands took over the Potain self-erecting tower crane distribution, while top slewing cranes will be handled by Manitowoc UK from its headquarters in Gawcott, near Buckingham.

A Potain Igo T85A

Sany builds crawler cranes in India

Chinese construction equipment manufacturer Sany has inaugurated a fully integrated crawler crane production line at its plant in Chakan near Pune, India. The plant will produce the company's most popular, higher volume, crawler crane models including the SCC500E, SCC800C, SCC1500D and SCC2500D to capitalise on the growing popularity of crawler cranes in the country.

The new production line was formally opened in a ceremony attended by the Chinese consul-general Niu Qingbao and the local member of India's legislative assembly, Dilip Mohite Patil, along with major customers. Sany entered the Indian market in 2002, adding a Research & Development centre in 2007 and its $70 million production facility in April 2010 to produce concrete pumps, graders and drilling equipment as well as crawler and truck cranes.

Mammoet takes first LR13000

Liebherr has finally announced the sale of its first 3,000 tonne LR 13000 crawler crane to international heavy lift and specialist transport company Mammoet. The contract was signed at Intermat by Mammoet chief operating officer Herman Smit and Liebherr Ehingen managing director Christoph Kleiner. The crane will be supplied complete with the new 'P' or Power boom which is capable of raising the maximum capacity to around 3,750 tonnes. Maximum boom/jib combination is 246 metres, comprising a 120 metre main boom and 126 metre luffing jib. The first contract for the new crane will be the extension of a refinery in Whiting, Indiana near Chicago at the beginning of September. The machine will be rigged with 78 metres of main boom plus a 72 metre luffing jib.

Herman Smit (L) and Christoph Kleiner seal the deal at Intermat.

Liebherr LR13000 on test

Terex completes Russian JV

Terex has completed the formation of its joint venture company with Russian Machines for the manufacture of construction and road building equipment in Russia. The company will manufacture, market and sell some Terex products and all of Russian Machines construction and road building products throughout Russia, as well as importing and distributing other products manufactured by Terex. Russian Machines is part of Oleg Deripaska's Basic Element group.

Terex chief executive Ronald DeFeo said: "Russia and the CIS remain attractive long-term markets and the demand for fundamental infrastructure upgrade across the region is clear. This joint venture allows us to be closer to the customer and provide localised products to an increasingly important customer base."

Lifterz ownership changes as Lifterz crane hire is born

UK access rental company Lifterz has effectively merged into LSG Industrials following its acquisition of a controlling interest in the company. The move follows LSG's capital investment in Lifterz just over two years ago. As part of the transaction, Lifterz founding director Malcolm Bowers, has rolled his interest in Lifterz into LSG, joining Patrick Leoni Sceti, Elio Leoni Sceti and Marco Fabbricini as an investment partner in LSG Industrials. Ben Bowers is now the largest minority shareholder in Lifterz which has revenues in the region of £5 million.

LSG is an industrial investment group with a portfolio of investments in businesses in the service and industrial sectors. It includes MSD crane hire in the North East which was restructured at the start of this year. The company plans to grow and develop through finding synergies between its businesses along with new start-ups, management buy-outs, management buy-ins, outright purchases and business rescues.

As part of this strategy, the company has announced that it is launching Lifterz Cranes Ltd, which will provide mobile, spider and crawler crane rental and lifting solutions in the South West from an existing operation in Plymouth, managed by Toby Taylor and Miles Barker.

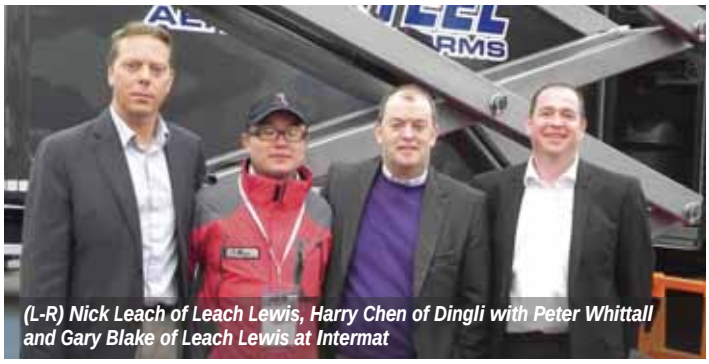
...And acquires Diamond fleet

Almost immediately following the change in ownership, Lifterz announced that it had acquired the powered access fleet of Diamond Construction & Engineering Recruitment. The fleet - based at Wickford, Essex - consists around 70 aerial lifts which are mostly Genie models built between 2006 and 2008. Some units will be added to the Lifterz fleet taking it up to around 600 while others will be sold.

Lifterz WORK PLATFORMS experience the difference!

PTS knocked down to directors?

UK-based rental company Plant Access and Tool Solutions Ltd - which trades under the PTS Hire banner and is based near Leeds - called in insolvency practitioners Begbies Traynor in April as it went into administration. While there were interested private buyers, the lack of sound financial information appeared to favour the incumbent directors/ previous owners acquiring the company's assets and continue trading as a new corporate entity. Around half the old company's business came from re-hired equipment and as a result many rental companies were among the creditors.



(L-R) Nick Leach of Leach Lewis, Harry Chen of Dingli with Peter Whittall and Gary Blake of Leach Lewis at Intermat

Dingli appoints Leach Lewis

Chinese aerial lift manufacturer Dingli has appointed Leach Lewis Industrial as the exclusive UK and Ireland dealer for its complete range of powered access products. The agreement was announced at Intermat and Leach Lewis has already taken delivery of its first machines including electric slab scissors and personnel lifts. The official launch of the Dingli brand in the UK/Ireland will take place at Vertikal Days on June 27th. The move follows the ending of the agreement between Leach Lewis and Snorkel earlier this year.

Mandatory accident reporting

Peter Douglas at the IPAF Summit

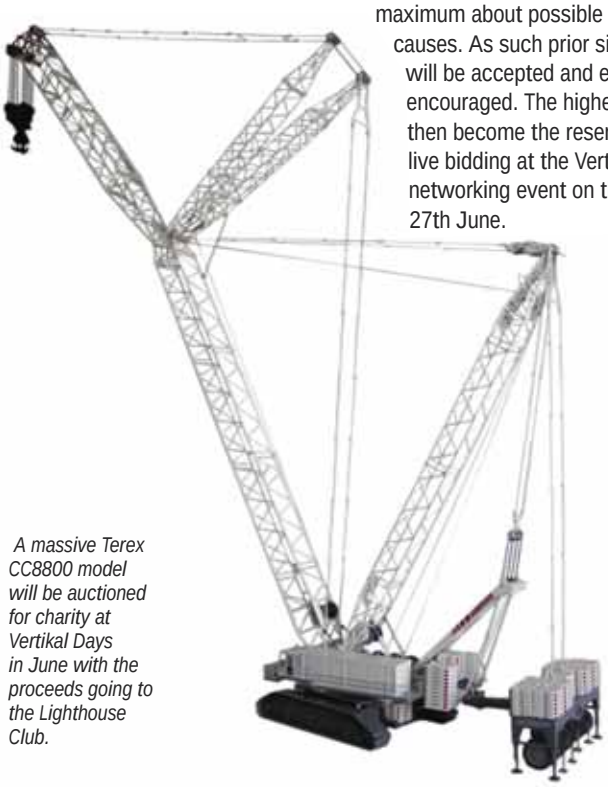
IPAF's new accident reporting database has got off to a strong start following its launch at the end of March. Around 40 companies have already registered but at the IPAF Summit in April, Peter Douglas, executive director of operations at Nationwide Platforms spoke of his disappointment that the association's council had not agreed to make the initiative a mandatory requirement of IPAF membership.

"If IPAF was going to have an initiative, this is it," he said. "In my view, accident reporting should be a mandatory condition of IPAF membership. Is your company responsible? Does your company want to make the industry safe? If yes, then get on the website and report any accidents you have. If the answer is no, then my view is that you shouldn't be an IPAF member!"

Prior to the Summit, Douglas had obtained the agreement of a number of major rental companies to support the proposal and is of the opinion that the majority of members would support it. This ties in with a number of online polls that Vertikal.Net has held over the past couple of years in which an overwhelming percentage of respondents have voted in favour of legally mandated accident and near miss reporting.

A Monster model for charity

Terex Cranes is to auction one of its massive scale models of the CC8800 crawler crane at Vertikal Days in June with all of the proceeds going to the Lighthouse Club charity. The model - which stands more than two metres high - sells to collectors for around £750. The organisers are looking at ways to give all visitors or others a chance to bid for the model while raising the maximum about possible for worthy causes. As such prior silent bids will be accepted and even encouraged. The highest bid will then become the reserve for the live bidding at the Vertikal Days networking event on the 27th June.



A massive Terex CC8800 model will be auctioned for charity at Vertikal Days in June with the proceeds going to the Lighthouse Club.

IPAF urban art

Prior to the Intermat show in Paris, IPAF trained two artists from Paris and Brighton, Mr. Shiz and Foundry in the safe and effective use of aerial platforms. Working from a boom and scissor lift the artists then went on to create two pieces of urban art at the show celebrating aerial platform safety. Commissioned by IPAF, the artists sprayed two, seven by four metre canvases over the six days whilst having to contend with the severe weather conditions. The two pieces are now on display at JLG Italy and at Italian training centre Formamentis.

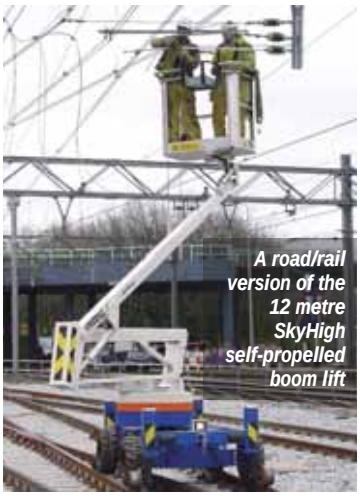
Terex to move tower production

Terex is to move its self erecting tower crane production from Italy to France. The current tower crane facility in Fontanafredda, Italy, which has been building cranes since 1962 will continue to build flat top, hammerhead and luffing jib cranes, while the self-erectors will be moved to Monceau-Les-Mines, France from autumn this year.

The French facility, originally the PPM plant, currently manufactures truck cranes, container stackers, 40 to 60 tonne All Terrain and specialist military cranes and will be expanded to accommodate the tower cranes. The first product to be built there is the new six tonne capacity Eazy 90 launched at Intermat.

Holland Lift takes on SkyHigh

The Servi-Tec division of Holland Lift has acquired certain assets of the failed Belgian aerial lift manufacturer SkyHigh which declared bankruptcy last September. The company will initially provide replacement parts and service support for the existing machine population of SkyHigh machines throughout Europe. We also understand that Holland Lift has acquired the machine designs and production rights for the SkyHigh boom and trailer lift product lines. Prior to its demise SkyHigh produced a range of trailer lifts, vehicle mounted and small self-propelled booms along with special rail and explosion proof models.



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

Later this year Cumberland will be releasing two further A314 models, the Transit 4x4 and the Unimog U20

First Cumberland Hilux A314

UK regional electricity distribution company Electricity North West has purchased the first Cumberland Hilux A314 platform. Using the Socage boom, the A314 offers 13.5 metres working height and 6.5 metres outreach. It has a completely unrestricted platform capacity of 200kg through 360 degrees. Two further A314 models on a Transit 4x4 and Unimog U20 will be released later in the year.

Contractors found guilty

Two UK contractors, Bowmer & Kirkland and Bingham Davis have been found guilty of breaching health and safety laws following the collapse of a tower crane in Liverpool in 2009. The two allowed changes to the crane's foundation that made it inadequate, leading to the crane's collapse onto the building it was helping to construct at Chandlers Wharf. The operator, Iain Gillham, 55, was thrown from his cab and his injuries included a brain haemorrhage, fractured skull, spine fractures and a broken shoulder and he is now confined to a wheelchair. More on this late breaking news in our next issue.

Zarges launches Telepod

German-based ladder and mobile tower manufacturer Zarges has launched a telescopic mobile podium – the Telepod – with three adjustable platform heights 500mm, 750mm and one metre. The platform includes two lockable gates allowing access from both sides and extendable stabilisers which increase stability. The Telepod folds down into a compact size for storage and transportation – fitting in the back of an estate car or van.

The Telepod has three working heights - 50cm, 75cm and 100cm.

United and RSC approve merger

United Rentals and RSC shareholders all voted in favour of the merging of North America's two largest equipment rental companies. United Rentals chief executive Michael Kneeland said: "The benefits of the merger are substantial including more than $200 million in cost synergies, an unparalleled branch footprint, and significant penetration into the industrial sector."

The two companies announced very similar first quarter increases in revenues. United Rentals posted revenues of $656 million - of which rental was up over 20 percent to $523 million, while total revenues at RSC were up almost 25 percent to $408.1 million, thanks to an 8.2 percent improvement in rates and 19 percent jump in rental volume.

United Rentals had pre-tax profits for the period of $19 million, compared to a loss of $27 million last year, while RSC generated a pre-tax profit of $17.8 million, compared to an $80.5 million loss.

Three more 90m for TGM

TGM Wind Service of Abilene, Texas has ordered three more 90 metre Bronto S90HLA truck mounted lifts, taking its 90 metre Bronto fleet to eight units. The company specialises in the ultrasonic inspection and service of new and installed wind turbines. Pictured is the TGM team with two of its Bronto S90HLA truck mounts.

Lomma not guilty

James Lomma in court

Manhattan supreme court justice Daniel Convisor has acquitted Jimmy Lomma of Lomma Crane, of manslaughter and all other charges stemming from the fatal collapse of one of his tower cranes in New York in 2008. Prosecutors blamed the collapse on a cheap and inadequate slew ring repair to the ageing Kodiak crane, carried out by a company in China. Lomma's defence blamed the accident on the deceased operator overloading and/or two-blocking the crane.

As well as the personal acquittal of all charges - which included second-degree manslaughter, assault, criminally negligent homicide and reckless endangerment - Lomma's companies Lomma and New York Crane and Equipment were also fully exonerated.

In a statement after the verdict was handed down, the Manhattan district attorney, Cyrus R. Vance said: "Although we are disappointed with the judge's verdict, each case we have brought in this area has put increased scrutiny on the construction industry as a whole, and has had a cascading effect on safety practices. The tragic deaths of two young men in this case showed the serious and fatal consequences that can result when profit is put ahead of safety."

Riding on air

UK-based Platform Sales & Hire has introduced a new air-powered aerial work platform aimed at oil refineries and petrochemical companies looking for two men platforms that can work within confined and hazardous zones. The Airlift 35 can take two men and equipment up to a working height of almost 13 metres with its pneumatic drive system. All control valves and interlock switches are also air powered.

Sales director Duncan Howard said: "The air powered system not only ticks all the right safety boxes but also gives our customers a financial benefit over the alternative of using traditional electrical explosion proof protection systems."

The Airlift 35 is a new air-powered aerial platform.

Speedy pick & carry

UK-based rental company Speedy Hire has purchased its first mobile crane, a 10 tonne Ormig 10tm diesel powered pick & carry crane from Ormig's UK distributor Crowland Cranes. The unit supplied with both quick release hydraulic luffing jib and fork attachments was delivered directly to Speedy's customer, an unnamed engineering company. It also included full operator and engineer familiarisation training for a team of more than 20 people.

Speedy's new Ormig 10tm crane

Area manager Davey Walker said: "This has been a high profile project for both Speedy Services and Crowland Cranes. We had serious deadlines to meet which we beat with time to spare. Both the customer and Speedy were delighted with the whole process and are delighted with the product."

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APL AERIAL PLATFORMS Jason Seddon - Director - Aerial Platforms Ltd

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New boom for LG1750

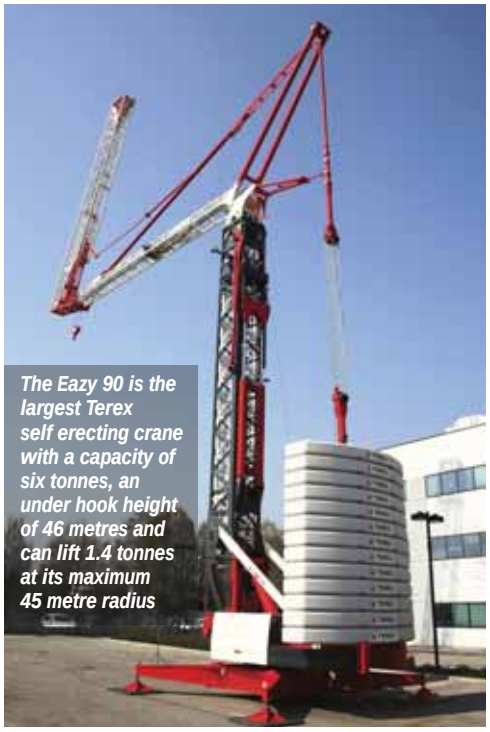
Liebherr has introduced a new boom system for its 750 tonne LG 1750 lattice truck crane which significantly improves its performance.

The SL12D2FB boom gives the LG 1750 both improved capacities and height. The new system uses three, 12 metre long 3.5 metre wide lattice sections in the lower part of the main boom and in the fixed jib, allowing the crane to lift 141 tonnes to a height of 143 metres and 97 tonnes to 160 metres, allowing it to handle the latest wind turbines.

With a new SL12D2FB boom system the LG 1750 can now erect the new larger wind power systems at tower heights from 140-150m.

Largest Terex self erector

Terex has unveiled its largest self erecting tower crane, the telescopic Eazy 90 with a maximum capacity of six tonnes, it can also handle 1.4 tonnes at its 45 metre jib tip at a height under hook height of 46 metres.



The Eazy 90 is the largest Terex self erecting crane with a capacity of six tonnes, an under hook height of 46 metres and can lift 1.4 tonnes at its maximum 45 metre radius

The Eazy 90 also has a telescopic tower and the option to add in up to three additional tower sections. There are 15 under hook heights varying from 14.5 metres to 46 metres and the three different jib angle settings - horizontal, plus 15 degrees and plus 25 degrees. The Eazy 90 is the first Terex self erecting crane with a name and this will continue when the range is expanded - possibly later this year.

Brubakken takes Malthus

Norwegian fork truck sales & rental company Brubakken has acquired Malthus Lift & Maskin of Stavanger, Norway. Malthus, which operates in Norway, Sweden and the Baltic States, distributes JLG, Ommelift, Hinowa, Multitel, Versalift and Ruthmann aerial lifts.

The current head of Malthus Lift & Maskin, Lars-Erik Jonsson, will continue to lead the business and joins the Brubakken management team. All Malthus staff associated with the lift business are also expected to transfer to the new entity. The combined business should have revenues of NK550 million (€72 million) this year.

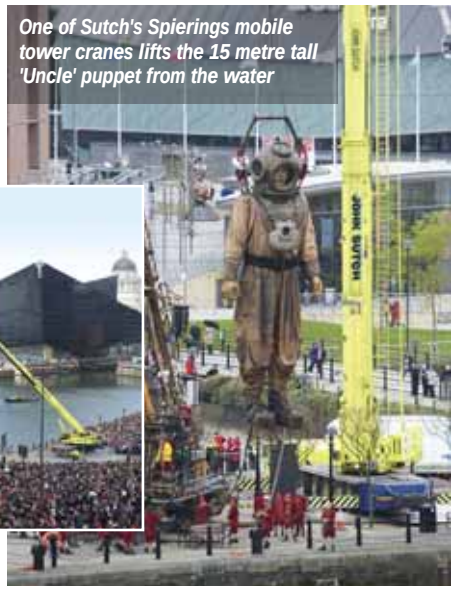
Cranes celebrate Titanic

The City of Liverpool's outdoor spectacular a 'Sea Odyssey' - a story marking the 100th anniversary of the Titanic - came to life this April, thanks to 10 mobile cranes supplied by local rental company John Sutch Cranes.

Over half a million people turned out to watch the event, which featured giant puppets, including a nine metre high 'Little Girl' and her dog, along with her 15 metre tall uncle walking through the streets of Liverpool.

A team of 20 John Sutch Cranes staff were part of the production team and heavily involved in the planning and development from the outset. The company also donated resources, time and money to the event, having begun initial discussions with the council in 2008.

The cranes - including mobile tower cranes, All Terrains and city type cranes - supported the giants as they made their journey and enabled key moments to become a reality, including plucking the 'Uncle' from the River Mersey, hoisting the giant over the 40 metre high arch at the gateway to China Town, laying the Little Girl to rest on her deck chair with her parasol and radio and enabling her to dance to the delight of the crowds.



One of Sutch's Spierings mobile tower cranes lifts the 15 metre tall 'Uncle' puppet from the water

Four Sutch cranes helping bring the Sea Odyssey to life.

Collé buys 103m for re-rent

Dutch rental company Collé has purchased a 103 metre Palfinger WT1000 truck mounted aerial lift to top out its truck mounted fleet, which now ranges from 16 to 103 metres.

The WT1000 has a maximum platform capacity of 530kg or 200kg at 35 metres. Collé says that it is pursuing an innovative "re-rental" concept through partnerships across Europe. As a result the new lift has been painted in a neutral white rather than the company's traditional blue livery.

Collé's truck mounted platform fleet now ranges from 16 to 103 metres

Reesink buys Kemp

Appeldoorn-based distributor Koninklijke Reesink has acquired fellow Dutch equipment distributor the Kemp group. Kemp is made up of several companies, including the aerial lift business Kemp Hoogwerkers which distributes Maeda mini cranes, IHImer spider lifts, Nagano self-propelled boom lifts and Iteco scissors and booms for both the Netherlands and Belgium.

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Financials round-up

CAT leaps 23%

Caterpillar has reported first quarter revenues up 23 percent to £15.98 billion in spite of a slowdown in China and Brazil. Construction equipment sales increased 13 percent thanks to North America Europe/Africa/ Middle East. Pre-tax profits were up 30 percent to $2.3 billion.

Snorkel up 11%

Tanfield/Snorkel has reported revenues up 11 percent to £48.3 million for 2011, while quadrupling its order book to £30.5 million. The company reduced its pre-tax loss from £15.8 million in 2010 to £14.99 million.

Haulotte up 24%

Haulotte has reported first quarter revenues up 24 percent to $89 million - equipment sales grew 28.4 percent, rental 14.1 percent and parts/service two percent.

Record revenues for JCB

JCB has reported its full year revenues up 37 percent to £2.75 billion - the highest in the company's 66 year history and double that of 2009. EBITDA - the only profit information provided - was £355 million.

Hiab up 12%

Hiab - the load handling division of Cargotec - increased revenues by 12 percent in the first quarter to €202 million, order intake jumped 22 percent to €246 million and operating income doubled to €7.6 million.

Genie up 35.7%

First quarter revenues for Terex AWP/Genie were $513.4 million, up 35.7 percent on last year, operating income increased from $5.7 million last year to $42.6 million this year.

Harsco Infrastructure slips 9%

First quarter revenues at Harsco Infrastructure fell nine percent to $238 million, while a $35.5 million restructuring charge caused the company's operating loss to plunge from $17.5 million last year to $53.5 million this year.

66% jump for JLG

JLG has reported first half revenues of $1.26 billion - 66 percent up on last year, while operating income jumped from $1 million to $81.5 million thanks to the higher volumes and price increases. Aerial lift sales for the period were $661.4 million and telehandlers $399.4 million.

Hertz bounces into profit

First quarter revenues at Hertz Equipment increased 12.6 percent to $302.1 million, while pre-tax profits were $10.2 million, compared to a loss last year of $7.8 million.

Kobelco climbs back to profit

Kobelco Cranes has reported full year revenues up 17.2 percent to 48 billion yen ($495.5 million). The improvement was driven by North America and Southeast Asia, although demand in Japan also picked up. The company moved back into profit, turning a last year's loss of 1.36 billion yen ($16.9 million) into 161 million yen ($1.95 million) pre-tax profit this year.

Manitou rises 19%

Manitou has reported first quarter revenues of €315.7 million, 19 percent up on last year. The Rough Terrain Handling division, which includes telehandlers and access equipment, achieved revenues of €221.4 million - up 16 percent - thanks to improved rental company sales particularly in Northern Europe and the Americas.

50% lift for Bronto

Bronto has reported a 50 percent rise in first quarter revenues to $31.8 million, 50 percent up on the same period last year, while order intake was $37 million, leaving the company with an order book of $88 million. Operating income remained static at $800,000.

Cramo up 11%

International rental company Cramo saw first quarter revenues rise 10.9 percent to €160 million, while last year's pre-tax loss of €4 million was converted into a profit of €2.4 million. Its new German-based operation chalked up a loss of €4.3 million due to exceptionally cold weather.

Terex Cranes gains five

First quarter revenues at Terex Cranes were up 5.3 percent to $419.4 million, largely due to strong demand for Rough Terrains in North America and Franna cranes in Australia. Operating income was $7.3 million, compared to a loss last year of $22.5 million

H&E up 29%

Louisiana-based H&E Equipment reported first quarter revenues up 28.7 percent to $173.7 million. Pre-tax profits were $5.76 million, compared to a loss of 9.76 million last year.

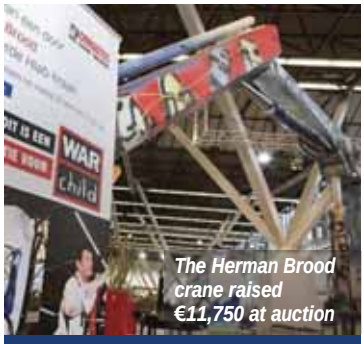
Manitowoc up 29%

Manitowoc Cranes has reported first quarter revenues up 29.3 percent to $507.9 million, while operating income jumped almost 82 percent to $22.5 million. Order intake for the period improved 10 percent to $675 million taking the backlog to $931 million.

10% lift for Essex Crane

US crawler crane specialist Essex Cranes reported a 10 percent hike in first quarter revenues to $23.7 million. The company reduced its pre-tax loss from $7.05 million last year to $6.8 million this year.

Full analysis on all of these results, with commentary, can be found on www.vertikal.net



The Herman Brood crane raised €11,750 at auction

A unique Hiab loader crane painted by the famous Dutch artist Herman Brood in 2000 has raised €11,750 for charity. The loader crane was auctioned by Hiab at this year's RAI exhibition in Amsterdam to support an independent humanitarian organisation called War Child.

Amsterdam based waste management company, Afvalservice West, eventually outbid others for the Hiab 102 loader crane and the company intends to display it at Stedelijk Museum in the City of Amsterdam.

The late Herman Brood painting the crane at the RAI in 2000

Niagara Falls stunt

Several mobile cranes and boom lifts are expected to be used to support the planned tightrope crossing of the Niagara Horseshoe Falls on June 15th by Nik Wallenda of the flying Wallendas.

The crossing will be the first in over 100 years, since Canada barred tightrope crossings, following a number of deaths attempting the feat. Wallenda, 33, often uses cranes to support one or both sides of the wire tight rope, usually teaming up with Lomma cranes of New York. Large boom lifts take him and his pole up to the rope. A similar walk over the three rivers junction in Pittsburgh employed 300 and 500 tonne Terex All Terrain cranes.

This crossing may require a slightly larger crane and he may chose to anchor one end of the rope. The cranes need to be capable of maintaining a tension on the 50mm cable of between 29 and 30 tonnes. Niagara Parks said: "this approval is a 'unique one-time situation' Mr Wallenda was able to prove that he had proper controls and safety measures in place.

Nik Wallenda tightrope walking from a crane boom

IPAF launches 'ready reckoner'

IPAF has launched the 'ready reckoner' - a simple tool to help operators calculate the correct size of outrigger mat for use with aerial work platforms. By entering the weight of machine and soil type, operators can quickly and easily identify the size and specification of mat required to spread the load over a sufficiently wide area for the machine and ground conditions.

The 'ready reckoner' is available at www.ipaf.org/spreaders

IPAF has launched the 'ready reckoner' that helps operators calculate appropriate sized spreader mats.

SJ16 VERTICAL MAST LIFT

A compact footprint, superior maneuverability and zero inside turning radius.

ANSI model shown.

Skyjack's self propelled vertical mast lift features a compact footprint and superior maneuverability. The SJ 16 has a working height of 6,75 m. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering zero inside turning radius. The SJ 16 features a 0,41 m 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

For information call +44-1691-676235 or visit us online at www.skyjack.com

Tormod Gunleiksrud

- Mastclimber and hoist specialist **Alimak Hek** has appointed **Tormod Gunleiksrud** as chief executive.
- Component manufacturer and parts supplier **C-Tech Industries** has expanded its European team with the appointment of **Jason Brown**.
- **Broshuis** has built and previewed its first 100 tonner low loading transport trailer.
- **Beta Max** hoists has appointed **Spider** as its exclusive distributor for the Western U.S.A.
- Dubai-based **King Lifting** has introduced a new roll-out loading platform for use in high rise construction.

Matt Flannery

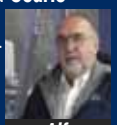
- **United Rentals** has appointed **Matt Flannery** as chief operating officer following the completion of the **RSC** acquisition.
- **Australia's Hire & Rental Industry Association** has made **Niftylift's** HR17 Hybrid its new product of the year.
- Nottinghamshire, UK-based **McGovern Crane Hire** has purchased a **Terex** AC100-4L.
- UK-based contract scaffold specialist **Pyeroy** has reported a 23% increase in revenues.
- Turkish heavy lift company **Sarilar** has ordered a 1,600 tonne **Terex** CC 8800-1 crawler crane.
- UK rental company **Hewden** has received the RoSPA Gold Award for the fourth consecutive year.
- UK access rental company **Rapid Platforms** has taken delivery of new truck and **Palfinger** loader crane.

Shelby Chabot

- **Linden Comansa America** has appointed **Shelby Chabot** to manage projects across North America.
- **Oil States Industries** has launched its largest **Nautilus** marine crane so far, the Nautilus 7000L.
- In the past two weeks we have had several calls regarding UK crane man **Lee Rowe** and a possible move to **Canada**.
- Two thieves who stole a trailer lift in Fife, **Scotland** have been jailed after they were caught with the help of U-Tube.

Jeff Dreger

- **Sany America** has appointed engineer **Jeff Dreger** as senior manager, product and marketing support.
- **Terex Cranes** has appointed **Titan Construction Equipment** as its mobile crane distributor in New Zealand.
- German crane rental company **Treffler Autokrane** has taken delivery of a new **Liebherr** MK 88 crane.
- **Power-Lift Deutschland**, which represents **Snorkel** and **Palazzani** aerial lifts in Germany, has appointed two new salesmen **Mike Eschrich** and **Cedric Liepach**.


Alf Odrell

- **Cela** has appointed **Alf Odrell** to cover its sales in Scandinavia.
- **IPAF** has released its 2012 Rental Market Reports.
- Northern Ireland-based **KDM** has purchased four new **CTE** aerial work platforms.
- Belgian rental company **Lauwereys** has taken delivery of a further five **GSR** E200 platforms.

- **Goscor Hi-Reach** of South Africa ordered more than 55 **Genie** booms and scissor lifts on the first day of Intermat.
- **CTE** has delivered an 18 metre B-Lift 187 truck mounted lift to the Estonian railways.
- **Unic Cranes** has appointed **Waterland Trading** as its distributor in the Benelux region.
- UK-based **Elev8** has taken delivery of the UK's first 50 metre **Bronto** S50XDT-J

Nigel Perrin

- **Merlo** has promoted **Nigel Perrin** and **Peter Coward** within its UK support team, while **Graham Watkins** joins as technical support engineer.
- **Merlo UK** has appointed **Parkway Plant Sales** as the main dealer for telehandler products in the Manchester area.
- **Unic Cranes Europe** has appointed **Knutsen Maskin** as its dealer in Norway and **Arnab Kran & Lift** in Sweden.
- UK rental company **Platform Hire** has taken delivery of the UK's first **Multitel** MX250 truck mounted lift.

Michael Curley

- **Trico Lift** has appointed **Michael Curley** as regional sales manager for the Delaware Valley.
- **AFI-Uplift** has purchased 58 new aerial lifts as part of a £5 million investment.
- **Link-Belt** has appointed **Brasil Máquinas de Construção** (BMC) as its crane distributor for Brazil.
- **Skyjack's** founder **Wolf Haessler** has donated $1 million to promote engineering at the **University of Guelph.**

- A historic crane has been restored to its original condition on the **Burbage Wharf,** south of Marlborough in the UK.
- US-based **Zoomlion** distributor **Global Crane Sales** is offering in-house direct financing to potential buyers.
- German transport and heavy lifting company **Kreiling** has purchased a new **Valla** pick and carry crane.
- UK rental company **Plant Access and Tool Solutions Ltd**, which trades as **PTS Hire** has filed for bankruptcy.
- **CTE** says it has shipped its 12,000th aerial lift.

German mobile crane rental company **GAAC Commerz** has taken delivery of two more **Terex** cranes.

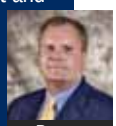
- UK-based aerial lift manufacturer **Niftylift** had a royal visitor recently - **Prince Andrew**, Duke of York.
- **Bobcat UK** has extended the territory of Berkshire-based dealer **Promac Solutions**.
- UK-based rental company **AA Access** has taken delivery of a new 70 metre **Bronto** S70XDT.
- **Vertikal.Net** posted its 10,000th English language news story in early April.
- **Terex Cranes** has launched a new Superlift counterweight - the MAC 25 SL - for its **Franna** pick & carry cranes.

Nick Thomson

- More than 400 people attended the official opening of **Manitowoc's** new production facility in **Brazil**.
- Software company **MCS** has promoted **Nick Thomson** to the role of sales director.
- UK-based company **Wilson Access** hire has taken delivery of two new **CTE** Zed 20CSH truck mounted platforms.
- Hungarian electric maintenance company **Eh-Szer** has purchased three 18 metre **Socage** truck mounted lifts.
- UK-based rental company **RKP Access Platforms** has added a 30 metre **Wumag** to its fleet.

Anna Hyvönen

- **Ramirent** has agreed a deal with **Toyota** to add industrial forklifts to its range.
- **Ramirent** has appointed **Anna Hyvönen** as managing director of Ramirent Finland.
- UK rental company **Select Plant Hire** has taken delivery of two new **Liebherr** telescopic crawler cranes.
- UK-based truck bed manufacturer **Shawtrack**, has added three new 32 tonne beavertail trucks to its **rental fleet.**
- **Snorkel** has appointed **Power-Lift** as its official distributor for the north-west of Germany.
- **Sunbelt** has acquired **Topp Construction Services** in the USA.
- **Jekko** has appointed **Tower Rent** as its distributor **in Turkey.**
- **OSHA** has cited **Bath Iron Works** of Maine with $171,300 of fines for using aerial lifts without harnesses.
- **NSG UK** has opened a new office on Teeside.
- **Malta's** Health and Safety Authority has said that it will carry out random inspections of **tower cranes**.
- **Altrad** has acquired UK Scaffolder, **MTD Scaffolding** of Oldbury.
- **Pop-Up** managing director **Nigel Woodger** ran in the Paris Marathon to raise money for cancer charities.
- **Charles Snyder**, chief executive of US-based **Amquip crane** rental has resigned.
- **IPAF** has decided that next year's Summit and awards dinner will be held in Miami, Florida on March 26th.


Bruce Peterson

- **Manitowoc** has promoted **Bruce Peterson** to senior business manager for the American Midwest territory.
- **Terex Equipment Services** Colorado has relocated to larger premises.
- **Gerhard Hillebrand** of IPAF has won a Lifetime Achievement award.
- German crane rental company **Kranverleih Saller** has taken delivery of a new 400 tonne **Liebherr** AT crane.

Arjen Snijder

- **Palfinger** has purchased the land required to build its new headquarters.
- **Arjen Snijder** of Teupen is to join Netherlands-based access sales and rental company Riwal.
- **Mike Heacock** has been appointed vice president of sales for **Potain** tower cranes in North America.
- **Kevin Appleton** - ex chief executive of Lavendon - has joined **Travis Perkins** as divisional chairman.
- **Mike Evans** is working with **Riwal UK**, supporting its growth plans.
- UK-based **Hewden** has been appointed as sole training provider for specialist event crew supplier Showforce.
- German crane rental company **ADW** has taken delivery of its second three axle 45 tonne **Liebherr** LTC 1045-3.1.

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

Hy-Brid Lifts

by Custom Equipment

www.hybridlifts.com

Low level on the move

In recent years the market for low level access equipment in Europe has changed beyond all recognition, with powered equipment now taking a significant slice of the market. The changes have so far been limited to just a few European countries with the UK possibly leading the way. Some seven years after the European Union's Work At Height Regulations came into law, the trend is gathering pace and developing still further but it has a very long way to go before it resembles anything like a maturing market.

Pop Up Push 8

One key casualty of the new Work at Height rules was the old two metre rule that was written into many local laws or regulations. Essentially it said that if work involved standing on something that was under two metres you didn't need to worry too much about regulations or standards - in spite of the fact that most injuries, including fatalities result from falls from two metres or less.

WAHR as it is known has changed all that of course, although in many countries it has yet to make any significant impact. In the UK the immediate 'knee jerk' effect and dire warnings from those looking to make a 'quick buck' caused something of a panic which had a number of contractors banning ladders from their sites as the myth developed that the use of ladders was no longer permitted. Mark Darwin recently visited ladder company Abru that was acquired by US-based Werner Ladder in 2010 and finds that reports of the ladder's demise have been greatly exaggerated (see page 21). In fact they are making something of a comeback for certain low level work at height duties for which they are particularly well suited. There are also times and applications were they are not best suited and this is where low level powered access may be needed.

Meanwhile six years after the original Pop-Up introduced the concept of a simple, low-cost, push around scissor lift, the sector is finally spreading across Europe with a wider range of products including both push around and micro self-propelled models. Even some of the largest access companies such as JLG have taken an interest in the lower levels, while North American low level specialist Compact Equipment - which built its reputation with lightweight self-propelled low level scissor lifts - has been very successful with a European-inspired, push-around scissor lift in its home market.

Custom Hy-Brid push around

In the UK a combination of a highly effective Health and Safety Executive and a strongly entrepreneurial private sector - using scare tactics as a form of marketing - coupled with the ready availability of rental machines, has dramatically changed the way most tradesmen work at height - at least on larger sites run by major contractors. The number of low level lifts available to hire in the UK must now be pushing the 9,000 plus barrier and continues to grow. Many rental companies are now moving into their second generation lifts as the units delivered between 2006 and 2008 are replaced.

The advent of automatic braking and the arrival of higher units without stabilisers has also been a catalyst driving this change. As a result a large number of first generation machines are now regularly being sold at auction where they can fetch as little as £250. Where they are all going is a bit of a mystery, but is also of interest as it may well bring another level of tradesman into the powered access market? And yet at the same time the number of ladders sold in the UK is possibly up to two million a year and shows no sign of abating.

One interesting point on those first Pop-Up machines is that many were sceptical that they would last more than two years in a rental environment. Yet from what we understand, while the original switches and batteries soon needed replacing, the structures have held up well and are still in service - somewhere - more than five years later.

As we have reported before, the fact that contractors felt the need to replace their push around scissor lifts with models that automatically brake on lifting - in order to stop what is referred to as 'surfing' - suggests that there is a real need or desire from users to have the self-propelled capability.

Weight has always been an issue with this of course, but there are now self-propelled products on the market that weigh little more than the push-arounds. While some of

these have sold quite well, the fact that rental rates for the smallest push around scissors have now dipped to around £25 to £30 a week hardly encourages investing in these pricier solutions. However sooner or later contractors will find that for some jobs the ability to reposition even such small lifts without returning to ground level will more than justify the additional cost. Or perhaps a rush of back complaints blamed on all that pushing and the constant in and out of the platform, will spur a change over? Perhaps the cost of micro self-propelled lifts will fall as Chinese producers such as Dingli push into the market?

Russon Powerstep

Power Towers Nano SP has sold well, watch out for its revolutionary new Peco

Nano Plus

Farone PK50S

The suppliers

If you are looking for a small lift with a working height of between 2.8 and five metres you now have a wider choice than ever before. The four largest 'players' on the world market are probably Pop-Up/Snorkel and Power Tower in the UK, Bravi in Italy and Custom Equipment in the USA. However Chinese-based Dingli might be close to overtaking them, given that in addition to its home market, it has had some significant success in North America, including a very substantial 'unconfirmed' order from a large retailer. Other suppliers of note include UK-based Youngman which now produces both push-around and self-propelled models, Edmolift which won this year's IAPA award for its mast-type push around AIR product, Imer which now has both push around and self-propelled versions of its Easy Lift and not forgetting JLG and its LiftPod which, while ingenious and very portable, has yet to gain the 'traction' that a product of this type needs to do, if it is to change the market. In fact this is, we think, the next big challenge for powered access. There are still plenty of users and applications that lend themselves to a light weight, low cost, low maintenance forms of powered access. The applications are currently being covered by step ladders, podiums and low level scaffolds although these products have already lost a little ground to push-around scissor lifts. New rules affecting podium steps that come in this June could present a further opportunity, but ideally it needs some radical new products in the 1.5 to two metre area that are simple, low in weight, require little or no external power to operate and that are priced at a level that puts them in contention with the podiums and folding scaffold bases. The LiftPod is almost there and is certainly an excellent alternative to a step ladder. But for all its awards it is just not quite capturing the imagination of end users or rental companies.

Youngman BoSS X3X-SP

The surprise of recent years for very different reasons has been the Power Scissor from Russon Access with its manually powered spring assisted scissor lifts and steps. Speedy Hire, a company that has taken a significant share of the low level rental market in the UK, has so far taken all of the production and we understand that the units are developing a reasonable following, especially for their indoor/outdoor capability. While these take the push around and non-powered concept outside they are not likely to take on the podium.

Dingli JCPT 3.0

When it comes to these smallest lifts, the rental companies most likely to gain the most from the growth over the long term are the general/tool rental companies such as Speedy, HSS, Hire Station and the like. Although specialists such as Lavendon, AFI and others will still do significant business in this area, they are likely to focus more on self-propelled versions.

JLG LiftPod FS60

Reliability + Strength

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IPAF CE CE SGS CE

The ladder is dead - long live the ladder

Part of the massive range of ladders available from Werner

A fibreglass, eight tread swingback stepladder.

The current fibreglass production line at Abru in Derbyshire with a finished four tread swingback stepladder in the foreground

Stories about the death of the ladder have been greatly exaggerated. True the humble ladder has had some rough press over the last few years particularly from some major contractors and the 'working at height' lobby keen to promote powered low level access equipment. This 'bad press' led to the misconception that ladders were banned from being used. However as the Health &Safety Executive has subsequently been keen to point out, this is far from the case as in many instances, the ladder - in all of its various forms - may still be the best access method for the job whether in the Do It Yourself, trade or industrial sectors. Cranes & Access visited Derbyshire-based Abru - the UK's leading ladder manufacturer, producing over half a million ladders a year - and now part of the world's leading ladder manufacturer Werner.

Abru was founded in 1968 and although it sounds Scandinavian, the name derives from its two founders - Frank Abbey and John Bruton. Bruton left the company in 1984 but his son Paul is the company's business development director. Since the early days it has had various owners, but in 2010 it was acquired by USA-based Werner

"It's great being owned by 'real ladder people' again as previous owners did not have ladders as their core business," says Bruton. "The name over the factory in Belper, Derbyshire is currently Abru, although in time this is likely to change to Werner UK as we become more integrated."

"Abru in the UK is more synonymous with the DIY market whereas Werner is very much a global trade and professional brand. We previously traded under the Promaster brand to the trade sector but this will be phased out as the Werner brand grows."

The two founders were originally involved in the aluminium industry and decided to make aluminium ladders. When looking for a location for their production facility they found that grants were available in South Wales or Cornwall - opting for the latter and remained there for many years.

Next owners were the 'garage and shutter door' Henderson group, which was in turn acquired by the building materials company Hepworth. In 1995 the company's current site in Belper was owned by Hepworth and producing Glow Worm solid fuel boilers which were being phased out. The plan was to install an aluminium extrusion plant in Belper and bring Abru (still in Cornwall) and two other group companies dealing in extrusions together at the same site. Abru moved to Belper in 1998. Its central UK location, combined with the on-stie extrusion facility, has enabled the company to provide excellent levels of service.

Werner also has a large range of stepstools and work platforms

The aluminium extrusion plant at the Belper facility

This amount of aluminium is sufficient for one day's production

The Colour of

INNOVATION

VIEW THE NEW GS-4069 DC

VertiKal days

JUNE 27 & 28 AT STAND 149

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"This was very good for Abru because the business was not a core product for the expanded heating group so we were allowed to make our own business decisions," says Bruton. "When we were subsequently purchased by Werner we were the only non-heating company remaining in the Valliant group. Valliant had invested heavily in the Belper site, in product development and equipment, but the management was happy to be part of a ladder company again."

Abru claims to be the only ladder manufacturer in Europe to extrude its own aluminium, buying aluminium billet and carrying out the entire, mainly automated, process on site. This, the company says, allows it to react very quickly to customer demand.

"Prior to having the extrusion plant an order for 5,000 ladders may have taken eight to 10 weeks to complete, most of the time spent waiting for aluminium from the extruder. Now it can supply a similar order in about five days even if it wasn't in the forecast," says Bruton.

Total factory capacity is 3,000 tonnes of extruded aluminium a year but this could be increased with shift work. Currently around 2,500 tonnes of end product is produced each year but as the factory already runs around the clock, seven days a week it would be relatively easy to add another shift should demand increase significantly.

American-based Werner is the leading ladder supplier in North America and acquired Abru as part of its international expansion strategy, with the intention to use it to access markets across Europe. Werner now has a R&D and engineering team in North America, Europe and China which interact on product innovations.

First Werner ladder - 1950

Werner has a history dating back to 1922, producing its first ladder in 1950. In 1963 it produced its first fibreglass ladder at a time when the market was predominantly timber and aluminium. Now the US market is 60 percent fibreglass and 40 percent aluminium. Compare this to the UK where it is 95 percent aluminium and five percent fibreglass. By 1970 Werner had become the largest ladder manufacturer in North America and is now the largest in the world with between 20 and 25 percent of the market. It is strong in North America, Australia and Asia and with the Abru acquisition, Europe.

"In terms of ladder production, Abru is about twice the size of the next largest ladder manufacturer," says Bruton. "I think we will probably diversify into other products in the future and we are currently evaluating a number of options."

"Overall the aluminium ladder market in the UK is stable and has reached a plateau but the growth is in fibreglass largely driven by the working at height directives. If you are an electrician or plumber your risk assessment should result in not using an aluminium ladder because of its conductivity," says Bruton. "There is still the misconception that trades cannot use ladders on site but this is where the site health and safety manager needs to see risk assessments and allow ladders which are the right products for the job. There is a place for all types of access but it is still hard dispelling the myth that ladders are not allowed on sites."

Fibreglass the future

In Europe fibreglass has traditionally been more expensive but Abru will look to install a fibreglass plant on the Belper site at a later date. A major feature of a fibreglass ladder is it is warm to the touch - a major benefit when working in cold conditions - and it does not 'black' the hands - essential for painters and decorators. The current Abru Werner fibreglass range of ladders sold in Europe is assembled in Belper, with fibreglass supplied by Werner's main manufacturing facility in Juarex, Mexico. The company also has two manufacturing facilities in the USA and one in China that produces products for the North American market. It has three extrusion facilities in North America along with a pultrusion facility for fibreglass in Juarex, which produces 65 miles of fibreglass and 22,000 ladders a day.

Existing products new markets

"One UK product that has done very well in North America is the two metre, three extension compact ladder, which we launched around 10 to 15 years ago. It has been a huge success there, with tradesmen wanting to carry compact ladders inside smaller vans rather than on the roof."

Risk assessment

"Working at Height legislation has not had a direct effect on UK sales but it makes users reassess their risk assessments to decide on the correct type of access needed," says Bruton. "This will help the growth of fibreglass and we will be launching a range of fibreglass extension ladders later in the year. These are predominantly used by the commercial sector such as British Telecom etc. Our aim is to almost eradicate the historic cost gap between aluminium and fibreglass.

Test laboratory

Abru also has its own test laboratory which is used by other companies in the Ladder Association doing work on standards.

"We think our test lab - which is purely set up for ladders - is the best in the industry," says Bruton, "the BSI regularly uses our facility to do our Kitemark testing rather than in their own labs. A ladder is like life support equipment so we have a full time engineer on hand to answer questions such as which is the right ladder for the job. We also visit sites to investigate accidents."

Warehousing and distribution is carried out from the Belper site with up to 80,000 ladders in stock at peak periods. A fleet of Abru/Werner liveried delivery vehicles are run by an external transport company.

As we said at the beginning of this article - news of the death of the ladder has been greatly exaggerated. It would appear to be more popular than ever.

The Lock-In accessory system allows a wide range of tools to be used safely.

Overhead protection

Lavendon's SkySiren system is neat and said to fit most boomlifts

As you will see from our review of Intermat, the number of new access products were scarce. However one area in which the major self-propelled manufacturers were focusing their attention was overhead protection systems or anti-crush devices. This is surprising in that no manufacturer believes that there is a pressing need for such systems on what is, after all, the safest method of working at height. However the pressure from a couple of UK based contractors and the resulting development work of the UK's largest rental companies has made this an issue which cannot be ignored. The fact is that fatalities and injuries caused by inadvertent contact with overhead obstacles such as beams etc do occur, no matter how infrequently.

AFI's Sanctuary Zone

As a result the three largest manufacturers exhibited protective systems on their stands and it is likely that you will see further developments at Vertikal Days in June.

The existing products developed by Lavendon and AFI - the Sky Siren and Sanctuary Zone - were both on display and both took pride of place on the Genie stand. The company is currently reviewing both systems, having approved their installation on its boom lifts. Alongside these two systems Genie exhibited a prototype of its own solution, a mechanical guard system over the operator's station. The Genie OPS or Operators Protective Structure weighs 17kg and can be bolted to a standard platform so no modifications to the machine are required. It can also be easily removed when necessary and should be relatively inexpensive. The structure, which runs from the top guardrail on either side of the controls to the mid-rail, does protrude into the platform, but actually only consumes a small volume of overall space.

The Genie OPS guard can be easily retrofitted and removed when it is in the way

Genie's OPS guard is connected in four places with U-Bolts

Scott Krieger, senior product manager for booms and telehandlers said: "We are aware of incidents where operators made contact with overhead obstacles while operating aerials. Ultimately, the operator in conjunction with the worksite supervisor is responsible for identifying and avoiding overhead obstacles. But as a secondary measure, we are working both independently and with various partners to provide protective solutions for a variety of worksite conditions."

JLG goes further

JLG has taken the concept the SkySiren concept a step further, with its Sky Guard which is likely to be an option on all of its booms and could be available for retrofit to booms dating back to 2009. The heart of the Sky Guard concept is a pressure switch roughly 500 to 600 mm long, mounted to a short bar above the control panel, the switch's rubberised moulding is U-shaped and can be activated by any substantial contact - no matter the direction - with a pressure of around 23kg.

AFI's Sanctuary Zone on the Genie stand at Intermat

JLG's Sky Guard incorporates an emergency function reversal

If struck suddenly, say by a blow with a tool or bar the machine simply stops immediately, the unit is be reset by the operator simply lifting his foot from the dead-man pedal. However if the pressure is sustained for a second or more, the function that caused the pressure is immediately and quickly reversed while a loud alarm sounds. A flashing blue light is also available. Once again the machine can be reset by the operator simply removing his foot from the foot switch. A manual override of this and the control lock-out is also fitted to allow the operator to rescue himself, while the lower controls will still override all upper control functions, allowing a ground crew to effect a rescue.

The switch is mounted on special plastic shear mountings and in the case of a severe shock load, such as when the platform is moved rapidly upwards due to the wheels at one end of the chassis dropping into a depression, the switch bar will both activate and collapse along the same lines as a crumple zone of a car - in order to provide more space for the operator and hopefully avoid serious injury.

Vertikal publisher Leigh Sparrow gave the unit a thorough testing at the show and gave the following review: "I was very impressed. Clearly much of what it does is similar to Niftylift's SiOPs system which is neatly built into its larger machines however the immediate reverse function adds a new dimension. JLG was keen to stress, that this was a prototype that it is seeking feedback on and that it sees this as an additional aid for

The rubber switch can be activated by pressure from any direction

contractors who feel that a specific job it is working on requires additional measures. The system does project a little into the platform area and its height might be an issue for shorter operators like myself although that is subject to change. The system is also more elaborate and likely to be more costly and does need to be wired into the machines electrics."

Haulotte exhibited its version of the AFI Sanctuary Zone on its stand. It has given the subject some in-depth consideration and is likely to approve both the SkySiren and Sanctuary Zone for its machines, while observing how the market develops. Skyjack is also likely to follow this strategy which is not a bad policy at this time.

Haulotte's version of AFI's Sanctuary Zone

So which is the best?

As you may have guessed you will not get a definitive answer to this from us. The fact is they all work - to greater or lesser degrees and they are not an essential piece of equipment. So you 'pays your money and you makes your choice…' The most sophisticated is unquestionably JLG's SkyGuard, the least intrusive – Niftylifts SiOPs and to a slightly lesser extent the SkySiren. Genie's OPS or AFI's Sanctuary Zone are the simplest and also likely to work with the additional benefit of providing some protection against whiplash-type sudden contact with an overhead obstacle.

The next challenge for rental companies is when to offer or fit them? Imagine appearing in front of an inquest and being asked "was there something that could have avoided this man's death?" and "So why wasn't this machine equipped with that system?" Obviously if you buy a larger Niftylift boom it comes as standard, but this is unlikely to be the case with any other manufacturer, at least at this stage. So the decision of when to fit is likely to rest with the rental company.

A final word

We believe that this development has been driven from the wrong direction. It has come about from one or two safety officers employed by large contractors, dwelling on two specific, but different fatal overhead crushing incidents. They were tragic, of that there is no question, but then so are most fatal road accidents. If any time an operator/driver made an error that resulted in a fatality we changed the machine, no matter how infrequently such incidents occurred we are likely to end up with products that are impractical and drive users back to less safe methods of access.

Having said this, devices that many might initially consider unnecessary can become something we depend on. Clearly car seat belts are an extreme case of this, but what about reversing alarms on cars? They are gradually becoming a standard feature. A good driver shouldn't need them, and they are not essential for all types of driving. However when parking or manoeuvring in tight spaces they are quite helpful. Perhaps rather than all these impact switches and roll-bars we need something similar for platforms that warns operators as they approach an obstacle rather than using the operator as medium between the obstacle and a safety switch?

In an online poll on www.Vertikal.Net in April we asked if anti-crush devices on boom lifts should be standard, optional or are not required. As we go to press a total of 296 people have voted, with 39.5 percent in favour of making them available as an option, 31.4 percent want them as standard and 29.1 percent feel that they are unnecessary. The poll is open for another week or two.

Niftylift's SiOPS system is built into its larger boom lifts

Height may be an issue - although this looks high for our publisher, it worked perfectly

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The wind is changing

During last month's ESTA wind safety summit held in Hamburg, several wind turbine manufacturers made commitments to put safety ahead of price when it comes to lifting operations on their sites. This does not mean of course that they will use this criteria when awarding lift contracts - you can be fairly sure that low bids will still play a major role and as they say 'they assume that any crane company will put safety first'. However if their word means anything, those that win a contract based on cutting corners and using a crane that is borderline for the job, may find that their success proves costly.

One thing that should help is the planned best practice guide and minimum standards that ESTA is currently working on (See a preliminary statement in our letters section). The aim is to establish a minimum set of standards that all crane and wind companies will comply with, thus helping create a level playing field commercially, at the same time as improving safety. The worst offenders among the turbine companies may find the change saves rather than costs, as the number of dropped components is reduced or eliminated, along with time lost through accidents and near misses, not to mention a reduction in the legal fees of trying to enforce penalties on ridiculously one-sided contracts, that many of the best lifting companies are already refusing to accept.

A key effect of the wind safety summit, at least as delegates departed, was a greater appreciation of the effect of wind on blades and rotor assemblies and other loads during a lift. Most assumed that having some capacity in hand compensated for higher wind speeds and yet this is simply not the case - a heavier load may be safer!

Modern cranes are designed to lift typical loads in winds of up to a given speed. 'Typical' means flat sided loads with a weight of around one tonne per square metre. A load

Liebherr produces a free guide - Influence of wind on crane operation.

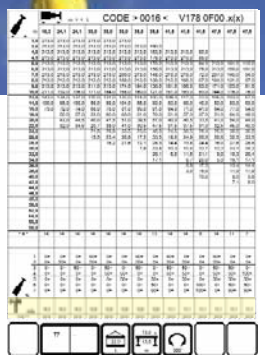
such as this will have a wind resistance or drag co-efficient of around 1.2. A ball or streamlined load can be much less - as low as 0.2 or 0.3. Cars are of course examples of products designed with a low drag factor, while turbine blades - like boat sails - are designed to catch as much wind as possible. They also tend to be very light for their size and these two factors change everything.

Imagine a crane lifting a turbine blade assembly, with a total weight of say 25 tonnes. The load's drag coefficient is 1.6 and the cranes lifting capacity is 40 tonnes at 22 metres radius. Historically the crane's load chart might suggest it to be good for a wind speed of around 50kph or 14 metres/second. However, as we have already mentioned, there are several variables that must be considered. Manufacturers now calculate the permitted wind speed for every crane configuration and are beginning to programme this information into their load moment indicators. If we take a Liebherr LTM12000 with short boom, the load chart permits wind speeds of 14.3 metres/second with base boom, but only 11.1 metres a second on a 47.5 metre boom, and this assumes a regular load with a 1.2 drag coefficient.

The company has also introduced reference charts that allow operators and planners to calculate the maximum permitted wind speeds for special loads. So taking our rotor assembly example, let's assume a surface area of 200 square metres and a drag coefficient of 1.6. We multiply the 200 by 1.6 to give an equivalent area exposed to wind of 320 square metres. Using the special chart we see that the maximum wind speed for lifting a load with this exposed area and weight is actually only 3.5 metres a second! If the rotor had been heavier we could have lifted it safely in stronger winds.

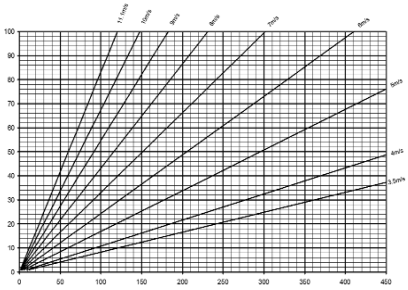
Why is this? Quite simply crane booms are designed to cope with vertical loads and not side loads. In fact most modern cranes are designed to cope with no more than a three percent side loading, so while our 25 tonnes might be well within the crane's capacity when suspended vertically, there is no way it can handle anything like this pulling sideways on the boom nose.

There is a great deal more to this than the simplistic explanation above. In order to truly understand the effect of wind on lifting, it is useful to understand the dynamic wind loading effect on loads, which creates those side loadings and the differing effects of the surrounding terrain or buildings. Lift planners could benefit from an excellent multilingual publication, complete with test questions and exercises that Liebherr has produced, entitled 'Influence of wind on crane operation', a copy can be found at www.vertikal.net in the library section.



maximum wind speed for configuration.

We also think that there is a strong case for an organisation such as ESTA to produce or approve a one day wind training course and exam for crane operators with a certificate and card for those passing it, entitled Crane Operators Wind Licence. After an initial period, wind turbine manufacturers could insist that any crane operators working on their sites are so qualified - simple!



Wind Speed - the measurements along the bottom are ' exposed surface area of the load' the vertical axis is total load weight.

A better way of doing things

As the use of wind turbines spreads throughout the world and the technology develops and evolves it throws up new challenges, opportunities and even businesses. The expansion of wind power is good news for the lifting industry however at first glance it might also appear to be something of a 'bubble' as land-based sites in Western Europe are developed and resistance to wind farms near urban areas grows.

However as you delve deeper it soon becomes clear that new turbine installation is just a part of this new industry. In addition to their erection, turbines need regular maintenance, inspection, repair and it now turns out, cleaning. And if all this is not enough to spike the interest of potential suppliers, there is also the need to replace or update them as they reach the end of their useful life and as technological improvements obsolete them. The increasing size and efficiency of wind turbines also triggers another new reality - the single lone turbine - opening up a host of potential new sites

One of the more surprising and yet relatively obvious facts that we recently discovered is that turbine efficiency drops by as much as 15 percent and possibly more, as the blades accumulate dirt. On top of this it is hard to inspect a dirty turbine blade, so blade cleaning - a new activity - has a dual purpose benefiting both safety and profitability. In the beginning cleaning and inspection was carried out by teams of abseilers dropping down from the turbine nacelle on ropes. While this method is still in use, it has significant limitations - the main one being lack of experienced abseilers. Added to this is the fact that the typical abseiler tends to be a climbing buff rather than an engineer also that it is not the safest method of working at height with several fatal accidents already recorded and it is clear that alternatives are required.

The two large brushes rotate and adjust to perfectly follow the curves of the blade

Large truck mounted lifts are already used very effectively in this role. On their own however, they lack efficiency in that each one ties up a specialist inspector for a longer amount of time than necessary - getting to the site and waiting while the blades are cleaned etc. In order to solve this problem UK based company, Extreme Wind Services - which also trades as Extreme Access Hire - has developed a solution that is becoming increasingly popular as more turbine operators become aware of it. The potential is significant enough that the company has already started expanding this aspect of its business into other parts of Europe.

Its patented system employs a large truck mounted lift that has the spare lifting capacity required to handle a special cleaning head and inspection platform. Dubbed the EX1, the device has so far been fitted to a number of 70 metre Palfinger/Wumag truck mounted lifts. Each EX1 consists of a special platform equipped with a water tank, platform mounted water jets and large rotating brushes, similar to those found in a car wash. There is also a full set of video inspection cameras and the ability to transmit the live inspection images anywhere in the world. By using the latest water recycling system that captures and reuses around 65 percent of the heated water, the on-board tank can keep the machine supplied for a significant amount of time between top-ups.

The system is almost fully automatic with the brush movement and pressure closely tracked by laser sensors to ensure optimum pressure is applied and that the cleaners follow the blade profile without stressing it. As cleaning progresses, cameras track the movement, recording the blade surface condition. If the onsite technician spots anything suspicious, he can activate additional specialist close up cameras carried on the platform extension and then email a still image of the possible defect to the client or specialist engineer at the touch of a button. The platform is also capable of carrying out non-destructive testing such as ultrasonic and shearography testing.

A dirty blade is cleaned and inspected all in one sweep

If a blemish is spotted on the blade specialist cameras carried on the platform extension can be deployed

Extreme has already launched a service with partners in Spain and Portugal and is looking to add further machines in the UK later this year.

Moving 40 metre components through the forest

The 40 metre blade is lifted into the rotor blade adaptor

Other components took just 40 minutes to complete the two km journey

With wind turbines becoming ever larger, the development of smaller wind farms with just one or two turbines is becoming more practical. The problem is that some of the locations for these lone turbines can be very difficult to reach, both for the cranes needed to erect them and also the components themselves. A case in point involved the transport of three 40 metre blades and the tower sections of an Enercon E82 turbine to the top of Mount Johannisegge, a wooded hillside in the Teutoburg Forest, near Borgholzhausen on the northern border of North Rhine Westphalia.

Negotiating the final two kilometres of steep narrow road with two hairpin bends through heavy woodland was a problem. Swiss transport specialist, Voser came up a self-propelled solution that minimised any tree felling and coped with the icy road conditions. The company used a six axle Scheuerle InterCombi SP unit equipped with a special rotor blade adapter. The nine tonne blade was lifted into the adapter with its 200 flange bolt connection and the unit was ready to go - the driver walking behind the unit operating it via remote control. The rotor blade adapter has the ability to raise the blade by up to 23 degrees, helping it to negotiate the bends. An additional crane counterweight was placed on the deck of the transporter to provide extra counterbalance.

The trip started well with the rotor raised to clear the first bend which it negotiated perfectly, the second bend, a hairpin, proved more of a challenge with its 15 percent gradient and eight percent cross slope forcing the felling of some small tress bordering the road. With the light failing the move was suspended and the unit parked up overnight on the slope.

Here comes the blade

Next morning fog and icy road conditions did not help, but the road was gritted and in combination with the transporter's anti-skid function the move progressed smoothly with the 60 degree steering on the Intercombi helped it get around the second hairpin smoothly to reach the site. The transport of the other two blades was completed far more quickly, with the other components taking just 40 minutes each to complete the two kilometres.

A short home video of the move can be seen on YouTube http://www.youtube.com/watch?v=Nm1TCYkBLdk

Crane set in tight spaces

While the above charts the challenges of getting components onto remote sites, it can also be equally difficult to gain access with the larger cranes required to install the latest turbines. Given their modular nature, some companies are looking at using large tower cranes to install the turbines. Manitowoc is hoping that this application will prove lucrative for its innovative GTK telescopic self-erecting crane, given that it is articulated and one in position does not need the set up space that a telescopic with luffing jib requires.

Approaching the turbine site

Raising the blade to clear overhead wires

Clearing the trees on a steep icy bend

Wind sector unites on safety

The recent ESTA Wind Conference attracted a sizeable and varied audience to both listen and to put forward their opinion regarding the problems and dangers of erecting wind turbines. Among the more vociferous delegates was Terex Cranes' managing director of global sales Frank Bardonaro. Now seven months into his new role he has an almost unique combination of rental company and manufacturer experience. Mark Darwin spoke to him about the conference and the wind sector.

"The conference was a great idea and attendance was well spread between turbine manufacturers and those from the crane sector. There were enough of the key industry A-list players so that the message should get out to everyone. Perhaps it was missing some of the second tier sub-contractors - those doing the work on site - but for a first conference it was a great start."

Because of his previous careers - chief executive of US crane rental company Amquip and before that operations manager at Maxim Crane rental - Bardonaro has the advantage of being able to evaluate the conference from both a manufacturer's and crane rental viewpoint.

"As a crane rental company we did not chase turbine work because after the early contracts everyone in the world started quoting. Prices went so low and the terrain and applications were so difficult, that it simply did not pay to do the work - and this was when a 400 tonne crane was big enough," says Bardonaro. My biggest goal working at Terex is to develop cranes that allow the user to generate enough return on his investment for his business to succeed - that is not happening at the moment because current contracts don't pay the crane supplier the market rates needed."

Frank Bardonaro

Why shorter contract times?

"Project developers/clients play on the fact that crane owners are competitive and aggressive when demanding shorter contract times, but you have to say 'enough is enough. We are almost in a 'perfect storm' situation that involves taller towers, heavier turbines and reduced installation times - a recipe for more accidents. My concern is that contract times are being reduced and the lifting contractors then penalised for days when they are winded off. That is when I really worry about safety. We are allowing the turbine manufacturers to dictate terms rather than the crane industry, which has the knowledge and experience."

"Rather than discussing increasingly heavier lifts, why aren't turbine components produced in smaller, lighter pieces? Why are we setting blades three at a time rather than one at a time, or making them out of Gortex rather than fibre to make them lighter? Larger, fewer components means faster erection speeds to comply with contract schedules. Unfortunately there will always be one crane company who says "I can do it" rather than the industry sticking together and saying we need more time. I don't think turbine designers have taken enough advice over what can and cannot be lifted. It seems to be a case of "tell me what I need to lift this" instead of saying "how big do you think I should build it."

Crane designers like to build bigger and bigger but we appear to be reaching the maximum limits. I don't think turbines will go too much higher or heavier than they are today. If they do then only be a handful of companies will have cranes capable of installing them, so prices, roads and safety should be sorted."

Conference message

"The crane companies' concerns over reduced prices and time schedules were voiced and heard by the main contractors. Five years ago a crane rental company would only take a crane to the top of a mountain if adequate access was provided - now the crane guys have to do it all. Clients are squeezing costs, not just on crane rental but in other areas such as reducing the width and quality of the access roads so the returns generated are nowhere close to what is required for the €5 or 6 million crane investment. Companies generally are not pitching the right price for the work they are doing."

Accidents

"The wind sector is more dangerous that most people are aware, as we rarely hear of the incidents that occur on remote wind farms," says Bardonaro. "Imagine if they cut corners on the wind tower foundations and a couple fell down every month? There would be an outcry, but if a crane goes off a road and needs to be towed the crane owner gets blamed for it even if he didn't build the road? Clients just expect the work to continue safely despite price and time reductions - and of course the accidents are the

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fault of the crane supplier. I think the industry is finally saying this situation is not working and we all need to be partners in safety and performance."

But will it change?

"The more the industry unites over safety, the more the clients will work with them, but as long as there is someone who says "I can do it cheaper and faster" nothing is likely to change. I have seen the ESTA position paper that came out after the conference and feel there is still too much burden on the crane supplier. But the hope is that with future meetings and continually raising safety awareness, conditions will improve. However turbines are getting bigger and heavier and we need the biggest cranes to erect them. But even that is no problem if we have the right set-up, good access and the time to work safely."

Presentations

"The lifting in high winds presentation was very technical - perhaps too technical for some - but you could see that it was a wake-up call to many at the conference. We have to design cranes that can cope with windy conditions and I think manufacturers are doing a good job. Most of the problems are caused not by faulty crane designs but the conditions in which they are operating."

AC1000 delays beneficial?

Several wind related accidents have involved large telescopic cranes. Terex's 1,200 tonne AC1000 has still not been launched, several years after its planned release date.

"We realised that there were some issues with the AC1000 and rather than rush it to market, chose to re-engineer it," explains Bardonaro. "We are in final prototype testing and will have a crane in the field from June 1st with a customer on a difficult contract, together with a team of engineers. The problem with a large telescopic when set up with maximum boom, jib and ballast configuration is being able to lower it quick enough when unforeseen wind and gusting blows up. I think the lattice crane is more forgiving and with less boom mass and surface area you get a different side load situation. The wind can travel through the lattice, rather than catching the boom and ice does not form as easily."

"I am not worried about selling the AC1000 for wind contracts. We are excited about the machine and six will be available by the end of the year. The design means they can work in all conditions - confined areas in a city centre, a petrochemical environment in the Middle East, heavy vessel lifting or erecting wind turbines. It was delayed because we had concerns on the heavy lift side and we thought it could be improved. We are now very happy with the end result having a crane that is versatile, affordable, easy to transport and that provides a good return."

"Our industry is smart and if a crane or type of crane works well they buy it. Future developments for Terex involve making more cost effective cranes that are safe with more modularisation and interchangeable parts, which means easier and reduced transport. We are all aware of the safety side but it is now down to the manufacturers to offer a more economical package."

Very large cranes?

"I think you will see bigger cranes and different technology from Terex in the heavy lifting class. The gantry ringer crane is very specialist and they are only built in small numbers. That is not what we do - we try to build cranes with mass demand for global applications - a totally different market. There is always a need for a bigger crane and don't rule anything out – we will be in every lifting capacity market there is."

Chinese cranes

At Intermat I saw the new Sany AT crane with signs saying 'No photographs allowed!' I put a sign on one of our cranes saying 'No copying!'

We see a lot of reverse engineering on products coming from China, but have we seen any innovation? Not yet. It is a global market with global competition. All we can do is offer better service/support, more performance and more reliability and the buyers will decide. Customers buy Terex for reasons other than price. If you were buying a crane would you go for a cheap copy, or one with 100 years of experience and performance?"

Training?

"I think there will be a move towards lattice cranes for wind turbine erection and prices will increase. You will always have the rebel supplier but they will be the exception rather than the rule and clients will be under more pressure not to take the cheapest and possibly less safe option," he said.

Terex CC8800 twin

"In the tower crane industry when things started getting dangerous we brought in legislation requiring crane rental companies to have a minimum insurance of €25 million. I can see some type of minimum standards coming in for wind. Clients also have to ask how one bid can be 40 percent lower than another?"

"At the conference I brought up the certification and training for the wind sector. Surely it makes sense to have operators fully trained on the equipment they are working on? I see three ways of doing it. First the crane owners can sort it out themselves. Second organisations such as the NCCO (National Crane Certification Operators) can devise a wind programme and thirdly manufacturers can offer in-house training programmes for wind customers."

Clients beware

"Clients are now aware that they had better address the issues raised at the conference or they will not get the work done. The conference put the turbine manufacturers on notice. I think it is the first time they have heard the industry get together on safety and they have to listen. If nothing else, the turbine manufacturers took the heat in the questions and went away saying they had better address this situation."

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'Much better than expected'

Most exhibitors in the run-up to Intermat 2012 were less than optimistic about the prospects for a good show. Several thought that the exhibition was past its prime, writing it off completely - in fact some did not show. True, its position as a major international show alongside Bauma and Conexpo has waned since 2006 and many were describing it as a regional event that need to be re-priced as such.

Yet in spite of dreadful weather and the absence of several major exhibitors in the cranes and access sector, Intermat 2012 staged something of a comeback, with most exhibitors we spoke to very pleasantly surprised having done some good business and met a large number of buyers from all round the world. It is true that the shift in buying and manufacturing power within the construction equipment market, coupled with the growth of Bauma China, will keep the pressure on Intermat to give way within the three year cycle to an Asian show to stand alongside Bauma and Conexpo. However as the 2012 show proved, it is still a major equipment event and will not go down without a fight.

The Vertikal Press team was out in force, braving the elements to report both during and after the show. Amazingly in this day and age internet connections on site, whether mobile, or Wi-Fi were diabolical! If the market shift does not kill Intermat communications from the Parc des Expositions might. As a result news from the show on Vertikal.net was slower than it even justified. In the following pages we take a look at the major new equipment launches at the show and finally, given that that this year's show was much better than most expected, it will be interesting to see exhibitors' attitudes to the next Intermat in 2015.

Genie

Genie unveiled two new telehandlers - the fixed frame four tonne, 17.8 metre GTH 4018 and the 21 metre, five tonne rotating GTH 5021R - both of which have Stage IIIB Perkins engines (also added to the 14 metre GTH 4014).

The 4018 is said to have impressive hydraulic speeds, telescoping to maximum height in 13 seconds. Its 3.8 metre turning radius ("the tightest in its class"), low cab height and narrow width make it idea for cramped conditions. The GTH 5021 is also compact for its size. Both provide easy access to major components and include an upgraded cab. Production of the new models should begin towards the end of this year.

The new Genie GTH 5021R is the largest of three new telehandlers from Genie to be built fourth quarter 2012

On the access side, Genie introduced its new Operator Protective Structure (OPS) - an optional device for its boom lifts, providing overhead protection against crushing (for more information on this and other systems see Overhead Protection article on page 24)

Multitel

Multitel followed up on a spate of recent product launches with a further three new models - two truck mounted platforms and its largest spider lift to date. The 25 metre SMX 250 spider uses the superstructure from the truck mounted MX250 and the base of the smaller SMX 225. The company says its main feature is its light weight which at 2,660kg is 600 to 700kg lighter than many other platforms in this size range allowing it to be transported on a trailer towed behind a regular 4x4 vehicle. With up to 11.65 metres of outreach, narrow and standard jacking footprints, the unit is extremely versatile. The narrow footprint is less than three metres wide, but still offers full 360 degree rotation.

Multitel's largest spider, the 25 metre SMX 250

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Mounted on a 26 tonne chassis is the 42 metre Multitel MJ420

The Faresin FH10.50 has a maximum capacity of five tonnes and maximum lift of 9.5 metres

The new 10 tonne capacity Unic URW-1006

Attracting a lot of interest were the two new wheeled Unic Radial models.

The truck mounts included the 21 metre MX210 with 9.8 metres of outreach, and permanently inboard jacking at the front and H-frame outriggers at the rear. It also has all inboard jacking facility, with a useful outreach envelope for working in cities and other congested areas. The MX 210 has an all aluminium sub-frame to keep the weight down and when stowed is less than 2.6 metres high and six metres long.

The 42 metre MJ 420 with double telescopic boom geometry can be mounted on either an 18 tonne or a 26 tonne GVM chassis. The unit on show was on the heavier of the two and had around 30 metres of outreach.

Michelin

Michelin introduced its new X-Crane+ tyre in the 445/95 R25 TL 174F size which it says can handle the UK's higher axle loadings. The manufacturer says the tyre lasts 15 percent longer than its predecessor, is designed to wear evenly and is easier to mount. It can also be seen at Vertikal Days in June.

Faresin

Italian telehandler manufacturer Faresin showed a range of products including its new five tonne/10 metre FH10.50 Edile HS and four tonne/17 metre FH17.40 Edile. Both have a new engine cover design, while the FH17.40 features a new frame. The 10.50 can take 1.5 tonnes to its maximum lift height of 9.5 metres. Its sister machine - the seven tonne capacity FH10.70 - can take 2.4 tonnes to the same 9.5 metre height. Power is either 102hp Deutz or 130hp Iveco and both use single lever joystick controls.

Sany

Sany was the most prominent of the many Chinese manufacturers, with a hugely impressive stand/building. As well as three crawler cranes - the 250 tonne SCC2500C, the 100 tonne American designed SCC8100 and the 150 tonne SCC1500D - all in Sarens colours, the main crane interest was the new, 220 tonne SAC2200F All Terrain crane.

Designed in Germany to European standards, the new AT has a 60 metre U-shaped main boom and 43 metre, three position fly jib giving a maximum lift height of 102 metres. The five axle chassis offers 12 tonnes axle weights, 10x10x10 drive/steer and an 80 kph road speed. Overall length is just under 16 metres and width is 2.99 metres. Power comes from a Euro IIIB Mercedes diesel.

Unic

Unic Cranes Europe surprised a few with the launch of three brand new spider cranes - the massive 10 tonne URW-1006 and the first ever spider crane on wheels, the Unic URW-295 Radial and the URW-095 Radial.

The URW-1006 has a 30.7 metre maximum lift height, with its 21 metre six section booms and hydraulic luffing jib. Maximum radius is 24.3 metres, yet is only two metres wide and 2.46 metres high. Overall weight is a significant 14 tonnes including the luffing jib. It sports a modest pick & carry capacity of up to 1.5 tonnes at a 2.5 metre radius. It is also one of the first cranes to be fitted with the Wylie i4500 safe load indicator with high-resolution colour LCD screen. The three position outriggers have a minimum spread of 5.49 metres by 5.45 metres and a maximum spread of 6.66 metres by 7.07 metres.

In spite of the impressive look of the 1006, the wheeled 'Radial' models

The new X-Crane+ from Michelin

Sany showed three crawler cranes up to 250 tonnes capacity in Sarens colours

The 220 tonne SAC2200F All Terrain crane has a 60 metre U-shaped main boom and 102 metre maximum lift height

An aerial view of the demonstration area from the basket of the Ruthmann T460

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The Dingli stand

Hugh Foden with the Cummins QSF2.8

The four tonne capacity, 8.7 metre lift height MST ST9.40

attracted more interest. With all the features of the tracked models the non-marking rubber tyres make them ideal for shopping centres or other indoor locations.

Dingli

A fair few buyers and dealers were beating a path to the modest stand of Chinese aerial lift manufacturer Dingli, with its 14 metre working height compact mini scissor on show, along with a compact JCPT Rough Terrain model. The company also announced the appointment of Leach Lewis Industrial as its exclusive distributor for the UK and Ireland. The first units have already been delivered and include electric slab scissors and personnel lifts, with the official launch at Vertikal Days.

MST

Turkish manufacturer Sanko Makina showed its MST ST 9.40 telehandler - a mid sized model from a range of six. The 9.40 has an 8.7 metre lift height and four tonne capacity. Smallest in the range is the 2.1 metre high, 2.07 metre wide ST7.40 four tonne/6.35 metre model, while the 16.3 metre, three tonne ST 17.30 is the largest.

Giraf Track

Testcentrum De Lille - manufacturer of the Giraf Track tracked access/telehandler machines - unveiled the crane version its GT580 - the Compact Crane Concept. The GT580-3C - which is still to be certified - has a new three section boom and hydraulic winch, 7.8 tonnes maximum capacity and 15 metre lift height. The capacity can be increased to 10 tonnes with an optional reinforced boom and it will also be available with a fixed or hydraulic luffing jib, with a maximum capacity of 3.4 tonnes to a height of around 21metres. It will also be possible to install a platform with jib in order to reach working heights of 21 metres giving the machine increased versatility.

The 30 tonne XCT30E truck crane with 41 metre main boom

(L-R) Nick Leach of Leach Lewis, Harry Chen of Dingli with Peter Whittall and Gary Blake of Leach Lewis

Cummins

Engine manufacturer Cummins launched its smallest engine yet, for the off-highway industry - the four cylinder, 2.8 litre QSF2.8 with an output of between 49-74hp (37-55kW). The unit displayed was fitted with the fully passive Cummins Compact Catalyst after-treatment system, designed to meet US EPA Tier 4 and EU Stage IIIB regulations.

"This engine will benefit equipment manufacturers with the ability to have a single engine installation worldwide as it meets Tier 4 Final regulations by simply adding a fully passive, service-free catalyst after-treatment system," said Hugh Foden, executive director of Cummins Off-Highway business.

XCMG

Chinese manufacturer XCMG displayed its new 70 tonne RT70E Rough Terrain crane jointly developed with an R&D company in Germany.

XCMG displayed its new 70 tonne RT70E Rough Terrain crane

Giraf Track unveiled the Compact Crane Concept GT580-3C

The RT70E already has third party CE and TUV certification. XCMG says that customer feedback at the show was very positive. The unit has a 43.2 metre main boom plus 10 to 18.5 metre bi-fold extension with 0, 20 and 40 degree offsets. Also launched at the show was the 30 tonne XCT30E truck crane with 41 metre main boom and over 50 metres on board tip height.

Workzone

One of several anti-crush safety systems for boom lifts was shown by Workzone - part of UK rental company AFI-Uplift. SanctuaryZone is a simple, cheap, retrofittable structure that protects from crushing against overhead obstructions. More details on page 24.

The Skysiren from Nationwide Platforms

Tenstar Simulation

Swedish company Tenstar Simulation showed off its impressive range of operator simulator products for construction machines including loader cranes and tower cranes. The units can be used with either a projector and

JLG was showing off its new anti-crush system

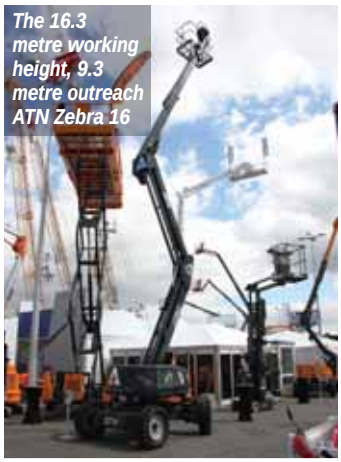
John Robertson with the SanctuaryZone

The Tenstar tower crane simulator

screen or LCD display and professional seat with controls.

ATN

French-based aerial lift manufacturer ATN introduced a new articulated boom, the Zebra 16 as well as launching a new mast boom, the Piaf 1100R. The 46ft Zebra 16 offers a 16.3 metre working height and 9.3 metres of outreach with 133 degree articulated jib and 230kg platform capacity. The new Piaf 1100R mast boom has a working height of 10.98 metres and working outreach of 3.7 metres. A Zebra 18 and its CX18 Rough Terrain scissor are also under development and may be seen later in the year.


The 16.3 metre working height, 9.3 metre outreach ATN Zebra 16

The new Piaf 1100R mast boom has a working height of 10.98 metres

Opsyselec

French company Opsyselec showed another variation on platform safety using ultrasonic sensors mounted on the platform. The system automatically detects objects at distances from 300mm to three metres with an accuracy of up to 10mm. In theory the system could be mounted under, to the sides or on top of the cage automatically stopping all machine functions if an object is detected within the predetermined range.

Opsyselec ultrasonic sensors

Herman Smit, COO of Mammoet with Isao Aida, president of Kobelco Cranes during the handover presentation of the 250 tonne CKE2500G crawler crane.

Socage

Socage unveiled its new 32 metre DAJ332 mounted on a 7.5 tonne Mitsubishi Canter truck. Derived from the DA328, the new truck mount offers a maximum outreach of 20 metres with 80kg or 17.8 metres with 225kg platform capacity. As well as its automatic hydraulic outrigger set up, the

The 32 metre Socage DAJ332

DAJ332 is compact, at just 7.2 metres long and 3.15 metres high. Other models on show included the A314 UP mounted on Piaggio Porter, the DA324 mounted on Renault Maxity, the T320 also mounted on Renault Maxity and the new TJ35 mounted on Mercedes Axor 1829.

Cela

The main attractions on the Cela stand were two new spider lifts - the 15 metre DT15 Spyder and the 24 metre DT24 Spyder. With its two stage outrigger system, the DT15 is compact, lightweight - at 1,550kg - and with a 2.3 metre by 2.75 metre outrigger footprint offers five metres of outreach. With the outriggers fully extended, even just one of them - this increases to 7.5 metres over the extended leg with 200kg platform capacity. Up and over height is eight metres and the unit is capable of reaching 1.5 metres below ground level.

Largest in the three model range is the DT24 with 12 metres outreach and 14 metres up and over reach. Weighing 2.8 tonnes, the unit has a 4.8 metre by 3.55 metre outrigger spread and can reach 4.5 metres below ground level.

Liebherr

Although Liebherr had another very impressive stand, there were few new product launches at the show, with new models being held back for its Customer Days in June. However it did unveil its new 380 EC-B 16 Litronic flat top tower crane - at 380 tonne/metres it is the largest in the 15 model range. The flagship crane - also available in 12 tonne format - has a maximum radius of 75 metres and can lift 3,400kg at the jib tip. Liebherr says that it can also be fitted with an IC or HC tower system - the 256 IC and 365 IC towers having cross-sections of 1.9 by 1.9 metres making them

The new 380 EC-B 16 Litronic flat top crane rated at 380 tonne metres its Liebherr's largest in the 15 model range.

The DT15 is compact, lightweight - at 1,550kg - and with a 2.3 metre by 2.75 metre outrigger footprint offers five metres of outreach

After taking a 500 tonner a few months ago, Baldwins Cranes is taking a 350 tonne, six axle LTM 1350-6.1 with 70 metre boom and Y telescopic guying system

Locatelli Gril 8700T

The HT23RTJ claims a class beating 18.1 metres of outreach and a very fast 53 seconds lift speed to full height

suitable for erection in lift shafts. With the IC tower system, a free standing under hook height of almost 70 metres is possible. The 380 EC-B 16 can be transported on five trucks with the heaviest component - the slewing ring and platform - weighing 7.4 tonnes.

Other cranes on show included the 300 tonne capacity LR 1160 crawler now powered by a IIIB/Tier 4 interim 270kW Liebherr diesel engine. In fact all equipment on the stand was powered by the latest IIIB/Tier 4 interim compliant Liebherr engines.

Ruthmann

Since the appointment of Rolf Kulawik and Uwe Strotmann in June 2010, German truck mounted platform manufacturer Ruthmann has gone from strength to strength. The new designs under the new leadership include the 27 metre TB270 on a 3.5 tonne chassis - the 33 metre T330 on a 7.5 tonne chassis - and the launch at Intermat of its 46 metre T460 on an 18 tonne two axle truck. Ruthmann also says that a 53 to 55 metre model will follow in the autumn, with a 70 metre truck mount planned for Bauma 2013.

The T460 has a maximum outreach of 31 metres but at this radius the platform capacity drops from the maximum of 600kg to 100kg. Most of the working envelope can be achieved with 320kg. The 460 features a two section telescopic upper boom/jib giving an additional three metres of reach and a good sized platform that can extend hydraulically from 2.42 to 3.82 metres. The unit can be mounted to any two axle 18 tonne chassis.

Terex Cranes

Although Terex had a good display including the Challenger 3160 and Roadmaster 5300, the only new crane for the show was the range topping Eazy 90 self-erecting tower crane, which will be built at its facility in Montceau-Les-Mines France, rather than Italy.

The Eazy 90 goes head to head with the Liebherr 81 K and Potain Igo 85A and HDT 80 with a 45 metre jib, six tonne maximum capacity and a choice of 15 hook heights, ranging from 14.5 to 46 metres. The Eazy 90 can lift its maximum capacity at up to 13.45 metres using the standard 45-metre jib and up to 15.26 metres in folded jib configuration. Maximum jib tip capacity is 1.4 tonnes.

Ease of transportation was a prime factor in the development of the Eazy 90 with three different axle options available to save time on the road and around the jobsite.

Largest Terex self erecting crane - the Eazy 90

Palfinger

Palfinger showed units with numerous upgrades and improvements, rather than totally new products with the 'next generation' 25.6 metre working P260B, the P210 BK and the P 300 KS with counter slewing system all achieving excellent sales to date.

Numerous improvements for the Palfinger P260B

Locatelli

Italian crane manufacturer Locatelli - back from the dead - showed a new 65 tonne Gril 8700T Rough Terrain crane, with a larger 75 tonne capacity 8800T model promised for later this year. The 8700T has a 32.3 metre main boom and with 17.5 metre jib has a maximum height of almost 53 metres. The 8800T will have a 40.5 metre boom.

Imer Access

Imer Acess launched its new IM R line of spider lifts with two new models - the 19 metre IM R19 and the 15 metre IM R15. The range will be extended to four models - probably with the addition of a 23 metre at the top end - at Bauma next year. These new spider lifts should not be confused with the LEM series - the LEM 1200 to LEM 2200 - produced by Platform Basket for sister company IHImer which will continue as a separate range.

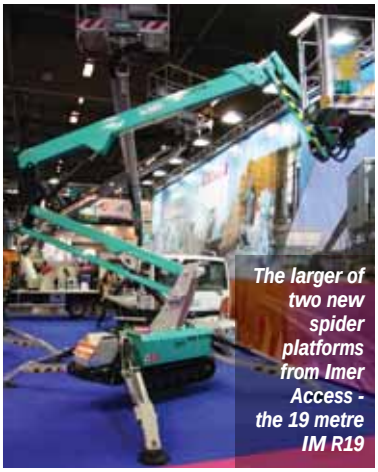
The new IM R 15 weighs 1,980kg and has an overall outrigger footprint of 3.2 x 3.3 metres. Features include adjustable width tracks and a maximum outreach of eight metres with 120kg platform capacity. The larger IM R19 has a nine metre outreach with 120kg, or seven metres with 200kg. Wireless remote control is available as well as auto-level outriggers and adjustable tracks. The unit weighs 2,300kg.

Haulotte

Haulotte was on home soil to launch several new products including two completely revamped compact Rough Terrain scissor lift - the C10DX and C12DX - as well as showing a prototype of a new 67ft rough terrain telescopic boom - the HT23RTJ. Haulotte claims a class beating 18.1 metres of outreach and a very fast 53 seconds lift speed to full height, which we tested and confirmed - well we hesitated a little and took 57 seconds! The 2.2 metre articulated jib and 450kg platform capacity will also appeal to many users. Other features include four wheel steer and drive, standard oscillating axle and differential lock. The HT23RTJ is also the first machine to be fitted with a new fully modular basket which is easier and cheaper to repair, it will be available from October.

Haulotte's compact scissors - the C10DX and C12DX - have been upgraded with a new Kubota engine complying with the Tier IV standard and a more rugged auto level one switch outrigger design.

The Ruthmann T460 has a 46 metre working height, 7.5 metres below ground level and 31 metres of outreach on a 18 tonne, two axle chassis


The larger of two new spider platforms from Imer Access - the 19 metre IM R19

Caterpillar TH470C

Comet X platform

Easylift ETJ190

Effer 525

Teupen 15GT

Zoomlion 80 tonne crawler

JCB show

Atlas UK military order

New Holland LM 625

PM loader crane

Merlo stabilisation system

Maeda stand

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IPAF painting

JLG stand

The new JCB 540-200 in the background with a 515-40

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HORIZON PLATFORMS — *"Syrinx is easy to use, self explanatory and yet sophisticated."* **Ben Hirst**

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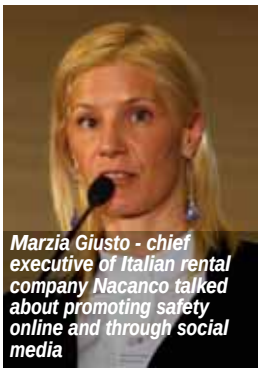
IPAF in Roma

The IPAF summit and awards dinner 2012 was held in Rome, as in past year's we bring you the slightly irreverent Vertikal photo album of the event, complete with a few light hearted captions. As the photos will hopefully portray, this was another great event, and perhaps they might just encourage you to attend the next one, which will be held in Miami Florida, just before Easter 2013. If any of our captions offend, please be assured that this was not our aim and hopefully you will forgive us. The Summit included some excellent information which we will be incorporating into the next articles within the next three or four issue of the magazine, rather than try to cover them all in one here.

The IPAF Council for 2012

"Look I found this little black ball" Chris Wraith of IPAF shows and tells with Karina Mireles and Gary Riley

While the number of questions were few in comparison with previous Summits, there were still plenty of contributions



Marzia Giusto - chief executive of Italian rental company Nacanco talked about promoting safety online and through social media

Andy Studdert of NES gave a first class talk on introducing aviation type safety protocols to the powered access rental business

Chris Wraith chief technical officer of IPAF updates on the aerial lift incident reporting project

"Look I have got an iPhone" – Steve Couling, Wayne Lawson and Tim Whiteman during the formal meetings prior to the Summit

Gary Riley of AWPT in the USA, set out to prove how simply giving instructions how to do something is Not training...."And No he did not pick the stupidest people on the audience to prove his point!" Giles Councell struggles to complete the task in spite of having been told how to do it

Mohd Ismadi from the Singapore Ministry of Manpower talked about the changes that are rapidly transforming the way companies work in the city state

"Over there - Miami that is" perhaps IPAF chief executive Tim Whiteman is pointing out that the next Summit will be held in Miami - just before Easter 2013

"Now that's interesting" A lone Karina Mireles checks out the programme

The Summit was well attended with some excellent presentations

Peter Douglas makes a most impassioned case for incident reporting and makes the case for it to be mandatory for IPAF members

"Best of friends - yes?" Stefano Di Santo of Haulotte with Roberto Marangoni of JLG

"Don't worry I can fix it boss" Stefano Di Santo talks animatedly with Alexandre Saubot CEO of Haulotte

"Come on then wise guy, what does it mean?" Helena and Jorge Lozano of Jorge Lozano of Portugal before the Summit

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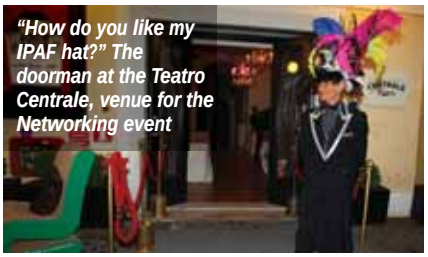
The Networking event and dinner

The evening before the Summit over 250 industry delegates were hosted to a party at the Teatro Centrale, a stone's throw from the Coliseum. While the main point was the opportunity to catch up with access specialists from around the world, there was also some local entertainment as well as good food.

"We finally got rid of him!" Karina Mireles and Marta Lucani of IPAF with an empty chair at the networking event check-in before the rush



"How do you like my IPAF hat?" The doorman at the Teatro Centrale, venue for the Networking event

"Don't look now Austin but the paparazzi have spotted us" Austin Baker and Nick Selley of AFI-Uplift arrive

"So where on earth have they brought us?" IPAF deputy president Steve Couling of Versalift arrives for some networking

" What's so special about this place then Wayne?" IPAF president Wayne Lawson and Genie's Phil Graysmark are the first arrivals at the Networking event

"So you AFI guys were trying to sneak in without a ticket were you Austin?" Jean Harrison of IPAF has a word with Austin Baker of AFI-Uplift at the registration desk

"What's this nonsense?"

"No you're definitely not allowed in" Marta Lucani of IPAF seems reluctant to give Nick Selley of AFI a badge

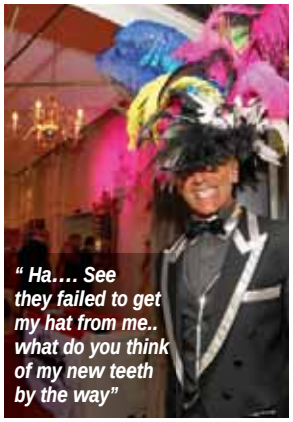
"You distract him and I'll grab the hat"

"It's all about passion" .. "And then you have to follow through and nail it" Steve Redding of Niftylift takes on an Italian air with Mark Keily of Nationwide Platforms.

"Now look here you!" Discussions at the bar look serious between Shawn Ong of Galmon Singapore and Mikael Kämpe of Ramirent

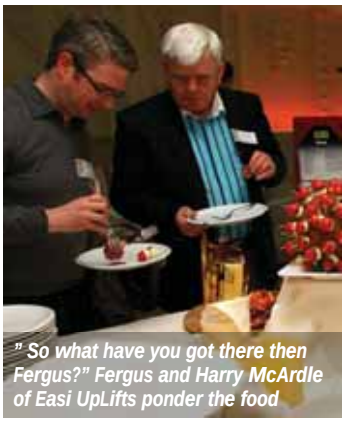
North meets south David Houston of Highway Plant, Belfast with John Ball of Easi UpLifts, Dublin

"Well Hellooooooo" Cameron Reid of Harsco with Jo Wood of IPAF



" Ha…. See they failed to get my hat from me.. what do you think of my new teeth by the way"

"Do we look alike?" Jo Wood of IPAF and Ketty Furlan of KF Consulting



" So what have you got there then Fergus?" Fergus and Harry McArdle of Easi UpLifts ponder the food

"You are too late! This is the last of the food" Margaret Caton and Jean Harrison of IPAF

"So I see you finally got in then Nick" Nick Selley of AFI-Uplift with Tony Mort of AJ Access

"I've had enough now! Stop following me Wim!" Wim Van Beuzekom of Hoogwerker Centrum with Nils Pradel of Pradel Arbeitsbühnen

"OK girls let me handle this one" Tonya Wen of Hunan Runshare Heavy Industry and Berlinda Nadarajan of IPAF share a joke with Austin Baker of AFI-UpLift

"Smile Marzia! there's a photographer" Marzia and Stefano Giusto of Nacanco....

"How's that for a smile then?"

"I see they stopped Nick Selley at the door then" Barry Brady of Elavation with Brian Parker of AFI and Mani Gonzales of Elavation

A bird's eye view of the bar at networking event

"Well....in South America we speak it better" José Manuel Mayo of IPAF Espana, with Marcos Hume of Interex/Manlift Chile

"Lets get him Enrico!" Enrico Marighella and Roberto Marangoni of JLG Italia, and Brad Boehler of Skyjack as Hans Aarse of IPAF has a quick nap

"Stop looking so smug Gerard…he's got a camera" Harry McArdle and Gerard Jennings of Easi UpLifts let their food settle

The formidable Mayer ladies: Tanja Thaler, Edeltraud Mayer and Julia Stark of Mayer Hubarbeitsbühnen

"We have travelled the furthest … Well almost" Marcelo Yamane and Sergio Kariya of Mills Rental Brazil

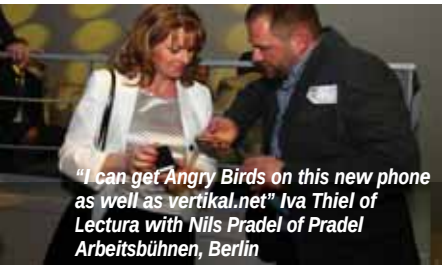
The three red troubadours - Alessandro Anzalone, David Hert and Thomas Puhl-Hert of Hert Arbeitsbühnen Vermietung

"How do you like the scarf then?" (L-R) Antonio Coraducci of Co.Me.T, Florenzo Flisi of Socage and Mauro Mollo of Mollo Noleggio

Stephen and Nicola Smith of Nationwide Platforms enjoy a quiet moment

Looking quite pleased with himself Andrew Davin with Karin Nars of Dinolift

"Ooooo it's like sucking on a lemon" Paolo Pianigiani of Imer Access with friend


"I can get Angry Birds on this new phone as well as vertikal.net" Iva Thiel of Lectura with Nils Pradel of Pradel Arbeitsbühnen, Berlin

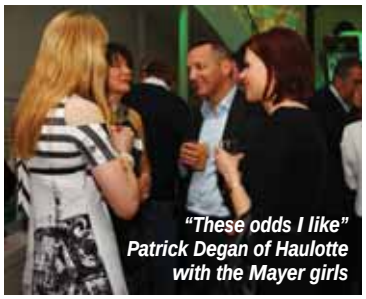
"Stop being so serious Pedro" Pedro Torres of Hune with Antonio Gomez de la Vega of Rirent

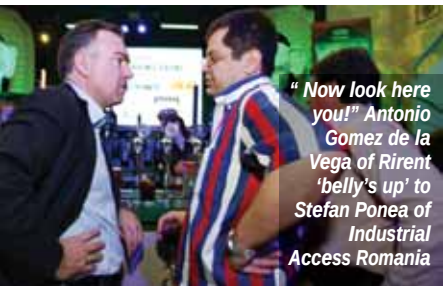
"I'm not really here for the craic" Phil Graysmark of Genie with Andrew and Nicholas Davin of Aerial Platform Hire, Ireland

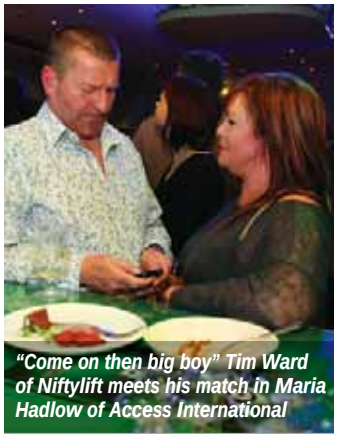
Klein Phua of Modern Scaffold Singapore, Cindy Casey Lim of JPN Singapore and industry veteran Alistair Robertson of Universal Equipment

"Hey I'll slap you in a minute!" Alexander Ochs of Vertikal with Iva Thiel of Lectura and Nils Pradel of Pradel Arbeitsbühnen

Cindy Casey Lim of JPN Industrial Trading of Singapore with Raymond Wat of IPAF


"These odds I like" Patrick Degan of Haulotte with the Mayer girls


" Now look here you!" Antonio Gomez de la Vega of Rirent 'belly's up' to Stefan Ponea of Industrial Access Romania


"Come on then big boy" Tim Ward of Niftylift meets his match in Maria Hadlow of Access International

"Now let me show you the how it's done" Danièle Liepach of Powerlift Deutschland with Floris Renes of Hoogwerker Centrum, Holland

"Mine is bigger than yours - camera that is" Marcel Rasing, Laurent Guillaux and Alan Hall of JLG

"He's my mate" Graham Osmond and Brian Parker of AFI

"Cheers" Steve and Jo Smith of the US Scaffold and Access Industry Association

"That's not a beer belly" Patrick Gianoncelli and Francesca Giusto of Vernazza Autogru

"I can't wait to be a past John" - past president John Ball with current IPAF president Wayne Lawson

The entertainment - Is that the doorman among them?

Cornered by two rogues…. Macarena Garcia of Movicarga magazine with Wim Le Roy (L) of Heli and Arne Dirckinck-Holmfeld of PB Lifttechnik

"I would jolly well tell him where to get off" Jean Harrison voicing her opinion to Susan Foster of IPAF

All change….Rafael Bazzerella of Skyjack gets blindsided by the IPAF ladies

Looking regal at the bar - Dante Fracca of Hinowa

"John! I must eat" Leigh Sparrow of Vertikal with John Ball of Easi UpLifts

Karin Nars accepts a posthumous Lifetime Achievement award on behalf of her late father Lars-Petter ('Lasse') Godenhielm of Dino-Lift and ex-president of IPAF, from Murray Pollok (L) and Tim Whiteman

"Stop looking so flustered Ebbe" Ebbe Christensen of Skako USA and Karina Mireles of IPAF

Maria Hadlow with Gianpiero Marti of Bluelift and Fabio Potesta of Mediapoint

"What's in the bag mam?" Pan Penny of Vertikal speaks with David White of Mec, with colleague Jim Tolle in the background

Gerhard Hillebrand of IPAF Italia receives his Lifetime Achievement award from Tim Whiteman

Wayne Lawson continues to check into being an ex-president – with Nicholas Davin (L)

Jonnie Dawson of JLG with the Fraccas - Davide and Enrico of Hinowa

The award winners:

Lifetime Achievement Award
Gerhard Hillebrand, IPAF Italia and the late Lars-Petter Godenhielm of Dinolift and past president of IPAF.

Access Project of the Year
Alimak Hek

Contribution to Safe Working at Height
Nationwide Platforms.

Products of the year
Manitou for its 280TJ boom lift,
Edmolift for the Air,
Ruthmann for its T330 truck mount
Geda for the Multilift P18S hoist.

IPAF Safety Champion of the Year
Austin Baker of AFI-Uplift,

Outstanding After Sales Service
TVH.

IPAF Training Instructor of the Year
Kevin O'Shea of Mastclimbers

Best New IPAF Training Centre
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Access Rental company of the year
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Access Photograph of the Year
Uwe Schneider of Mateco

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Training levels soar for Slinger/ Signaller course

2012 has seen a sharp rise in the uptake for ALLMI Slinger/ Signaller training, with registrations for February and March up 200 percent compared to the same period in 2011. ALLMI executive director Tom Wakefield said: "We are particularly pleased with these figures because for some time now we've been raising awareness of the need for operators to undergo separate slinger/signaller training. Many employers are under the impression that a lorry loader course also provides candidates with the knowledge and skills required for slinging and signalling, but this is not the case as additional training and assessment needs to be undertaken in order to be proficient in this area."

ALLMI holds WVTA Meeting

Further to an amendment to Directive 2006/47/EC, ALLMI recently held another meeting of its Whole Vehicle Type Approval (WVTA) working group. Chairman Alan Johnson, said "the meeting facilitated some informal discussion concerning the preparations made for WVTA and allowed working group members to share their experiences to-date. In particular, we were aiming to check everyone's understanding of the key principles involved and to see whether or not ALLMI needs to produce any further guidance or updates to its members as a result of the recent changes to the Directive. Consequently, we should be in a position to provide an addendum or update to members within the next two to three weeks and may also be issuing a consultation on one or two key points. "

The dialogue continues

Towards the end of 2011, ALLMI established a working group of manufacturers and independent service repair agents to facilitate discussion on the issue of access to manufacturer software, fault-finding codes and training. Further to its formation, the 'Industry Software Collaboration' working group held its first meeting on 27th February, during which attendees agreed that some form of manufacturer training could be made available to independent service providers, in conjunction with the provision of fault-finding codes and related information. It was suggested that the ALLMI website be used to facilitate this process. A Continual Professional Development scheme was also proposed. Discussions are still on-going, not only amongst working group members but also with other manufacturers, as the aim is to implement any agreement on an industry-wide basis.

If you have any views on this subject or if you would like to know more, please contact ALLMI.

Terms & Conditions update

ALLMI held the inaugural meeting of its Terms and Conditions working group this February, tasked with producing a standard set of "Terms and Conditions for a Lifting Contract with a Lorry Loader". The group has recently finished consulting on a first draft of the document and preparation of the second draft is currently underway, with the aim of reviewing the revised version at the group's next meeting which is scheduled for 17th May. The plan is to then launch an extensive consultation process on an industry-wide basis, including a substantial discussion on the topic at the Operators' Forum General Meeting on 28th June. The long-term goal is to produce a set of Terms and Conditions that are seen as the benchmark for the loader crane industry.

Operator of the Year Competition 2012

ALLMI is holding its Operator of the Year Competition at Vertikal Days - June 27th/28th. Contestants will have their skills tested in relation to speed, accuracy and safety of operation, with a £250 cash prize for the winner, as well as the title of ALLMI Operator of the Year 2012.

ALLMI's Tom Wakefield, said: "we're very excited about this year's competition and have already received a great deal of interest from operators. Entrants will be required to place a load at specific points on and around the vehicle and, provided this is performed in the correct sequence, the winner will be the operator who completes the task in the fastest time. However, time penalties will be incurred for any dangerous movements. Not only will the winner be the proud bearer of the title 'ALLMI Operator of the Year 2012', they will also walk away with £250 in prize money. In addition and in order to incentivise companies to allow their operators to take part, the employer of the winning operator will be provided with a free ALLMI training course of their choice, the value of which could exceed £4,000, and will be entitled to use the 'ALLMI Operator of the Year 2012' logo.

While all operators at the show can take part, the association is encouraging pre-show registrations. This facility, together with the extensive promotion of the competition, has already led to a record number of applicants."

In order to register for the competition, please complete the Operator of the Year Competition registration form at www.allmi.com. Or call the ALLMI office on 0844 858 4334.

ALLMI Operator of the Year Competition 2012

- ALLMI Village, Vertikal Days, Haydock Park, 27/28th June.
- £250 to the winning operator.
- Use of the "ALLMI Operator of the Year 2012" logo for the operator's employer.
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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.

£41,000 for dropped AC unit

Concentra Ltd of Waltham Cross, UK was given £41,000 in fines and costs after a woman was seriously injured by a falling air conditioning unit as she waited for a bus in London SE1, in September 2008.

The two metre unit, weighing 380kg, was being lifted into place by a tower crane, on an office refurbishment job and was not properly slung. It struck a mastclimber causing the unit to slip from its slings and drop onto the woman who suffered severe multiple injuries including several broken bones and cuts and swelling to her head. She was in hospital for eight days and the injuries have affected her work and studies.HSE Inspector Bose Ogunsekan said: "Concentra failed in its duty to manage the safety of persons affected by its activities. A high risk activity such as using a crane to lift this sort of load on the site should have been fully risk assessed during the planning stages. In addition, further measures to protect the public, such as an alternative pedestrian route and temporary bus stop elsewhere, could have prevented injuries to passers by." Concentra was fined £20,000, plus costs of £21,000.

Girls day at Deutz

As part of its campaign to bring more women into engineering, Deutz diesel invited young women to visit its training centre in Cologne, Germany on April 28th for hands-on experience with technology and find out about skilled occupations open to them. The visit included an information bus run by the metalworking and electrical engineering employer's association, equipped with machines and control units. Deutz director Margarete Haase said: "We want to make engineering jobs at Deutz more accessible to young women and show them how exciting work at an engineering company can be for girls. Women are still under-represented in this sector, which is why it is important for us to continue training female staff to a high level."

Platform safety awareness day in UAE

In late March Manlift Middle East held an on-site safety awareness day for the contractors and sub-contractors working on the Ritz Carlton hotel project in Abu Dhabi. The workshop - part of The Habtoor Leighton Group's site safety week - is part of an on-going effort to increase awareness of the need for training in the Middle East construction sector. Nearly 4,000 are working on the hotel, with around 200 of them regularly working at height. Manlift ran two stage interactive workshops for groups of 30 lasting roughly an hour and supported by a bilingual translator.

Whilst the demonstration was not official training, attendees went away with basic knowledge, including bringing a platform down safely in the event of an emergency rescue and the importance of harnesses in booms.

Part of Manlift's site safety awareness day

The telehandler and platform shortly after the incident

Poor telehandler platform costs

Reinforcing bar manufacturer EDV Reinforcements Ltd of Preston, UK was fined £10,500 after a work platform slid from the forks of a telehandler striking a man in January 2011. HSE investigators found the platform was simply resting on the forks, while the telehandler was being used to lift steel reinforcing sheets.

The falling platform struck an employee, 50, fracturing a rib and causing back injuries. The standards for non-integrated work platforms on forklifts are set out in HSE Guidance Note PM28 and require platforms to be positively locked onto the forks. EDV pleaded guilty to failing to ensure the safety of its employees and was fined £7,000 plus costs of £3,566.

HSE inspector Richard Clarke said: "EDV should never have allowed the platform to be lifted without being properly secured. Sadly, one of its employees suffered serious injuries as a result of this negligence it was an incident that could easily have been avoided."

Who trained him then?

The old pallet and forklift routine, spotted in use installing a new sign at a Kentucky Fried Chicken outlet in Inverness, Scotland in December. The crew had a scaffold tower on their van but clearly thought that this rudimentary form of powered access was quicker and worth the risk?

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..new PASMA village...Lorry Loader workshops...IPAF safety demonstrations...Crane and Access demonstrations...

'Ready reckoner' helps operators with spreader plate sizes

IPAF has launched the 'ready reckoner', a conversion tool that helps operators calculate appropriate spreader plate sizes to ensure the safe use of powered access equipment. The new tool builds on IPAF's international Spread the Load campaign, which says that spreader plates should always be used with boom lifts, when fully supported on their outriggers and with all other lifts that have outriggers, unless a risk assessment indicates they are not necessary.

The 'ready reckoner' enables operators to quickly understand the weights and loadings that need to be considered and by entering the weight of a machine and identifying the soil type, they can then identify the suitable size and specification of spreader plates to be used. Spreader plates should be of sufficient size, stiffness and strength to spread the load over the required area.

"A significant problem is that manufacturers currently use a variety of units for measuring relative bearing pressures," says IPAF technical officer Chris Wraith. "The new conversion tool makes it clear and simple for those looking for ready guidance. The campaign message is straightforward: Always do a risk assessment and check ground conditions. Know the weight of the machine and be aware of point loadings and ground load-bearing capacities."

The ready reckoner, together with a free video, stickers and posters, are available at **www.ipaf.org/spreaders**

Spraying for safety

Two pieces of urban art focusing on powered access safety were created at the IPAF Safety Zone at Intermat, made possible with the support of the show organisers.

The artists from Paris and Brighton, Mr. Shiz and Foundry, sprayed two seven by four metre canvases, working from a boom and a scissor lift. The artists had to cope with rain and strong winds during the show, which meant that the work had to be stopped at times for safety reasons. Mr. Shiz and Foundry have completed IPAF training courses, which stood them in good stead to operate the machines safely and complete their works of art. The two pieces of urban art have found permanent homes - at JLG Italy and at Italian training centre Formamentis.

Accident reporting:
First quarter preliminary results

There were seven fatal accidents worldwide involving aerial lifts in the first quarter of 2012, according to preliminary results of IPAF's accident database.

Of these accidents, three involved vehicle mounts (1b), two involved scissor lifts (3a), one involved a boom (3b) and one was unknown. Three accidents were caused by overturning (two involving 3a and one unknown), two were electrocutions caused by contact with overhead power lines (one 1b and one 3b) and two were technically related (two 1b). Six of the accidents occurred in the USA while the seventh occurred in Australia.

Presenting the findings, IPAF technical officer Chris Wraith stressed that the results are preliminary and encouraged the reporting of all known serious accidents involving aerial lifts at **www.ipaf.org/accident**

IPAF market reports predict a strong US, a steady Europe and a booming Brazil

The USA powered access market experienced relatively strong growth in rental revenue to $6.2 billion in 2011, due to increased demand and higher rental rates. Continuous growth is expected over the next two years.
The European market is now worth approximately €2.3 billion, with Germany considered the largest market in value terms, followed by France and the UK.

One of the highlights is the prediction of 40 percent annual fleet growth over the next five years in Brazil, which is included in this year's reports. If correct, the estimated fleet of 14,500 to 15,000 units will increase to 25,000 by the end of 2013.

The IPAF US and European Powered Access Rental Market Reports 2012 are available in English and can be purchased at **www.ipaf.org/reports**

Call for comments:
Proposed update to harness technical guidance

IPAF proposes to update its technical guidance H1 on harnesses in order to ensure that advice given is current and consistent. Following initial consultation with industry representatives, the proposed changes can be reviewed at the members only section of **www.ipaf.org.** Members are invited to submit comments by 15th May 2012.

Making access safety alive and real

A series of IPAF presentations and demonstrations will be part of the Access Industry Forum Knowledge Base and Live Zone during the Safety & Health Expo from 15th to 17th May, at the NEC Birmingham in the UK. The IPAF presentations will include: 'Developments in the powered access industry' (15th May at 13:50) and 'Managing MEWPs safely' (16th May at 10:30). The demonstrations will feature 'Familiarisation and pre-use checks: What an operator needs to know' (15th May, 11:30), 'Avoiding trapping and crushing incidents when using MEWPs' (16th May, 14:00), and 'Spread the load: Safe use of spreader plates' (17th May, 12.20).

IPAF Annual Report published

The IPAF Annual Report is now available at the Publications section of **www.ipaf.org** and printed copies can be obtained by sending an e-mail to **info@ipaf.org**

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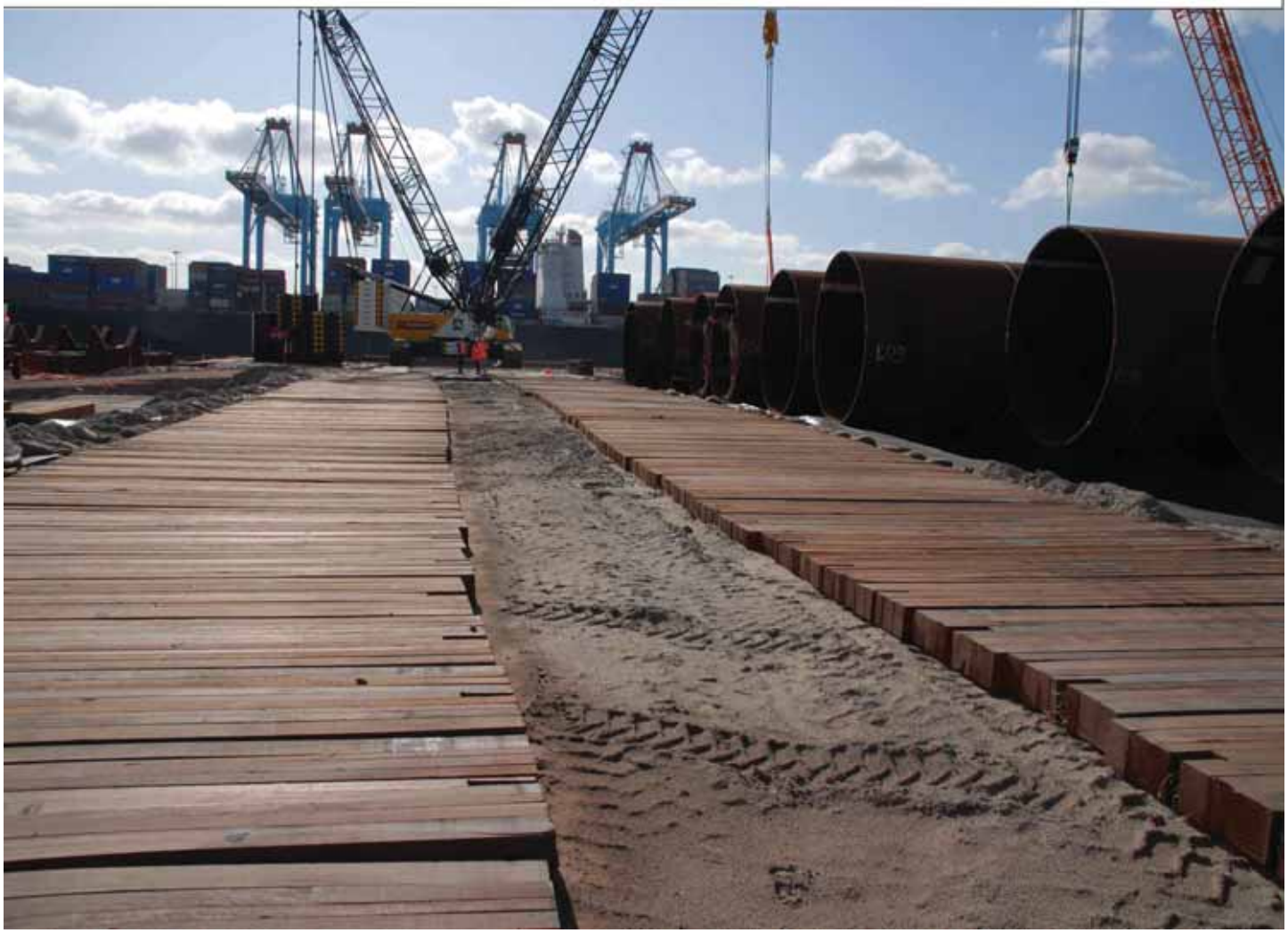


MCG 10 year anniversary

Grove GTK 1100 in Poland

One of the main companies not exhibiting at Intermat this year was Manitowoc Cranes. We talked with Philippe Cohet, executive vice president for Europe, Middle East and Africa before the show about the reasons why it decided not to attend as well as the recent ESTA Wind Conference, changes in the UK distribution of Potain tower cranes and the 10th anniversary of the Manitowoc Crane group.

This year marks a decade since the formation of the Manitowoc Crane Group. Potain was added in May 2001 and Grove in June 2002 with Glen Tellock - now Manitowoc group chief executive - taking over as president having masterminded the strategy from his position as chief financial officer. Many were sceptical of the three legged merger at the time, combining two companies with such different cultures with the very Mid-West American crawler crane/shipbuilding mentality of Manitowoc. As a result the company is 'justifiably proud' of having reached its 10th anniversary in such good shape.

"Although celebrations will be low-key, we are very proud of what we have achieved over the past 10 years and of what we have in the pipeline," says Cohet. "Developments continue and in a few weeks we will open a new factory in Brazil for example demonstrating our continuing commitment to the industry."

Intermat?

"Not attending Intermat was not an easy decision. We looked very closely at the pros and cons and decided that our marketing spend for this year was better utilised investing in shows in markets with better short term growth opportunities such as the Middle East, Russia and Africa."

Philippe Cohet

"I have nothing against Intermat but unfortunately it is no longer global and has suffered with the growth of shows such as Bauma China taking place at the end of November. It should also be remembered that Manitowoc is only involved in cranes - we do not offer a full equipment line so we have a narrower customer appeal. We are fairly well established in France thanks to the Potain presence and the work we have done over the last few years in France and Benelux has also given our mobile cranes a good brand image and good contacts. We wish Intermat every success and will be back at the show in 2015 assuming our budget allows."

Manitowoc did have a presence at the show, supporting one of its French Potain dealers, sales and rental company Matebat.

"We are not turning our back on the Western European market but nothing is better than meeting with Russian customers in their own country - often they do not want to travel to Paris, Las Vegas, Munich or Shanghai. CTT Moscow in early June will be quite a large show with most manufacturers present - the world has changed and we have to make choices. Intermat has a place to play in France and Europe and will probably be better than three years ago because of the improved economy but for me it is more regional than global."

In spite of its shift in focus Manitowoc has however decided to maintain its customer open days for Grove in Germany and Potain in France.

"Customers like these visits where they can meet not only the commercial team but design, production and quality engineers. It has a cost but is important because we are pushing the quality and reliability of our products."

The company finalised its Potain MDT248 in time for display at Intermat which completes its range of flat-top cranes. The Potain Igo T130 launched last year has now completed its quality review of the first 15-20 cranes and this will be followed by an official launch in the

Potain MD 560B working on the Lee Tunnel project in London

USA. The company is also working on reinforcing its luffing range which it sees becoming more popular, not only in the UK, but in many other countries where sites have operating restrictions.

Arcomet pulls out of UK

Just before the interview, news was breaking that Potain's UK dealer Arcomet was pulling out of the market?

"Arcomet has made the decision to pull out of the market based on its historical performance in the UK, combined with the difficult market and low rental rates," said Cohet. "We will be reorganising our UK distribution selling top-slewing cranes direct to customers from Manitowoc UK headquarters in Gawcott, near Buckingham, while self-erecting cranes will be sold by West Midlands-based Ladybird Crane Sales which was appointed Potain self-erecting tower crane distributor for the UK earlier in the year."

"We are fully committed to our UK operation, we would of course like to sell more cranes in the UK so that it might be more profitable, but the division is not loosing money. We just have to be patient."

2012 market?

"The market is still full of uncertainties. Positives are Russia - which is why we are supporting it so strongly - the Middle East and Africa. Unfortunately Southern Europe remains extremely flat, particularly in Spain and Italy but Germany and Scandinavia are better. Customers are still nervous and the financial community is not helping which is why we are moving towards offering financial packages. Lets say we are cautiously optimistic about the end of 2012 and early 2013. Within the different sectors mobiles are faring better than tower cranes, and in towers the self erectors are better than the top slewers."

"The good news is that emerging countries - India, Brazil and Russia - are still delivering, however China is showing slower growth than the others. If the Chinese home market is not delivering the growth expected then they may look for it overseas which further increases competition."

Product differentiation

"Despite the economic downturn we have kept our engineering development efforts at a constant level and have launched several new products such as the GMK 6400, 400 tonner which with its single engine and two drive axles and is seen as being very innovative, setting the standards for future large mobiles."

"We are in the process of reorganising our engineering teams across the product lines. For example Potain tower crane engineers are experts in lattice structures so they are now talking to the US crawler crane designers helping with their lattice structures. We have a big expectation from these collaborations in the medium term."

"Short term, we have launched less models than we would have liked, but one of the reasons is the amount of engineering resources dedicated to the new engines and Tier 4 starting in 2014," he says. "Initially we thought this would be much easier but the new engines we have received from the suppliers are so different - heavier and bulkier - so we have to redesign all the carriers on the cranes which has taken up most of our engineering time. This is now almost completed so we can devote more resources to new models."

Manitowoc 31000

Two Potain Igo T130 cranes in Aarhus, Denmark

ESTA Wind conference

"I thought it was a good conference which highlighted the problems of using larger capacity cranes in tricky conditions. The price level for the rental guys is not there and it's going to get worse as the windmills get taller and heavier."

"The GTK 1100 which was launched five years ago is still very much alive and at the conference I spoke with several customers who thought the GTK might be a solution to deal with erecting the larger turbines. Many like the GTK concept but pointed out problems such as its overall weight, with permits needed to move it, and the time taken to move between turbines is longer compared to a crawler crane. But in the future it may be that windmills will be larger single installations producing four or five MW which may give the GTK an advantage. We have two GTK rental units for those wanting to try it, so hopefully we may see more in the market. At the moment we have sold 15 and they have been quite successful in China. Developments have been carried out to the GTK counterweight on the super structure to improve boom capacity and we have asked to add the Megawing for more power in order to lift the latest heavy turbines."

Manitowoc 31000

"The crane is now fully tested and ready and the first will be delivered this year," says Cohet. "We are in advanced talks for the second unit - which is built - which may go to a customer in America possibly shipped this year."

"Everyone in Europe is impressed by the technology and the smoothness and speed of the variable positioning counterweight.

Originally we aimed to sell two Model 31000 a year for five years, but the dip in the global economy has delayed this. Hopefully we can start with two this year and continue. In my region I can see possibly one in Africa, one or two in the Middle East and one in Europe."

Grove GMK 6300L in Switzerland

New cranes?

"We are working on more modern designs and better features. We particularly want to use the variable positioning counterweight from the 31000 on other models. The Model 16000 is a very popular crane and is probably not for replacement but we may see a new crane bigger than the 16000?

The Manitowoc crawler crane brand does lack presence in Europe and we need to find the right time and product to address this. We have lots of ideas, some of which may surface at Bauma next year - possibly one or two new tower cranes and maybe a couple of prototype crawlers in a year or so."

HBC Radiomatic pilots new concept

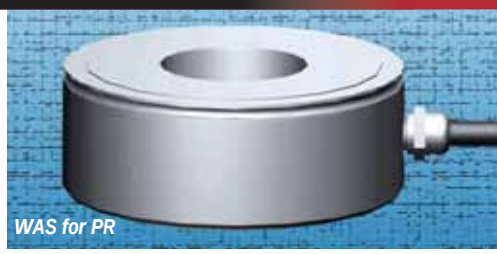
Remote control manufacturer HBC Radiomatic has designed a radically new single-handed remote control system the 'Radiomatic pilot'. The transmitter is based on an integrated inclination function which responds to directional movements which are then mimicked by the product - similar to a Wii game controller.

If you want to move left, you simply move your hand left and the function follows your movement. If you need to accelerate you move your hand further in the desired direction. For slowing down or changing the driving direction you move your hand back to the other direction. By using the horizontal and vertical inclinations of the transmitter, the operator can control two machine functions at once. The more the transmitter is inclined, the higher the speed, offering a completely new operating experience. A rotary switch allows additional functions to be selected.

The system is equipped with a safety release function whereby if the release button is not pressed no control commands can be activated by the inclination function. Similarly when it is pressed the transmitter vibrates informing the operator that the inclination function has been unlocked, it also responds to speed changes with increased vibrations speeds.

The Radiomatic pilot has a built-in micro drive function which enables the setting of pre-determined speed limits which cannot be exceeded, regardless of the inclination. It also includes a user identification feature, with the controller only activated with the use of a login card - HBC smart card. The smart cards can also be configured for individual operators and include functions such as the driving into prohibited areas being either enabled or blocked. This function can be combined with an HBC data logger, so that various information items, such as the operating hours of the drive commands and the login times of individual operators can be stored.

New annular load cells from LCM



LCM Systems has introduced a new range of annular load cells designed specifically for applications such as bolt tension monitoring, forklift truck overload protection and failsafe cable tension monitoring.

Manufactured in stainless steel and environmentally sealed to IP66, the standard cells range from 12.5kN to 540kN (1.3 to 55 ton-force). However, LCM also specialises in the design of custom load cells and can produce non-standard versions. An example of this involved the manufacture of a high temperature, stainless steel annular load cell for use with paper machinery, in temperatures that varied from 10 - 100 degrees Celsius, yet was less that 30mm high. The final product, produced to the customer's exact requirements, was delivered with calibration certificates showing accuracy to within +/- 0.20 percent. All cells can be supplied as stand-alone products or incorporated into specific instrumentation packages.

New high resolution display screens

Sauer-Danfoss has introduced a series of high resolution, LCD colour display screens for mobile equipment, with eight soft keys and six buttons for navigation. The DP600LX, DP610LX and DP620LX feature faster, more powerful processors and a new operating system. They are suitable for both in cab and external applications.

The company claims its new ARM-11 processor provides greater responsiveness and faster screen data updates - with graphics updates two to three times faster - and application execution five to 10 times quicker. The 600 and 610LX also offer optically bonded LCD/lens technology which increases sunlight visibility and prevents fogging by eliminating the air gap between the lens and the LCD module.

Other new features include two external video inputs for providing system overview in either NTSC or PAL formats, 16MB of logging memory to store machine operating data as well as a USB connection that allows the logged data to be downloaded to a memory stick and a wider voltage range (9 to 70 Vdc).

Joseph Maher, product marketing manager of electronic components said: "We took industry-leading view ability and made it even better. The advanced Plus+1 Compliant DP600LX Series displays feature sharper colour that is clear and legible in sunlight and bright and powerful at night for maximum clarity. They provide a rugged, high-performing, cost-efficient solution, making them ideal for vehicle applications seeking differentiation."

enquiries

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

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

Terex AC 200-1

The Terex AC 200-1 was first modelled by NZG nearly 10 years ago, and this latest version has been released with various updates. It is modelled as a five axle crane although the real crane is also manufactured in six axle configuration.

It comes in a smart Terex-branded box with no instructions, but it is almost fully assembled. A neat touch is the pair of cotton gloves provided to prevent finger marks.

The underside of the carrier is purely functional with no detailing, although the metal wheels have good tyres and a different hub design on the front axle. The front and rear pairs of axles steer, while the middle axle is fixed as on the real crane.

The driving cab is reasonably detailed with windscreen wipers, mirrors, and painted headlights. Location points are provided on the carrier body for loading the counterweights during erection, and there are textured surfaces on the top surface and sides. The outriggers are very good with two stage metal outrigger beams which pull out and metal pads which lower with a robust screw mechanism.

The crane superstructure detail is also good with windscreen wipers on the cab glass, while the cab windows have realistic looking window seals. The cab can also be tilted a little. The counterweight consists of three pieces which are not as accurately configured as the real crane but they look fine when all are attached and in place.

The main boom has seven sections which extend smoothly, while the bi-fold swingaway extension has well-formed latticework and can be pinned easily to the end to the boom nose. All of the sheaves on the crane are metal and roll freely. The metal hook block is very good and in keeping with the size of the crane, however it is too large to be realistic for use on the extension. A separate 'headache' ball would have been a nice addition.

With the two stage extension fitted this is a big model and stands nearly 1.7 metres tall. Some care is needed to set it up, as it can lean sideways a little, a pin can be inserted into the main boom cylinder to prevent the heavy boom bleeding down. The winch is operated using a key and it works well.

The paint finish is high quality and the Terex graphics are surprisingly understated. It is a very heavy model reflecting the high metal content. This model shows its age a little in terms of details and features but it is still a nice crane. It is available from the Terex web shop for €132.

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

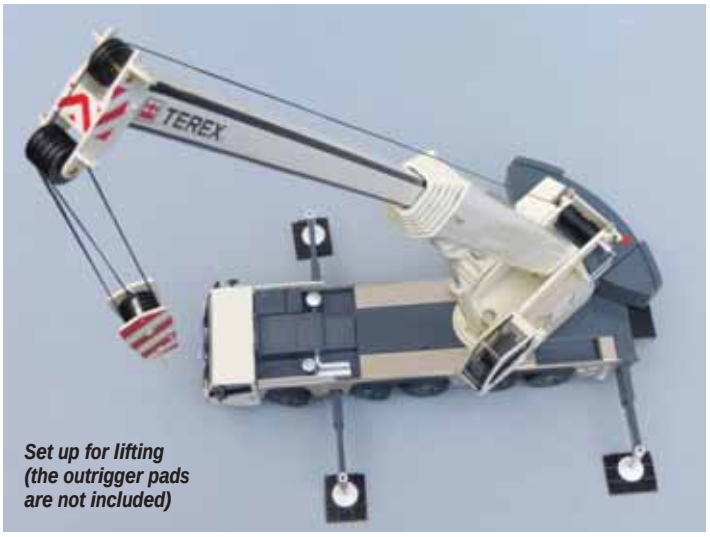
The swingaway extension looks good, although it needs a smaller hook block

Cranes Etc Model Rating	
Packaging (max 10)	7
Detail (max 30)	24
Features (max 20)	13
Quality (max 25)	16
Price (max 15)	12
Overall (max 100)	72%

On the road

One counterweight plate is permanently fixed

It can stand wheels free on the outriggers



Set up for lifting (the outrigger pads are not included)

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Readers Letters

Hello Leigh,

Hope this mail finds you in good health.

While I am always impressed by your infinite knowledge of our industry, I have to spot a mistake in the above mentioned article! Indeed, the Toucan 1210, launched in 2001 (launch attended by your predecessor Mr Whiteman, in Saint Emilion) has a telescopic jib offering an outreach of 5.22 metres !!

You are of course excused as the cover of the Feb issue had a nice picture of a 1250AJP in the Louvre !! :-)

See you soon, perhaps tomorrow in Rome?

Sincères salutations

Laurent Guillaux

Senior Director Sales and Customer Support Southern Europe

JLG France

This letter refers to our boom lift article on page 19 of the February issue, where we discussed the fitting of telescopic articulated jibs to self-propelled boom lifts. We credited Haulotte with introducing the idea with its H28TJ three years ago, (there was actually a typo' there in that it should have said adding a telescopic section to the articulated JIB on its H28TJ (it actually said to the articulated BOOM on its H28TJ - the H28TJ is a straight telescopic) with JLG adding it to the 1500SJ last year and more recently Manitou adding one to its 28TJ. Mr Guillaux is not wrong in that the Toucan 1210 was possibly the first self-propelled lift to have a telescopic jib… However…. We would argue that the jib on a mast boom is more like a small boom, rather than an 'articulated jib' on a telescopic or articulated boom lift. His point is though very well taken and correspondence from such an esteemed source always very much appreciated. LWS

Dear Leigh,

You will find that JLG's 800A and AJ's hit bridges the most. Why? Well the 800A basket when stowed sits about 20" (508mm) above the ground or trailer deck, when tying down the basket for transport it may leverage the tower boom up or drivers are simply not lowering the tower boom all the way down as the tower boom and main boom can get out of sequence, leaving the tower boom raised enough to be over height. The 800A is 10' (3.04m) stowed plus a 3' (900mm) trailer height puts you at 13', 13'6" is legal US DOT maximum height. Interstate bridges are typically 14'6" minimum but off the Interstates there is no telling what bridge heights will be.

Anti-Entrapment devices. Not sure what all the discussion is about. It is a safety device like other device. There are crushing injuries and deaths, if they work they should be required. Seems the same discussions were around when people fought seat belts, air bags, etc… or pothole protection on slab scissors which has saved thousands of lives. Don't hear about that do we, since now when a slab scissor lifts falls into a hole the guy just backs out and gets on with his work. No harm no foul and no Near Miss report, Ha Ha! Yeah, yeah train, train, train, but if we can design better safer machines then let's do that too.

Seems there may be a "not my idea" mind set going on with the manufacturers. Just takes one forward thinker to push them, like Blue Sky and one manufacturer like Genie to authorise it and now it is something.

Try JLG's SkyGuard at Intermat and see what you think. I had a chance recently to try it and liked it and know that safety people who have seen it and Blue Sky's SkySiren like them both.

Name withheld on our judgement rather than any request of the correspondents..Ed

Dear Sir,

I feel compelled that I must write to you regarding Lee Rowe, of Primeserve / PSS / Brand 1. I used to work for Lee and am certainly bitter about how he fired me, however, everything I am telling you here is completely true.

Lee makes very rash decisions, and came into work one morning and told me that he could find someone else to do my job, for less than he paid me. When I threatened him with unfair dismissal, he told me to **** off, and that he was about to liquidate the company anyway. This was at the time he had differing versions of PSS.

He has a lot of enemies, mainly due to the amounts of money people have lost from his companies. A few years ago, he and his family moved into a gated house, with lots of security cameras etc.

Whilst I worked for Lee, he boasted about how he worked the system, and his continuing scheme to close companies down and open new ones. He used different liquidators each time, and different family members as directors / shareholders. He moved business premises each time he folded a company. He would pay rent for the first 6 months on a place, and then just stop paying. When he moved on, thousands were due to the landlords.

Likewise, he owed thousands to creditors and the VAT man. Amazingly, he NEVER paid any Corporation Tax - a fact he is quite proud of. Corporation Tax is due 9 months after the end of the financial year, so he could trade for almost 2 years before the taxman put real pressure on.

Brand 1 Solutions has been trading from premises in Salford. The reason that this company had lasted for so long is that they had CIS tax deductions taken from a large part of turnover, so that taxman got his money direct.

However Lee's past has caught up with him. He has been finding it increasing difficult for people to trade with him, and he has been operating on a skeleton staff now for a while. I understand that the financial situation is now at a critical point. He apparently owes a small fortune to several crane hire companies (including my current employer), he is again behind with rent.

Brand 1 is now trading as Contract Lifting which is being run by Lee's brother. This has been set up on the same telephone number as Brand 1, in the hope that his brother can pick up some tale end bits of business left behind.

This letter is one of several all saying pretty much the same thing. We have chosen to delete a large amount of the content, not that we doubted any of it, but felt that some of the information provided was private and some would have disclosed the writer, not that he was concerned about that. The fact is that if, as many people are telling us this man is heading to Canada permanently, he will hopefully find a new career and this will be the end of it. Ed

Dear Leigh,

It was good to have a chat last week on a variety of subjects and I must congratulate you on the progress you have made with the magazine, which really is a very respectable publication now with a very considerable amount of support.

I was indeed, sad to read of your uncle's death, not having 'heard it through the grapevine'. I used to see quite a lot of him in my John Laing days, as he and his brothers were obviously very involved with virtually all of Laing's major contracts and all too often in the days when we had a large crane fleet at EPL, we were in conflict with them!

I was also very pleased to hear that you had already decided to feature an article on Bernard James, as I do believe that our industry owes a great deal to him for the way he handled the health and safety aspect for this industry in the fledgling days and indeed, his continuing wisdom as the industry grew into something of a monster.

I first met Bernard in about 1973, when he was allocated by the HSE to take these new-fangled platforms (as they were then) under his wing from a health and safety point of view and looking back over all the years when he was with the HSE, I had nothing but admiration and praise for he performed a remarkably difficult job. There were no rules or regulations covering these machines at that time and everything came about by trial and error on our part and some very helpful input from Bernard on behalf of the HSE. In his position, a lesser man could have had a field day in making life difficult for this fledging industry and with little or no effort could have influenced the industry so severely that it would never have developed to its present all-embracing worldwide status.

As the industry grew, so did Bernard's role and he remained active on the powered access front until his retirement from the HSE. Despite the reputation the HSE has gained for its somewhat clumsy handling of a number of safety related matters within our industry, (I refer, needless to say, to their totally irrational approach to the lifting of people by mobile cranes, in particular) Bernard's approach was always practical, sensible and to the point and he was always ready to rationally discuss safety issues with individuals and companies, large and small and I think, as an industry, we all owe a large debt of gratitude to Bernard for the diplomatic but positive way he conducted himself throughout his working life.

His input on legislation over many years was valuable and based on practical experience of the safety issues in our industry, we should be grateful for the fact that the resulting regulation has been modelled on common sense and much of the credit for that should rest on Bernard's shoulders.

His retirement from the HSE more or less coincided with the formation of Powered Access Certification Ltd as a subsidiary company of IPAF and I was delighted when he agreed to join the board of PAC, remaining a Director until my retirement from IPAF when I purchased the company from the federation and introduced a policy whereby all the company's board members would be chosen from those working for the company.

We all enjoyed Bernard's company on social occasions after the formal meetings were over and I know he will be missed, not only by his family but by all those who knew and worked with him.

With best regards

Paul.

ALLMI and the intransigence of CPCS

Full marks to ALLMI, in their affiliation discussions with CPCS, for insisting on the mandatory pre-requisite of "training" in any testing regime. ALLMI's concept of a nationally recognised card for loader cranes is eminently sensible though CPCS's refusal to affiliate highlights the fault lines nurtured by Construction Skills, and their key stakeholders, which are detrimental to improving best practice, defying common sense, and logic.

Other attempts to forge CPCS affiliations with NPORS and LANTRA when the CPCS scheme was in its infancy, failed when CPCS feared they might be put at a commercial disadvantage regarding the issue of non CPCS cards. A more recent unilateral decision to opt out of an accredited bodies' training forum by the CPCS who claimed there was little purpose in them remaining after the HSE decided to withdraw its management function. The CPCS management committee decided that anything with a formal mandated training content would be best avoided relying on a pan sector NVQ for plant operators based on very generic national occupational standards, and not construction specific.

In the ALLMI/CPCS affiliation attempt the CPCS could not agree on ALLMI's insistence that "training" remain a mandatory part of any training and testing procedure. Why don't CPCS come clean and state that all they want is a "testing" facility and let anyone who happens to be passing do the training? In 2008 the CPCS deregulated their training for plant operators stating that this is what industry wants. If the truth be known they were pressurised by key stakeholders early in 2007/8 claiming that any mandated training would be disproportionately expensive, lack quality assurance and hinder the aim of reduced accident statistics on construction sites. In fairness to CPCS they produced some excellent learning outcomes for industry with the forlorn hope that employers would utilise them in fulfilling legal duties under Section 2 (2) (c) of the HSWA 1974, in the provision of information, instruction, training and supervision. Thus far, employers have rarely used the learning outcomes more inclined to let their prospective operators sit a theory test, (answers available through e-bay for £8.95!), and then chance the practical test at the local test centre. Needless to say the business development managers at Bircham Newton are absolutely delighted with this "testing only" policy, and its income generation, which grosses approximately £3 million each calendar year.

I have been associated with training and testing plant operators for nearly 50 years and have worked with various departments of the CITB, and its plant operator schemes since its formation in the mid 1960s. A now retired senior manager at CPCS always reminded me, prior to 2008, why, in his opinion, the CPCS scheme was the crème de la crème, and the preference of industry. "The others, (NPORS and LANTRA, etc ;), don't have any decent training standards." Now, in 2012 it's somewhat ironic that the tables are reversed, with the CPCS divorced from mandated training completely, purely concentrating on the need to test. A retrograde step for plant operators and industry's attempts to establish competency and the curbing of the ever escalating accident rate.

Good luck to ALLMI and their refreshing stand on "training." Industry should ask why the CPCS have such difficulty in forming affiliations with other interested groups and organisations seeking to encourage a training ethos. The refusal of ALLMI to associate with an NVQ also confirms the viewpoint of many, who question the current NVQs for equipment operators and their suitability as a true measure of competence. As for the use of log books, both ALLMI and CPCS have definitely got that wrong. Emphasis must be placed with an ongoing means of evidencing continued professional development, for which a log book, is ideal.

In summary we should all ponder what commercial, training, philosophical differences have made the meeting of minds of CPCS and their key stakeholders, with other accredited bodies, (including CSCS), so irreconcilable? The intransigence of accredited bodies will be the catalyst to engineer their demise and the prospect of having to face the inevitability of a statutory requirement for the licensing of equipment operatives.

Mick Norton

Norton Training and Testing

Wakefield

Preliminary summary/conclusions from ESTA's Expert Summit

Safety Issues in Wind Turbine Installation and Transportation.

The crane manufacturers organised under the FEM-umbrella will make a detailed summary/conclusion paper over the summer 2012, until then, this preliminary summary can be used.

Lifting of rotor blades and/or rotor assemblies.

The lifting charts for most, if not all European made mobile cranes, includes the following two assumptions:

1) A wind surface of 1 sq m per tonne of load lifted.

2) A drag factor CW = 1.2.

• Rotor blades or rotor assemblies have a significantly higher wind surface than 1 sq m per tonne, often 5 – 10 times higher

• The CW factor of a complete rotor assembly is often 1.5 – 1.8 and not the assumed 1.2.

Therefore:

The wind speeds in the cranes load charts are not valid when lifting rotor blades or rotor assemblies. Lifting these items will require lower wind speeds, compared to the wind speeds allowed, when lifting tower sections or a nacelle. Please refer to the crane manufacturer's manual for the correct wind speed.

Wind speed

It should be remembered, that the wind speed referred to in load charts is the so called " 3 second gust" measured at boom head, and not the average wind speed measured at a 10 metre elevation over a time period of 10 minutes.

These 3 factors:

• the wind surface of the rotor/rotor assemblies,

• the CW factor and

• the " 3 second gust" wind speed

are among the reasons why waiting time should be expected/calculated when planning the lifting of rotor blades/rotor assemblies.

Conclusion:

Delays in lifting operations should be expected, when lifting rotor blades or rotor assemblies, due to the often significantly lower wind speeds required, due to the above mentioned factors.

Outrigger pressure

It should be remembered, that the outrigger pressure chart from the crane manufacturer, does not include the added outrigger pressure coming from the wind acting on the crane and its load. When lifting tower sections and/or the nacelle, an additional 20 % of the maximum outrigger pressure, shown in the manufacturer's manual, should be added, in order to establish the correct outrigger pressure value.

This should always be remembered, when selecting the proper support plates under the cranes outriggers or under a crawler cranes tracks.

When lifting a rotor blade or a complete rotor assembly, an additional 35 % should be added to the outrigger pressure for this particular kind of lifting. It should especially be remembered, when lifting down an existing rotor assembly, as a smaller crane often is used here, compared to the crane used, when erected a new wind turbine.

Conclusion:

Always remember to add the additional outrigger pressure created by the wind acting on both the crane and its load. Make sure, that the hard stands are designed accordingly and outrigger support plates take this added outrigger pressure into account.

Access roads

In many countries mobile cranes travel with an axle load of 12 tonnes. Due to time constraints, hydraulic cranes are very often moved from one hard stand to the next in a semi-assembled configuration. This requires a number of safety precautions ie:

The access roads must be able to handle the axle pressure from the crane in its semi- assembled configuration.

When travelling on access roads with super lift attachment and/or the base section for the luffing jib and/or part of the counterweight, the axle pressure on some axles could increase to 25 tonnes or more. Needless to say, the civil contractor responsible for the construction of the access roads must have full knowledge of this increased axle pressure.

Conclusion:

Access roads must be designed to accommodate the crane in that particular configuration, in which it is moved on the site and not according to a generic axle pressure.

Cross fall or chamber of access roads

When moving hydraulic or crawler cranes in a semi assembled configuration, the centre of gravity for the crane in question is then moving up to a higher position measured from ground level. Moving cranes on access roads or any other roads in a semi assembled configuration should only be done after consultations with the crane manufacturer. The chamber (or cross fall) of the road must be within the limits outlined by the crane manufacturer.

Conclusion:

The road must be designed to accommodate the crane in that particular configuration in which it is moved on the site.

Lead Time.

During the "Question and Answer" session many hauliers and crane rental companies complained over time constraints, as far as lead time was concerned. Especially, but not only, towards the end of a calendar year, lead time is often reduced to an unacceptable level. Without the proper lead time, the possibility of "cutting safety related corners" increase. This increases the risk of delays during operation.

Conclusion:

Proper lead times reduce the risk of delays later on during the project.

Regards,

Søren Jansen

ESTA General Secretary

A highly respected safety Inspector

Bernard James 1934–2012

Bernard James, the well-known and widely respected safety inspector in the UK and a strong supporter of the powered access industry passed away at the end of March following a short illness. James was charged with taking the fledgling aerial lift industry in the UK 'under his wing' and became closely involved with and widely respected within the powered access industry. We take a look at his life and career.

Bernard G. James was born in central Cardiff in 1934. The youngest of three boys, he was the first child in his area to be selected to attend a grammar school - Howard Gardens High School. Times were hard in the James household, but the boys had a very happy childhood and young Bernard often recounted his gratitude to his father, who worked on the docks, for the overtime he worked in order to pay for his uniform.

The young James boy was an enthusiastic and talented sportsman from an early age, playing rugby, football, cricket, table-tennis and snooker to a very good level. Much of his spare time was spent at the local boys club where he recalled being taught how to make a good bridge with his hand by Joe Davis, the world champion snooker player who visited the club.

He went on to play football for the Fairoak club in Cardiff and gained a substantial collection of medals for his efforts. He later had to choose between rugby and football, eventually coming down in favour of the former and always claiming that it had nothing to do with the beer.

After finishing school he won an engineering apprenticeship at the Royal Ordnance factory in Cardiff after which he became a draughtsman at the civilian dockyard in the City, before doing his national service in the Royal Navy's engineering section. After completing his service in 1959, he became a technical assistant at the ministry of supply in Bridgewater Somerset.

In 1962 he moved to a ministry of defence research establishment near Aylesbury, Buckinghamshire, as a mechanical engineer

A young Bernard James

responsible for developing inspection techniques for solid-propellant rockets. Once the move was complete he joined Aylesbury Rugby Union Football Club and captained the first XV team in the late 1960's when, according to his son David, they were the best side in the county. He later became the only person to have been a former captain, life-member and trustee of the club and remained in contact long after he moved from the area.

In May 1967 he started the career that eventually brought him to the attention of the access industry, when he joined Her Majesty's Factory Inspectorate as a mechanical engineering inspector, specialising in boilers, pressure vessels, load lifting/handling systems and hoists. In 1973 he was promoted to principal specialist inspector at what is now the Health & Safety Executive, with national responsibility for the safety of lifts, hoists, escalators, passenger conveyors and powered access equipment. He represented the HSE on various standards and regulatory committees and authored a large number of papers on the safety of

Bernard James on his travels – we are not quite sure where

lifts and hoists etc… a role he held until his retirement in 1994.

In 1984 he moved to the Wirral when the HSE was relocated to Bootle near Liverpool and he became a member and keen supporter of Hoylake R.U.F.C. travelling to club and country matches all over the world, when he could.

While his government career ended at 60, he still had a great deal to contribute and became a very active industry consultant and adviser. He enjoyed the work, especially as it enabled him to "keep his hand in" and continue to work with people he respected, many of whom had become great friends in an industry he was passionate about. In addition to advising on safety matters, he spoke at numerous conferences around the world and continued his regulatory work, sitting on and chairing a number of British Standards committees. He became a director of the British notified body PAC and became a member of the CPA construction hoists group.

His passion for lifting equipment was passed on to his son David who joined BT Rolatruc - now Toyota Material Handling. Talking of his father he said: "I had the pleasure of meeting many of Dad's business friends and acquaintances over the years and was always impressed by the respect they showed for his knowledge, advice and opinions and how they seemed genuinely fond of him. He was a modest man, but I know how greatly he appreciated that."

"He loved to socialise and meet people. He enjoyed good food, good wine, travel and language. He always had a crossword torn from a newspaper in his pocket and attended quizzes and of course watched his beloved rugby. He was a proud to be Welsh and British, yet was always keen to make new friends in new places and to learn of their history, culture and traditions."

Bernard James leaves behind his second wife Yvonne and son David, his first wife Barbara, pre-deceased him by two years. For a further view on Bernard James' contribution to the access industry see letter from Paul Adorian on page 67.

James at work

Whats on?

2012

Safety & Health Expo
May 15-17, 2012
Birmingham, UK
Tel: +44 (0)207 921 8067
Fax: +44 (0)207 921 8058
Website: www.safety-health-expo.co.uk

CTT 2012
Russian equipment show
May 29th - June 2nd 2012
Moscow, Russia
Tel: +49 89 949 22 116
www.ctt-moscow.com

Hillhead 2012
June 19th-21st 2012
International quarrying and recycling show.
Buxton, Derbyshire, UK
Tel: +44 (0) 115 945 3890
www.hillhead.com

Vertikal Days 2012
UK/Ireland crane and access event
June 27th-28th 2012
Haydock Park, UK
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
www.vertikaldays.net

M&T EXP
May 29 - June 2, 2012
The biggest equipment show in Latin America
Sao Paulo, Brazil
Tel: +55 11 3662 4159
www.mtexpo.com.br

CICA Conference 2012
Australian crane industry conference
September 5th-7th 2012
Adelaide, Australia
Tel: +61 (0) 3-9501 0078
www.cica.com.au

Platformers Days
German Access equipment event
7th-8th September 2012
Hohenroda, Germany
Tel: +49 (0) 5031972838
www.platformers-days.de

Cranes Asia
Two day seminar on crane safety
September 10-11th, 2012
Singapore
Tel: +44 (0) 20 8269 7848
Fax: +44 (0) 20 8269 7878

Europlatform
European access conference
September. 20th 2012.
Edinburgh, Scotland.
Tel: +44 (0) 15395 62444
www.ipaf.org

Verticaaldagen Benelux
Benelux lifting event
September 21st-22nd 2012
Safaripark Beekse Bergen ,
Netherlands
Tel: +31 (0) 6 30 421 042
www.verticaaldagen.net

SAIE 2012
Bologna Fair, building products.
October 2012, Bologna, Italy
Tel: +39 051 282111
www.bolognafiere.it

Big Five 2012
November 5th-8th 2012.
Middle East construction show
Dubai, UAE
Tel: +49 (0) 89 949 22 0
www.thebig5exhibition.com

Bauma China 2012
Leading Chinese Equipment show
November 27th-30th 2012
Tel: +49 (0) 89 9 4920251
www.bauma-china.com

2013/2014

ARA / Rental Show 2013
Las Vegas. Feb 10th– 13th 2012
Tel: +1800 334 2177
www.therentalshow.com

IPAF Summit 2013
Annual Summit for International Powered Access Federation
March 26th, 2013
Miami, USA
Tel: +44 (0) 1539562444
Fax: +44 (0) 1539564686
Website: www.ipaf.org
E-Mail: info@ipaf.org

Bauma 2013
World's largest construction equipment exhibition,
April 15th-21st 2013
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de

Conexpo 2014
The leading US equipment show
March 4th-8th 2014
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com

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30 t PPM ATT 340	1994	4x4x4	30,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Liebherr LTM 1035-3	1987	6x4x6	30,00m + 8,30m
35 t PPM ATT 400/3	2001	4x4x4	30,40m + 15,00m
40 t Demag AC 40	2000	6x4x6	31,20m + 13,00m
40 t Faun RTF 40-3	1997	6x6x6	30,00m + 15,45m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
55 t Demag AC 55 City	2005	6x6x6	40,00m + 14,00m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 2,50m
60 t Krupp KMK 4070 L	1990	8x6x8	35,00m + 16,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60 t Faun ATF 60-4	1998	8x6x8	40,00m + 16,00m
70 t Faun ATF 70-4	1997	8x6x8	40,50m + 16,00m
70 t Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
80 t Grove GMK 4080	1997	8x6x8	43,00m + 13,00m
100 t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 18,00m
160 t Grove GMK 5160	1996	10x8x10	49,00m + 18,00m

ROUGH-TERRAIN CRANES – RT MOBIL KRAN

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Kato KR 250	1997	4x4x4	26,70m + 7,00m

YARD CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V73	1983	4x2x2	13,10 m + 5,50 m
14 t Demag V73	1991	4x2x2	13,10 m

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Hydraulic Out-Riggers
Foam Filled Tyres

Genie Z45/25J
Self Propelled
Articulated Platform
2005, 16.07m (53.03ft) Working Height
Bi-Energy

Manitou 165 AET 4x4
Self Propelled
Articulated Platform
2001, 16.25m (53.63 ft) Working Height, Foam Filled Tyres, Rough Terrain

SkyJack 4632
Electric Scissor Platform
2005, 12m (39.60ft) Working Height
Non-Marking Tyres
Slide-Out Deck

Genie IWP 20S
Personnel Platform
2007, 8.22m (27.13ft) Working Height
Battery & Charger

Bravi Lui Mini
Personnel Platform
2005, 4.9m (16.17ft) Working Height
Non-Marking Tyres
Battery & Charger

Genie Z34-22N
Self Propelled Articulated Platform
2006, 12.52m (40.6ft) Working Height
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Andy Davis (former Davis Access Platforms) **has joined TVH UK** as National Accounts Manager - Aerial Work Platforms.

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Barin	www.barin.it
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Esda	www.esda-fahrzeugwerke.de
Falck Schmidt	www.tcalift.com
Fraco	www.fraco.com
Genie	www.genieindustries.com
GSR Spa	www.gsrspa.it
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Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
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JLG	www.jlgeurope.com
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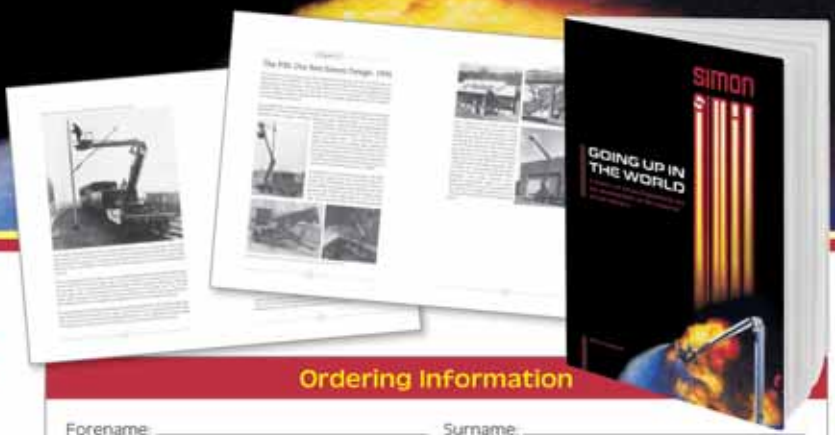

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Mobile Access Towers supplement 2012

A review of the mobile access tower sector in collaboration with PASMA

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• Latest developments • Training and standards • Fall protection review • PASMA members •

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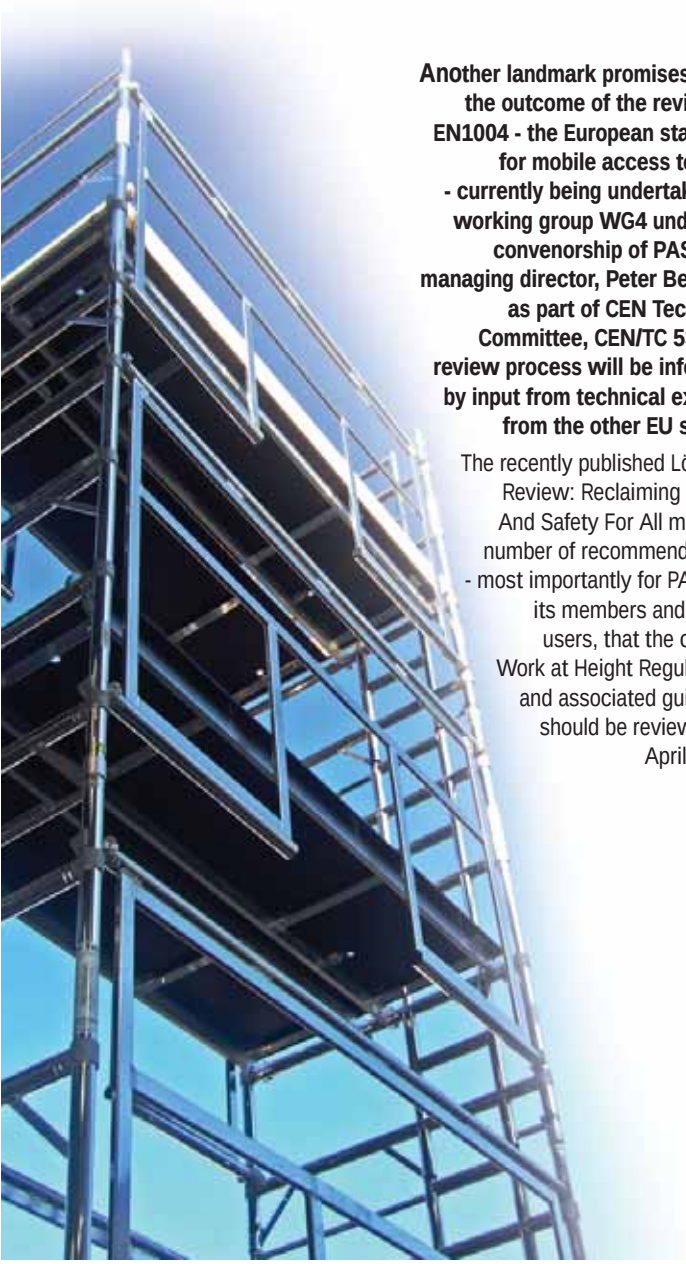
Achieving more

Welcome to this second mobile access tower supplement published in conjunction with Cranes & Access. Much has happened since the first supplement, most notably the publication of PASMA's Fall Protection Review. Carried out in collaboration with the UK Health & Safety Executive (HSE), it confirmed that both the 3T (Through the Trap) and AGR (Advance Guardrail) methods continue to provide a recognised safe system of work.

PASMA's chairman Roger Verallo



Another landmark promises to be the outcome of the review of EN1004 - the European standard for mobile access towers - currently being undertaken by working group WG4 under the convenorship of PASMA's managing director, Peter Bennett, as part of CEN Technical Committee, CEN/TC 53. The review process will be informed by input from technical experts from the other EU states.

The recently published Löfstedt Review: Reclaiming Health And Safety For All makes a number of recommendations - most importantly for PASMA, its members and tower users, that the current Work at Height Regulations and associated guidance should be reviewed by April 2013.

In its own right and as part of the Access Industry Forum (AIF), the Association plans to be fully involved in the consultation process.

2012 will also see the launch of PASMA Tower Week, a new initiative from the Association putting towers, PASMA and PASMA members in the spotlight. It is to be piloted regionally in Yorkshire in the first instance and nationally thereafter.

Meanwhile, PASMA continues to train more than 50,000 delegates each year, develop new tower training courses and best practice guidance and, of course, promote the use of towers in an increasingly wide and diverse range of industry sectors - from construction, cleaning and maintenance to facilities management, utilities and the specialist trades.

The popularity of the mobile access tower as a practical, safe and flexible piece of access equipment when working at height has never been greater. The Association and its members - manufacturers, hirer/dealers and training centres - are making sure that as the use of this versatile piece of workplace equipment continues to grow, everyone involved remains productive and safe.

Roger Verallo
Chairman
PASMA

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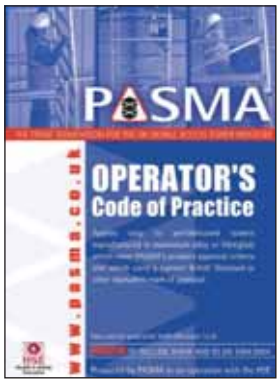
PASMA: The first port of call

PASMA plays a pivotal role in training, developing and representing the mobile access tower industry. Recognised as the voice of the industry, it sets standards within the sector and is the first port of call for tower information, knowledge and advice. It provides this information in a number of different ways.

PASMA Website

The recently enhanced website covers everything from finding a member and locating a training centre, to sourcing safety -related products and standards. As such it is the natural and logical focus for anything relating to best practice when using mobile access towers. Designed to keep users in touch with the latest news and developments, it provides up-to-the-minute information on all aspects of tower use and application. Go to www.pasma.co.uk

PASMA Code of Practice

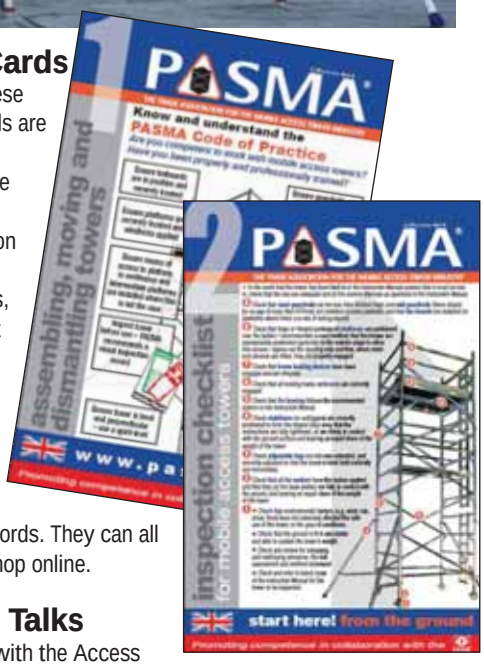


The bible of the industry, the PASMA Code of Practice contains details of the most recent regulations and guidance. Available as a stand-alone document for users, their supervisors and managers, including health and safety professionals, it also acts as an invaluable reminder to delegates of the topics covered in PASMA's formal training courses. Available from the PASMA shop online.

PASMA DVDs

PASMA titles currently include 'Don't Fall For It', 'Guide to Safe Use' and 'Accidents Can Happen Even at Low Level'. They all cover different aspects of working at height using towers and very clearly demonstrate the right and wrong ways of assembling, moving, dismantling and inspecting towers on site. Available from the PASMA shop online.

PASMA PocketCards



As the name suggests, these laminated, handy-size cards are ideal as a quick and easy reference. Two versions are available. The first is a simple-to-follow explanation of the key factors involved when working with towers, and the second a checklist for use by anyone with responsibility for recording tower inspections under the Work at Height Regulations.

PASMA also produces its own Tower Inspection Records. They can all be found on the PASMA shop online.

PASMA Toolbox Talks

Developed in conjunction with the Access Industry Forum (AIF) and presented by PASMA's technical director, Don Aers, the talks are free to view online and cover fall protection advice, low level access and frequently asked questions about mobile access towers. Each one runs for approximately 10 minutes and is complete with a simple online questionnaire to assess understanding. Go to www.pasma.co.uk

PASMA and the AIF Knowledge Base

Since the inception of the AIF Knowledge Base in 2010 at the annual Safety & Health Expo, PASMA has taken part in a number of panel discussions and debates which can be viewed on the Access Industry Forum (AIF) website. The most recent, 'In search of the Holy Grail: No more working at height accidents, ever!' features PASMA's managing director, Peter Bennett, in discussion with senior representatives of HSE, IOSH, IIRSM, the British Safety Council (BSC) and the Association for Project Safety (APS). Go to www.accessindustryforum.org.uk

PASMA Fall Protection Review: working safely with towers

The course ensures all instructors have a in-depth knowledge of the developments in Advance Guardrail towers

As the trade body for the mobile access tower industry in the UK and Ireland, and the organisation committed to driving standards, safety and best practice, PASMA has now published its much anticipated review into recommended best practice for the avoidance of falls from height when assembling, moving and dismantling mobile access towers.

The review was carried out in collaboration with the Health & Safety Executive (HSE) and represents a significant milestone for the industry. The 20-page report brings clarity to the use of Through the Trap (3T) and Advance Guardrail (AGR) methods for assembling, altering and dismantling mobile access towers.

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

As suggested by HSE, part of the review included ergonomic research undertaken by the Health and Safety Laboratory (HSL) into various aspects of tower assembly using both methods. The HSL concluded that 'with correct manual handling techniques and body positioning, the risks to manual handling related musculoskeletal health were kept within tolerable limits in both processes'.

The Fall Protection Review recommends best practice for the avoidance of falls from height when working with towers.

Significantly for the thousands of tower users in the UK and Ireland, having considered the outcome and implications of the review, the PASMA training committee concluded that current PASMA card-holders do not have to re-train until their card has expired at the end of the normal five year period. It also decided that the content of the current PASMA training course was sufficient to provide an acceptable working knowledge of the AGR process.

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

PASMA's managing director, Peter Bennett said: "The review process was commissioned by PASMA as a measured, impartial and prudent exercise five years after its first guidance was issued, and in response to representations from tower manufacturers in support of a new generation of integral AGRs."

"We can assure duty holders that both 3T and AGR systems remain equally acceptable to both the Association and HSE."

The review process involved soliciting input from stakeholders to identify the issues to be investigated, the production of an interim report detailing these issues, practical technical workshops and a training workshop to examine all the issues in detail. It included the commissioning of independent, expert research by Health and Safety Laboratories (HSL) to examine specific ergonomic questions and the issuing of a briefing report to a wide range of stakeholders as part of a consultation exercise to a wider range of industries.

Since publication, PASMA has taken the following steps to implement the recommendations flowing from the report.

CPD seminars: These seminars - mandatory for PASMA instructors - which included practical demonstrations, were run through-out the UK to ensure that all instructors fully understood both the content and implications of the review. In particular, they were intended to provide knowledge and information about the latest developments in Advance Guardrail towers.

Towers for Users course: PASMA's industry standard training course now includes a mandatory section, both theoretical and practical, devoted to Advance Guardrail towers. Changes mean that delegates are marked on their understanding of AGR towers in exactly the same way as 3T towers.

Finally, a new training course - AGRs for Towers for Users - has been introduced. Intended to supplement, but not replace, the Towers for Users course, it focuses entirely on safety and best practice when using Advance Guardrail mobile access towers. It is geared towards those delegates wishing to acquire a more in-depth understanding of AGR systems.

Course in progress

Latest News

Specifications and Standards

PASMA's technical director, Don Aers

PAS 250

The new PASMA sponsored Publicly Available Specification (PAS 250) for podium type products is now in the last stages of editing prior to publication. Its official title is 'Low-level work platform with one working platform with side protection for use by one person with a maximum working platform height of less than 2.5m - Specification'. More simply, it is the new standard for podium platforms and its development has been warmly welcomed by users and regulators as setting the minimum safety and performance requirements for these essential everyday access products. Publication is expected in May 2012. These products currently fall outside the scope of standards for similar products.

Revision of EN1004

Following the last meeting of the CEN Technical Committee 53 Working Group 4 Mobile Access and Working Towers, PASMA has been busy re-drafting the discussion document that will form the basis of a revision for EN1004. The last meeting of the working group highlighted the significant differences in the way mobile access towers are used across Europe which points to some interesting challenges ahead for the working group.

BS8539

Another standard currently under development and in which PASMA has an interest is BS8539: a 'Code of practice for the selection and installation of post-installed anchors in concrete and masonry'. Whist it may not be immediately obvious why PASMA would have an interest in this standard, it will form the basis of future guidance to tying-in anchors (fastenings), which is common practice. PASMA's technical director, Don Aers, has been a member of the BSI committee developing the standard which is led by the Construction Fixings Association (CFA).

PASMA's director of training, Stuart Hopkins

PASMA Tower Week 2012

PASMA's first ever Tower Week will take place in Yorkshire, 11-15 June, with a launch event at the Royal Armouries in Leeds on Monday, 11 June, starting at 9.30am. The week long campaign will focus attention on mobile access towers as a safe, flexible and increasingly popular piece of access equipment for working at height. It will also provide invaluable data to help inform the future work of the Association. Initially confined to Yorkshire, in advance of a national roll out, the initiative will see PASMA members, in collaboration with the Association, stage a series of tower-related events and activities aimed at both casual and regular users - from the self-employed to Small and Medium Enterprises (SMEs) to major contractors, utilities and local authorities.

Specifically, PASMA Tower Week will:

- *Promote the safe use of towers and encourage best practice;*
- *Demonstrate the versatility and all-round benefits of towers;*
- *Provide a snapshot of towers in use in the workplace;*
- *Raise awareness of the PASMA brand and training.*

Communications officer, Jill Couttie who is managing the campaign, says: "Working alongside our members - and there are a lot of them in Yorkshire - we aim to get existing and potential users thinking and talking about towers. We will be rewarding examples of good practice, providing advice and information to counter poor practice but, above all, showcasing the contribution of mobile access towers to the work at height sector."
More information from jill.couttie@pasma.co.uk

For more information about PASMA Tower Week please go to http://towerweek.pasma.org.uk

PASMA and the AIF

PASMA is a founder member of the Access Industry Forum (AIF) which provides a forum for all the principal trade Associations and Federations involved in work at height. All eleven members of the Forum are standards driven and committed to advancing safety, best practice and competency. The Forum champions a system of accreditation whereby all users of access equipment and safety solutions, regardless of type, produce formal and independent proof of training as issued by its member organisations. For more information please visit www.accessindustryforum.org.uk

Alongside other Forum member organisations, PASMA has produced two more Toolbox Talks offering practical advice and guidance. They can be viewed free online at www.pasma.co.uk.
Covering fall protection and low level access, they have a running time of approximately 10 minutes and come complete with a short online questionnaire to assess understanding.
Technical director, Don Aers, delivers the talks.

AIF
ACCESS INDUSTRY FORUM

PASMA training: the industry yardstick

Since PASMA introduced its current 'industry standard' tower training course back in 2005 it has successfully trained more than 300,000 individuals in the safe and productive use of mobile access towers. PASMA training courses are now recognised and respected throughout industry and are delivered throughout the UK through 203 approved training centres and 143 satellite centres. The Association currently trains around 50,000 delegates every year each of whom receive a PASMA certificate of competence and training identity photocard - increasingly the only proof of competence accepted on UK job sites and in the workplace.

Stuart Hopkins, PASMA's director of training, said: "By collating and distilling the collective knowledge and expertise of PASMA members - people who know and understand towers and speak the language - we have arrived at a course that is now recognised as the definitive benchmark for competency when working with towers. A PASMA photocard represents demonstrable proof that the holder has been trained to best practice standards based on the latest legislation and most current guidance which, importantly, PASMA plays a lead role in developing."

The Association currently offers a choice of training courses that are only available through approved and audited PASMA training centres. A team of experienced and qualified auditors ensures that the high standards associated with PASMA training are maintained at all times.

The courses now include:

Towers for Users

PASMA's standard course, now renamed the Towers for Users course, is the Association's flagship course aimed at personnel who are responsible for assembling, dismantling, moving and inspecting mobile access towers. There are over 300,000 operatives carrying a current PASMA identity photocard working in a huge number of different industry sectors throughout the UK and Ireland.

Work at Height Essentials

An increasingly popular course for anyone who knows little or nothing about working at height. This half-day course provides essential information about towers, plus an insight into the use of all forms of access equipment as represented by the member organisations of the Access Industry Forum (AIF). For example, leaning ladders, stepladders, aerial work platforms and scaffolding.

Low Level Access

This is a half-day course aimed at personnel who work from prefabricated units with a platform height of less than 2.5 metres in height. It includes guidance on how to use folding step units and folding tower units safely and productively.

"There is still some confusion surrounding the definition of low level access," says Hopkins. "Many organisations, both large and small, especially in the construction sector, do not understand the difference between low level access and working at a height above 2.5 metres. Companies often assume that if they send their personnel on the Towers for Users course, they are automatically qualified and competent to work at low level. They are not, and need to satisfactorily complete PASMA's Low Level Access course to achieve the level of competency required."

AGRs for Towers for Users

Introduced as a result of the Fall Protection Review, this course is specifically designed for users wanting to acquire additional knowledge and understanding when using Advance Guardrail mobile access towers on site. Comprising both theory and practical sessions, it covers current legislation, regulations and guidance affecting work at height using towers, the PASMA Code of Practice, assembling, altering and dismantling towers incorporating current best practice for fall protection, the components and differences between the various types of AGR tower available, inspection and the completion of the necessary inspection records, and hazards affecting the use of mobile access towers.

There is also a Combined Low Level Access and Towers for Users Course.

New courses due for imminent release from PASMA include Towers for Managers, Towers for Riggers and Towers on Stairs.

Access towers make light work of solar panel installations

The mobile tower took just 50 minutes to erect and provides all the coverage required to install the solar panels

The safety and operational benefits of mobile access towers are increasingly recognised and the range of diverse applications in which towers are used continues to grow. A recent example is where advance guardrail towers have been successfully used to provide access for the installation of solar photovoltaic (PV) panels to over 800 council-owned properties in Nottingham.

The solar PV system produces electrical energy using light from the sun by processing daylight that is converted to electricity. This is then fed into the electrical installation of the property and used in favour of the energy bought from the electricity supplier.

The process is almost as ground breaking as the use of aluminium access towers in preference to traditional steel scaffolding.

The advance guardrail system is one of two methods currently recommended by PASMA and the Health and Safety Executive (HSE) for the assembly and dismantling of mobile access towers. Detailed in HSE guidance document CIS 10 - along with the 3T method (Through the Trap) - a tower system was chosen on this scheme for a number of reasons.

Firstly, by providing comprehensive fall protection, it offered an approved, safe method of access for the solar panel fitters. Unlike conventional scaffolding, it can also be assembled, dismantled and removed in one day eliminating the risks associated with access equipment being left on site overnight.

Secondly, it was quicker and easier to install, taking three fitters, on average, just 50 minutes to provide safe and secure access to the front elevation of a typical semi-detached property. A considerable saving when compared with traditional tube and fitting alternatives.

Finally, it delivered important cost benefits and improved levels of customer satisfaction at a time when demonstrating value for money is a key priority.

In summary then, the use of towers on this scheme ensured that the work was carried out faster, safer and more efficiently than conventional alternatives.

It also meant that the convenience and flexibility of a tower system ensured that the work could be better planned and managed, with more scope to adapt to changing conditions on site - for example, as a result of worsening weather conditions.

Significantly, the success of the scheme in Nottingham means that the same advance guardrail system is now being used in Sheffield. The Sheffield scheme requires safe access in an identical way for roof repairs and maintenance work to the council's housing stock.

Contractor Kier is responsible for delivering both the Nottingham City Council solar PV scheme and the Sheffield City Council roofing and repairs scheme. In both cases the tower system supplier is Hi-Point Scaffolding Ltd using the BetaGuard® system from Turner Access. Both companies are long standing members of PASMA.

At the time, Kier's health, safety and environment manager for maintenance, Neil Sheehan, commented: "Safety, particularly when working at height, is an absolute priority for Kier. This solution not only provides us with a safe method of working at height, but also speeds up and simplifies the entire process on site and delivers considerable cost savings at the same time."

"It makes a compelling case for the use of towers instead of scaffolding in jobs of this type."

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Avonmere Associates Ltd	01179 864 959
Ayr College	www.ayrcoll.ac.uk
Babcock Land Ltd	www.babcock.co.uk
Barrow Training Partnership Ltd	www.btp-cumbria.co.uk
Beaver Tool Hire (Chichester) Ltd	www.beavertoolhire.co.uk
Bee Safe Training Ltd	www.beesafe.biz
Ben Skudder T/A Safety Train	07825266104
Boss Training Limited	www.bosstraining.co.uk
Brandon Hire Plc	www.brandontoolhire.co.uk
Bridgen Training Services Ltd	www.bridgentraining.com
Bridgeway Consulting	www.bridgeway-consulting.co.uk
Bridgford Interiors Ltd	www.bridgford.co.uk
Brightcast Ltd	www.brightcast.co.uk
British Energy	www.british-energy.co.uk
Broughton Plant Hire & Sales	www.broughtonplanthire.co.uk
BSD Training Ltd	www.bsdtraining.com
Business Education Support & Training Ltd	www.bestfortraining.org
C & G Assessments and Training Ltd	www.candgassessments.co.uk
CA Sothers Limited	www.sothers.com
Cambridge Regional College	www.camre.ac.uk
Cape Hire & Sales	www.capeplc.com
Cape Industrial Services Ltd	www.capeplc.com
Carillion Civil Engineering	www.carillionplc.com
Carillion Irishenco Ltd	www.carillionplc.com
Carnegie College	www.carnegiecollege.ac.uk
Carrington Scaffolding Ltd	www.carringtonscaffolding.co.uk
Caspian Access & Plant Hire Ltd	www.caspiantoolandplant.co.uk
Central Sussex College	www.centralsussex.ac.uk
Central Training Services Ltd	www.central-training.co.uk
Charles Wilson Engineers Ltd	www.cwplant.co.uk
Chris Smith t/a Access Training	accesstraining@hotmail.co.uk
Citrus Training Limited	www.citrustraining.com
City Access Training Ltd	www.cityaccesstraining.co.uk
City Building (Glasgow) LLP	www.citybuildingglasgow.co.uk
Coleg Menai	www.menai.ac.uk
Colin Granger (Soletrader)	07809 441 516
College of Haringey Enfield and North East London	www.conel.ac.uk
Confined Spaces Training Services Ltd	www.csts.co.uk
Connect Scaffold Ltd	www.connectscaffolding.co.uk
Construction Industry Plant Training & Testing Ltd	www.ciptt.co.uk
Construction Learning World Ltd T/A Pearson in Practice	www.learningworldgroup.com
Cornwall College	www.cornwall.ac.uk
Courtley (Health & Safety) Ltd	www.courtley.com
Cranes & Access	www.vertikal.net/en/cranes-access
CSC (Great Yarmouth) Ltd	www.cscinternational.eu
Daniel Haubensack T/A Alpine Industrial Safety & Training Ltd	www.alpinesafety.co.uk
Darren Painter T/A DP Training	www.dptraining.co.uk
David McNamee T/A Safelift Training Ltd	01324 829 222
David Mole T/A D W Mole Training	01594 541861
David Treacher - Sole Trader	07813 825 129
Deborah Services Ltd	www.deborahservices.co.uk
Dee-Line Training	01224 581 609
Dudley College	www.dudleycol.ac.uk
Easi Uplifts (Safety Training) Ltd	www.heightforhire.com
East Anglia Training Services	01493 857 102
Eastern Counties Access Solutions Ltd	www.ecaccesssolutions.com
Easy Access Ltd	www.easyaccess.ie
Elavation Limited	www.elavation.net
Emcor Engineering Services Ltd	www.emcoruk.com
Enright Access Solutions Ltd	www.enrightaccess.co.uk
Environ Safety Management Ltd	www.environsafety.co.uk
Ermin Plant Hire & Sales Ltd	www.ermin.co.uk
Essential Access Training & Sales	www.essentialaccess.co.uk
ET Hire Ltd	www.ethire.com
Euro Towers Ltd	www.eurotowers.co.uk
Evolve Training a division of R S Safety Services Ltd	www.evolvetraining.com
Facelift GB Ltd	www.facelift.co.uk
Fife Council	www.fifedirect.org.uk
Flow Access Systems Ltd	www.flowaccess.co.uk
Force Group Training Services	www.forcegrouptraining.co.uk
Frank Clarke T/A Heywood H & S Solutions	07905 629 268
Gable Scaffolding Contractors	www.gablescaffolding.co.uk
Gamble Training Services	www.gamble.f9.co.uk
Gatwick Group Training Division	www.gatwickgrouptraining.co.uk
Gelder Group Ltd	www.gelder.co.uk
Generation Training Services	www.generationhireandsale.co.uk
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Geoffrey Osborne Ltd	www.osborne.co.uk
GH Training Limited	01942 20 2132
Giraffe Access Company Ltd	www.giraffeaccess.com
GL Training (UK) Ltd.	www.gltrainginguk.co.uk
Harsco Infrastructure Services Ltd	www.harsco-i.co.uk
Harwood Access Training Solutions	www.access2allareas.co.uk
Health & Safety Training Ltd	www.hst.uk.com
Heartbeat Safety Ltd	www.heartbeat.ie
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Hewden	www.hewden.co.uk
Higher Concept Software Ltd	www.higherconcept.co.uk
Highway Plant Co Ltd	www.highwayplant.com
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Homesafe Scaffolding Ltd	www.homescaffolding.co.uk
HSS Hire Service Group Ltd	www.hsstraining.com
Hunton Access Training Services (HATS)	www.hss.com
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Instant Access for Sales and Rental of Construction Equipment	www.instantaccess-co.com
Instant Training Ltd	www.instant-training.com
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Interserve Industrial Services Ltd	www.interserve.com
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Jim Palmer T/A J R P Training Solutions	07749 698 996
John Laing Training Ltd	www.jlaingtraining.co.uk

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Just Mobile Towers Limited	www.justmobiletowers.co.uk
JW Training & Access Solutions	www.jwtraining.info
Ken Rogers T/A Kenny Rogers Training	01633 672228
Kentec Training Ltd	www.kentectraining.co.uk
Kingfisher Access Services	www.kingfisheraccess.co.uk
Knowledge Warehouse Ltd	www.nwkcollege.ac.uk
KNT Training	www.knt-training.co.uk
Lakeside Deliveries Limited	www.lakeside-hire.co.uk
Lansford Access Ltd	www.ladders-999.co.uk
Lawrence Walshe (Soletrader)	www.jlaingtraining.co.uk
Lawson's Training Centre Ltd	www.lawsons.u-net.com
Layher Ltd	www.layher.co.uk
Lee Mudway T/A L M Safety	07713 151 378
Leicester College	www.leicestercollege.ac.uk
Lexia Solutions Group Ltd	www.lexiasolutionsgroup.co.uk
Lifterz Ltd	www.lifterz.co.uk
Liftright Training	01506 829 883
Light Hire Ltd	www.lighthire.com
Lofts & Ladders	www.loftsandladders.com
London Tower Service Ltd	www.londontowerservice.co.uk
Lord Hire Centres Ltd	www.lordhire.co.uk
LTC Training Services, a division of LTC Group87 Ltd	www.ltcscaff.co.uk
Lyte Industires (Wales) Ltd	www.lyteladders.co.uk
M & S Hire Ltd	www.mandshire.com
Mark 1 Hire Limited	www.mark1hire.co.uk
Martin Carr T/A Excel Training	www.excel-td.co.uk
Martin Plant Hire Ltd	www.martinplanthire.co.uk
Mecsafe Ltd	www.mecsafe.co.uk
Mentor FLT Training Ltd	www.mentortraining.co.uk
Michael Henry (Soletrader)	028 2582 1947
Michael Lockton Ltd	www.locktonsafety.co.uk
Minster Studies Ltd	www.minsterstudiesltd.co.uk
MITIE Technical Facilities Management	www.mitie.com
Modus Access UK Ltd	www.finest-scaffolding.co.uk
Mono Services Limited	www.monoservices.co.uk
National Construction College	www.cskills.org
Nationwide Platforms Ltd	www.nationwideplatforms.co.uk
Nationwide Training Services	www.nationwideplatforms.co.uk
Neil Waldron T/A Approved Access Training	01530 222 851
NETA Training Group	www.neta.co.uk
New College Nottingham (Basford Hall Campus)	www.ncn.ac.uk
Newcastle College	www.ncl-coll.ac.uk
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NGCI Ltd	07745 744 902
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Northern Counties Safety Group Ltd	www.ncsg.co.uk
Northern Safety Ltd	www.northernsafetyltd.co.uk
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Omega Access North Limited	www.omegascaffolding.com
On The Job Training (A Division of LFI Newent) Ltd	www.lfi-ladders.co.uk
One Call Training Limited	www.onecalltraininguk.com
One Stop Hire Ltd	www.onestophire.com
Operator Training Services Ltd	www.operatortrainingservices.co.uk
Optimum Drywall Systems Limited	www.optimumdrywall.co.uk
Orion Access Services Ltd	www.orionaccess.co.uk
Ormerod Management Services Ltd	www.height-safe.com
Outreach Ltd	www.outreachltd.co.uk
Paul Sandham Access Training	www.psat.co.uk
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Peter Fannan (Soletrader)	07956 133 203
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Philip Markley T/A MAT Training Services	07747 600 943
PIP Professional Training & Services	www.piptfw.co.uk
Planet Platforms Ltd	www.planetplatforms.co.uk
Plantfinder (Scotland) Ltd	www.plantfinderlimited.co.uk
Ploughcroft Training & Development	www.ploughcroft.co.uk
Pop up Products Ltd	www.popupproducts.co.uk
Portakabin (Scottish Division)	www.portakabin.com
Pro-Fix Access Ltd	www.profixaccess.co.uk
Project Hire and Sales (Guernsey) Ltd.	www.project.gg
PRS Hire Services Ltd / UK Diamond Drilling	www.prshireserviceltd.co.uk
Pyeroy Limited	www.pyeroy.co.uk
QTS Group	www.qtsgroup.com
Rapid Platforms Ltd	www.rapidplatforms.co.uk
Richard Chapman (Sole Trader)	07957882417
Richards Associates Access Ltd	www.racca.com
Ridgeway Plant Co Ltd	www.ridgeway-online.com
Ritchies Training Centre Ltd	www.ritchiestraining.co.uk
RSS Training & Consultancy Ltd	www.rsstraining.com
S A T Services UK Ltd	www.satservices.org
S J Everett T/A Health & Safety Services	0161 427 3228
Safe Access Training	www.safeaccess.pwp.blueyonder.co.uk
Safe-Tec Training Services Ltd	01733 265 925
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Safety Platforms Ltd	www.safetyplatforms.co.uk
Safety Training & Consultants Ltd	www.stctraining.co.uk
Safety Training Solutions Ltd	www.sts-scotland.co.uk
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Sage Safety & Training Ltd	www.sage-safetytraining.co.uk
Saint-Gobain Building Distribution	www.jewson.co.uk
Scaffolding Solutions Ltd	www.skaftray.co.uk
Scottish Access Sevices	www.scotaccess.co.uk
SECAS Training Ltd	www.secas.co.uk
Select Plant Hire Ltd	www.selectplanthire.com
Sharpfibre Ltd	www.sharpfibre.com
Shropshire County Trainers Ltd	www.sctcentre.com
Sibbald Ltd	www.sibbaldtraining.com
Sigma Access	www.sigma-access-training.co.uk
Simian Risk Management Ltd	www.simian-risk.com
Sitebox Ltd	www.sitebox.ltd.uk
SJM Training Services	0141 571 9667
Skipton Hire Centre Ltd	www.shc.co.uk
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Solent Tower Hire	www.solenttowerhire.co.uk
Southern Cranes & Access Ltd	www.southerncranes.co.uk
Specialist Access Training Ltd / Britannia International Training & Safety	www.britanniaits.com
Speedy Asset Services Ltd	www.speedyhire.co.uk
Speedy Training	www.speedyhireplc.co.uk/training
SSG Training & Consultancy	www.ssg.co.uk
Stage Electrics	www.stage-electrics.co.uk
Steve Harris Safety Training Services (Sole Trader)	01905 617 499
Stobart Rail Ltd	www.stobartrail.co.uk
Stratus Electrical	www.stratuselectrical.co.uk
System Scaffolding Training Services Ltd	www.systemscaffoldtrainingservices.com
TASS Training Services	01787 475258
TDB Training Specialists Ltd	www.tdbtraining.co.uk
Terry Davies Training	01484 384068
The Health & Safety People Limited	www.healthandsafetypeople.com
The Hireman (London) Ltd	www.thehireman.co.uk
The Insurance Partnership	www.insurance-partnership.com
The Modern Trades Academy Ltd	www.directsafetyservices.co.uk
The Safety Maintenance Company Ltd	www.safetymaintenancecompany.co.uk
The Tool People	www.ttp.moonfruit.com
The Training Societi Ltd	www.thetrainingsocieti.co.uk/pasma-training-bristol-bath-pasma-towers-for-users
Thermal Insulation Contractors Association	www.tica-acad.co.uk
TMS International Ltd	www.tms-int.co.uk
Toga Plant Hire Ltd	www.togahire.net
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Top Height Training Ltd	www.topheighttraining.co.uk
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Train A Lift	www.train-a-lift.co.uk
Training & Assessment Consultants Ltd	www.trainingandassessmentconsultants.co.uk
Training 2000 Ltd	www.training2000.co.uk
Training Assessment Safety Consultants Ltd	www.tascconsults.com
Training-4-Safety (Barry Donaghy Sole Trader)	www.training-4-safety.co.uk
Trainrite Ltd.	www.trainriteuk.co.uk
Turner Access Ltd	www.turner-access.co.uk
UK Access Solutions	www.ukaccesssolutions.uk.com
UK Construction Training Ltd	www.thsp.co.uk
Universal Access & Power Plant Ltd	www.universalhire.co.uk
Utilities Training (Northern) Limited	www.utntraining.co.uk
Veitchi Holdings Ltd	http://www.veitchi.com
Warren Bradbury Training	0773 807 6353
Webbs Training Services (a Trading name of Kingscote Ltd)	www.webbs-site.co.uk
Willmott Dixon Partnerships Ltd	www.willmottdixon.co.uk
Work at Height Training Ltd/Irish Rope Access Ltd	www.workatheight.ie
Wright Training Services	07525 207 990
XI Training ltd	www.xitraining.co.uk
Youngman Group Ltd	www.youngmangroup.com
Zarges (UK) Ltd	www.zargesuk.co.uk
Zig Zag Access Ltd	www.zigzagaccess.co.uk

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