

# cranes & access

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March/April 2012 Vol. 14 Issue 2

Intermat  
preview

RT scissor  
lifts

Spider  
cranes  
Sarens  
interview



...Palfinger and Sany team up...Denka calls time...JCHI acquires Nagano...

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## On the cover:

A spider crane in a classic application installing glass panels in concert with a Rough Terrain scissor lift.



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We ask the question: Is lack of awareness holding back the uptake of spider and mini cranes? We also look at the highest spider crane in the UK and interview Philip Hird of mini crane and access rental and training company Peter Hird & Sons.



RT scissors 27

Rough Terrain scissor lifts have been around since the earliest days of the self-propelled aerial work platform. We review its development over the past 40 years and look at the latest trends.



Interview -  
Hendrik Sarens 39

Hendrik Sarens, group and heavy lift division director of Sarens and president of the Belgian crane association recently gave Cranes & Access an exclusive interview, during which he talked about the company and its cranes....

In the next C&A

In the next issue of Cranes & Access we will have our major Intermat review, take a look at the developments in the push-around lifts/low level access sector, have further coverage of the Wind Conference in Hamburg as well as looking at cranes and access for wind power. Also featured is the IPAF Summit album and the first Vertikal Days preview.

Wind  
conference 44

Following a spate of serious accidents, almost 200 crane and wind industry people met up in Hamburg to discuss crane and lifting safety strategies in the wind turbine industry at the first ESTA wind safety summit. We report on the meeting and the key points and subjects discussed.

Intermat  
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Since our last issue many more companies have confirmed their exhibits at the Intermat show in Paris. A few companies have booked last minute booths while others have joined the IPAF demonstration area. We preview the latest show products.

**INTERMAT**

Alfred Sparrow  
1921-2012 68

Alf Sparrow, founder of the Sparrows Crane hire business which became one of the world's largest crane rental companies died in late February following a short illness. His nephew Leigh Sparrow, publisher of Cranes & Access, takes a look back over his life.

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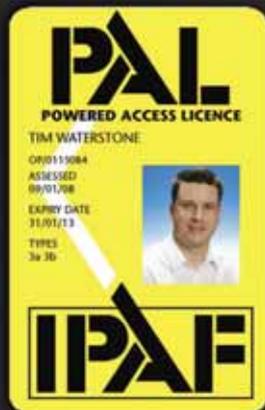
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The Vertikal Press

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

In Germany:

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Sundgaualle 15, D-79114,  
Freiburg, Germany  
Tel: 0761 8978660 Fax: 0761 8866814  
email: info.vertikal@t-online.de  
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Germany, Scandinavia,  
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Karlheinz Kopp, Vertikal Verlag,  
Sundgaualle 15, D-79114, Freiburg, Germany  
Tel: +49 (0)761 89786615  
Fax: +49 (0)761 8866814  
email: khk@vertikal.net

Italy

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

The Netherlands

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

UK and all other areas

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

Design & Artwork by:

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Editors:

Leigh Sparrow  
Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)  
Alexander Ochs (Freiburg)

Assistant Editor:

Edward Darwin

Sales & customer support:

Pam Penny  
Karlheinz Kopp  
Clare Engelke

Production:

Nicole Engesser

Subscriptions:

Lee Miller

Publisher:

Leigh Sparrow

**Vertikal**  
Press

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MEMBERS OF



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

The Editor,  
cranes & access,  
PO Box 6998, Brackley  
NN13 5WY, UK  
Tel: +44(0)8448 155900  
Fax: +44(0)1295 768223  
email: editor@vertikal.net

**c&a**  
comment



Blowin' in the wind.....

Not only was singer-songwriter Bob Dylan a 1960's figurehead of US social unrest but he might also have been a prophet of the lifting industry - particularly wind turbine erection.

The line to one of his early hits 'the answer my friend is blowin' in the wind. ....' would have been so appropriate at the first, well attended ESTA wind conference held in Hamburg a few weeks ago.

Conference delegates heard how the industry is growing each year with the warning that turbines are likely to get bigger with rotor diameters of 150 metres and nacelle weights of 400 to 500 tonnes lifted to 150 metres or higher. Turbine manufacturer Siemens stated its 'Zero Harm' policy with safety before all else but many crane rental delegates were still convinced that most turbine manufacturers still put cost before safety.

Criticisms raised included the short lead times leaving little time to plan highly complex lifts, access roads being built too narrow and to a low standard. "We find ourselves offering a fully planned contract lift in competition with a taxi crane quote," said one delegate. Others claimed that pricing pressures resulted in the smallest possible crane being used for the job, effectively eliminating additional safety margins that most agreed were required to cope with the effects of wind. The Turbine manufacturers defended themselves saying they expect the crane contractors to operate safely and efficiently within the tender price.....and here is the crux of the problem.

As highlighted in the RT scissor feature on page 27, the importance of a product is not all about technology and not even performance ... although this is of course important. The critical point has to be a product's ability to return a consistent profit for the rental company as well as be effective and efficient for the job at hand.

Financial pressures will always be a factor, whatever the economic climate. Perhaps equipment manufacturers need to re-focus their attention not on technology for technologies sake, but to offer products that do the job safely and efficiently but at a price that provides a better return? Or perhaps if more rental companies said "No I am not doing it for that" the constant price erosion would stop?

Cue another famous Bob Dylan song: "The times they are a changin'..."

Mark Darwin

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

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# Denka Lift files for bankruptcy

Danish trailer manufacturer Denka Lift - the company bought by four investors from Skako a year ago - has filed for bankruptcy. The company says that "efforts made to ensure the continuation of Denka's activities have turned out to be unsuccessful".

The production of Denka trailer lifts was re-launched in Holbæk, Denmark last autumn with the first lifts being delivered in December. It has now become clear that Denka does not have the necessary cash flow to continue operations.

Tom Weidner, chairman of the board of directors said: "During the past weeks, it has become evident that Denka has lacked the necessary capital. Moreover, since 1st January, Denka has only been able to distribute a limited number of lifts to its customers because of the failure to obtain CE approval under the European machinery directive. The consequences have been detrimental to the company's liquidity. It is an unfortunate situation for investors, suppliers and the dedicated employees who have made a tremendous effort for Denka."

A trustee will be appointed to manage the assets and investigate the possibility of the company continuing or selling part or all of it. Spare parts purchases are still possible by calling +45 59 45 55 00.



# Terex finds new partner for troubled SCE

Terex has announced that it has agreed a partnership deal with China Sinomach Heavy Industry Corporation which will reduce its holding in its troubled Chinese joint venture truck crane business - Sichuan Changjiang Engineering Crane Company.

The deal, finalised on March 21st, gives control of the business to Sinomach, although SCE will continue to have access to the Terex overseas distribution and support channels as well as its engineering resources.

Sinomach is a wholly-owned subsidiary of China National Machinery Industry Corporation and specialises in restructuring and integrating engineering machinery businesses under the China National Machinery Industry Corporation.



A recently introduced Terex/SCE truck crane.

# CPA moves towards MoT for cranes

The UK crane association, the CPA, says that in principle, it is now in favour of an annual roadworthiness test for mobile cranes. In a letter sent to all crane member companies, the association has drawn attention to the current legal requirements for crane owners to maintain equipment in a safe state, both on-site and on-road.

It has also said that following a Crane Interest Group steering committee, members were in favour of an annual roadworthiness test as it is seen as a benefit for reducing road accidents involving cranes. However they strongly believe that an extensive transition period is required - particularly for cranes over 50 tonnes - in order to provide time for appropriately sized testing facilities to become available.

The decision follows a statement from a Scottish judge and a member of parliament calling on the government to legislate, following a fatal road accident in which a mother and her two daughters died after their car skidded on hydraulic oil deposited by a poorly maintained crane. See the full letter in our letters section page 66.



# Palfinger and Sany team up

Austrian loader crane and access equipment manufacturer Palfinger and Chinese crane and construction equipment manufacturer Sany Heavy Industry have reached an agreement to establish two joint venture companies in which both parties will each hold 50 percent of the shares.

Sany Palfinger SPV Equipment Co will primarily produce and sell Palfinger products for the Chinese market. The venture will initially build 10 Palfinger loader crane models at a new plant close to Sany's existing Changsha facility and headquarters. It will also establish a national network of loader crane dealers to sell the products. The two partners will invest up to 900 million yuan (\$143/€106 million) in the venture. A second phase will include small aerial lifts and other Palfinger products. The new plant will have a capacity of 10,000 cranes, with the aim of winning and holding a 30 percent share of the loader crane market expected to reach 30,000 units by 2017.

The second joint venture - Palfinger Sany, will be registered in Salzburg, Austria and will exclusively distribute Sany's mobile cranes, primarily in the European Union and CIS states. It will also develop a boom truck product for the American market. This venture is expected to be fully operational by the end of the year and is a more modest investment, with the two putting up a total of €4 million to get it started. The deal excludes crawler cranes, covering Rough Terrain, All Terrain and truck mounted cranes. Palfinger dealers will be given first option on the new Sany dealerships, but will be required to make a dedicated investment in staff and facilities etc...



(L-R) Xiguang Tang president of Sany and Herbert Ortner of Palfinger

# Wind progress in Hamburg

Around 200 delegates met up in Hamburg for the first ESTA summit on safety issues in wind turbine installation and transport. Significant progress was made and views fully aired, which are likely to lead to substantial improvements in wind turbine lifting practices. See Windy commitments in Hamburg on page 44.

## Dingli to add new production facility

Chinese aerial lift manufacturer Dingli has laid the foundation stone for a new production facility with the capacity to produce 6,000 units a year. The new plant is located in the Deqing Linhang Industrial Zone near to its existing headquarters to the west of Shanghai. The company is investing 321 million Yuan (\$51/€38 million) in the new facility which is expected to achieve annual revenues of 400 million Yuan (\$63/€48 million), with a profit and tax of 90 million Yuan (\$14/€11 million) each.

In his address to the guests at the ceremony, Dingli's chief executive Xu Shugen said: "Dingli is growing very fast at this time, and with this new plant our objective is to establish a modern aerial work platform production centre, combining Research and Development, manufacturing, sales and service."



The foundation stone laying ceremony

## Battersea crane verdict

The jury in the inquest into the deaths of two men killed when a tower crane collapsed in Battersea London in 2006, has returned a 'Narrative Verdict'.

The coroner, Dr Shirley Radcliffe, ruled out the possibility of an 'unlawful killing' verdict when she briefed the jury. She found that Doug Genge, managing director of Falcon, did owe a duty of care to the deceased and that he had breached that duty. She added that the death of 34 year old crane operator Jonathan Cloke and 23 year old pedestrian Michael Alexa might not have been caused by that breach.

The 'breach' occurred when failed slew ring bolts were replaced and the crane was put back into service without an investigation into what had caused them to fail.

It turned out that the wrong counterweight had been installed for the back mast fitted to the crane, causing it to be back heavy, placing additional stress on the slew ring bolts and causing them to be torqued with the crane unknowingly out of balance. Two months later the bolts failed again and the top of the crane parted company with its tower.

The jury blamed the incident on a number of errors and inadequate staffing at Falcon Cranes. In a written statement the jury said: "Both men died as a result of a crane collapse due to failure of the inner slew ring bolts, due to overloading of the counterweight. The overloading was due to an incorrect manual being used in the erection of the crane. On the 25th July 2006, four inner slew ring bolts failed and all of the slew ring bolts were replaced. No investigation was undertaken as to the root cause of the bolt failure. On the 26th July 2006 the crane was returned to service." For a full report see [www.vertikal.net](http://www.vertikal.net) and put Battersea in the search box.

## Compact 25m spider from Omme

Danish spider and trailer lift manufacturer Omme Lift has announced a new compact 25 metre dual-power articulated boom spider lift. The 2500 RXBDJ boasts an outreach of up to 12.8 metres at a seven metre up and over height, while unrestricted outreach with its full 200kg platform capacity is 10 metres. The lift mechanism comprises a heavy duty dual arm sigma type riser, four section telescopic boom and 1.4 metre articulated jib.

The overall shipping length can be reduced to 5.95 metres through a quick-release basket. Overall width is 1.1 metres and total weight 3,950kg. The working footprint is 3.75 metres and tail-swing is always zero. The new lift is powered by a Kubota diesel for outdoor use and includes a 200Ah battery pack for indoor or sensitive outdoor applications. A purely battery powered model with larger battery pack is also available.



The new Omme 2500 RXBDJ.



The 2500 RXBDJ also has impressive levelling ability and is able to climb and level up on slopes of up to 35 percent/19.3 degrees. With assistance to get into position it can level on slopes of up to 40 percent/21.8 degrees thanks to its high lift outriggers.

# CTE to launch new ZED 21J

Italian truck mounted lift manufacturer CTE is launching a new version of its popular Zed 21 range of articulated truck mounted lifts. The Zed 21JH is a complete redesign of the Zed 21J with lower overall height - from 2.85 to 2.6 metres - reduced weight and improved lift capacity. Like its predecessor it includes a dual sigma-type riser, telescopic boom and articulated jib, which now offers 145 degrees of articulation, compared to 110 degrees on the old model. However the biggest change is probably the 300kg unrestricted platform capacity while up and over reach is nine metres and the working outreach around 9.5 metres.

The new model also employs CTE's mechanical link 'H' stabilisation system which deploys the beam and outrigger in a single movement, which it says, can cope with level differences, such as pavements/sidewalks of up to 220mm. While the fully deployed outriggers do not fall within the machine's overall width, the total footprint is just less than three metres. All hoses and cables are internal, while a new control panel is said to make operation easier, improves visibility and has a protective cover. The new unit will make its first appearance on the IPAF stand at Intermat.



The new CTE Zed 21JH.

New configuration

Old configuration



The linkage has been completely revised.

## Wilson moves south

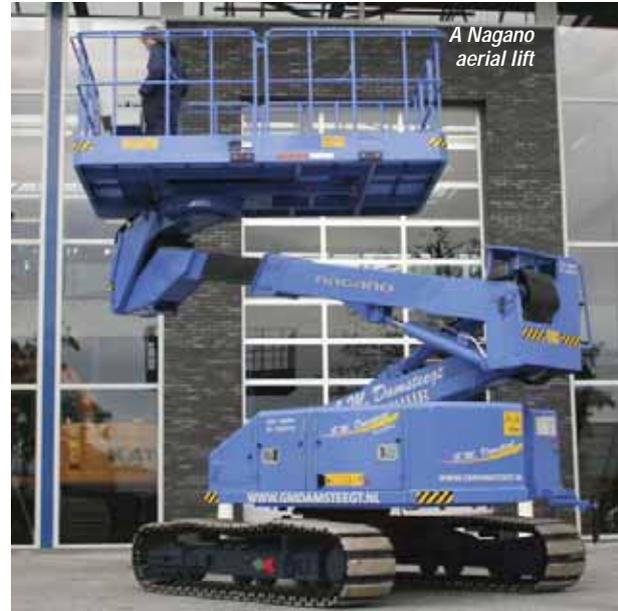
UK rental company Wilson Access Hire has opened a new depot in Leighton Buzzard, Bedfordshire. The West Yorkshire-based company will offer truck mounted and spider lifts from the location, with the aim to offer national coverage for local customers. The company's fleet offers working heights ranging from 17 up to 53 metres. The new depot is expected to grow to a similar size as its current head office operation over the next two years and will be stocked from new orders placed with CTE, Ascendant and Palfinger.

## Leach Lewis and Snorkel end agreement

Snorkel and Leach Lewis have agreed to end their UK distribution agreement that traded as Snorkel UK. Discussions over the future of the exclusive UK distribution agreement, which began in November 2010, started earlier this year with the termination taking effect on March 1st after the two concluded "that the current business model was no longer suitable to support future market developments." Snorkel will assume full responsibility for the on-going product and technical support for existing Snorkel and Upright machines, whilst Leach Lewis says that it remains fully committed to its current customers and the industrial sector.

## JCHI acquires Nagano

Chinese equipment manufacturer Beijing Jingcheng Heavy Industry (JCHI) has acquired Japanese construction and aerial lift manufacturer Nagano for just over a billion yen (\$13.3 million/€10 million). JCHI is a subsidiary of Beijing Jingcheng Mechanical and Electrical Holding Company - part of the Beijing Municipal Government - and produces a full range of self-propelled aerial lifts which it markets under the JCHI brand. Nagano's main products include mini-excavators, aerial work platforms and crawler cranes which it sells under the Nagano and Hanix brands. Nagano filed a restructuring application with Nagano district bankruptcy court in May 2011. JCHI succeeded in acquiring the business after a plan it presented was approved by a majority of creditors and authorised by the district court.



A Nagano aerial lift

## First Socage for Nationwide

Lavendon group member Nationwide Platforms has ordered the UK's first Socage 13.7 metre A314 truck mounted platform. Mounted on a 2.5 metre



Socage's A314

wheelbase Euro 5 Nissan Cabstar, the compact unit is ideal for street lighting, local authorities and city centres. Overall length is just 4.55 metres, travel height 2.65 metres and overall width 1.85 metres. With stabilisers deployed the machine has a footprint width of 2.3 metres which falls within the width of its wing mirrors.

## First Movex for UK

Spanish vehicle mounted aerial lift manufacturer Movex, has delivered its first P120TL Land Rover mounted platform for the UK. The P120TL has been delivered to UK distributor Power Lift and has begun a demonstration tour around the UK to gauge customer response and feedback. Power Lift UK has said that it plans to introduce all of the models from Movex's 9.5 to 16 metre range. The company has been supplying Land Rover mounted aerial work platforms to Spanish utility companies for many years and is now hoping to gain a slice of the UK and Ireland market.



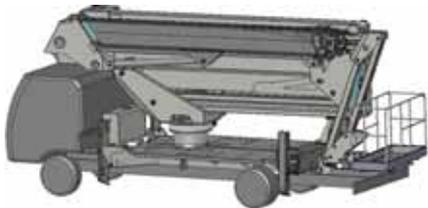
The P120TL has begun its working demonstration tour around the UK. (l-r) Angel Velilla, Movex Export Manager, Malcolm Kitt, managing director Power Lift UK and Francisco Velilla, managing director Movex.

# Socage 32m truck platform

Socage is launching a new 32 metre DAJ332 platform mounted on a 7.5 tonne, 3.85 metre wheelbase Mitsubishi Canter truck at Intermat. Based on the current DA328 it features a dual articulated sigma type riser, four section telescopic boom, articulating jib and end mounted platform.

The variable outriggers and stabilisation system automatically calculates the safe working area and load according to the position of the stabilisers.

Maximum platform capacity is 225kg at up to 17.5 metres outreach, reducing to 80kg at the machine's maximum 20 metre outreach. The 1.800mm x 900mm platform has a full 180 degrees rotation, while the jib articulates from minus 90 degrees for stowage to plus 15 degrees.



The new Socage DAJ332

## Easi Uplifts orders Ruthmann

Irish-based international rental company Easi UpLifts has ordered two 33 metre Ruthmann Steiger T330 truck mounted telescopic lifts. The T330 features a four section straight telescopic boom and articulated jib, with up to 21 metres of outreach. The platform rotates a full 180 degrees with a jib articulation of 185 degrees, maximum platform capacity is 320kg. Mounted on a two axle 7.5 tonne truck the overall length is 8.79 metres.



(l-r) Harry Mc Ardle, Andre Gerdes (from Ruthmann), John Ball, Uwe Strotmann (from Ruthmann) and Fergus Mc Ardle.

## Manitowoc 16000 fixed jib

Manitowoc Cranes has released a new fixed jib option for its 400 tonne capacity Manitowoc 1600 crawler crane. The jib complements the existing luffing jib attachment and has a 93 tonne capacity and a maximum length of 42.7 metres.

## ...And final tests for 31000

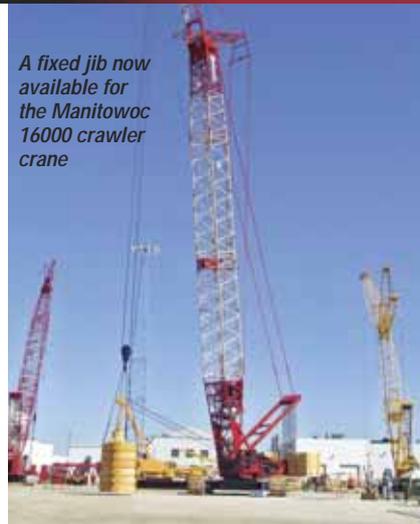
The 2,300 tonne Manitowoc 31000 crawler crane is nearing the end of its test programme, including boom and jib combinations which are the longest ever designed for a Manitowoc crane with a total length of up to 110 metres.

Optional boom configurations can also increase the crane's reach and lift height. The first attachment is a fixed jib with a basic rating of 1,400 tonnes and a base length of 24 metres. Optional inserts extend it to 42 metres.

A 36 to 114 metre luffing jib is also available, maximum capacity on the luffing jib is 1,100 tonnes.

The 31000 also has a combination boom, which uses parts of the main boom and the luffing jib. With various inserts, the combination boom has a maximum length of 138 metres.

A fixed jib now available for the Manitowoc 16000 crawler crane



Three boom configurations maximise flexibility of the Manitowoc 31000 crawler crane.



## 2,000th LTM1030 for Liebherr

Liebherr has built and shipped its 2,000th 30 tonne, two axle LTM 1030 All Terrain crane, making it one of the most successful cranes ever built in terms of unit sales. The landmark unit was sold to Warnowkran Kranservice of Rostock, Northern Germany to replace a 20 year old Liebherr LTM 1025.

Willfried Lehmann of Warnowkran (L) and Andreas Bettels of Liebherr with the new LTM1030.

The first LTM1030 - the LTM 1030/2 - was launched at Intermat back in 1997. It was the first mobile crane to be equipped with data bus transfer technology and its redesigned cab would pave the way for future cab layout with its display units arranged in a semi-circle, as well as making use of a film type keyboard.



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(L-R) Marek Jastrzebski, Piotr Chojnacki of Elwiko with Maurizio Manzini of JMG, Stanislaw Dropik owner of Elwiko and Emilio Berti of JMG

## JMG shows new MC60

Italian pick & carry crane manufacturer JMG launched its new six tonne MC60 at the recent Poznań fair in Poland. The company exhibited with distributor Elwiko which has purchased the first two units. The MC60 can handle its 6,000kg maximum capacity up to half a metre in front of the crane's front bumper and boasts a four section full power 8.8 metre power boom and up to 5.5 metres of horizontal outreach.



The MC60 could easily handle the service van on full boom

## Haulotte to close Spanish plant

Haulotte has confirmed that it will close its production facility in Santander, Spain because of "on-going challenges it faces in Southern Europe where markets are still slow". Products manufactured at the plant will be moved to other European production sites. The 19,000 square metre facility opened in January 2007 and was initially dedicated to its 'diversified products' which included excavators and its telehandler range, both of which have struggled during the recession.

Haulotte revenues for the full year were in line with its preliminary statement at €306.9 million, up 23 percent on 2010. Although failing to break even, the company reduced its loss before tax from €52.2 million in 2010 to €10.5 million in 2011. It did make an operating profit in the second half of the year and expects double digit revenues growth and a full year operating profit in 2012.

## Insulated spider

Italian spider and boom lift manufacturer Platform Basket is launching a number of new and updated products at Intermat, including the 17 metre PB18.90.46 with 46KV insulation, developed in the USA with its local dealer and now available in CE version.

Major updates have also been made to the 15 and 18 metre models - the 15.75 PRO and 18.90 PRO - which now feature Kubota diesel engines, offering more power and lower noise levels, automatic outrigger set up and levelling, a more accurate load limiting device which enhances the working envelope, improved electrics and drive system together with dual speed hydraulic motors for greater productivity. Battery and Bi-Energy versions are also available.



Platform Basket's, PB18.90.46 with 46KV insulation

# It's here! the all new **city** range

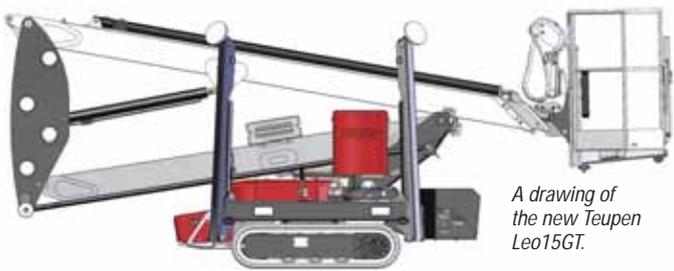
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A drawing of the new Teupen Leo15GT.

## Teupen to launch new Leo 15GT

German spider lift manufacturer Teupen is to introduce a new updated and lower cost Leo15GT. The new model extends its entry level Leo 13GT concept into the 15 metre market, offering 14.7 metre working height, 7.6 metre outreach and a 200kg platform capacity.

The new model uses the same anodised finish to the boom, along with the same platform, safety technology, fully automated levelling and cable remote controls as the 13GT. The tracks can be raised and widened and power sources include diesel or gas engines.

Michael Wotschke of Teupen said: "The Leo15GT is fundamentally different from the Leo15GTplus, which we introduced last year. Both products appeal to a different range of customers with specific requirements. The Leo15GTplus includes a Kubota diesel engine, a little more working height at 15.5 metres and outreach at 7.9 metres thanks to its improved stabiliser technology and movable jib arm."



c&a

news

John Ball of Easi UpLifts taking delivery of one of two new 90 metre Bronto S90HLAs from Ian James of Bronto.

## Easi UpLifts orders more big Brontos

Irish international rental company Easi UpLifts has taken delivery of two new 90 metre Bronto S90HLA truck mounted lifts and while at the Bronto plant in Finland, ordered a third 90 metre unit, along with two 70 metre Bronto S70XDT units. The units are likely to be based in the UK and will be available for re-rent on a European wide basis. Deliveries are all scheduled for this summer.

## Mains Crane acquired

Entrec Transportation of Alberta, Canada is to acquire the Mains Crane group of Nisku, Alberta for \$56.2 million. The deal includes Mains Crane & Rigging, Main Crane USA, Mains Transportation Services, Nisku Engineering and Independent Crane & Equipment. Mains runs a fleet of more than 70 cranes,

the largest being a 500 tonne Manitowoc crawler crane. The business also operates a 92 unit transportation fleet and employs more than 90 people. Publicly quoted Entrec of Spruce Grove, specialises in heavy and oversized transportation for the resources sector, chief executive Rod Marlin said: "Our expansion into the crane services market is a key element of our overall growth strategy and allows our customers to obtain both their heavy haul and lifting needs from one vendor."

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## Financials round-up

### Bronto bounces back

Finnish truck mounted lift manufacturer Bronto has reported a strong end to 2011 with improved profits and revenues. Full year revenues totalled \$109.5 million, up marginally on 2010 in spite of a slow start to the year. Operating income - although stronger towards year end - came in 30 percent down at \$6.6 million due to a slow first half. Order intake was \$137.6 million compared to \$99 million in 2010, boosting the backlog by \$23 million to \$80.1 million. Bronto is part of US-based Federal Signal.



### Skyjack division doubles revenues

The industrial division of Linamar - of which Skyjack is the largest part - more than doubled its revenues in 2011 to C\$326.5 million. Most of the increase is credited to the on-going growth in sales of Skyjack. In spite of this the division lost \$6.8



million, down from a loss of \$26.6 million in 2010. The losses were due to launch costs associated with a new energy business and "margin reductions as a result of continued investment in labour and fixed overhead costs at Skyjack to support the future growth in the market."

### Solid profit for Manitou



Access and telehandler manufacturer Manitou has reported a pre-tax profit of €44.87 million in 2011, compared to a loss of €9.55 million in 2010. Total revenues were €1.13 billion, as reported in our last issue, with just over 70 percent coming from telehandlers and access equipment.

### Ashtead up 23 percent

Ashtead, owner of Sunbelt Rentals in the USA and A-Plant in the UK, has reported its third quarter results with revenues up 23 percent to £846.8 million and profits at £105 million, compared to £28.3 million at the same point last year.



Sunbelt revenues grew 25 percent to \$1.13 billion, reflecting a 13 percent increase in the fleet on rent and a seven percent improvement in yield (rates /utilisation). Operating profit was up by more than \$100 million to \$228.8 million.

In the UK A-Plant also gained momentum, with revenues up more than 14 percent to £138.3 million, with a one percent larger fleet and a six percent yield improvement, while operating profits came in at £5.4 million almost 75 percent up on last year's £3.1 million. Ashtead says that it will finish the year with profits significantly ahead of forecasts.

### Hertz moves into profit

Hertz Equipment Rental has achieved a full year pre-tax profit of \$69.3 million for 2011, compared to a loss of \$14.6 million in 2010. Revenues were up just more than 13 percent to \$1.21 billion.

### Profits up 65% at Lavendon

Lavendon has reported a 65 percent rise in pre-tax profits to £21.9 million on full year revenues of £225.4 million, four percent higher than in 2010. Rental revenues were £216 million, a rise of eight percent and marginally better than the estimate we reported in our last issue. Net debt was cut by £33.7 million to £106.6 million. The company also says that trading continues in line with expectations suggesting that it will make further progress in 2012.



### Record year for Socage



Italian truck mounted and spider lift manufacturer Socage has reported a record year in 2011 with sales of €34.5 million, almost 90 percent higher than when the current owners acquired the business from Fassi at the end of 2009. The company is privately held and does not disclose its financials.

### Ramirent growth continues

Finnish-based international rental company Ramirent has reported a strong finish to 2011 with full year revenues up 22.3 percent to €649.9 million. This resulted in a tripling of pre-tax profits to €60.76 million. Gross capital expenditure for the year was €242.2 million compared to €62 million in 2010.



### Record sales for Ruthmann

German truck mounted lift manufacturer Ruthmann has reported sales of €75.7 million for 2011, a new record and 30 percent up on 2010. The company is private and does not issue a full set of results.

### Terex Cranes picks up



Terex Cranes has reported a return to growth and profitability with full year revenues up 12 percent to just under \$2 billion. At the same time the company made an operating loss of \$19.8 million - due entirely to the \$36 million of charges taken earlier in the year. The Crane backlog also slipped slightly from \$773.8 million last year to \$716.3 million this year.

### Genie up 63%

Terex AWP/Genie finished 2011 with revenues up almost 63 percent to \$1.75 billion, operating income for the year jumped over thirty fold from \$2.8 million in 2010 to \$86.3 million in 2011.

The company's order book as of the end of the year was \$634.8 million, more than double that at the end of 2010.



# New Cat C Series telehandlers



The single lever, electro-hydraulic joystick has been redesigned to include the 'up and down' transmission control buttons.

Caterpillar has launched four new C Series telehandlers - the Cat TH336C, TH337C, TH406C and TH407C- with capacities up to 3,700kg and lift heights to 7.3 metres. All four models feature two section booms and Cat stage IIIB C4.4 engines, with improved fuel economy and lower operating costs. They are aimed at the agriculture, construction and industrial markets. The 336 and 337 have lift capacities of 3,300kg, while the 406 and 407 are rated at 3,700kg. Lift height for the 336 and 406 is 6.1 metres, compared to 7.3 metres on the other two.

Other features include a new Cat powershift transmission with six forward and three reverse speeds, a 40kph road speed. A redesigned engine cooling package with hydraulic reversing fan, improved visibility from the cab thanks to a larger glazed area and new curved engine cover. Single lever, electro-hydraulic joystick incorporating transmission control buttons and a torque regulated load sensing hydraulic pump with increased flow of 150 litres a minute.



Caterpillar has launched four new C Series telehandlers with capacities up to 3,700kg and lift heights to 7.3 metres.

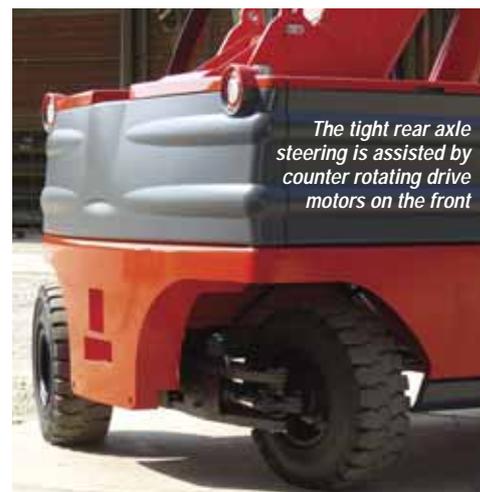
# Galizia six tonner

The Galizia GF60



Italian pick & carry crane manufacturer Galizia has launched the GF60, a new six tonne crane based on its innovative telehandler/crane/platform Multis 636. The GF60 has a longer three section boom, with 7.5 metres under hook height.

The company said a number of customers wanted the advantages of the Multis' ultra tight turning circle with regular axle, compact dimensions, twin AC motor drive and low boom pivot point etc, but in the format of a dedicated crane, with a little more reach. The Multis 636 has a six metre boom, which is a little short compared to the latest models from JMG and Ormig.



The tight rear axle steering is assisted by counter rotating drive motors on the front

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**JLG**  
reaching out

• **Snorkel** sales and marketing director **Richard Tindale** has moved to **Access Platform Sales (APS)** as managing director.



*Richard Tindale*

• **Liebherr GB** is adding a new **Thorough Examination of Mobile Cranes** training course at its UK training centre.

• UK-based rental company **Peter Hird & Sons** has purchased 21 **Genie** scissor lifts.

• UK scaffold company **NSG UK** has invested £500,000 in new **Altrad** scaffolding.

• US-based **Trico Lift** has appointed **Chris Venezia** and **Chuck Turner** to manage its two Pennsylvania branches.

• **Volvo Rents** has acquired **Max Equipment Rentals** in southern California.

• UK-based truck mounted rental company **Blade Access Specialists** has taken delivery of two **Palfinger** platforms.

• **Terex AWP/Genie** has appointed **Marty Oldberding** as customer services director for the Americas.



*Marty Oldberding*

• International rental company **Cramo** has sold two of its Finnish modular space businesses to **MB Funds**.

• UK-based rental company **Midland Truck Mounts** has added an **Oil&Steel Snake 2010** to its fleet.

• **Liebherr** has booked its 1,000th mobile harbour crane order.

• Belgian crane dealer **Boyens Michel** has appointed **Lionel Hacourt** as CEO.



*Lionel Hacourt*

• **D&G cranes** of Australia has issued a safety alert relating to a tower bolt failure.

• **Essex Crane** has reported improved results for 2011 and is optimistic for 2012.

• Spanish telehandler and fork truck manufacturer **Ausa** has opened a new sales subsidiary in Mexico.

• **Hertz Equipment Rental** has acquired New York-based general rental company **Arpielle Equipment**.

• Italian rental company **Vernazza Autogrù** has purchased its second 70 metre **Socage TJJ70** truck mounted lift.

• Motor control manufacturer **Sevcon** is to team up with **Flextronics Automotive** of Singapore.



*Kai Schliephake*

• **Kai Schliephake**, currently **Geschäftsführer** of **JLG Deutschland** is moving to **Partner Lift**.

• The **Weidemann** division of **Wacker Neuson** has launched an improved version of its smallest compact telehandler.

• Diesel engine and compact equipment manufacturer **Yanmar** celebrated 100 years in business.

• **Speedy Hire** is to open a new superstore in Cardiff, Wales.

• Aerial lift manufacturer **Snorkel** has begun hiring production staff again in the USA and UK to cope with improved order intake.

• Mini crane manufacturer **Maeda** has named **Falcon Equipment** as its dealer in Western Canada.

• Italy has updated its regulations on the safe use of work equipment.

• Two Bavarian rental companies have purchased **Grove's** 55 tonne trailer-mounted **GSK55** crane.

• **Mark Thurston** and **Snorkel** aerial lifts have parted company.



*Mark Thurston*

• **Kraan en Truckservice** of the Netherlands is building new premises.

• Singapore-based crane group **Tat Hong** has settled the dispute over its Chinese joint venture **JZTH**.

• **Kevin Appleton** is being proposed as a non-executive director of international rental company **Ramirent**.



*Kevin Appleton*

• Tower crane industry veteran **Mike Studd** of **Select Tower Cranes** and **Hewden Stuart/Wolff** passed away in March following a fight with cancer.

• UK-based access company **Platform Sales & Hire** has celebrated 10 years in business.

• Louisiana based **H&E Equipment** has posted a strong set of numbers for 2011.

• German crane rental company **S&B Schwertrans** has taken delivery of a 55 tonne **Terex Challenger AT** crane.

• The French crane rental company **Foselev** has added four, 70 tonne **Tadano Faun** cranes to its fleet.



*Phil White*

• The **LEEA** has appointed **Phil White** as its new chairman

• UK-based port operator **ABP** has taken delivery of a **Bronto S36XDT** for its port in Southampton.

• The first **Isoli MPT 140** compact boom has been delivered to UK dealer **Promax Access**.

• UK-based telehandler rental company **Fork Rent** has selected **MCS-rm** rental management software.

• **Cargotec** has appointed **Frank Kho** as senior vice president, terminal projects and offerings.

• **Lavendon** has refinanced its banking arrangements.

• UK-based rental company **Bella Access** has added more **Niftylift HR17N** boom lifts to its fleet.

• UK-based product support specialist **Davis Access** has sold its replacement parts inventory to **TVH**.

• Norwegian rental company **Drammen Liftutleie** has acquired a fourth **MAN** truck and **Nooteboom** trailer.

• **Sébastien Porteu** has been appointed managing director of trailer specialist **Nicolas Industrie**.



*Sébastien Porteu*

• The first **Liebherr LTR1060** telescopic crawler crane in Poland has been delivered to **IMB Podbeskidzie**.

• US-based specialist aerial lift manufacturer **Lift-A-Loft** has been acquired by investor **Todd Hunt**.

• **Terex Cranes Australia** has celebrated its 25th anniversary and the 3,500th **Franna** pick & carry crane.

• The Australian third party inspection programme **CraneSafe** celebrated its 10th anniversary.

• **Harsco** chief executive **Salvatore Fazzolari** has resigned.

• **Stuart Walker** of **Manitou** has been confirmed as president of the **Telescopic Handler Association** of Australia.



• **Sany America** has appointed **BIK Hydraulics** of Toronto, Ontario as its first Canadian crane dealer.

• UK-based **Extreme Wind Services/Extreme Access Hire** is expanding its operations into Spain and Portugal.

• Russian rental company **L-TECH** has opened an office in **Yekaterinburg**, central Russia.

• Dutch heavy lift and offshore specialist **Huisman** has delivered a 600 tonne crane to jack-up vessel 'Neptune'.

• UK-based access rental company **Platform Hire** has taken delivery of a number of new **Niftylift** boom lifts.

• Italian rental company **Nacanco** has launched a working at height **PPE** backpack kit for sale or rent.

• **JLG** has received another order from the **US Army** to build **ATLAS II** telehandlers.

• New Zealand-based rental company **Hirepool** has acquired **New Zealand Access Hire**.

• **Manitowoc** has appointed **Josef Matosevic** as senior vice president of manufacturing.



*Josef Matosevic*

• **CTE** has delivered three new fire fighting platforms - two 33m in **Algeria** and one 36m to **Thailand**.

• Italian spider and truck mounted lift manufacturer **Easy-Lift** has appointed **Hek & Partner** as its Austrian dealer.

• **Willi and Isolde Liebherr** have assigned some of their **Liebherr** shares to their children.

• UK-based aerial lift rental company **Horizon Platforms** has achieved **Safe Contractor** accreditation.

• UK rental company **AA Access** has ordered its third 70 metre **Bronto S70XDT** truck mounted lift.

• Australian crane rental company **Freo** has taken delivery of two **Liebherr All Terrain** cranes - a 95 and 160 tonner.

• **Larry Postelwait**, president of **Tulsa-based Crosby Group** has retired, **Jason Struthers** replaces him.



*Larry Postelwait*



*Jason Struthers*

• UK-based **Speedy Hire** has won a 3 year extension to its preferred supplier agreement with **Carillion**.

• Australian crane rental company **Metcalfe Crane Services** has taken delivery of a new 55t **Grove GMK3055**.

• Romanian rental company **Industrial Access** has added a 150ft **JLG 1500 SJ** boom lift to its fleet.

• Lifting and safety equipment supplier **Certex UK** has appointed **Mark Hoggard** as training manager.

• **Ramirent** is to buy back up to 350,000 of its own shares as authorised at last year's **AGM**.

• **Link Belt** cranes has appointed **North Dakota** dealer, **General Equipment & Supplies** in **Minnesota**.

• Chinese aerial lift manufacturer **Dingli** has appointed **M. J. Hydraulik** as its exclusive dealer for **Denmark**.

• Access industry veteran **Brian Black** is to join **Skyjack** as vice president of sales



*Brian Black*

• Finnish-based international rental company **Cramo** has reported full year revenues up 38.2%.

• **Ken Richardson** - founder of **Aliscaff** and champion of the scaffold tower industry - has died aged 80.

• Singapore-based crane company **Tat Hong** has reported a 43% increase in revenues.

• **Sany America** has appointed **DC Bates Equipment** as a distributor in the **New England** region of the **US**.

• UK-based access rental company **Smart Platform Rentals** has officially opened its third location in **Manchester**.



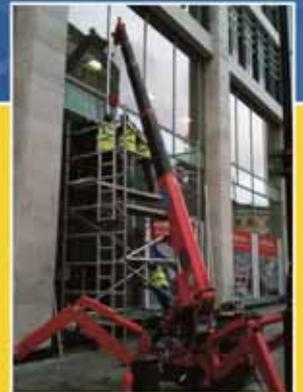
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# A mini marketing problem?

Our last mini/spider crane feature identified that the major factor holding back a more rapid uptake of the concept in Europe and the USA was not the product itself, but an on-going lack of awareness of what can be achieved with these little cranes. Apart from Japan - the birthplace of the mini crane - where there are some 10,000 units in operation, few countries around the world have embraced the spider crane with anything like the same passion or numbers. And while we are often quick to criticise the UK for being 'conservative' and reticent to adopt new ideas and developments in construction/civil engineering it is one of the main western countries - along with Germany and Austria - where spider cranes have made any substantial impression.

Given the large populations of both the UK and Germany (about 62 and 88 million) they are not however leaders when viewed on a per capita point of view which is headed by Finland, Austria, Sweden, Denmark, Norway, UAE and Qatar.

Europe was first exposed to the spider crane at the end of the 1990's when crane distributor Kranlyft started importing Maeda

units. Kranlyft - being first to recognise the equipment's potential - chose Maeda over the few other Japanese brands - including Unic, Tadano and Toa (now R&B) - because it saw it as the market leader and dominant manufacturer in the sector in Japan. In recent years Maeda has taken over 60 percent of its home market, with Tadano quitting the sector in 2006, leaving Unic with around 25 percent



and R&B, taking the remaining 10 percent. In the mini crane sector (compact crawler cranes without stabilisers) Maeda is thought to have an even more dominant share of the market, which it now shares with Hitachi and Kobelco.

In Europe, Maeda and Unic remain the dominant brands, taking the vast majority of sales (around 700 or so in 2008 - the best year so far) with the balance being supplied by manufacturers such as Jekko and more local producers such as Hoeflon, Reedyke and Reibsamen and Kegiom.

It is perhaps easy to overlook the fact that until seven or eight years ago, Kranlyft and Maeda had the European market to their selves. Then GGR entered the market, having initially operating a rental fleet of Maeda spiders, before CE marking the Unic cranes and becoming the Master Distributor for the greater European region. Unlike Kranlyft, GGR-Unic has always maintained a substantial rental fleet as well as being the manufacturer's master distributor. And while the two companies are rivals trying to sell its products, both have

benefited from each others' presence in the market, promoting the advantages of the spider crane concept in general. A new concept needs more than one protagonist for it to take off.

Last year GGR/Unic Cranes Europe purchased its 1,000th 2.9 tonne Unic URW-295 spider crane having sold its very first URW-295 back in April 2004.

## Another Japanese player

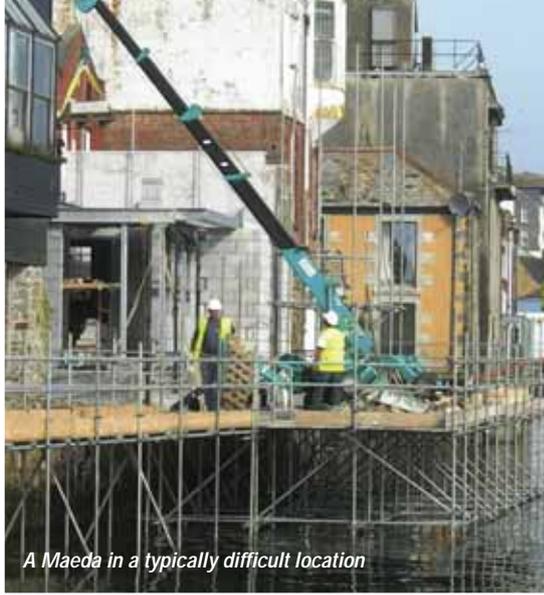
Over the past year or so Japan's least known spider crane producer R&B Engineering has been pursuing an export drive, first by showing its machines at international shows such as Conexpo and then more recently completing CE approval for two of its range and in November last year, appointing a European importer/master distributor Elevateur France Germany which has started to market the cranes under the 'Mighty Crane' brand. R&B was founded in 1974 under its name Toa and maintains that it is the pioneer in this sector having produced more than 10,000 cranes.

The R&B brand was launched in 2007 and with continuous product

Europe first saw the spider crane at the end of the 90s so it is surprising that they are not more popular



Over the past year or so R&B Engineering has been pursuing an export drive - here the machines were shown at Conexpo



A Maeda in a typically difficult location



Most spider cranes - such as this Jekko - are involved in glass installation



development has resulted in a four model range, two of which are now CE marked for the European market. The CE cranes are the 2.8 tonne CR285D, which weighs 1,750kg and boasts an 8.9 metre main boom and the significantly larger CR335D which, although it is rated at 2.98 tonnes, is significantly larger, weighing 3,760kg and featuring a 12.5 metre main boom.

While the two cranes carry a similar nominal capacity, they are totally different beasts - the CR285 is rated at 1.5 metres radius, while the CR335 lifts its maximum rated load at 2.5 metres. It therefore competes with the likes of the Maeda MC285 and MC305-2 models.

At the moment R&B has no plans to CE mark its two smaller models - the CR174G and CR235GL - although this may change if customer demand for the larger models takes off.

"With France Elévateur Group, represented by France Elévateur Germany we have a partner to realise our goals for the European market. The company has expertise in design, manufacturing, logistics and service. Our products are complementary, so match the product portfolio of the group and are ideally represented by their sales and service partners in the European countries," said Iwai Naotaka sales manager R&B Engineering.

Whether this recently formed German subsidiary of a French access company can emulate the successes achieved by Kranlyft and GGR, remains to be seen. One thing is for certain the more companies promoting the concept, and the greater the product selection, the more likely the market sector is to grow.

## Still pushing the concept

Despite what some may think, spider cranes are still a new concept for many contractors and despite more than a decade in the European market, the overall awareness remains at a low level. This is not helped by the fact that the cranes are generally used indoors or 'out of sight'.

Historically, indoor lifting has been difficult mainly due to the lack of accessibility, floor loadings and engine emissions etc. Spider cranes can however gain access through most doorways, even single ones, cross marble floors, track up staircases and are light enough to be craned onto upper floors, thus getting very close up to the work. Bi-energy machines (electric and/or LPG) provide the spider crane with easy flexibility to work either indoors or outdoors.

One of the most popular applications for spider cranes is installing glazing and other types of heavy cladding or panelling and this is highlighted by the enormous number of vacuum lifting attachments now available, whether for use by spider cranes, telehandlers and or specific mini glass machines. For many applications, the spider crane is used because it is the only item of lifting equipment that can access a specific area with the capacity to complete the job.

An excellent, although unrelated example of this is the maintenance or replacement of canal lock gates. With very narrow tow paths and low weight allowances, coupled with access roads often a fair distance away, means that conventional cranes are often unable to get anywhere near the locks and the gates. If the spider crane is too heavy or too wide for the tow path it can be easily transported to the lock on a small barge and if necessary, straddle the lock to carry out the lift. If path loading is not a problem, the spider crane can be delivered to the nearest delivery/access point and then track along the tow path to the lock. The larger models - such as the six tonne capacity Unic URW706 - are then able to straddle the lock (either three or 4.6 metres wide - or position itself nearby, where it has the capacity and reach to lift and replace the gates - some of which weigh more than four tonnes.

## Product improvements are on-going

At the beginning of the article we said that it was not the performance or ability of the spider crane that was limiting its wider uptake, but more it's relatively low profile. However improvements and developments are still being made to both the engineering and accessories. These include longer



Being able to access canal locks along the tow path is a major advantage for the spider crane



Spider cranes and access platforms often work side by side

jibs and longer wire ropes to achieve longer drops from roof top or upper floor positions.

Mid last year Maeda introduced a new 'Dash 2' version of its 2.82 tonne MC285C spider cranes to Europe which had numerous new or improved features over the original, including a new crane and outrigger interlock system, improved winch with faster hoist speeds and disc brakes, new load moment limiter, new four/two fall hook block for faster reeving changes, a new digital feedback remote control system, new data logger system, new voice warning system, new EPA tier 4 compliant Yanmar engine and new searcher hook system.



Other spider/mini crane manufacturers include Reedyke

The MC285C-2 measures just 750mm wide and weighs 2,120kg, yet boasts a maximum tip height of 9.5 metres and can handle 550kg on its fully extended main boom. For a machine such as the new MC285C-2 about 50 percent of its work will be in glazing and a large proportion in panelling/ cladding work. During the construction of the world's tallest building in Dubai, four MC285's were working inside on 24 hour shifts installing all of the glass.

**Money savers?**

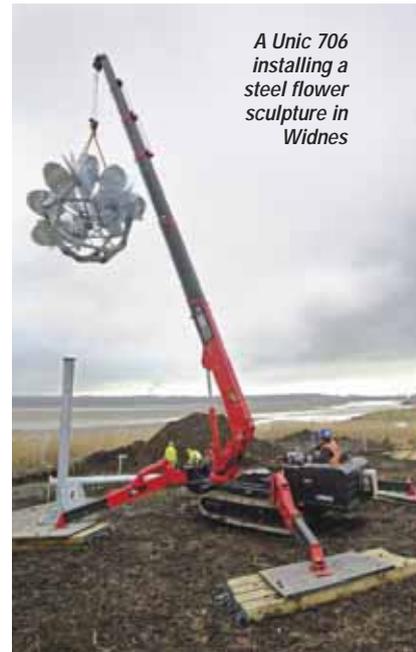
But can compact cranes help companies save money? The initial investment is, of course, much lower than for a small mobile crane and they are more operator friendly. Training usually only requires a course of a couple of day's duration, before operators can confidently and safely start to use them. While there has been some rate cutting in recent years, particularly in the UK, the rates generally provide a far better return than most small mobile cranes. One reason that rates have generally remained good is discipline among the larger rental companies, and the fact that in many cases the supplier helps plan the job and more often than not is saving the

contractor or other client a substantial sum compared to bringing in a larger crane. This is particularly true when a mini crane moves in close and avoids the requirement for a long boomed mobile.

However, like all types of equipment, it is vitally important that once a customer has been convinced of trying the new concept that the machine used is the best for the job, otherwise the speed or profitability will not be



A Unic replacing glass in a shopping mall



A Unic 706 installing a steel flower sculpture in Widnes

shown correctly and he will often revert back to his usual way of completing the task. For Europe to achieve the same market coverage per capita as Japan, another 57,000 cranes would have to enter the market. Who said this sector is saturated?

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# Sky high spider

As London's tallest building, the Shard, reaches its pinnacle the contractor needed a more efficient method for lifting the glass cladding panels on the building's 'spire' into position than the tower cranes that straddle the building.

The problem is that as the tower crane jibs soar above 300 metres, too many days are lost through winds gusting above the shot-off speed. Add to this the fact with the steep taper of the 'spire' means that the distance between crane and building is substantial and the contact between operator and installer was always going to be somewhat remote, for what is a high precision task.

The solution - as with all of the other 11,000 glass panels lower down the building - was a spider

crane. For the spire, GGR Unic supplied a six tonne capacity Unic URW 706, placed in a secure position on the 87th floor some 283 metres in the air. In order to get there, the crane was lifted by tower crane in two parts, with its boom removed. Once the crane chassis reached the workplace, its outrigger floats were placed directly into four purpose-built support sockets on the rooftop. The boom was then lifted into place and reunited with the base by the GGR installation crew.

The Unic URW-706 has a long track record of rooftop lifting in the UK, thanks to its relatively light weight - 7,900kg - and overall width of 1.67 metres. The crane is currently lifting the glass panels from a storage unit on the 62nd floor and placing them into position on the north and west sides of the building. A total of 11,000 angled glass panels will eventually cover The Shard's façade with most of the lower level panels being installed by Valla 20e pick&carry and Unic URW- 295 spider cranes.

The building, designed by Italian architect Renzo Piano and developed by Sellar Property group, will eventually top out at 310 metres and include a hotel, offices, apartments, restaurants and a viewing gallery.

GGR group' managing director, Gill Riley, said: "This iconic landmark is going to make a big impact across the London skyline and we are thrilled that our Unic crane has been involved in this exciting project. It's definitely the highest point we've ever taken a Unic, luckily our operators that are working on site have a good head for heights!"



*Up goes the base crane - all the way to the 87th floor*



*Then the boom is reinstalled*



*Working from its 283 metre eyrie the Unic URW706 will lift and place the glass cladding panels from the 62nd floor up*



*The GGR installation team - (L-R) Stuart Bampton, Johnny Love, Gill Riley, Kevin Scarre and James Prately*

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# The Hird instinct

For crane and access rental, sales and service company Peter Hird & Sons, the past few years have been very eventful. Mark Darwin went to its head office in Hull to meet managing director Philip Hird and learn about the ups and downs and its recent transformation of fortunes.

The last time we featured Peter Hird & Sons in *Cranes & Access* was nearly three years ago shortly after it had formed a mini crane partnership with East Sussex-based Coppard Plant. Coppard had entered the spider market with a bang and at that time had around 20 Unic spider cranes.

"The main problem we had with renting mini and spider cranes in the south was the transport cost, so partnering with Coppard Plant seemed a logical step as we were getting more work particularly in the London area," said Philip Hird. "Unfortunately it was mainly one way traffic with us supplying Coppard with the majority of their work, so we ended the agreement and expanded our own operation from a base in Surrey. However with Hird undergoing major reorganisation - more on that later - and following the retirement of managing director Allan Hemmings at the end of last year we appointed two new directors. John Wilding joined us and was key to our



Philip Hird

expansion in the south, while Carl Norfolk runs the contract lifting and machine moving division."

Philip Hird is relatively new to management, but joined the industry in 1997 immediately after leaving school at 15. He is a time served fitter and spent many years operating one of the company's mobile cranes. "I had a choice - either start work for the company the Monday after finishing school, or never work for the company... luckily I made the right decision and I have been here ever since," he says. "My father was a perfectionist and this is reflected in the quality of the equipment we supply and in the customer service. We never make promises we cannot deliver."

Perhaps at this point it is worth unravelling the history of the company including Peter Hird & Sons, Peter Hird junior, Compact Lifting Equipment and Valla UK etc?

## In the beginning....

After leaving the army in the 1950s Peter Hird senior worked abroad for several years in Europe. He returned to the UK as a drott bulldozer driver for local company Sangwin Ltd in 1963, eventually finding his way into sales and boosting the business considerably. He left and went into a partnership forming Hesse-based Fleet Lifting Services but set up



C&a spider cranes

alone as Peter Hird & Sons in March 1983. The company's head office has been on the current site in Hull since the beginning, although the premises themselves have increased considerably as surrounding businesses and buildings were bought up.

With an initial bank loan Hird senior purchased an Iron Fairy crane and a van and started offering machinery removals. He gradually added more cranes from the likes of Hydrocon, Cosmos and Coles. At this time Peter Hird & Sons was predominantly a mobile crane hire company with a sizeable fleet topped by a 30 tonne Coles, but as demand grew for platforms in the late 1980s, it acquired a few Simon Snorkel truck mounted lifts and a Pegasus dumper based platform, which proved popular with the local tree surgeons and painter/decorators.

"The first self-propelled platform my father bought was the original Simon Boxer then later the Z30/20 and Niftylift HR12s, he then became a Genie authorised dealer," says Hird. "By 2009 we only had a few larger cranes, including two Kato NK250EV and a 50 tonne Grove GMK3050. But in January 2009 the financial crisis brought Hird senior back into the business and these were sold to raise capital to ensure the company survived and had the capital to grow again.

"We no longer have any AT or truck cranes on the fleet, but we still have a thriving contract lifting service, which has allowed us to concentrate on the hire and sales of the Valla range of pick & carry cranes along with access equipment and

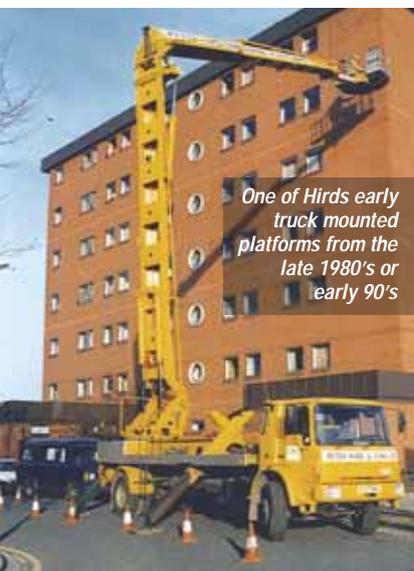
Unic spider crane rental."

The Valla franchise was added around 1998 when the company bought a 7.5 tonne Valla 75E, which is still working today. The introduction of the smaller two tonne models was driven by early projects in London's docklands including West India Quays and Canary Wharf. The larger 12, 18 and 25 tonne Valla cranes were introduced to supply projects with companies such as British Aerospace.

Hird senior was married twice, so there are two parts to the family. Eldest son Peter junior is from his first marriage, while Philip is from the second. Peter junior worked for the business after leaving school and was managing director for five years up until January 2009, when Hird senior temporarily returned to the company, having retired in 2004.

## Troubled times

Not dwelling too much on the past, Peter junior was relieved of his duties shortly afterwards. It was at this time that operations director Allan Hemmings was appointed as managing director.





Although Hird no longer has a fleet of mobile cranes in the early days it was predominantly a crane hire company



A Hird Unic spider crane installing glass on the Westfield Shopping Centre contract

"In 2008/9 we made a considerable loss on £3.5 million turnover," said Hird. "This year with good solid management we are looking at a healthy profit on revenues of £5 million. In the past three years much has happened, including opening a new depot in Doncaster. With an initial fleet of 50 platforms, new units are currently being added

manufacturer and trailer lifts are very popular with arborists and the local tool hire companies that supply DIY customers. We are looking at potentially adding some spider lifts to the fleet in 12, 15, 18 and 22 metre sizes. I like the Teupen platforms however their 12 metre Leo appears to be the only model priced similarly to other

East. The comings and goings of 2008/9 have been slightly confusing but to put it simply - anything with the Hird logo is us."

The Jekko machines fitted with vacuum handlers for glass allowed us to get into this sector, initially working with local companies. Unfortunately these cranes have a very sophisticated computer system that can easily shut the crane down and so need expert knowledge. If we were to rent them out they were always sent out with operators however we are now phasing the Jekko cranes out and replacing them with the Unic spider cranes that are very easy to operate and very reliable.

The company added its current fleet of Unics in 2010 and 2011 - a URW 095 and some 295's were purchased new, while the rest were used. "We looked at adding a 376 but went for the larger and only a

slightly more expensive 506," said Hird. "The 506 is the most popular size we have at the moment."

As yet the company does not have the largest Unic crane - the six tonne URW-706 - the one crane the company did not supply for the Shard curtain walling contract. Hird initially won the Shard contract with a number of Valla two tonne pick & carry cranes and a few spiders but it developed into nine spiders and two Valla cranes.

"As the major supplier of cranes to the Shard we had nine 295s on the site at one time, installing the 11,000 or so individual external curtain walling panels ready for the glass. The panels were stored on the floor below and then lifted up by the crane on the floor above and clicked into place. Often two cranes would do the entire floor, other times there would be one at each corner of the building. The contact is



One of Hirds many fitters servicing a Genie GS3268RT scissor

throughout 2012, including 21 Genie scissor lifts - from GS1932s up to GS5390s - in the first order which have already been delivered. The new additions will help reduce the large number of rehires we do at the moment. The next batch of machines will include updating some of the existing fleet with some new products such as the Niftylift HR15s and 120T trailer mounts which are very popular in the Doncaster area. Because of our long association with Genie everyone in the Hull area asks for Genie machines. However in Doncaster Niftylift is the preferred

manufacturers. We don't mind spending more to get a good machine, but products like the Hinowa 15 metre spiders upwards are better priced and I am sure they would perform equally well. Another new product we are adding to the fleet this year will be the JLG Toucan 10E."

"Our first spider cranes were Jekko - three 360s and three 265s - purchased in April 2008," says Hird. "It was about this time that Peter junior set up Compact lifting (CLE) - a company which Peter Hird & Sons has no association with - as the Jekko distributor for the Middle



A Valla 20D TRX using its excellent manoeuvrability to lift headstones in a graveyard



Access and spider crane working together installing glass panels

now almost completed and we are down to the last two or three units on site."

"We initially serviced the Shard contract with Coppard Plant's spider cranes, but we replaced its Unics with our own machines over a period of time and this gave us the start we needed for the new London Redhill depot, situated a mile south of the M25, near the A13. We are currently looking to double the size of the depot which has a workshop downstairs and offices upstairs. It currently runs 12, GS1930 scissor lifts, 50 vacuum lifters and around 150 glass accessories, including suction cups, hand cups a large collection of A-frame trolleys as well as 13 two tonne Valla 20Es which are soon to be joined by an 18 tonne Valla."

#### Hird fleet size

Hird has been the UK distributor for Valla since 1998 - apart from a brief period when Valla UK had the dealership. It also has a rental fleet of around 40 Valla cranes of which a third are two tonners. "Another 25EL was ordered last week, and with customers now specifically asking for them by name more will be added," said Hird.

"The 25 is available in two versions - the 2.5 tonne capacity 25 E and the 2.25 tonne EL. The EL is a lighter version weighing 1,850kg rather than 2,300kg, allowing it to fit into most lifts without removing the

counterweight. It is a fantastic product made better by a few changes Valla have made specifically for UK. The current biggest seller is the 3.5 tonne Valla 35E."

"Spider cranes have been a great asset to the company. Last year we spent £500,000 on Unic cranes and added £60,000 of vacuum lifters in London during December alone. We often supply the vacuum attachment alone which is then installed onto all types of machines including telehandlers. However it is the 500 strong access rental fleet that makes up our 'bread and butter' income. We rarely have much equipment in the yard, even over the past year or two despite the economic climate. Rates could be better but we won't cut rates to get hires. These have gradually risen because we have such a demand for the equipment."

#### Training

Another major revenue stream for the business is training which Hirds has offered for many years, with now more than 200 courses include IPAF, CPCS, City and Guilds and Appointed Person etc...

Training started way before I joined the business," said Hird. "Originally it was headed by Tony Page and Phillip Peacock and then by Brian Parker - now AFI training manager. The department is now run by Richard Dainty. We have four permanent trainers who carry out courses all over the UK on customers' sites as well as an extensive training facility at our head office near Hull city centre.

#### And the future?

"We intend to double the size of the spider crane fleet over the next two years, including some Unic 706s. Whatever we do we can't stand still. We are always on the lookout for something new."



Hird supplies the full Valla pick & carry range - here two Valla cranes, the closest a Valla 120E, lift an industrial screen.

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# Putting the smooth into the Rough



c&a

RT scissors

Rough Terrain scissor lifts have been around since the earliest days of the self-propelled aerial work platform. The first self-propelled scissor lift is credited to Selma Manlift, which added a chain drive system to a push around hydraulic scissor lift in the late 1960's. We take a look at how the RT scissor lifts have developed and review some of the latest trends and platforms.

The idea of a RT scissor was spurred on by the early cherry pickers and boom lifts that were already self-propelled, but unlike those units developed originally for fruit picking, the scissor was specifically developed for the rental market. It all started when Los Angeles-based rental pioneer Bob Irving, having purchased some of the first Manlift Tree Farmers for construction use, pointed out a Sky Witch scissor lift to Carl Ruegg of Selma Trailer, the company that produced the Tree Farmer, and commented that it would make an excellent rental item if only it was self-propelled. The machine was shipped up to the company's Selma factory and converted into a self-propelled unit and it proved an immediate success. Bob Irving went on to start producing his own smaller lifts and formed a company that he named after his son Mark - Mark Lift which became a leading player in later years.

The big self-propelled scissor concept was so successful that Selma Manlift as it was renamed, developed it into a standard product and the first units quickly developed into an effective Rough Terrain scissor lift. Although only two wheel drive, the units which became best sellers, had large tyres, were relatively light weight, had a big

platform and in effect a differential lock. As a result they could handle most job site ground conditions with ease.

Transportation was easy too as the drive mechanism could be quickly disconnected, allowing the units to be towed behind a 4x4 or pick-up truck. However the main reason for their success was that they were perfect for rental, being highly reliable, easy to use, easy to transport and dirt cheap to maintain or repair. Anyone could work on them and replacement parts were



The Manlift SM42RT (above) and the SM31RT were perfect for rental - reliable, easy to use and transport and cheap and easy to repair.

readily available, mostly being general automotive components. The product remained in production after the company was acquired by Grove Manufacturing as a two model range - the SM31RT and SM42RT.

A neighbouring company in the tiny town of Selma California - UpRight - soon got in on the act, introducing its Flying Carpet in 1972. However the original models were more of a hard surface machine. The company followed it up with the 8000 series Flying Carpet designed to 'eat' rough terrain. Again they only featured two wheel drive but had huge tractor type tyres and a massive chassis structure. The lifts had their fans and the brand 'Flying Carpet' became a generic term in several countries. However the lower cost, more rental friendly Manlift machines were the market leading rough terrain scissors until the mid to late-1980's when the hydrostatic drive and 4x4 models, launched by companies such as JLG were finally accepted by rental companies and made the old Manlift units look decidedly dated. The change when it came was rapid and Grove never managed to regain the leadership of a market it had led for up to eight years.

## The relevance of it all

The point of all this reminiscing is that the importance of a product is not all about technology and not even performance ... although this is of course important. The critical point has to be a product's ability to turn a profit for the rental company and be effective when working for a contractor.

This point is of particular interest for Rough Terrain scissor lifts, as unlike slab scissors their usage is cyclical, closely following the fate of the commercial construction market. With most of them working on cladding and sprinkler installation, they suffer when work on big sheds slows and rental rates plummet to



This rough terrain UpRight Flying Carpet of the early 70s has a platform height of 47ft with a 6ft hydraulic cantilever platform and a dual fuel petrol/propane system. Other features included a tow bar, 120psi and 120V power to the platform, spark arrestor exhaust system and foam filled tyres.



platform heights of 30, 40 and 50ft and a mean lift capacity of 680kg - is no longer that popular. Although such units that can handle extended decks of seven metres or more are still required for cladding work, the heavier duty models are increasingly preferred with their big capacities and even larger decks.

*A Snorkel S3370RT working at the Toffee Factory site in Newcastle upon Tyne.*



*RT scissor usage is cyclical, closely following the fate of the commercial construction market. With most working on cladding and sprinkler installation, they suffer when work on big sheds slows and rental rates plummet.*

the levels of a micro scissor - or less. Conversely when construction is booming, they are heavily in demand and yet... rental companies rarely manage to achieve the rates that such demand would normally justify and so it rarely compensates during a boom for the down period of the cycle. In spite of this they remain popular among rental salesmen as work is easy to identify and when construction is buoyant they are an easy sale. Many savvy rental companies have made their fortunes by avoiding the sector, but if you want to be a full service supplier this sort of tactic is usually seen as too much of a luxury.

### Market and product changes?

So what has changed since the late 1980's and what trends are emerging in terms of products? In a nutshell the market has fragmented in product terms, with ultra heavy duty models from companies like Holland Lift becoming more mainstream, while compact Rough Terrain scissors have taken over a substantial part of the non cladding market. In fact the original product - a scissor lift with an overall width of around 2.4 metres, overall length in the region of four metres, with

market, when Genie added its AC direct electric drive system to a new version of its compact Rough Terrain model range, which has created a great deal of interest. End users are increasingly switching to them thanks to their lower running costs and quiet operation, while rental companies appreciate the fact that they can be used for both indoor and outdoor applications helping avoid

Many in the industry - including Snorkel's regional sales manager for Europe Enrique Garcia Delgado - think that emissions legislation is only going to go one way over the next few years. "This, along with rising diesel prices and the customer's desire for cleaner, quieter lifts will drive innovation in all-electric and hybrid-electric RT scissors," he says. "Snorkel has two bi-energy compact scissors and they are among our most popular products in this category. Bi-energy simplifies the rental requirement for a contractor because they can use the same machine on battery power for working inside a building as they used on diesel power outside the building."

However for growth markets in developing countries, it would appear that the simplicity and durability of some RT scissor lifts will remain a distinct advantage. Customers in these regions are increasingly asking manufacturers to go back to the old school design by building uncomplicated, robust lifts that can be easily serviced and repaired - One can't but think that the scissor Manlifts of the 1980s would be ideal?

### Genie AC drive

Genie was the first company to offer AC electric drive technology a mainstream aerial lift, when it introduced the Z40/23N articulating

A more recent trend that looks like taking off is the appearance of battery electric powered Rough Terrain scissor lifts. These have been around in one form or another for some time, but it is only now with more efficient drive trains and better batteries that the concept is gaining real popularity - spurred perhaps by the rising cost of diesel and emission laws.

Mec was possibly the first company to take electric power concept 'mainstream' promoting the feature with its mid-sized RT scissors and more recently its compact range. It was only late last year that one of the major manufacturers started to treat this as a serious volume

some of the cyclical nature of the construction market.

With the pressure to demonstrate 'environmental friendliness' companies are also finding that having a strong environmental message when bidding to supply corporate or public sector projects has never been more important. The AC drive system is now widespread in the forklift industry representing over 60 percent of the market and this has also spilled over into the pick & carry industrial crane market all of which is going some way to further prove the technology's good performance, reduced maintenance costs and improved energy consumption.

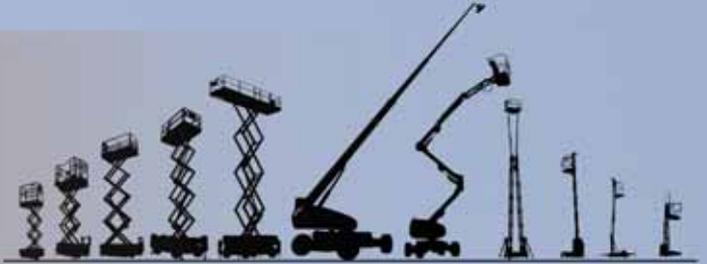


*Genie has introduced AC electric drive technology on its GS-69DC series.*

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*The Genie GS-5390 is the largest RT scissor in the range with 18.15 metre working height, 680kg platform capacity and 40% gradeability*

boom in early 2007 and has now transferred that technology - albeit refined - to its line of compact RT scissors giving a cleaner, quieter and more efficient drive system. The technology is available on its GS-69DC series and Genie says that the platforms' power and performance when operated on outdoor terrain - as well as offering emission-free indoor use - is gaining acceptance.

As well as meeting European directives on emissions, AC drive systems save 'fuel' costs. For example an independent study showed that a forklift may use £4 in electricity whereas a diesel engine variant may need £10 in fuel to achieve the same amount of work. The switch to AC rather than DC drive provides several operational benefits. An AC powered machine such as the Genie GS-69DC still uses a DC battery - of course - but an inverter in the machine's controller converts the DC current to a three-phase AC current which is then delivered to the motor controlling the function speed and acceleration.

Genie says that the advantages of this system include better acceleration, gradeability and lift speeds 'with operators noticing a faster and smoother response which it claims increases productivity'. Fewer moving parts and a brushless and therefore sealed motors resistant to water and dust, helps with the application and results in lower maintenance costs and improved energy consumption. This has traditionally been a weak spot of DC powered equipment which also suffers from decreased

performance as the battery loses its charge. An AC power system offers the control needed to maintain power - even as battery charge runs low - providing up to 30 percent less energy consumption when compared to conventional equipment.

Typical AC systems recover battery energy using three forms of regenerative braking: when the control lever or accelerator is

released (coasting), when the brake is applied and when the directional lever is operated (switch back or plugging). Essentially, the inertia energy that is created by these actions is converted to electrical energy and returned to the battery, extending overall operating times and operating cycles helping ensure that the equipment can work even an extended shift from a single overnight recharge.

The company says that its three-phase AC motors are also smaller and lighter than an equivalent output DC units and do not suffer the same drop-off in performance. The new AC drive machines are 50 percent faster than the older DC scissors and 30 percent quicker than their rough-terrain diesel- engined counterparts - and all with zero emissions.

The three new models - the GS2669DC, GS3369DC and GS4069DC - have working heights of 9.9, 12 and 14.2 metres respectively and while they only have two driven wheels they are said to be capable of travelling off road and climbing 35 percent gradients. To help achieve this Genie refined its active oscillating front axle which helps keep all four wheels in contact with the ground. The patented full-time oscillating axle automatically senses the terrain and adjusts the axle position to match the ground conditions, regardless of the scissor's elevation.

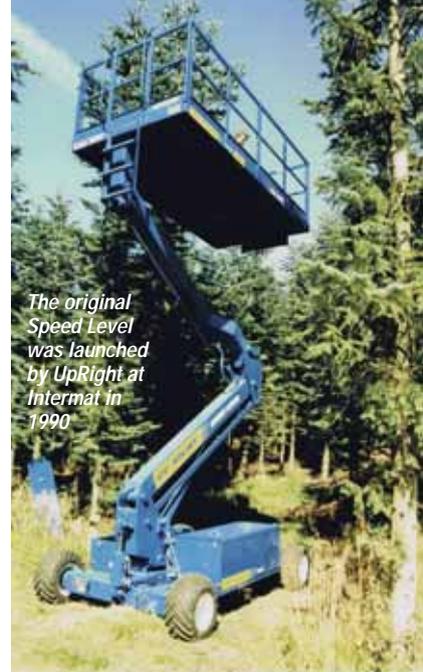
#### **Mec innovation?**

As mentioned earlier, California-based Mec produced in that same small town of Selma that spawned the first scissor lift, was

one of the first companies into mainstream electric powered Rough Terrain scissor lifts and currently has three interesting platforms that would fit into the RT scissor category - the Crossover, the Titan boom and the Speed Level in addition to its original mid and large sized models that tend now to be built to order only.

The Speed Level was launched in 2009 and although a virtual copy of the UpRight/Snorkel machines it offered electric power for the first time. As with the products originator, UpRight, the Mec Speed Level comes as with either a 30ft platform height in the form of the 3084RT Speed Level, or the 26ft and two electric powered versions.

Although this concept of machine has never achieved major volumes there is very little reason why this should be the case. The Mec machines can be quickly and easily levelled by up to 14 degrees side to side and 10 degrees fore and aft



*The original Speed Level was launched by UpRight at Intermat in 1990*

without the need for outriggers. There is an operator selectable manual or automatic levelling and the 3084RT offers a working height of 11 metres, a lift capacity of 680kg, optional 4WD, a standard oscillating axle, 45 percent gradeability and power choices that

*Mec Speed Levels can be quickly and easily levelled by up to 14 degrees side to side and 10 degrees fore and aft without the need for outriggers*



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*The idea of an electric scissor lift that can handle gravel and softer ground has been around for more than two decades - one such machine was the UpRight XL24 from the late 80s and early 90s.*

include dual fuel, diesel or electric.

Its second interesting machine is the Mec Crossover - an electric semi Rough Terrain scissor lift which is essentially a compact slab-sized scissor lift with some decent off-slab capability. The idea of an electric scissor lift that can handle gravel and softer ground has been around for more than two decades and recreates the concept of popular products such as the UpRight XL24 or Economy Wildcats of the late 1980s and early 1990s with their battery power, compact dimensions and flotation tyres, which gave way to the modern pure slab machines with their solid tires and minimal ground clearance in the mid-1990s.

The Crossover is available with either a 26 or 32ft platform height - both with an overall width of 59 inches - 1,499mm - so they will pass easily through a set of double doors. Power is battery electric and are intended to be used anywhere you might use a regular slab scissor while retaining the ability to service the outside of the building as well. While a regular platform is available, the vast majority of units have been shipped with a highly unusual offset



*The Mec Crossover is available with a 26 or 32ft platform height - both with an overall width of 59 inches (1,499mm) so they will pass easily through a set of double doors.*

platform design and glazing /sheet ply rack. On the one side of the machine the platform extends to the very edge of the machine, something that you can no longer take for granted on any scissor lift, and so is ideal for regular work up against a façade. The other side is set back in and the space taken by the rack, so that the material while outside the platform is within the overall width of the machine. The idea is that you use the side that suits the work in hand.

The largest Mec scissor type machine is the Titan boom 40-S is said to provide the lift capacity of a small telehandler with the work area of a big deck scissor lift and the reach and rotation of telescopic boom as the platform rotates on the boom which supports it. The Titan may well revolutionise the way some specific work is performed on site. Whilst the typical RT scissor can cope with a fair degree of rough terrain, its lack of outreach means that when working on external cladding for instance the machine must work close to and parallel with the new building line which is likely to have been excavated and backfilled during the foundation phase - not the best place for two wheels of a heavy machine to sit. Where a machine like the Titan scores is the few metres of outreach that can be gained by rotating the platform, allowing the machine to find more stable ground away from the building as well as over-sailing any immovable obstacles.

With the 40-S platform capable of handling pallet loads of blocks - up to 1,350kg - in addition to four men

and their tools it is a machine that has the performance to speed up work at height that might normally have required façade scaffolding or perhaps a small mastclimber. By sliding back a centre gate in either side of the Titan's guardrails, a pack of bricks or blocks can be placed in the special load area in the centre of the platform's deck. Using the eight metre telescopic boom, 1.8 metre sliding platform and 180 degree platform rotation, the basket can be moved into precisely the right position to reach the work. The Titan has similar three mode steering to a telehandler - Two wheel, four wheel co-ordinated or crab steer - helping it to position itself in confined spaces. Levelling is automatic and given that the lift is technically a boom with the potential to experience the catapult effect, the platform is equipped with a running lanyard line on each side of the platform floor.

the Titan boom 40 is now available in Europe from international access rental company Rival and has become a 'stock' item at a number of its operations, including the Netherlands, France, UK, Denmark and Norway with other countries due to follow shortly and the company is also looking for local partners to take on the concept Kristian Langseth, manager of Rival Norway says: "We are seeing increasing interest in the MEC Titan. Companies active in tunnel construction and road security are renting it and considering buying it. They are very positive about the lifting capacity, the large working area and the gradeability of the machine. In addition various platform accessories are available to set up material loads on the working deck."

One of Rival's largest customers is currently operating three Titans on one infrastructure project, applying insulation and cladding to tunnel ceilings. In this application the material load capacity, large working deck, levelling and the reach are greatly appreciated.

A sort of forerunner to the Titan 40-S was the Manitou 150TP unveiled at Intermat in 2006 - although it resembled platforms built by Aichi and Tadano in Japan. The 150TP uses a three section telescopic handler boom, giving a platform height of 13 metres, platform length of 6.5 metres when extended and a 1,000kg platform capacity. More useful is its healthy six metres of outreach which requires the setting of its telehandler-type stabilisers at the front of the machine.



*Rival is currently operating three Titans on one contract applying insulation and cladding to tunnel ceilings. In this application the material load capacity, large working deck, levelling and reach are all particularly useful*

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Unfortunately by the time the 150TP was ready for market, the global economy was on the brink of collapse and investment in even well-established access equipment was on its way down. Interestingly exactly the same fate befell the original UpRight Speed Level in the early 1990s. So the 150TP was largely ignored and only around 70 units have been sold to date. However, like the Titan and various Speed Level machines, these 'alternative scissor platforms' have much to offer. But as is always the case with new concepts, availability is limited given the purchasing mentality of the larger rental companies who would rather buy regular, run of the mill products. Perhaps the Titan, available for hire from Riwal will change customer and other rental companies' opinions?

### Back to Battery powered RTs

Electric RT scissor lifts are certainly gaining in popularity right up to the world's largest battery powered lift - Holland Lift's massive 33.7 metre working height Megastar

G-320DL30 4WDS/N. Other manufacturers with big electric Rough Terrains include Iteco - now the access division of the Imer group - with its IT180, IT210 and IT230 ranges. The IT180 offers a working height of 13.9 metres and 500kg platform capacity. The IT210 has a working height of 19 metres and 540kg platform capacity, while the 16.9 metre working height, IT210 offers dual platform extensions to create a 7.1 metre deck, while offering a full 1,000kg platform capacity.

### ATN extends range

Tonneins, France based ATN is a relative late comer to the Rough Terrain scissor lift market, and in spite of the challenges of the recent recession is ploughing ahead with its plans to offer a three model line-up double deck Rough Terrains scissors. Currently it has two models, the CX12 and CX15 with 12 and 15 metres working heights respectively although it is working on the 18 metre CX18 which may be available later this year. The company claims that its CX-12 is the only scissor on the market



*The Manitou 150TP, like the Titan and various other 'alternative scissor platforms' have much to offer and may yet have their day*

combining a 16 square metre platform area with a platform capacity of 1,100 kg. It also say that

the time taken to raise and lower the platform is very quick with the platform going from the stowed position to maximum height in just 40 seconds, this is something that always appeals to construction users, even though the actual time saved in a day amounts to a few minutes at best.

As with its articulated boom lifts, the platforms include an integrated and protected diagnostic system with a screen located under the covers, able to scan, detect and communicate any technical problem, using a message in the language of the user. This simplifies fault finding, reducing repair and call out time. The same screen can be used to configure the platform without need to connect an auxiliary laptop.

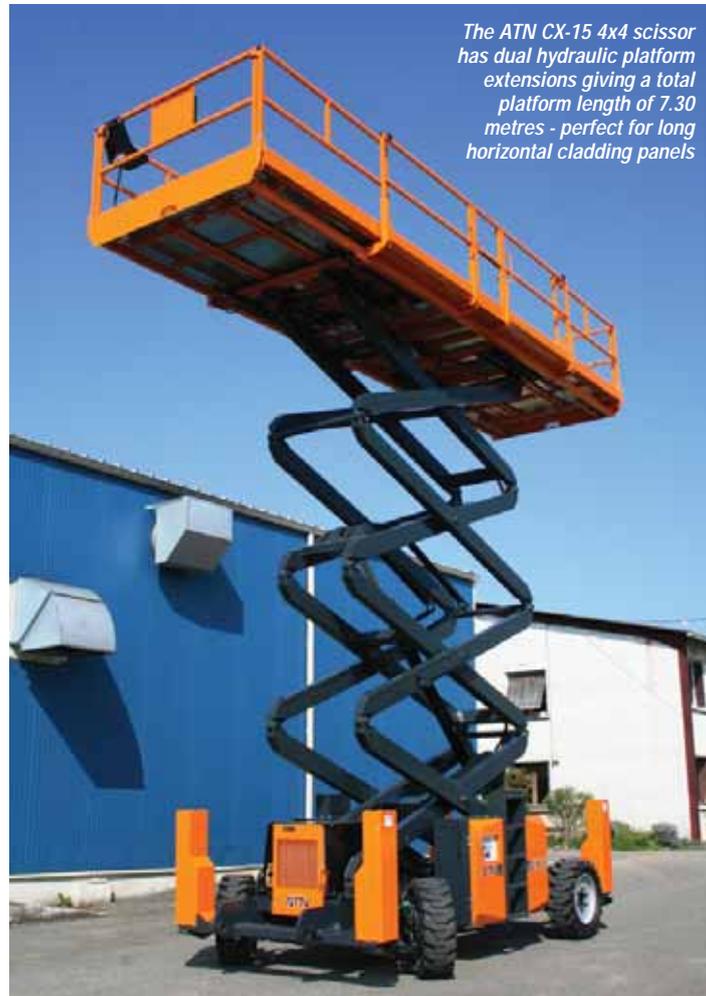
The CX-15 4x4 scissor - 43ft platform height - has dual hydraulic platform extensions giving a total platform length of 7.30 metres - perfect for long horizontal cladding panels. An oscillating axle is standard, to help cope with difficult terrain, as are the auto-level stabilisers.

### Dome attachment

Attachments for access platforms and scissor lifts in particular are increasingly important, enabling work to be carried out both more efficiently and safer. Several



*Holland Lift's massive, electric 33.7 metre working height Megastar G-320DL30 4WDS/N.*



*The ATN CX-15 4x4 scissor has dual hydraulic platform extensions giving a total platform length of 7.30 metres - perfect for long horizontal cladding panels*

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The problem was providing a safe and effective means of installing large curved timber sections weighing between 100 and 250kg



Nationwide Platforms supplied this SkyDuct attachment fitted to a modified Genie GS2646 scissor lift, capable of holding up to 350kg of materials without risk to operators or materials falling to the ground.

companies now produce a range of products allowing board materials and pipes to be carried on the platform in a safe position but also making it easy for the tradesmen to place them in position - speeding up the time taken and helping reduce the strain and risk of manual handling.

In the UK Nationwide Platforms, part of the Lavendon group, operates the

largest fleet of scissors - more than 6,000 - with a full range of platforms up to the large-deck 34 metre machines. Last year the company launched a range of material handling attachments for use on its scissor lifts. These included the SkyRak and a SkyRak Plus, two attachments designed to safely store materials such as steel tubes weighing up to 600kg. The company



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*To overcome any issues involved with accessing the working environment, the scissor lifts complete with SkyDuct attachments were lifted into the working area by a crane*

also developed a powered SkyHandler attachment which features a hydraulic lift controlled by remote control.

As well as helping to carry and lift materials for run of the mill work, attachments can be used to solve complex construction problems such as when working on a domed ceiling. A recent example of this occurred at the Bramall Music Building's state of the art, 450 seat auditorium in Birmingham, where the roof shape offers substantial acoustic benefits to the rehearsal and practice room.

Taking on the challenge of managing the dome build, BAM Construct enlisted sub-contractor Joyce & Reddington Bespoke Architectural and Contract Joinery for the specialist ceiling work. Faced with the task of providing a safe and effective means of installing large curved timber sections weighing between 100 and 250kg, Nationwide Platforms provided the SkyDuct, a modified Genie GS2646 scissor lift, capable of holding up to 350kg of materials without risk to operators or of materials falling to the ground.

After placing the heavy materials onto the modified platform, the roof installation team were able to raise the timber sections to the required

height using remote controls. With the materials placed in the correct spot, the engineers used two other scissor lifts to work from, securing the timber in position. Finally, to overcome any issues involved with accessing the working environment, the scissor lifts, complete with their SkyDuct attachments were lifted into the working area by a crane.

As well as proving to be a highly-efficient means of working at height, the access solution was unmatched by any other means of access - including traditional scaffolding - which offered no clear, safe method of working. It is estimated that the use of the SkyDuct saved three weeks in the installation process.

"Responding to the unique challenges posed by the task, we were eager to use our experience and resources to help our client work as safely and productively as possible," said James Watson, Nationwide Platforms sales director. "By delivering a solution that was tailored to the precise needs of the task, we provided the appropriate equipment and innovations that helped ensure the work was completed ahead of schedule."

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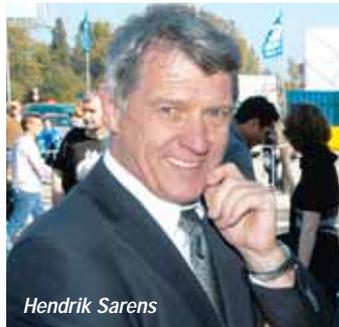
# Nothing too heavy, nothing too high

Hendrik Sarens, group and heavy lift division director of Sarens and president of the Belgian crane association recently gave Cranes & Access an exclusive interview, during which he talked about the company and its cranes.

Today Sarens is a Flemish heavy lift and specialist transport company with annual revenues of more than €430 million. But it all began with Frans Sarens - 'granddad Sarens' - a farmer who supplemented his income by using his horse and cart for forestry works and transporting trees in order to help support his 12 children during the period between the two World Wars.

By 1955 the business was growing as his children joined him, so a company 'NV Ondernemigen Sarens-De Coster and Children' was formed in Steenhuffel, Belgium. De Coster was Frans Sarens' wife, her name was added purely for sentimental reasons and was later dropped resorting to just Sarens. The company invested heavily in the latest cranes and transportation equipment from the start and worked on many prestige contracts. One of its earliest was the construction and dismantling of Expo'58 in Brussels and an early mobile lattice crane was a 120 tonne Manitowoc 3900. The young business was also quick to go international, becoming market leader in Belgium but with a strong presence in France and the Netherlands, treating an area from Paris to Amsterdam as its domestic market.

Sarens is still a family owned company dealing in all aspects of international heavy lifting and specialist transport. Its board of directors is made up of five, third



Hendrik Sarens

generation family members - Hendrik, Ludo (ex-chief executive and now chairman of board), Jan, Benny and Marc. Two other third generation family members also work in the company together with a growing number from the fourth generation including Wim (Ludo's son) who is now chief executive.

"My generation is now starting to pull back a little to let the next one - our sons and daughters - get more involved," says Hendrik Sarens. "It is often said that the company is the best kept secret because we prefer a low profile and only occasionally will we give interviews. We prefer



The company invested heavily in new cranes and transport equipment for the construction and dismantling of Expo'58 in Brussels



A 100 ton Demag crane in the early 1960's



Sarens has built the company from a family business into an international group with revenues more than €430 million

to focus our efforts on building long-lasting relationships with clients, customers and engineering companies around the world."

Sarens is one of four European-based global heavy lift and transportation companies along with Mammoet, ALE and Fagioli. Over the past few years other rivals have designed and built their own mega lift cranes, allowing them to tender for the increasingly heavy lifts in the nuclear, petro-chemical and oil markets. Possibly to counter this and to grow its presence in North America, Sarens acquired California-based heavy lift company, Rigging International in June 2009. As well as establishing the company in North America, the purchase was key in the development of its own SGC-120 super lift crane.

"Rigging International already had plans for a new crane when we bought the company," says Sarens.

"This was our first crane designed and built in-house so we worked together and made further changes and improvements and the end result is excellent."

"We obviously looked around at the other big lifters in the market but decided that the crane must be able to rotate through 360 degrees i.e. a ringer design, all components had to fit into a standard 40ft container and lifting should be with winches. The SGC-120 was designed for main boom lifting, however its first contract in the USA required a lightweight fixed jib which had to be designed very quickly. This we did and it carried out 22 major lifts from one fixed position. A feature that really helped during the project was its small footprint and 20 tonnes per square metre ground pressure. Without this crane we would not have been able to tender for the contract. We obviously have other solutions that could have done the lifts, but the client specified a single crane position with no movements."

"The 3,200 tonne double ringer crane is doing exactly what is expected and worked for four months without any breakdown or unscheduled stops. If we do build another, there would of course be improvements, because you learn that a design can always be improved, but we are very pleased with the result," he says. Sarens also said that it is working on a system to relocate the SGC-120

without dismantling the ring and a heavy duty jib is also under development.

Sarens declined to confirm if a larger crane was being developed, but with both Mammoet and ALE having introduced larger versions of their cranes, it is clearly in mind - driven by the increased lifting capacity requirements of new contracts. However the nuclear disaster in Japan has caused several countries to question the future of nuclear power and several projects involving mega lift cranes have either been put on hold or cancelled.

"Some countries are still looking at building nuclear plants but many are not," says Sarens. "Abu Dhabi is planning six plants and we are busy working on two in Korea. Russia is also planning several and although there is not much work for us in China at the moment, it is planning a further 12."

### But is there a need for these mega lift cranes?

Whatever the construction - nuclear power stations, refineries or petro-chemical plants - components are getting bigger and bigger, as clients

want to reduce transportation, erection time and costs. But which comes first, the increased crane capacity or the larger components?

"Both are increasing gradually and even if we do not have the required crane capacity we can use alternative lifting methods such as towers. As the cranes' become larger, they can take over from the towers - moving them to lift the even larger capacity components and so on. Lead times to build these big cranes is between three to four years, so you are always taking a risk because this is longer than the contract lead time. Unfortunately, planned projects do not always come to realisation - the Japanese nuclear disaster put a stop to many contracts which contractors were gearing up for."

### Is there a maximum capacity for these cranes?

"I don't know if there is any limit. I can remember when my father bought his first crane, a 20/22 tonne Gottwald AMK45 telescopic which everyone thought was the limit. Then a 40 tonne was launched, then a 60 tonne and an 80 tonne and each time we thought this must be



The Sarens SGC-120 is currently working on its first contract - the construction of an enormous production hall in a steel works - in Phoenix, Arizona. The crane positions 160 metre long beams weighing 325 tonnes each at a radius of 156 metres



Using SPMTs to transport a huge component for the Koniambo nickel mine in the South Pacific French territory of New Caledonia

Sarens likes big Terex crawler cranes - it has five CC8800 and one CC9800



the limit. But Krupp then built the GMT120 a 120/140 tonne crane, followed by a 200, 500, 600 and 700 tonner. Today we have the 1,200 tonne Liebherr LTM112000 but is this the biggest, we will never know?"

"The number of manufacturers of larger lattice boom cranes is limited, so we generally go for either Terex or Liebherr. We also have Sany 600 tonners and this is the biggest capacity non-European crane we have. When it comes to smaller cranes we have a wider range of suppliers, including Terex, Liebherr, Tadano, Kato, Faun, Grove and Bendi. There was a time when Demag Terex was the leader for lattice booms and Liebherr for telescopic but both have added new models so that today they have a very good range of both types of crane."

"We also have smaller Chinese telescopic cranes up to 80 tonnes and crawlers up to 120 tonnes from two or three Chinese manufacturers, but seldom use them in Europe. They are primarily for sites in the Middle East and Africa where it is

an advantage not to be too 'high-tech'. If something goes wrong in Africa it is a problem to get it fixed as there are very few dealers and facilities. You can still open the engine compartment of a Chinese crane and see what is going on."

### Safety is paramount

"Safety is one of the most important issues today and we have a large number of staff involved in this area of the business. About 5km from our Wolveterm, Belgium head office we have a training centre which we run together with the Flemish authorities, giving people both new skills to get back to work as well as 'on the job' training. We provide the cranes, forklifts and trucks and the government authority manages the facility. After training this brings unemployed people into the business. Every person within the company has a minimum of two training days per year."

"Accidents happen when people work with equipment. To totally eliminate accidents is impossible, but we aim to reduce them to the minimum. An erection crew can still

*A Terex CC2800-1 lattice truck crane working from a barge placing a concrete road section*



it semi-rigged this can be reduced to one day, but there are associated risks in moving such a crane including not putting down enough load spreading mats, the quality of the access roads which need to be wider and more stable than for trucks etc. There is always a cost factor and corners can be cut to reduce the time or costs," he says.

"The conference will involve all parties - manufacturers of the wind turbines and cranes as well as the crane operators and wind turbine erection companies - so we hope to make everyone aware of a situation that cannot continue and start by outlining general conditions that should be taken into account by all parties."

"With the instant news reporting today, most accidents are very visible and companies have to learn to cope with the publicity in the right way. The more we know about how and why the accident happened the more we can learn from them and avoid them happening in the future. At Sarens we have always been very strict on

do things the wrong way which is why we spend so much on training and safety. While there may be differences in the level of safety in countries around the world, it is dependent on the industry. The nuclear sector is the strictest, followed by oil, gas and then civil engineering work. An oil refinery in Africa is probably being built by clients from America or Europe so they have the same high safety requirements. We implement the same level of safety whatever the industry and wherever we are working throughout the world."

**Wind**

One sector where there are too many accidents is in the erection of wind turbines. Sarens is a member of ESTA which is holding the first wind safety summit in Hamburg in March.

"Manufacturers such as Terex and Liebherr are already aware of the

*Erecting turbines at Collgar Wind Farm - a \$750 million renewable power project at Merredin in Western Australia's central wheat belt*



increased number of accidents and have reviewed the wind speed conditions for its equipment when erecting wind turbines. Maximum wind speed should be based on the exposed wind surface of one tonne metre for one metre square or area.

As a general rule, if the crane has an 11 tonne capacity, the wind surface of the item being lifted should be no more than 11 square metres.

"But wind is not the only problem. A lot of accidents occur when relocating the crane. If you dismantle a lattice boom crane to move between sites it is a minimum of three days. However if you track

*The Sarens SGC-120 allows the company to compete with the other European-based global heavy lift and transportation companies*



*A novel solution for erecting offshore tubines*

*Working on an oil and gas installation in Peru*



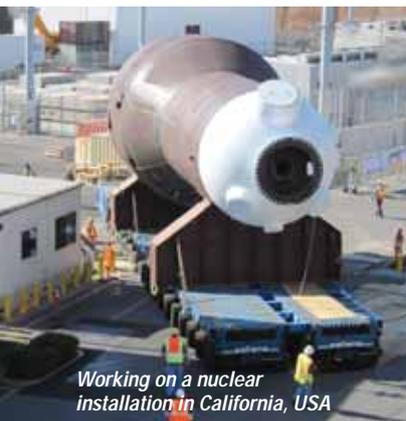
the allowable working wind speed with the lattice boom cranes - such as the CC2800, TC2800, LR1600 and LG 1550 - which we use."

### What about cranes such as the Grove GTK1100?

"Years ago I remember Krupp introducing the 500GMT which used a Goldhofer wheeled chassis and extendible outriggers at the front and back. It was a very strong 500 tonne crane and I think Krupp built and sold about nine so it was not a big success. Like the new Grove GMK the crane was too specialist for us. For wind turbine erection there is usually a lot of space to set up the crane, but this makes it difficult to use the crane on a congested site such as in a refinery. Most of our cranes are multi-functional and can work in many different applications."

### Equipment and markets

Sarens currently has around 1,500 mobile and crawler cranes in its fleet - a figure that is increasing - and has 15 cranes with lifting capacities of more than 1,000 tonnes. It says it will buy both new and young second hand cranes and has a good network of contacts, with many crane companies/dealers and manufacturers dealing directly with the company.



*Working on a nuclear installation in California, USA*

Company revenues doubled between 2006 and 2009 to more than €400 million and although there was a slight dip in 2010 when several major contracts finished, the growth has resumed with about €430 million achieved in 2011.

"We have suffered a little from the global recession," says Sarens, "although we have noticed that tender prices are now coming under more pressure."

As well as its major lifting projects Sarens offers contract lifts and straight crane hire without operators. In Europe it offers all three but in other areas it varies from country to country. Cranes available for 'local' rents range from 35 to 500 tonnes and most of its larger crane activities are coordinated from group head office and from some regional head offices.

In North America, Rigging International specialises in nuclear and special lifting systems - lifting towers and strand jacks - as well as the relocation of container cranes. Sarens has added cranes to its activities but this sector is currently performing very poorly and it has no intention of developing it further. North America is however very buoyant for special projects such as bridge skidding and relocation and very heavy lifts using towers.

The company has also done work in China usually for European or American contractors, but while it has 100 depots in 50 countries it still has no office in China.

"The times we have worked in China we have supplied cranes from either Australia or Europe. Generally the Chinese like to do the work and buy large cranes themselves," says Sarens. "We do a lot of work and are very busy in India however although it was difficult to get



*SPMT boom unloading in Australia*

established in the beginning. We now have an office there with 40 cranes, including a CC8800. In total the company has five CC8800s and one CC9800."

"We had to build the SGC-120 ourselves because cranes of that size are not available. Liebherr's new 3,000 tonne LR 13000 is a very good crane, with specific advantages. We keep an eye on all the new cranes that are launched but they have to earn their keep. Very heavy lifts can be carried out by tower or mast systems. For a single heavy lift the tower is the cheapest, but for numerous lifts from a single position a crane is cheaper."

### Purchase plans this year?

Sarens purchased its fifth Terex CC8800 in January this year and has more lattice boom and telescopic cranes on order, both for

replacement and fleet expansion although no specifics were given.

"Our strategy for the future is to expand strongly into new countries. We will not be building any more of our own cranes this year, but the logical step will be to move to the next generation of big cranes. We are busy designing the heavy jib for the SGC-120 at the moment."

"The major change we have seen over the last 30 years, apart from the fact that cranes and lifts have increased in capacity, is that it takes more time to plan and prepare for the lift than actually carrying out the lift. Today clients bring in external consultants to check the procedures and calculations etc so it takes a long time before you get the green light. Overall this is not such a bad thing, because having an independent check further improves safety."



*Installing more components at the Koniambo nickel mine in New Caledonia*

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# Windy commitments in Hamburg

Around 200 crane wind industry people met up in Hamburg in March to discuss crane and lifting safety strategies in the wind turbine industry at the first ESTA wind safety summit. The meeting follows a spate of serious incidents involving cranes lifting turbine components or relocating on wind farm sites, as well as the transportation of larger components.

In this issue we report on the meeting and touch on the key points made and subjects discussed. Detailed summit presentations will be covered in our wind turbine issue next month.

The meeting was well attended by the crane and transport companies, wind turbine producers and crane manufacturers with presentations by industry specialists, a leading wind turbine manufacturer and two major crane producers. With the formal agenda running well ahead of schedule, there was a very healthy and extended question and answer session at the end, which turned into an open debate/discussion on the subject.

After a number of short introductions ESTA secretary Søren Jensen highlighted how fast news of major crane accidents is reported these days, thanks to the internet and how it has highlighted the problems being experienced in the wind industry - not only to contractors, competitors and safety authorities, but also to insurance companies and other parties with a financial interest in the sector. Last year was the worst ever in terms of accidents and he stressed that if the industry itself does not do something governments certainly will. He also pointed out that 'near misses' are rarely reported and as a result valuable information is rarely shared.

**"A repeated mistake is surely stupidity"**

"If we repeat a mistake it is surely upgraded to a stupidity," he said,

emphasising the need for the industry to share information if things are to really change. "If we do not solve our problems, our governments will do it, and they will do it without us. They too read the internet and meet up regularly."

He also raised the issue of low-mass loads, something that is significant for the wind industry and is set to grow, with the introduction of even larger and lighter rotor assemblies. The European manufacturers association FEM issued a note on this subject in 2010, but it has largely gone unheeded.

Wind industry veteran Per Krogsgaard of BTM consultants highlighted how the industry is growing each year and warned delegates that turbines are likely to get bigger. Rotor diameters of 150 metres and nacelle weights of 400 to 500 tonnes lifted to 150 or more metres high are being planned.



An assembled rotor, in spite of its weight is a 'low mass load' thanks to its drag coefficient, blade surface area and light weight



Christian Jacques Vernazza, president of ESTA opens the summit

Possibly the most significant presentation came from Paul Ejro Okpurughre of turbine manufacturer Siemens, supported by a strong company delegation. He highlighted his company's 'Zero Harm' policy that began to gather momentum toward the second part of 2011. To emphasise the point he used a video featuring Frank Kröger - a survivor of the fatal lifting incident in Harwich, UK, in 2010 - talking about the injuries that almost took his life and stressing the importance of greater safety. "Take a look twice or maybe three times before you do something - you have to," was his message.

Okpurughre clearly and unequivocally stated that for Siemens 'safety comes before all else' and said that corporate clarity on this is summarised in a statement from its Wind Power chief executive: "We will never compromise on safety, no matter what the deadline, no matter who the customer." He added that achieving Zero Harm would only be possible with the full co-operation of

its sub-contractors and to this end it organised a Zero Harm Workshop for 70 sub-contractor personnel in September. The company says that while overall accident rates on its sites fell 60 percent between 2009 and 2011, equipment damage increased and that it plans to focus on this in the year ahead.



Paul Ejro Okpurughre of Siemens

**"No task is so urgent not to do it safely"**

It was clear from the later question and answer session that most of the crane delegates have yet to be convinced that wind turbine companies are truly putting safety before cost. Criticisms raised included the short contract lead times of perhaps just two to three weeks to plan highly complex lifts and access roads on many sites being built too narrow and to a lower standard. Comments included: "As a serious company we find ourselves offering a fully planned contract lift in competition with a taxi crane quote". Others claimed that pricing pressures from the wind turbine companies resulted in the smallest possible crane being used for the job, effectively eliminating additional safety margins that most agreed was required to cope with the effect of wind on fully assembled rotors and other components.



Many wind farm roads are too narrow and not designed to take rigged cranes

Liebherr's Hans Dieter Willim provided the most educational presentation of the day looking at the effects of wind on mobile cranes while lifting loads with a large sail area. He showed how standard EN13000 load charts assume a sail area of 1.2 square metres per tonne of weight and that anything greater than this requires the adoption of a lower load chart. Another factor is the drag coefficient of different loads which can be as low as 0.2 or 0.3Cw for a curved surface, while flat sided loads can have a coefficient of 1.1 and more. A general assumption for an average crane load is 1.2Cw, however a wind turbine rotor is typically 1.6Cw!

The combination of a high drag coefficient with a low weight to sail area ratio can easily lead to abnormal and even dangerous forces on the crane's boom tip. EN13000 assumes a maximum side load of two percent of the rated load, while ANSI standards assume three percent. Willim stressed that these levels apply specifically to the force on the boom nose and not the boom itself, so talk of lattice booms being less susceptible to wind forces than telescopic booms is completely misguided. He also dispelled another common assumption that as long as the

crane is lifting well within its load chart the wind effect is not critical. The fact is that a rotor in mid-lift catching a side wind can easily generate a side loading well in excess of the two or three percent and cause the boom to collapse, even though the crane maybe lifting well within its load chart. If the boom does not buckle from such a side loading, there is the risk that the ground may give way, as the side loading transfers to the outriggers, spiking their loadings by as much as 32 percent. While on the subject of side winds, they hardly register on the load indicator while one coming from the front of the crane will reduce the load reading and one from behind will increase it.

Even the most experienced crane men attending admitted to having had their 'eyes opened' by this presentation. This topic will be covered in more detail in our next issue. Willim also said that Liebherr has now developed easy to use charts to calculate for different sail areas and drag coefficients and is looking at adding some of these factors into its Licon load indicator. It has also developed a CD entitled Influence of wind on crane operation, which provides a technical overview of the subject for lift planners etc.

### Moving cranes

Crane movement on site was another major subject covered in some detail by Klaus Meisner of Terex, who blamed the increasing number of overturns on sites on access roads that can only cope with cranes in their road-legal state, as well as the trend to reduce their overall road width. This in spite of the fact that time and cost pressures frequently lead to cranes being moved fully rigged along these



Moving cranes fully or partially rigged can have disastrous results

same roads sometimes with disastrous results. He also said that operators are often unaware of the crane's raised centre of gravity when travelling fully rigged. The need for basic common standards for wind farm access roads was something that ESTA and all other relevant parties committed to, with the aim to develop an industry standard.

Other commitments included: minimum standards for lifting contractors and a new effort on pan European crane operator licensing, something it has been working on for some time. One suggestion was made for a special crane operator course to be developed for installing and dismantling wind turbines. Turbine manufacturers could then insist that only those operators who had qualified from this course could work on their sites.

The meeting - the first of its kind was a credit to ESTA - was well

organised with some good presentations and a solid turnout. No wind turbine delegate could have left the meeting without a clear understanding of the international crane fraternity's view that the wind industry's relentless price, costs and time pressures are a principle cause for the industry's recent poor safety record.

At the same time few crane delegates would have come away without a renewed respect for and understanding of the effects that wind can have on wind turbine installation work. And perhaps some will have seen at least a tentative commitment from the wind turbine industry to stop taking crane safety for granted.



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# Intermat preview part II

For those excited about this year's Intermat exhibition in Paris, you will be well aware of our initial preview of this year's big show in the February issue of *Cranes & Access*. So for a comprehensive preview you will need to combine the two. However if you are that keen perhaps its best to wait for the publication of the 'Vertikal Guide to Intermat' which will be available the week before the show and at the event itself.

Since our last issue many more companies have confirmed their exhibits. A few companies such as Niftylift and Locatelli have booked last minute booths while others have muscled in on the IPAF demonstration area. The net result is a far more interesting show, at least for those interested in access equipment. Here we look at the new products and exhibitors not covered in the last issue along with additional information that has been released since then. You will also find a full listing of exhibitors and a few, hopefully helpful facts should you decide that looking at equipment in Paris during springtime is for you.

If you do decide to go, then make sure that your first port of call when you arrive is the Vertikal stand, strategically located between the two main outside exhibit areas where you will find more than 90 percent of all crane, access and telehandler exhibitors, E5 and E6. We are next to the big Michelin man so you can't miss us...and once there you can collect a copy of Vertikal Intermat 'the comprehensive and definitive guide to lifting equipment at the show'. It includes trilingual tours - English, French and German - for each major product sector taking the most efficient routes and highlighting new products and points of interest along the way. You can use it to find your way to your hotel, book a restaurant



or find a bar. And if you have a smart phone or ipad, you don't even need to bother with a hard copy. There's progress!

Finally during the show itself our editorial team will endeavour to report breaking news on [www.vertikal.net](http://www.vertikal.net) so you can keep up with developments. So if you have news do send it to us or stop by our stand.

## ATN

French boom and scissor manufacturer ATN is planning big things for Intermat. The company will show a mast boom, the Piaf 1100R based on the company's popular 10 metre Piaf 1000R but with a greater outreach thanks to a longer jib which also takes working height close to 11 metres.

The other major new introduction is the company's second articulated boom lift, the 46ft platform height,



Easy Lift will launch a new 19 metre ETJ190 mounted on a 12 tonne Iveco Eurocargo truck



Scanclimber is launching a new Triple Hoist and will show an SC8000 twin mast climber



Last Intermat ATN launched the Zebra 12, this year we will see its larger brother the 46ft Zebra 16

16 metres working height Zebra 16. While ATN is keeping the details until the show, it is likely to employ a similar base to the Zebra 12, but with a dual riser and similar boom and jib it will be able to offer slightly more outreach at around 9.3 metres, beating most 51ft booms. Its 450mm of ground clearance should appeal to those with poor ground conditions. The company will also have all of its current products represented and will be talking about 18 metre booms and RT scissor lifts for later in the year.

## Niftylift

A late exhibit, the British manufacturer will show a selection of products from its self-propelled boom range including the 120T, 170 and HR12N. If you have not already

seen its HR17 and HR21 Hybrid models, you should - not only do they offer a highly efficient Bi-Energy power source for indoor/ outdoor work, but also consume less fuel with significantly lower emissions. Add to that the almost indestructible tough cage, superior outreach, low weight, compact overall width and innovative SioPs anti-crushing control panel. You might ask about plans for a larger model.

## The Niftylift HR17 Hybrid



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Intermat will be the first European show for Dingli's 14 metre working height compact slab scissor lift the JCPT1412 which is already proving its worth in a couple of European rental fleets.

**Dingli**

Probably the fastest moving Chinese aerial lift producer, Dingli's products have improved beyond all recognition over the past two years. At the same time the range has been widened. The company will have a full selection of product on its stand, including its 14 metre working height JCPT1412 compact narrow aisle slab scissor lift, which narrowly missed being ready for last year's Apex show.

**Platform Basket**

Platform basket will show upgraded and improved versions of its mainstay 15 and 18 metre spider lift models as part of its new PRO range. The 15.75 and 18.90 PRO are now equipped with Kubota diesel engines for more power and lower noise levels, automatic outrigger set up and levelling, a more accurate load limiting device which it says will enhance the working envelope, improve electrics and drive system together with dual speed hydraulic motors for greater productivity. The company is also launching battery versions of its electric models with the 15.75E-Pro, 18.90E-Pro and 22.10 E which is also available in



The 18 metre Platform Basket 18.90E-Pro is now in production

a Bi-Energy 22.10ED version. It has also developed and insulated spider lift in co-operation with its distributor in the USA, Tracked Lifts. The 17 metre PB18.90.46 with 46KV insulation has been designed to work safely alongside live overhead live electric lines for applications such as tree trimming.

**Skyjack**

Skyjack is investing heavily in new product development and recently launched the 63ft platform height SJ63AJ articulated boom lift. With an intensive test programme underway it will not make it to the show however its 46 and 51AJ articulated booms will be on show. This will also be the first opportunity to see the full production version of the long awaited SJ16, the 16ft version of its 12ft self-propelled vertical mast lift. The company will also have a full selection from its scissor range.



Don't miss the Skyjack SJ16 - now in production

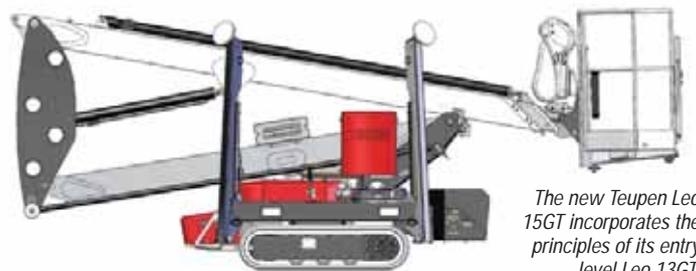
**Teupen**

German spider lift producer Teupen has much to talk about. Its key exhibit will be the new 15 metre Leo15GT which incorporates design features of the popular Leo 13GT. The aluminium boom sections are anodised for a clean and durable surface, while the platform, auto levelling, cable remote controls and control systems come directly from the 13GT. The new model offers 7.6 metres of outreach, 200kg platform capacity, height and width adjustable tracks and diesel or gas power unit.

The company is also upgrading its 30 and 36 metre Leo 30T and 36T spider lifts with the addition of its intelligent 'FuzzyIV' controls, while its entry level Leo 13GT gets a new drive system and space for a permanent or temporary generator. Also on show will be the company's latest truck mounted lift, the 18 metre Euro B18GT unveiled in September, along with the Gepard 13 GT trailer lift.



The PB18.90.46 has 46kv insulation



The new Teupen Leo 15GT incorporates the principles of its entry level Leo 13GT.



The Teupen Euro B18GT

platform capacity. It incorporates an all aluminium sub-frame to help keep the fully equipped unit well below the 3.5 tonne limit, along with H-frame jacking at the rear, with an inboard jacking option for confined spaces. Also on the stand is the company's new 25 metre spider lift. Now ready for production, the SMX250 offers up to 11.65 metres of outreach yet weighs just 2,660kg.

**Multitel**

Italian truck mounted leader Multitel Pagliero will launch two all-new truck mounted lifts, the 21 metre MX210 on a 3.5 tonne chassis and the 42 metre MJ420 that can be mounted on an 18 tonne truck. A development from the MJ320 it offers up to 30 metres of outreach. The MX210, developed from the successful MX20, offers 9.8 metres of outreach and 200kg



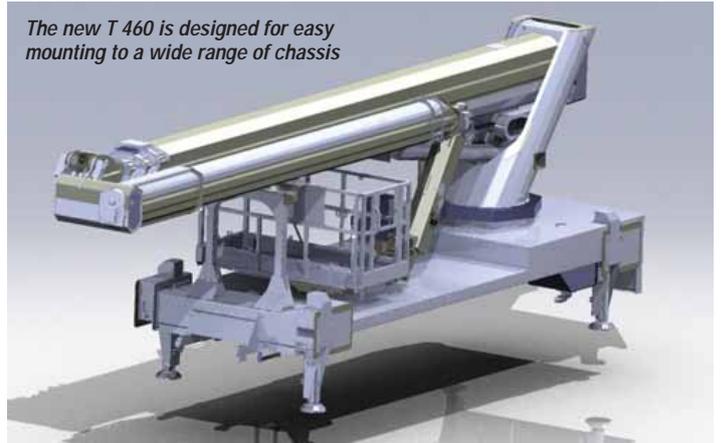
The Multitel MX250 has now gone into production



Oil&Steel's Octopussy 1800 Evo



A Unic spider crane



The new T 460 is designed for easy mounting to a wide range of chassis



The 28 metre Oil&Steel Snake Compact 2815.

**Oil&Steel**

Oil&Steel will highlight its new compact models including the 23 metre Snake 2311 Compact REL - the electric version of the RE range - mounted on a 3.5 tonne truck with parallel lift to an eight metre up and over height and up to 11 metres of outreach with in-board outrigger set up. Also expect to see the Snake Compact 2010 RE and the 28 metre Snake Compact 2815 on a six tonne chassis with up to 14 metres of outreach, 230kg platform capacity narrow jacking and an overall length of 6.9 metres. The company says it is an ideal city unit, thanks to its dimensions, manoeuvrability and variable outrigger system. Also on the stand will be an 18 metre Octopussy 1800 Evo spider lift, with triple position outriggers.

**Scanclimber**

Scanclimber will launch its new Triple Hoist and a series of transport platforms - a modular system with

load capacities up to 2,000kg in single and double-mast versions. It will also show a Snake platform with an SC8000 as well as an SC3237 with a capacity of 3.2 tonnes.

**Sennebogen**

Sennebogen and its dealer will limit its crane displays to two crawler cranes, the 40 tonne telescopic boomed 643R and the 650HD duty cycle model equipped with a dragline.

**XCMG**

The Chinese manufacturer will unveil its fourth generation truck crane, with the new 30 tonne XCT30. Designed with the European market in mind it boasts a five section boom automatic transmission and greater fuel efficiency.

**GGR/Unic**

GGR will have a full line of Unic spider cranes on show along with a selection of its glass handling systems.



The 46 metre Ruthmann T 460

**Ruthmann**

German truck mounted lift manufacturer Ruthmann will launch

the first model in its 'Height Performance' range, the 46 metre T 460 designed for easy mounting on a wide variety of two axle chassis with GVW's of between 18 and 21 metres. Two further models are likely to follow with working heights in the mid-50s and 60 metres range.



The new XCMG XCT30

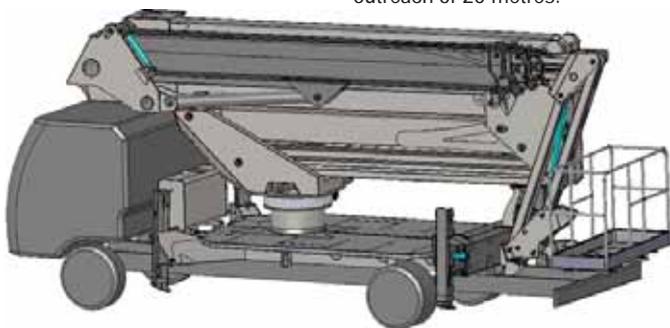


The new GSR E209PX

### Socage

Socage plans to unveil a new 32 metre DAJ332 truck mounted lift. The new model, based on its current DA328, features a dual sigma type riser, four section telescopic boom, articulating jib and end mounted platform. It will be mounted on a 7.5 tonne, 3.85 metre wheelbase

Mitsubishi Canter chassis with variable jacking and a stability system which automatically calculates the safe working area and load according to the position of the stabilisers. Maximum platform capacity is 225kg at up to 17.5 metres outreach, reducing to 80kg for the machine's maximum outreach of 20 metres.



An artist's impression of the new Socage DAJ332.

### GSR

GSR will display three models, including the popular E179T telescopic unit on a Nissan chassis and the recently launched 32 metre E320PXJ with its 20 metres outreach and 280kg platform capacity on a 19 tonne Atego. The key focus though is the launch of a new 20 metre E209PX articulated truck mount. Developed specifically for 3.5 tonne Euro 5 vehicles it can be installed on the Nissan Cabstar, Renault Maxity, Iveco Daily or Mercedes Sprinter. The angled outriggers offer a compact jacking footprint and excellent levelling on slopes. Platform capacity is 220kg and maximum outreach is nine metres.

### Maeda/Kranlyft

Expect to see a wide selection of Maeda spider cranes, but also at least one mini crane in the form of the 2.93 tonne LC383M-5 with its 1.4 tonnes of pick & carry capacity and compact dimensions.

### Locatelli

Another last minute entry, the company is back from beyond the

*Kranlyft will have its latest mini crane on show*



brink and under new owners. Now is a time to meet the new management and discover its plans for the future.

### Easy Lift

Easy Lift will be showing its new 19 metre ETJ190 on a 12 tonne Iveco, a van mounted EV130 and a 21 metre ET210 on a Nissan chassis.

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**GSR**  
AERIAL PLATFORMS



The Palfinger P300KS

### Palfinger Platforms

Palfinger is only exhibiting its platforms at Intermat this year, although crane people will inevitably want to talk about the new joint ventures with Sany. The company will have its 26 metre 3.5 tonne P260B on show along with the compact 30 metre P300KS on a 7.5 tonne chassis and the 70 metre WT700.

### Cela

This is the first big outdoor show for the company's 24 metre version of its innovative dual boom 3.5 tonne truck mount - the D24 - and its 21 metre spider lift, the DT21. Be



The Terex Eazy 90



The Isoli PNT230

prepared though for some other surprise products.

### Isoli

Isoli can be found on the Time France stand and will show its recently launched 23 metre PNT230 articulated truck mounted lift.



The new Zoomlion QY35v

### Zoomlion

Zoomlion will show the latest version of its 35 tonne QY35v for the European market along with an 80-tonne QUY 80 incorporating a host of changes and improvements requested by western buyers. You will also have a chance to see the first Chinese-built Jost designed tower crane, following Zoomlion's purchase of the designs last year.

### Terex

In addition to what we covered in our first Intermat preview we now know that the company will show the first in a new range of self erecting telescopic tower crane the Eazy 90 with 1.4 tonnes capacity at 45 metres radius and six tonne maximum capacity at up 14.3 metres. Maximum hook height is 46 metres.

### CTE

Although CTE is not exhibiting at Intermat, it will have a brand new 21 metre Zed 21JH on the IPAF demonstration stand in outside area E2.



The new CTE Zed21JH.

## The Facts

### Dates:

Monday April 16th through Saturday April 21st

### Hours:

9:00 to 18:00 daily

### Where:

Nord Villepinte Exhibition Centre, Paris, France.

### Hotels:

The official hotel agent ATI claims to have special rates for the show, check its web site: [www.atibooking.com](http://www.atibooking.com)

### Getting there:

**By Air:** Fly to Roissy Charles de Gaulle airport. The exhibition centre is five minutes from the airport via train or 15 minutes by car (traffic permitting!). Take the RER B train (Direction: Robinson-Saint-Remy-les-Chevreuse). Get off at the first stop: Parc des Expositions.

### By Rail/Eurostar:

A TGV (high speed train) station is also located at the Roissy-Charles de Gaulle airport.

### By Road: From Paris:

Take the A1 or A3 motorway, then the A104 access road in the direction of Soissons. Follow signs for Parc des Expositions.

### From the city:

### Taxi:

All taxis are called via a single number +33 (0)1 45 30 30 30.

### Train:

Take the RER B in the direction of Aeroport Roissy Charles de Gaulle, get off at Parc Expositions. The exhibition is 25 to 30 minutes from the centre of Paris. Trains run every seven minutes all day from 7:00 to 20:00.

### Entrance:

If you have an invitation ticket or code it is free, if not then you can register on line at €30 per person including taxes. However groups of 10 or more are free as are groups of students and international delegations - you just need 10 names.

**If you turn up at the exhibition with no invitation card the cost is an eye watering €60!**

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# ALLMI & CPCS end affiliation talks

Many readers will be aware that further to ALLMI joining the CPCS management committee several years ago, discussions have been held between the two parties with the aim of introducing a single, nationally recognised card for loader crane operators working in construction. However, further to a detailed consultation process involving the ALLMI membership and the CPCS management committee, both organisations have announced the cessation of the affiliation and have confirmed that the two card schemes will remain independent in the construction sector.

ALLMI executive director, Tom Wakefield, said: "discussions have been on-going for some time, but recently it's become increasingly clear that it won't be possible to produce a single card for construction, mainly due to certain fundamental differences in the way that the two schemes are administered. There were several issues but what I mean by this, first and foremost, is that ALLMI member companies, the vast majority of which are directly involved in construction, are understandably passionate about the delivery of ALLMI training being a mandatory part of any training and testing procedure which is agreed upon and unfortunately it was not possible to reach consensus with CPCS on the inclusion of this requirement. There is recognition from ALLMI members of what CPCS is aiming to achieve for various items of plant across the construction sector, but as the loader crane experts, we feel that the ALLMI scheme offers the highest standard of training available for lorry loader operators and that

its provision is key to raising standards throughout the industry."

"Every effort has been made to make this agreement work, but it is not to be so. However, the affiliation has ended on amicable terms and both ALLMI and CPCS plan to maintain their good working relationship."

ALLMI technical director, Alan Johnson, added: "our priority now is to continue developing our excellent relationship with the construction sector, with the single aim of improving standards in relation to loader crane activities. The ALLMI operator card is widely accepted by the UK's leading construction companies, many of which also use our Appointed Person training, and have expressed an interest in the forthcoming Crane Supervisor course. Being the UK's only trade association dedicated to the loader crane industry, it is our role to work with the construction sector to raise standards and we truly believe we are the best people to do that."



C&a

ALLMI focus

## 10 Reasons to choose ALLMI training

1. The ALLMI scheme is fully compliant with the requirements of BS7121 Part 4: 2010 (the British Standard for lorry loaders) and is endorsed by the ALLMI / CPA Best Practice Guide (BPG) for the "Safe Use of Lorry Loaders". The BPG is endorsed by UKCG, SAFed, ConstructionSkills, the National Construction College, MPBA and HSE, and it can be downloaded free of charge from the ALLMI website.
2. ALLMI is the only accrediting body to specialise in loader crane training and delivers the only operator programme to be written by the loader crane industry, for the loader crane industry. The training standards are developed and maintained by the association's training committee, which consists of representatives from the HSE, UK loader crane manufacturers, importers, fleet owners and training companies.
3. ALLMI provides comprehensive technical and legislative support for its accredited instructor network, and ALLMI card carriers. No other body is able to offer such specialist advice and guidance in relation to the safe use of loader cranes.
4. The quality and standard of ALLMI's course documentation for both instructors and operators is unrivalled. Instructors receive the ALLMI Instructor Manual and a range of training aids which assist them in delivering the highest standard of training and assessment. Operators are issued with the ALLMI Operator Manual, which serves as a reference guide throughout their career.
5. ALLMI is the only accrediting body to provide an Instructor Course which is geared specifically towards the delivery of loader crane training.
6. Quality, accredited and audited training forms the backbone of the ALLMI scheme, in addition to the rigorous assessment process that operators must successfully complete.
7. ALLMI trains six times as many loader crane operators a year as any other scheme.
8. Due to the way in which the scheme is managed, the ALLMI programme provides employers with a comprehensive documented audit trail in relation to the training of operators, therefore providing essential support, should an accident occur.
9. ALLMI enjoys an excellent reciprocal working relationship with HSE. HSE has input into many of ALLMI's projects and standards and in turn, ALLMI assists HSE in communicating best practice and legislative requirements to industry. The ALLMI scheme is also the only one of its type to have received the HSE's "Working in Partnership" commendation when these were issued.
10. ALLMI does not use NVQs or log books, as it believes that the most appropriate way to assist employers in determining competence is to administer refresher training and re-assessment on a periodic basis, as endorsed by Annex B, section 8.6 of BS7121 Part 4: 2010.

Ian Berrill, Fleet Director for Saint-Gobain Building Distribution, said: "ALLMI is totally committed to best practice and as such, is ensuring that our operators stay both productive and safe. So far over 1,000 members of our staff have successfully completed the ALLMI course."

Kevin Bennison, training manager at Emerson Crane Hire said: "I've been involved with lifting operations for a number of years and although I considered myself to be a very capable trainer, the ALLMI Instructor Course increased my level of understanding and adapted my teaching skills perfectly towards delivering lorry loader training. Since achieving accreditation, I've been very impressed with ALLMI's dedication to promoting best practice and the support that they have given me and our customers."



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# Poorly erected tower costs £21,000

Thomas Long & Sons Ltd and M-tech Engineering Ltd have been fined a total of £21,000 after a man fell nine metres from a mobile scaffold tower being used to install a steel staircase at a building in Nottingham, in April 2009, seriously injuring his back.

Thomas Long & Sons was the principal contractor, while M-tech Engineering was contracted to install the staircase. The 38-year-old M-tech employee fractured two vertebrae and was off work for almost seven months.

A Health and Safety Executive investigation found the tower had not been erected to the manufacturer's instructions or

industry guidelines, it was also supported on a platform that was not sufficiently rigid to provide a suitable base and the working platform was not fitted with adequate guardrails to prevent falls. M-Tech was fined £8,000 plus costs of £4,000, while Thomas Long was fined £6,000 plus costs of £3,000 – both pleaded guilty.

## Who trained him then?



In this example from Dartford in Kent, we have an inadequate guardrail - a diagonal brace that does not fit and supported on planks - totally inadequate. But at least they have hi-vis vests and hard hats! Mistaken priorities?

## Verizon fined \$140,000

In the USA OSHA has cited communications giant Verizon Communications Inc. for the maximum fine of \$140,700, for 10 alleged safety violations in connection with the electrocution of employee Douglas Lalima, 37, last year, while using an aerial lift in Brooklyn, New York. The company has disputed the findings and says that it will appeal the ruling.

Lalima came into contact with a live power line and caught fire as he attached steel suspension strands to a utility pole from a bucket truck. An OSHA inspection found that although a 15 year veteran of the company, he had never received proper safety training. Verizon was cited for similar violations in 2007

after an employee died in Providence, Rhode Island, thus the maximum penalty. According to its union the company has experienced eight power line related fatalities since 2002.

OSHA also cited Verizon for other 'serious' safety hazards, including the fact that protective equipment

## C&a training

# Lack of harness costs a life and \$30,000

A tree trimmer working for Davey Tree Surgery of Livermore, California fell seven metres to his death from an aerial lift in Pebble Beach last September, because he was not wearing a harness and lanyard. The company has been issued with four citations totalling \$30,000.

According to the report Carlos Amezcua, 46, was removing branches from a tree close to power lines, while a colleague directed traffic, when the platform levelling system broke due to a lack of maintenance and lubrication. Amezcua was dumped out of the basket head first and hit several branches on the way down.

The citations, three serious and one general, allege the company violated various operational safety

procedures, the most serious being that the employee was not wearing a harness - which cost \$18,000 alone, but also that critical inspections and lubrication of the 'bucket-levelling system on an aerial boom truck' were not carried out.

*A harness and short lanyard does save lives*



## Scaffold apprentices find work

Warrington based scaffold training provider Simian Skill has found work for 10 young apprentices across, North West England. The company runs a 16 week 'guaranteed apprenticeship' programme - funded by Skills Solutions in Manchester - in which they gain a Diploma in Scaffolding alongside practical hands-on experience. As part of the programme, Simian Skill works with its contacts to find employment for those apprentices that qualify for the diploma.

The young scaffolders, the third group to graduate, found work with Deeside based NSG UK, Cheshire Scaffolding, Widnes based PDL and Grimes Scaffolding in Liverpool. Simian training director Dave Abraham said: "The Guaranteed Apprenticeship programme gives young people a solid background in scaffolding, giving them both the practical and theory skills they need to move into the world of work. Many of these young lads come from deprived areas and tough backgrounds, some are third generation unemployed."

"We have 16-year-old school leavers and men in their 30s who come

straight from the dole - it is real mix. The course is no easy route - it is an intensive 16 weeks and we demand the highest quality work as well as discipline and good time-keeping. They have to undertake a variety of assessments both in the classroom and in our dedicated training centre.



hadn't been inspected and employees weren't trained to take proper safety precautions. OSHA said: "Verizon was fined the maximum for five serious

violations. All of these conditions are serious in the sense that they were life-threatening hazards. The recurring nature of these hazards is disturbing."

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



# Report accidents, help save lives!

IPAF is collecting data to be able to put a figure on the total number of fatal accidents involving aerial work platforms worldwide and calling on all manufacturers, rental companies, contractors and users to report any known fatal and serious accidents involving aerial lifts worldwide and all known accidents involving them in the UK. Information entered into the database will be kept strictly confidential and will be used solely for the purposes of analysis and improving safety.

Manufacturers, rental companies and users are encouraged to report any known incidents, using the standard form that is available at [www.ipaf.org/accident](http://www.ipaf.org/accident). All information will be kept confidential and used strictly for the purposes of analysis. Report an accident and help save a life!

Companies or individuals should go to [www.ipaf.org/accident](http://www.ipaf.org/accident) and register first in order to be able to report accidents on the database. Larger companies wishing to have multiple persons reporting accidents should appoint a nominated person (a senior person who will manage the reporting).

This person should register first in the company name.

Once registered, the nominated person will be able to give others within their company access to report accidents relating to that company. Companies will also be able to exclusively view their own accident data and thus manage their records through the IPAF database.



IPAF's accident database aims to derive key lessons for safety and best practice from past accidents and near misses

## IT apprentice for IPAF

IPAF is sponsoring one of its employees, Nicola Dixon from the training administration team, to pursue a Level 3 Diploma in Information and Communication Technology (ICT) Professional Competence at Kendal College, in the vicinity of IPAF's head office in Cumbria. The course lasts 18 months with Dixon spending a day each week attending classes, in addition to her day-to-day duties.

She will provide support to IPAF members and training centres using the online training system and serve as the first point of contact for troubleshooting IPAF's internal systems. Another of her tasks will be to



Nicola Dixon will be providing more IT-related support along with her daily duties

provide technical advice and guidance on the IT-related aspects of IPAF's services, such as online verifications for PAL Cards and the accident reporting database.

## Order rental market reports now

IPAF is in the final stages of its annual research into the rental market. The results will be published in the IPAF European Powered Access Rental Market Report 2012 and the IPAF US Powered Access Rental Market Report 2012.

The reports build on the success of previous years' reports examining the size and state of the powered access rental business. The 2012 reports will be ready to order in April.

The research is being conducted on behalf of IPAF by Ducker Worldwide, order at [www.ipaf.org/reports](http://www.ipaf.org/reports)

## Street art and "Spread the load" campaign hub at Intermat

IPAF is taking its "Spread the load" safety campaign to Intermat with a unique combination of creativity and safety. Over the six exhibition days from 16th to 21st April, a large piece of street art dedicated to the theme of safety will be created. The artists working on the painting hold IPAF Powered Access Licences and are trained to use access platforms safely and effectively. Visit IPAF in the Outdoor Area E2, Stand B064 to view this symbiosis of theme and performance, a work of art completed in absolute safety at height.

The IPAF spider tent will serve as the "Spread the load" campaign hub, with the spreader plate demonstration set, film material and presentations of a new conversion tool. Seminars will be run on 17th and 19th April to illustrate the importance of knowing the weight of a machine and how the load bearing changes when the machine moves to different configurations. The point to remember: always check ground conditions before starting work.



## IPAF members save on courier deliveries with TNT

IPAF members who have used the discount rate offered to IPAF by courier company TNT are benefiting from significant savings. One happy member who has used the service is Mandy Reid, managing director of Kent based Kingfisher Access.

"I am always dubious of targeted discounts and have often found that I could negotiate better ones myself," said Reid. "TNT has though been brilliant. We save huge percentages on our previous courier, but it has also surpassed them on quality of service and friendly staff. So thanks to IPAF for this service!"

IPAF members in the UK can benefit from the introductory 50 percent discount rate, which is only guaranteed for six months, after which it will depend on the volume of deliveries made by IPAF and its members. The more members use the service, the better the chance that all will continue to benefit from the discount.

Details are at the Services/Member Benefits section of [www.ipaf.org](http://www.ipaf.org)

More than 400 people are expected at the International Awards for Powered Access and IPAF Summit in Rome, Italy on 29 March, just as this magazine goes to press.



IPAF Ltd,  
Moss End Business Village  
Crooklands Cumbria LA7 7NU  
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Fax: 01539 566084  
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# Extraordinary General Meeting

At an Extraordinary General Meeting of PASMA Members at the Lea Marston Hotel in Sutton Coldfield on 22nd March 2012, it was agreed to adopt new articles of association with the specific aim of:

Bringing the Association's Articles up to date in accordance with the Companies Act 2006 and to reflect the current organisational structure of PASMA;

Empowering Council to make grants to members for the purchase of Advance Guardrail towers following the publication of the Fall Protection Review last year.

As a result of the review it is now mandatory for all PASMA approved training centres to provide practical as well as theoretical training in the use of both Advance Guardrail (AGR) and Through the Trap (3T) methods of assembling, altering and dismantling towers.

Whilst this has been universally welcomed as a positive step in raising the standard of PASMA training, it has nevertheless meant that PASMA training centres have been compelled to invest in additional equipment in order to comply with the new directive.



Following the EGM, council is now empowered to make grants to PASMA training centres to help mitigate the cost of upgrading the tower equipment used for training, and the sum of £150,000 has been set aside.

PASMA managing director Peter Bennett said: "In the current economic climate the council felt it was right and proper to assist members in this positive, practical way. Trading conditions are demanding to say the least and this is a tangible way in which the association can help and support its members."

For more information please contact Jill Couttie at [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)

## Marketing supremo sought

As part of its ambitious development plans both at home and overseas, the association is seeking to appoint a head of marketing and communications reporting directly to managing director, Peter Bennett.

As the recruitment advertisement in this issue of Cranes&Access magazine explains (please see page 73), candidates must be able to demonstrate a proven track record at a senior level within a professional body/trade association environment, ideally within the health and safety or work at height sector, not only in the UK but also in overseas markets.

Applications are invited by email to Helen Paterson, PA to the managing director, at [helen.paterson@pasma.co.uk](mailto:helen.paterson@pasma.co.uk)

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As part of its growth strategy and to build on its already impressive member offering and status in the work at height industry sector, the organisation now seeks to appoint a **Head of Marketing & Communications** to head a small, but creative and dynamic team to lead the association forward in its next exciting period of expansion.

**Reporting to the Managing Director**, the successful candidate will have complete responsibility for delivery of the marketing and communications strategy of the association to consolidate existing membership and relations with external influencing bodies, maximise potential for growth in existing markets and, most importantly, to establish a strategy to realise the potential for overseas expansion of the organisation.

**Candidates must be able to demonstrate** a proven track record at a senior level within a professional body / trade association environment, ideally within the health & safety or work at height sector, and ideally not only in the UK but in overseas markets.

Applications should be made by email, clearly stating why you think you would be suitable for the position and attaching a current CV, to Helen Paterson, PA to Managing Director (E: [helen.paterson@pasma.co.uk](mailto:helen.paterson@pasma.co.uk)), not later than Friday, 6 April 2012.

Interviews will be conducted in the last two weeks in April at our head office in Glasgow.

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## New training course: AGRs for Towers for Users

This new training course, AGRs for Towers for Users, is intended to supplement, but not replace, the association's industry standard Towers for Users course. It 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, with a pass mark of 80 percent for each, the course 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. A course content and notes booklet is issued to all delegates who attend the course and the AGR category is added to the PASMA photo card confirming that the card holder has successfully completed both the theory and practical sessions.

For more information please contact Jill Couttie at [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)

## Mark your diary

As part of the Access Industry Forum (AIF), the association will be an active participant - as in previous years - in the AIF Knowledge Base at the 2012 Safety and Health Expo, 15 - 17th May at the NEC.

Already confirmed in the AIF Knowledge Base:

- The AIF, the Association for Project Safety, the Royal Institute of British Architects and the Royal Institute of Chartered Surveyors addressing the topic 'BS8560 for Working at Height: How It Affects You!'
- The AIF, the Department of Work and Pensions, the National Federation of Roofing Contractors and the Painting and Decorating Association talking about the Lofstedt Report and the proposal to review the Work at Height Regulations.
- The AIF, the Association of British Insurers, The Law Society and fall from height victim, Jason Anker, discussing 'Is Claim to Blame? The Claim Culture: Can We Ever Control it?' For more information please visit [www.accessindustryforum.org.uk](http://www.accessindustryforum.org.uk)



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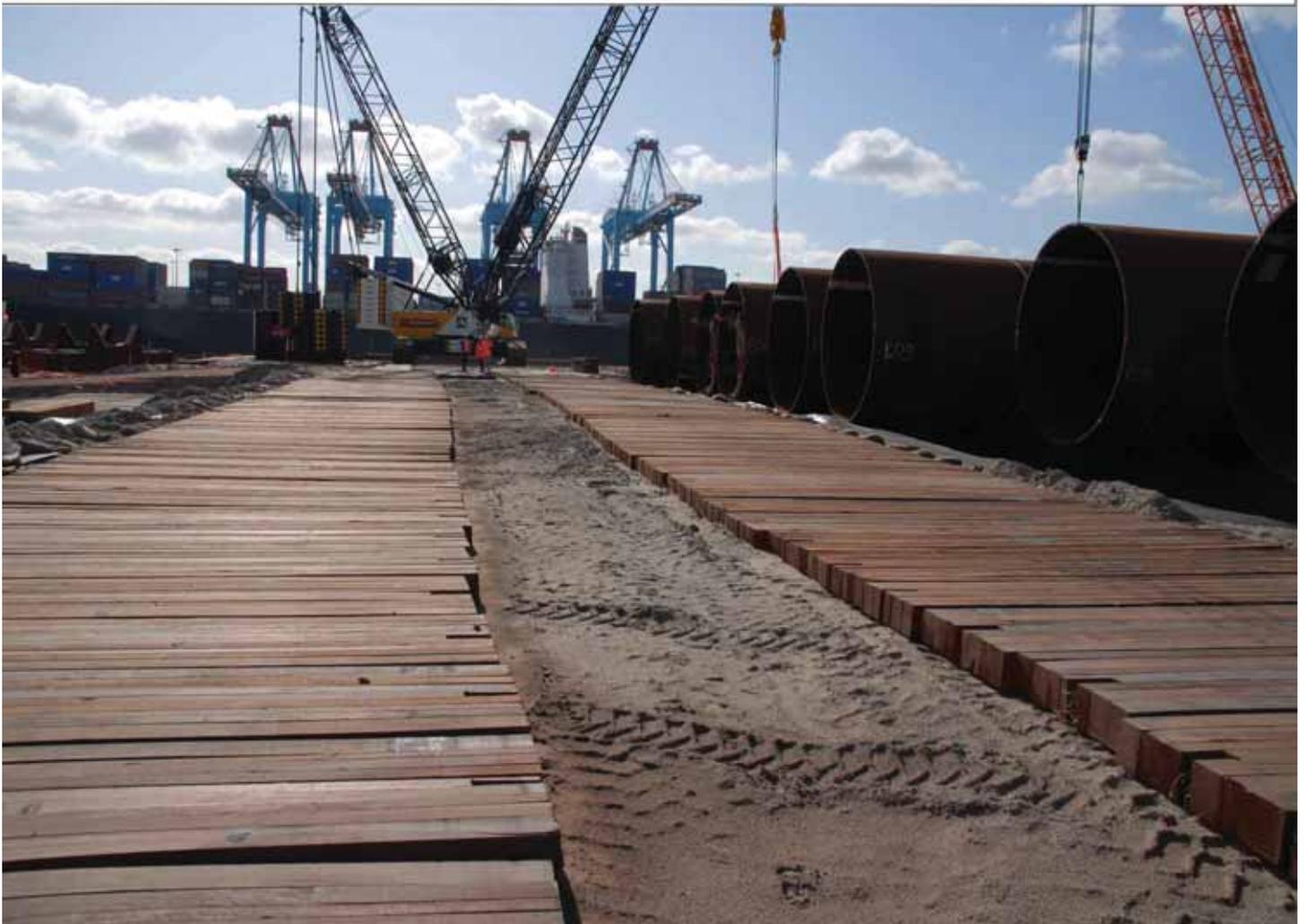
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# Cameras to detect cyclists

UK-based industrial services company the Gatwick group has developed and installed a system to detect cyclists that might otherwise be in a truck driver's blind spot.

Accidents usually occur when cyclists or other vulnerable road

users find themselves in the blind spot of a large vehicle. So the company has fitted its entire truck fleet with a four point camera system which records the side and rear of the truck. It provides the driver with direct, real-time views from inside his cab as well as

storing footage for up to six days in a 'black box' data logger/recorder. The stored data can be used both in the case of an accident and/or for training purposes in the case of a near miss. The principle aim is help reduce incidents involving cyclists and large trucks.



Side camera view of cyclist



Drivers view with monitor

The move is part of the company's support for The Times 'Cities Fit for Cycling Campaign' after 27 year old Times newspaper journalist Mary Bowers was hit by a truck just seconds before arriving at work on her bike. She has yet to regain consciousness, some five months later. Tragically there have been more than 27,000 cyclists who have either been seriously injured or killed in the UK over the past 10 years.

Bob Toon, managing director of the Gatwick Group said: "We have long been aware of the problems associated with HGV's and vulnerable road users and hope that by adopting these innovative safety measures, along with educating both drivers and cyclists alike regarding the risks and responsibilities that come with sharing the roads, we can hopefully reduce the risk of injury or death."

## No more UV leak 'false positives'

A smart new fluorescent dye from Spectroline claims to solve a problem that has long prevented engineers working on hydraulic oil systems from enjoying the benefits of ultraviolet leak (UV) detection.

The new Red Dye solves the problem of "false positives" from oil, grease and hydraulic fluid, simply because of its unique colour. In many industries, UV leak detection, which uses fluorescent additives and a blue (450nm) UV light, is well established as the simplest and most reliable way to pinpoint escaping fluids.

However, many of the substances used in hydraulic and systems naturally fluoresce yellow under UV light - the same colour as other commercially available leak detection dyes - leading to the chance of false positive results from residual oil, grease or sealant. In response, Spectroline has worked closely with a number of companies to develop its Red Dye. The special formulation is now available in a range of eight products offering solutions and colours for a variety of different hydraulic and water-based situations.

Advanced sales director Vern Klein said: "The benefit of having so many dye formulations and colours available is that we can offer bespoke combinations and fault-finding regimes for all manner of systems. For example, an engine might have lubricant, coolant and fuel each dyed a different colour enabling the engineer to not only spot the leak, but identify its source as quickly as scanning with a lamp."

"UV leak detection is incredibly easy to use and the dyes are all completely inert so they can be added to all manner of fluids without damage to the system. The possibilities are endless."



## Differential pressure switches

German-based electronics company Tecsis has launched two new mechanical and electronic differential pressure switches. The S4540 mechanical differential pressure switch has a high overload pressure of 16 bar and a burst pressure of 25 bar. It can switch a load depending on a pressure difference and has a changeable switching point between 10 and 100 percent of the full range, which can vary from 0.6 up to six bar.

The S1510 electronic differential pressure switch can swop the connected loads depending on the pressure difference and is able to display it on a 3.5 LED screen. It also provides an analogue output signal which can be damped, spread, inverted or linearly transformed.



enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertikal.net](http://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](mailto:editor@vertikal.net) with 'Innovations' typed in the subject box.

# Sennebogen 690 HD

The Sennebogen 690 HD is a 90 tonne capacity heavy duty cycle crawler crane designed for repetitive work with some degree of dynamic loading. It has been modelled by ROS of Italy in 1:50 scale and comes with a diaphragm wall grab used for excavating forms for concrete foundation and water retention walls.

It comes in a rather large branded box because the model is fully assembled and reeved. An instruction sheet with photos describes the main features of the model.

The metal tracks roll reasonably well and are mounted on detailed track frames that do not have moving rollers. The track frames are also retractable, so they can be set up in a narrow transport configuration.

The cab is plastic with a mirror and slightly fat grab rails. There is plastic step plate outside and the internal detail is good. Flexible plastic handrails surround the roof and the walking areas have an extremely fine textured surface. At the rear the counterweights are detailed with sharp graphics applied.

To gain access to the winches a side panel is removable and this is far better than having holes in the bodywork. Inside the panel there are a couple of large keys which can be used to operate any of the three working winches.

The boom is metal with a plastic walkway, while the boom pendants are an unusual pliable plastic which are fixed in length. At the boom head the brass sheaves would have looked better painted. The boom luffing winch works although the boom cannot be fully raised as the boom pendants are probably over-length.

The diaphragm walling equipment is a combination of metal and plastic. The grab can be raised and lowered and opened and closed using the two main winches. One practical difficulty is that the whole grab assembly starts spinning if it is raised off the ground.

There is no ability to reconfigure the boom as it is permanently riveted in the delivered configuration. Similarly the counterweight is fixed in place and this means that the model cannot be posed as transport loads.

ROS has produced a model which can be taken out of the box and displayed without the need for any assembly. However the compromise is that the model is not flexible as it cannot be broken down for transport

loads or used in crane or other configurations. However it does look very good and can be obtained from the Sennebogen web shop for €129.

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



Good detailing with some tiny graphics



Handrails are plastic but look fine



Brass pulleys would look better painted



Ready to dig

### Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	22
Features (max 20)	13
Quality (max 25)	18
Price (max 15)	11
Overall (max 100)	72%



The grab looks good

# Ladder training: make sure you get what it says on the tin

The Ladder Association, which represents all the major manufacturers and suppliers in the UK and Ireland, is asking companies to check that when they send delegates on a 'Ladder Association' training course, it's an approved Ladder Association training course they receive and not a poor imitation.



Stuart Hopkins

"We're hearing of an increasing number of cases where the training provider purports to be offering a Ladder Association training course, but on the day delivers a completely different and inferior course with different content and questionable outcomes," says Ladder Association training manager, Stuart Hopkins.

"When companies book a Ladder Association training course they do so on the understanding and expectation that they will benefit from an industry standard training course delivered by an accredited trainer at an approved and audited training centre. Otherwise it lacks the credibility that health and safety

professionals now demand."

"Delegates should check in advance that their intended course covers all the topics that matter, is of sufficient duration to cover them thoroughly, is limited in numbers to allow maximum participation and, upon successful completion, provides tangible proof of competence that is valid on site. Some courses barely scratch the surface and, quite frankly, are not worth the paper they are written on - if, indeed, they are written on anything!"

"Informed by the Work at Height Regulations and based on the collective knowledge and expertise of Ladder Association members -



C&A

ladders

people who know and understand ladders and speak the language - Ladder Association training combines both theory and practice, culminating in the award of a LadderCard and certificate of competence. Delegates also receive a copy of the association's Code of Practice as a constant reminder of what has been learnt."

"Both the card and certificate are endorsed with the Ladder

Association logo - immediate evidence that the user has been trained to the highest standards by the industry trade body. On many sites, no other proof will do."

"Last but not least, it's worth remembering that every delegate is brought up to date with the latest legislation and standards - and that, new for 2012, delegates watch two new videos reinforcing best practice as part of the day-long course."

## New chairman for the Ladder association

Cameron Clow, 41, is the new chairman of the Ladder Association. He takes over from Chris Ball and will serve for a period of three years.



Cameron Clow

Clow is group managing director of W J Clow, the largest privately owned manufacturer of ladders and access equipment in the UK, with premises in London, Birmingham, Belfast and Glasgow.

An active and committed supporter of the association for many years, he has been a member of council since 1966 and the executive committee since 2007. He currently sits on the B512 ladder committee for British Standards and is secretary of the newly formed European Ladder Federation.

## Ladder exchange changes hands

The UK's HSE has now entrusted the running and management of its annual Ladder Exchange to the Ladder Association. The association is the natural and logical home for this landmark campaign, which has created a benchmark in collaboration between the industry trade body, ladder manufacturers, suppliers and the regulatory body.

Since its launch in July 2007, the Exchange has been responsible for more than 10,000 questionable ladders being taken out of service and replaced with new ones. It was originally run for one month, but was subsequently extended to contribute to the HSE's objective of preventing death and injury as a result of falls from height, eventually becoming part of the 'Shattered Lives' campaign.

The 2012 Ladder Exchange begins on September 1st and runs for 14 weeks. More details from [jill.couttie@ladderassociation.org.uk](mailto:jill.couttie@ladderassociation.org.uk)



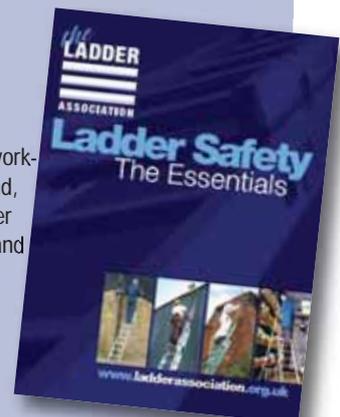
## New training videos

The association's 'Ladders and Steps' national training course now includes two DVDs intended to enhance the learning experience.

Jason Anker... A Fall From Height: The powerful message in this DVD makes it clear from the outset why attendees should sit up and pay attention. It describes his life as a paraplegic after falling just 10 feet from a ladder and sustaining a major spinal injury. In the 17 years since, Anker has come to terms with the indignities and frustrations of life as a paraplegic and his guilt and regret at failing to draw attention to a situation he knew to be hazardous. The DVD includes excerpts from his live presentation, together with testimony from his family.

Ladder Safety... The Essentials: This second DVD reinforces the essential elements of the course. It covers ladder classifications, how to decide whether a ladder or stepladder is the right piece of workplace equipment for the task at hand, situations in which you should never use a ladder and how to carry out and record ladder inspections.

You can buy a copy of either DVD from the online shop at [www.ladderassociation.org.uk](http://www.ladderassociation.org.uk)



# Readers Letters



Dear Mr Editor,

Your excellent online report of a UNIC Mini Crawler Crane being lifted 283 metres (or 928 feet) to the roof of New Building titled 'The Shard' in London UK, raises a number of uniquely important questions about a uniquely hazardous lifting operation at such an altitude. For example-

1. Has a Risk Assessment (RA) & method statement been completed for this lengthy series of lifts?
2. Is this R.A. in line with The LOLER Regs 1998 and British Standard 7121?
3. Has an 'Appointed Person' been appointed for this series of roof level lifts?
4. Does the RA take account of this altitude of 283 Metres, or 928 Feet above ground level?
5. Has the SLI been re-calibrated to take account of wind speeds and gusts at 283 metres?
6. How will the wind speed be measured (using the Beaufort Scale) by this crane?
7. Has the wind side loading already been calculated on that square section hydraulic boom?
8. Has the exponential effect of wind side loadings been calculated, when the boom is extended?
9. How will this mini-crawler crane be anchored down to the structure in high winds?
10. Has wind-loading been calculated in advance on largest square area glass panels to be lifted?

Before anyone replies to say "We know what we are doing", always remember that the men working at ground level also have to be considered in the RA, for they will be working underneath this crane. For if crane stability 283 metres above them is affected by the powerful and dangerous influence of the wind on cranes and lifting operations, then they will be put at risk. So these additional hazards have to be considered and assessed now, for without them the managing director could find him or herself facing a manslaughter charge in the event of a fatality, especially since the introduction of The Corporate Manslaughter Act in April 2008.

Please remember that ignorance of the law is no defence and that its not acceptable to wait for the first gust of wind induced incident, for the next time it could be you.

Kind Regards

Mike Ponsonby

*Mr Ponsonby also contacted Unic distributor GGR who assured him that it had carried out a very thorough risk assessment and high standards of safety were implemented on the project. The fact is that mini cranes had also been used for the vast majority of cladding lifting throughout the construction of this building, without a single incident. We believe that the use of mini cranes in this application is at the very least as safe as the tower cranes they are likely to replace – being closer to the work, and a whole lot safer and more efficient than most other methods. However he makes a point in that if such diligence was applied to all lifting work there would be a massive reduction in accidents. Ed*

Dear Member,

## Maintenance of Mobile Crane Road-going Chassis

You will be aware that over the last few years there have been a number of road traffic accidents, including some fatalities, where mobile cranes have been involved. One of these involved the death of a mother and her two children.

In the light of this we would like to remind all our mobile crane owning members that they have a legal duty to maintain all parts of their cranes in a safe condition at all times. This is required by two sets of regulations:-

- When the crane is being used off the public highway adequate maintenance is required by Regulation 5 of the Provision and Use of Work Equipment Regulations 1998 (PUWER)

- When the crane is being driven on the public highway, Regulation 100 of The Road Vehicles (Construction and Use) Regulations requires that mobile crane chassis are maintained so ".....that no danger is caused or is likely to be caused to any person in or on the vehicle or on a road."

Further guidance on mobile crane maintenance is given in the CPA Best Practice Guide on Maintenance, Inspection and Through Examination of Mobile Cranes which can be downloaded from the CPA website free of charge at <http://www.cpa.uk.net/p/Safety-Leaflets/>

Following a recent Fatal Accident Enquiry into a road accident involving a mobile crane in Scotland, the Sherriff conducting the FAI recommended that "the United Kingdom Government enact legislation as a matter of urgency with the effect of removing the current exemption applying to mobile cranes from undergoing a compulsory regular test of roadworthiness". In 2010 the Department for Transport consulted widely on the removal of the exemption of mobile cranes and other vehicle from annual MOT testing. We understand that the DfT are in favour of removing the exemption and are currently working towards this.

The removal of the exemption from mobile cranes was discussed at the recent CPA Crane Interest Group Steering Committee meeting. The members of the Steering Group were, in principle, in favour of an annual roadworthiness test for mobile cranes as it was seen as a benefit in reducing road accidents involving mobile cranes. They were however concerned at the current lack of suitable test facilities for mobile cranes, particularly those over 50 tonne capacity, and would want any removal of the current exemption to have a suitable transition period. This would allow time for the development of suitable test facilities for all sizes of mobile crane, in sufficient number and geographical spread to ensure minimum downtime and loss of revenue to mobile crane owners. We believe that it is essential that if the current exemption is to be removed the DfT must enter into full dialogue with affected organisations, such as the CPA, to ensure that sufficient suitable test facilities are put in place before annual roadworthiness tests for mobile cranes are introduced.

Yours sincerely

Neil Partridge Colin Wood

Chairman Chief Executive

## Pads too small

Dear Editor,

Having had a close look at the photograph on your web site of a machine in Scotland I feel I must write to inform readers of serious potential accident waiting to happen in the way the machine is set up in relation to the size of the spreader plates used.

The machine in use is a telescopic platform mounted on an 18,000kg chassis in which case it is capable of applying a force of up to 80 percent of the total weight of the machine on one jack leg, i.e.  $18,000 \times 0.8 = 14,400$  kg. The operator is using standard issue sole-boards of approximately 600mm x 600mm providing a surface area of 0.36 square metres, which are designed for use on



The pads referred to in the Leicester letter

solid heavily trafficked surfaces such as road ways and car parks, not pavements!!

The minimum requirement for a pavement for this size of machine would be approximately 1,100mm x 1,100mm 1.21 square metres, which is 3.36 times the surface area of the pad in use. All users of heavy, HGV machines should equip their operators with larger/longer spreader plates for use on pavements/pedestrian areas.

The above figures are a rough guide and given without prejudice as a basic rule of thumb. Currently I am working with IPAF and a firm of structural engineers to produce solid guidance on this subject which will be available shortly however I felt compelled to write this morning having seen the photograph.

Gordon Leicester

Facelift

## Bad equipment

I just thought I'd send you guys a picture of part of the cage of an eighty foot Genie cherry picker supplied for use by a big yellow crane company in Scotland. It shows the metalwork rusted clean through right above the lanyard attachment point. Looks like they forgot to put some blue paint over that particular bit of rust.

This was the first of three machines we were supplied with after asking for a Genie S65. First we got a Genie S80 which was too wide for the area we wanted to work, then we got a Genie Z60 which was just a bit short of the 65' we actually needed, then they sent a JLG which worked, but was not originally chosen because of their sensitive tilt alarms which don't always handle city centre squares that have anything other than spirit-level accurate tarmac.

This sort of ill maintained equipment is quite common in Scotland, which is traditionally used as a dumping ground for decrepit access equipment that is too old to sell-on. There's also a tendency to dumb down the requirements for engineers that are supposed to maintain them.

With one large scaffolding company I had a machine on site that had a sticky fuel shut-off solenoid that would not work once the machine had heated up. This necessitated deliberately stalling the machine to stop the engine, as even the emergency stop wouldn't kill it. The 'engineer' duly arrived and since the machine was cold the valve worked at that point. He announced that he had a policy of only changing components when they failed, completely and refused to repair the equipment. I turned it on and then delayed him with casual chat while it heated up, during which I also mentioned that the crawl ceased to function when the machine was extended. He announced that it was because when the boom is up it takes all the electricity away from the base and that stops the crawl working. Seriously? I mean does he think we're that dumb? In the meantime the machine had heated up and failed to stop as I had described in the first place. He reluctantly changed the worn solenoid. After a catalogue of machines that systematically left trails of hydraulic oil everywhere they were moved we dumped that company for good.

It's kind of ironic that I was obliged to pay through the nose to sit a patronising IPAF test at their premises. But then when it came to the kit hey IPAF! 'nuff said.

It's not all doom and gloom in Scotland though.

One company that has always provided clean, new and well maintained machines has been Nationwide. It's just a shame that my penny pinching employers use the cheapest equipment they can find.



*This letter came in with the photo, there was no attempt to hide any names and appears genuine, although the plug at the bottom had us wondering. We asked if we could publish the letter with the senders name, but have not received a response from him, so as we go to press, have chosen to leave it off. We ummed and ahhhed about publishing the letter as is, given that it seems a little partisan, but as an example of what goes on we followed our normal policy of avoiding censorship as long as the letter does not break any decency or other laws. Ed*

## Capital investment

Sir,

As a small British manufacturer (yes we do still exist), I urge the Chancellor to do two things in his Budget to boost business and create jobs.

1. Increase the tax relief on capital investment to £200,000 and keep it there for the next five years.
2. Unless Britain's cumbersome big banks change their attitude and start lending to small firms again, Mr Osborne should make it easier for the nimbler German banks to work their magic over here. That way, UK companies might have a chance of competing with Germany's.

Sincerely

Arnab Dutt

Managing director, Texane Ltd

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# Alf Sparrow 1921 - 2012

**Alf Sparrow, founder of the Sparrows Crane hire business which became one of the world's largest crane rental companies has died following a short illness. He passed away at his home in Cornwall on Monday February 20th, having suffered a stroke and entered a coma a week or two earlier. He celebrated his 90th birthday last August. His nephew Leigh Sparrow, publisher of Cranes & Access, takes a look back over his life.**

Alf Sparrow, the third child and eldest of three sons in a family of seven children, was born in Bath, Somerset, to Edith and George William Sparrow in 1921. G W. Sparrow was a local entrepreneur who tried his hand at a number of ventures to earn a living. When Alf was born GW was a haulier, initially with a horse and cart with steam and diesel trucks coming later. The young Alf used to accompany his father on regular trips to London - a three day excursion in those days, travelling at around 15 miles an hour. His next venture was a makeshift transport café in Bath to which he soon added petrol pumps to serve the growing number of cars on the road. He and the family built the business into one of the largest petrol retailers in the south west, selling up to 14 different brands of fuel from the one forecourt.

Vehicle repairs and servicing - a natural extension - were added with every family member expected to help out if they were of working age, this was in addition to their day jobs. Shortly after the start of the war, Alf was keen to play his part as a fighter pilot and volunteered for the Royal Air force. However the fact that his formal education had ended at 14 - thanks to his father - meant that he failed the obligatory maths exam and having little time to study and do a retake, never achieved one of his greatest ambitions. However, having volunteered for the forces he lost the protected status he would have had at Walters Engineering where he was working and was recruited into the army. His skills led him into the Royal Engineers and he served

in North Africa, before joining the allied advance up through Italy, spending some time in military hospitals in Italy and the UK, before being demobbed.

After the war Alf and middle brother George started a heavy vehicle recovery and repair business with army surplus recovery trucks. One of the earliest was an ex-US Army twin boom wrecker on a Mack truck purchased for £300 which could lift sixteen tonnes over the rear or eight tonnes over the side. The Mack was sprayed red and on their fathers advice, sign written in the same



*Alf Sparrow in 1981*

elaborate lettering as his Showmen customers - giving the early machines a bit of a 'circus-look'. Although the brothers soon changed to a more simplified lettering, that first unit established the company's famous red livery with cream sign-writing that was to become its trade mark around the world.

In addition to heavy recovery work, the brothers increasingly used the

wrecker for a wide range of lifting jobs, from unloading machine tools to placing concrete lamp stands in Devizes and Bristol - two of their first contracts.

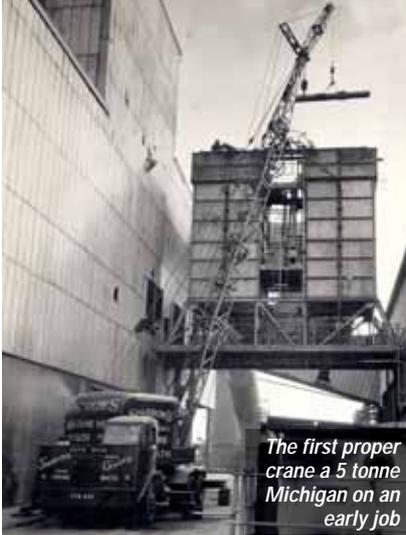
Alf soon realised that the heavy wrecker was not ideal for some of the lifting jobs and set about building his own crane. He fabricated a 24ft/7.3 metre boom from angle iron and attached it to the front bumper of an ex-army Quad gun-tractor building the machine without the benefit of a large drill or a proper welder. The crane worked well and at least two more units were built before the brothers decided to purchase their first 'proper' crane, a second hand truck mounted Michigan Power Shovel which cost £2,000. The unit had been used for demolition work and was set up for high speed cycle work - too fast for regular lifting duties. Once again Alf's engineering skills served him well as he modified it, even fitting powered boom luffing, something that only became a manufacturer's option some time later. This was possibly the last of the home built/modified cranes as the young company - now joined by youngest brother Gordon - started to buy cranes specifically designed for the type of lifting they were doing, from manufacturers such as Coles Cranes. Throughout this early period the two brothers also took turns to drive a taxi - often through the night - in order to keep their father off their back as they ploughed their lifting earnings back into the business.



*The 16 tonne Mack recovery truck*



*The Sparrows home-made crane fleet circa 1950*



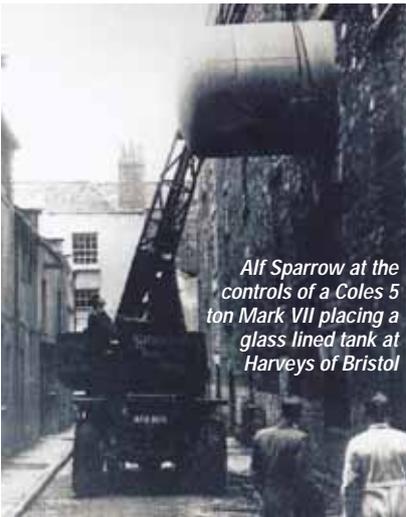
The first proper crane a 5 tonne Michigan on an early job



Alf Sparrow (R) with one of the first new cranes



Alf proudly stands next to a new Demag CC4000 crawler crane in Brazil.



Alf Sparrow at the controls of a Coles 5 ton Mark VII placing a glass lined tank at Harveys of Bristol



Business is booming the three Sparrow brothers taking delivery of a new Coles Leda

The brothers built the company rapidly throughout the post war building boom, eventually becoming one of the largest crane rental companies in the world. They achieved many 'firsts' along the way, acquiring the latest and largest cranes before others dared. These included the first 22 and 45 tonne Grove truck mounted telescopics in Europe; the first 110 tonne Lorain lattice truck crane, the world's largest at the time then the first 500 tonne and later 1,000 tonne Gottwald mobile cranes - to name a few.

The company built up an enviable reputation for the quality of its operators, its service and the condition of its cranes. It was also well ahead of its time in terms of marketing, building up a strong brand image. Operations were opened in the Middle East and the USA with joint ventures in France and several other countries. The company also developed a substantial division providing crane operators and servicing for the offshore industry, which still exists today. The business was floated on the stock market in 1968 with the family retaining a majority holding.

It is interesting to note that in spite of the brothers having built the business, the registered company remained as G W. Sparrow and Sons Ltd, even though their father died from a heart attack in 1952, aged 52 and all seven children held an equal share in the business.

The financial challenges of the early 1980's, coupled with family differences led to a hostile takeover of the business by BET in late 1985. This also led to the departure of the three brothers. Alf, at that point was 65 and moved into retirement. He remained active though with a couple of non-executive directorships while improving his golf.



The Sparrows were ahead of their time when it came to marketing - here an open day to launch the new 500 tonne Gottwald and two of the first Grove TM800s in Europe - note that while now a publicly quoted international crane business, the original filling station is still there, although now with just one brand - Texaco.

On the personal front he was married three times, fathering three daughters by his first marriage to Joyce - Wendy born just before he went off to war, then Lesley and Nicola. His second marriage to Anne gave him a son, Stephen, who has made him very proud, becoming a

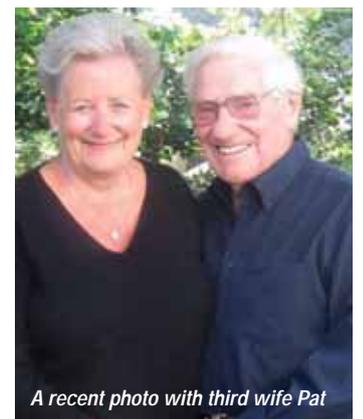
highly skilled international lifting engineer, now based in the USA. Finally he spent some of the happiest years of his life married to third wife Pat, who was at his bedside when he died peacefully at home in Looe, Cornwall. He was determined not to spend his last days in hospital.

Sadly I missed the chance to spend any time with him as an adult and until recently never appreciated quite how much he had achieved in his earlier years and how much the success of the Sparrows crane business was based on his early ingenuity, hard work, high standards and respect for people - no matter their background. He loved cranes but had other passions as well. He never quite got over being turned down as a fighter pilot, but was later delighted to break the record at the Bristol & Wessex flying club, for the time taken to qualify for solo flying. He also acknowledged that if he had been accepted, he may not have survived the war and it is almost certain that the crane business that bore the family name would never have been. His long life touched a large number of people and he will be fondly remembered as one of the founding members of the crane rental industry.

More information on Alf Sparrow's life story can be found in his book 'A Lifting Legend', published by KHL.



Sparrows was often the first with new cranes including this 45 tonne Grove - the first in Europe and the world's largest telescopic at the time.



A recent photo with third wife Pat

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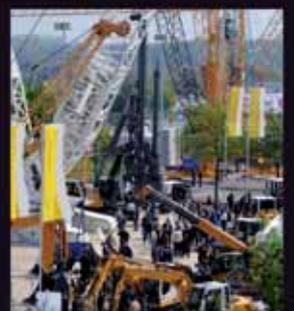
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Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t PPM ATT 340	1994	4x4x4	30,00m
30 t Faun ATF 30-2L	2004	4x4x4	28,50m + 8,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Liebherr LTM 1035-3	1987	6x4x6	30,00m + 8,30m
35 t PPM ATT 400/3	2001	4x4x4	30,40m + 15,00m
35 t Grove GMK 2035	2004	4x4x4	29,00m + 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
50 t Grove GMK 1050-1	2005	6x6x6	38,00m + 15,00m
60 t Demag AC 60 City	2002	8x8x8	50,40m + 14,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60 t Faun ATF 60-4	1998	8x6x8	40,00m + 16,00m
65 t Faun ATF 65G-4	2007	8x6x8	44,00m
70 t Faun ATF 70-4	1997	8x6x8	40,50m + 16,00m
90 t Faun ATF 90G-4	2008	8x6x8	51,20m + 18,00m
100 t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 18,00m
100 t Faun ATF 100-5	2002	10x8x10	51,00m + 30,00m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 17,00m
160 t Grove GMK 5160	1996	10x8x10	49,00m + 18,00m
225 t Liebherr LTM 1225	1995	12x8x10	60,00m + 63,00m

**ROUGH-TERRAIN CRANES - RT MOBIL KRAN**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Kato KR 250 E	1997	4x4x4	26,70m + 7,00m
30 t Tadano TR 300 E	1987	4x4x4	28,60m + 12,50m

**LATTIC-BOOM-TRUCK CRANE**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
130 t Liebherr LG 1130	1976	12x6x8	70,00m + 63,00m

**YARD CRANE**

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

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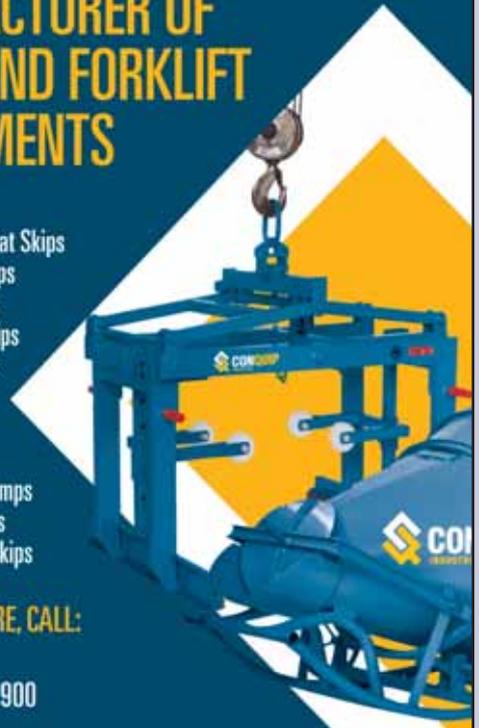
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Dieci	<a href="http://www.dieci.com">www.dieci.com</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro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

## New & Used Telehandlers

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

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

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

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

PASMA [www.pasma.co.uk](http://www.pasma.co.uk)

### Crane Manufacturers

Böcker Maschinenwerke [www.boecker-group.com](http://www.boecker-group.com)  
Elliot Equipment Co [www.elliotequip.com](http://www.elliotequip.com)  
Galizia [www.galiziagru.com](http://www.galiziagru.com)  
Grove [www.groveworldwide.com](http://www.groveworldwide.com)  
Jekko [www.jekko.it](http://www.jekko.it)  
Kobelco [www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
Liebherr [www.Liebherr.com](http://www.Liebherr.com)  
Linden Comansa [www.comansa.com](http://www.comansa.com)  
Maeda [www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
Manitowoc [www.manitowoccranes.com](http://www.manitowoccranes.com)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
Ormig [www.ormig.co.uk](http://www.ormig.co.uk)  
Potain [www.manitowoccranes.com](http://www.manitowoccranes.com)  
Sany [www.sany.com.cn](http://www.sany.com.cn)  
Sennebogen [www.sennebogen.com](http://www.sennebogen.com)  
Spierings [www.spieringskranen.nl](http://www.spieringskranen.nl)  
Tadano Faun [www.tadanofaun.de](http://www.tadanofaun.de)  
Terex-Demag [www.terex-cranes.com](http://www.terex-cranes.com)  
Unic Cranes [www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)  
Valla [www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
Wolffkran [www.wolffkran.de](http://www.wolffkran.de)  
Zoomlion [www.zoomlioncranes.co.uk](http://www.zoomlioncranes.co.uk)

### Lorry/Truck Loader Cranes

Atlas Cranes UK [www.atlasgmbh.com](http://www.atlasgmbh.com)  
Effer [www.effer.it](http://www.effer.it)  
Fassi UK [www.fassiuk.com](http://www.fassiuk.com)  
Hiab [www.hiab.com](http://www.hiab.com)  
Palfinger [www.palfinger.com](http://www.palfinger.com)  
PM Cranes [www.pm-group.eu](http://www.pm-group.eu)

### New & Used Cranes

AGD Equipment [www.agd-equipment.co.uk](http://www.agd-equipment.co.uk)  
Bluecycle Plant [www.bluecycleplant.com](http://www.bluecycleplant.com)  
Cranes UK [www.cranesuk.net](http://www.cranesuk.net)  
Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
E. H Hassells [www.hassells.com](http://www.hassells.com)  
Electrogen Int [www.electrogen.ie](http://www.electrogen.ie)  
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Jones-Iron Fairy [www.jonesironfairy.co.uk](http://www.jonesironfairy.co.uk)  
Kobelco [www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
Leader [www.leader-piatt.it](http://www.leader-piatt.it)  
Maeda [www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
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Rivertek Services [www.rivertekservices.com](http://www.rivertekservices.com)  
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Peter Hird & Sons [www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
UCM [www.ucmholland.nl](http://www.ucmholland.nl)

### Heavy Lifting Equipment

Lifting Gear UK [www.lifting-equipment.co.uk](http://www.lifting-equipment.co.uk)

### Crane Hire

Ainscough [www.ainscough.co.uk](http://www.ainscough.co.uk)  
Berry Cranes [www.berrycranes.co.uk](http://www.berrycranes.co.uk)  
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Bob Francis Crane Hire [www.bobfranciscranehire.co.uk](http://www.bobfranciscranehire.co.uk)  
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Emerson Cranes [www.emersoncranes.co.uk](http://www.emersoncranes.co.uk)  
Hewden Stuart Ltd [www.hewden.co.uk](http://www.hewden.co.uk)  
John Sutch Cranes [www.johnsutchcranes.co.uk](http://www.johnsutchcranes.co.uk)  
King Lifting [www.kinglifting.co.uk](http://www.kinglifting.co.uk)  
K-Lift [www.k-lift.co.uk](http://www.k-lift.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
McNally crane hire [www.cranehire-ireland.com](http://www.cranehire-ireland.com)  
Port Services [www.portservices.co.uk](http://www.portservices.co.uk)  
Heavy Crane division

### Mini Crane Hire

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

Tracked Access [www.trackedaccess.com](http://www.trackedaccess.com)

### Self Erecting Tower Cranes

Airtek safety [www.airteksafety.com](http://www.airteksafety.com)  
City Lifting [www.citylifting.co.uk](http://www.citylifting.co.uk)  
Electrogen Int [www.electrogen.ie](http://www.electrogen.ie)  
John Sutch Cranes [www.johnsutchcranes.co.uk](http://www.johnsutchcranes.co.uk)  
King Lifting [www.kinglifting.co.uk](http://www.kinglifting.co.uk)  
K-Lift [www.k-lift.co.uk](http://www.k-lift.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
London Tower Cranes [www.londontowercranes.co.uk](http://www.londontowercranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)

### Tower Cranes

Electrogen Int [www.electrogen.ie](http://www.electrogen.ie)

### Heavy Lift Management

DWLS [www.dwls.co.uk](http://www.dwls.co.uk)

### Heavy Lift Planning & Risk Analysis

DWLS [www.dwls.com](http://www.dwls.com)

HLI Consulting [www.hliconsulting.com](http://www.hliconsulting.com)

### Ancillary Equipment

TMC lifting supplies [www.tmc-lifting.com](http://www.tmc-lifting.com)

### Auction Houses

Bluecycle Plant [www.bluecycleplant.com](http://www.bluecycleplant.com)  
Mr Machinery [www.mrmachinery.com](http://www.mrmachinery.com)  
Ritchie Brothers [www.rbaction.com](http://www.rbaction.com)

### Battery Manufacturers

Shield Batteries [www.shieldbatteries.co.uk](http://www.shieldbatteries.co.uk)  
ManBat [www.manbat.co.uk](http://www.manbat.co.uk)

Trojan Battery [www.trojanbattery.com](http://www.trojanbattery.com)

UK Batteries [www.ukbatteries.co.uk](http://www.ukbatteries.co.uk)

### Control Systems

MOBA Automation [www.moba.de](http://www.moba.de)

Intercontrol [www.intercontrol.de](http://www.intercontrol.de)

### Generator Sales & Rental

Electrogen Int [www.electrogen.ie](http://www.electrogen.ie)

### Insurance

Specialist Insurance [www.cover1.com](http://www.cover1.com)

### Online Technical Help

Crane Tools [www.cranetools.com](http://www.cranetools.com)

### Outrigger Pads, Mats & Roadways

BFL Alimats [www.craneriggermats.co.uk](http://www.craneriggermats.co.uk)

Eco power pads [www.outriggerpads.co.uk](http://www.outriggerpads.co.uk)

GTP Europe [www.gtp-europe.com](http://www.gtp-europe.com)

Marwood [www.marwoodgroup.co.uk](http://www.marwoodgroup.co.uk)

Nylacast [www.nylacast.com](http://www.nylacast.com)

Timbermat [www.timbermat.co.uk](http://www.timbermat.co.uk)

TMC lifting supplies [www.tmc-lifting.com](http://www.tmc-lifting.com)

Welex [www.welex.nl](http://www.welex.nl)

### Parts & Service Suppliers

Aerial & Handling Services [www.aerialandhandlingservices.com](http://www.aerialandhandlingservices.com)

Alfa Access Services [www.alfa-access-services.com](http://www.alfa-access-services.com)

Caunton - Access [www.caunton-access.com](http://www.caunton-access.com)

Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)

C-Tech Industries [www.ctech-ind.com](http://www.ctech-ind.com)

Davis Access [www.davisaccessplatforms.com](http://www.davisaccessplatforms.com)

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Electrogen Int [www.electrogen.ie](http://www.electrogen.ie)

Industrial Access Romania [www.industrialaccess.ro](http://www.industrialaccess.ro)

IPS [www.ips-ltd.biz](http://www.ips-ltd.biz)

JLG [www.jlgeurope.com](http://www.jlgeurope.com)

TVH - Group Thermote & Vanhalst [www.tvh.be](http://www.tvh.be)

Unified Parts [www.unifiedparts.com](http://www.unifiedparts.com)

### Recruitment

Vertikal.Net [www.vertikal.net/en/recruitment](http://www.vertikal.net/en/recruitment)

### Rental Management Software

Higher Concept Software [www.higherconcept.co.uk](http://www.higherconcept.co.uk)

Insphire [www.insphire.com](http://www.insphire.com)

MCS Rental Software [www.mcs.co.uk](http://www.mcs.co.uk)

### Replacement Filters

Plant Filters [www.plantfilters.co.uk](http://www.plantfilters.co.uk)

### Safety Equipment

AGS [www.ags-btp.fr](http://www.ags-btp.fr)

Airtek equipment [www.airteksafety.com](http://www.airteksafety.com)

Marwood [www.marwoodgroup.co.uk](http://www.marwoodgroup.co.uk)

SMIE [www.smie.com](http://www.smie.com)

### Software

Higher Concept [www.higherconcept.co.uk](http://www.higherconcept.co.uk)

Matusch GmbH [www.matusch.de](http://www.matusch.de)

MCS Rental Software [www.mcs.co.uk](http://www.mcs.co.uk)

### Structural Repairs

Avezaat Cranes [www.avezaat.com](http://www.avezaat.com)

Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)

John Taylor Crane Services [www.jtcranes.co.uk](http://www.jtcranes.co.uk)

### Training Associations & Networks

ALLMI [www.allmi.com](http://www.allmi.com)

AWPT [www.awpt.org](http://www.awpt.org)

IPAF [www.ipaf.org](http://www.ipaf.org)

NASC [www.nasc.org.uk](http://www.nasc.org.uk)

Pasma [www.pasma.co.uk](http://www.pasma.co.uk)

### Training Centres & Trainers

Access [www.accessplatformsdirect.co.uk](http://www.accessplatformsdirect.co.uk)

Platforms Direct

Access Platform Sales [www.accessplatforms.co.uk](http://www.accessplatforms.co.uk)

Active Safety [www.activrentals.co.uk](http://www.activrentals.co.uk)

Advanced [www.accessplatformsuk.com](http://www.accessplatformsuk.com)

Access Platforms

AFI [www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)

Ainscough [www.ainscoughtraining.co.uk](http://www.ainscoughtraining.co.uk)

AJ Access [www.accessplatforms.com](http://www.accessplatforms.com)

Astra Access [www.astratraining.co.uk](http://www.astratraining.co.uk)

Safety Training

Atlas Cranes UK [www.atlasgmbh.com](http://www.atlasgmbh.com)

Avon Crane [www.avoncrane.co.uk](http://www.avoncrane.co.uk)

Davis Access [www.davisaccessplatforms.com](http://www.davisaccessplatforms.com)

Platforms

Easi-Up Lifts [www.easiuplifts.com](http://www.easiuplifts.com)

Emerson Cranes [www.emersoncranes.co.uk](http://www.emersoncranes.co.uk)

ES Access Platforms [www.esaccess.co.uk](http://www.esaccess.co.uk)

Facelift [www.facelift.co.uk](http://www.facelift.co.uk)

Hewden Stuart [www.hewden.co.uk](http://www.hewden.co.uk)

HCS [www.hydrauliccraneservices.co.uk](http://www.hydrauliccraneservices.co.uk)

Hi-Reach [www.hi-reach.co.uk](http://www.hi-reach.co.uk)

Hiab [www.hiab.com](http://www.hiab.com)

Hird [www.peter-hird.co.uk](http://www.peter-hird.co.uk)

Horizon Platforms [www.ipaftrainingcourses.co.uk](http://www.ipaftrainingcourses.co.uk)

HSS [www.hss.com/training](http://www.hss.com/training)

IS Training [www.istraining.co.uk](http://www.istraining.co.uk)

JLG Training [www.jlgeurope.com](http://www.jlgeurope.com)

Kingfisher Access [www.kingfisheraccess.co.uk](http://www.kingfisheraccess.co.uk)

L&B Transport [www.lbtransport.co.uk](http://www.lbtransport.co.uk)

Liebherr Training (UK) [www.liebherr.co.uk](http://www.liebherr.co.uk)

Loxam [www.loxam-access.co.uk](http://www.loxam-access.co.uk)

Lifting Equipment Training [www.letltd.co.uk](http://www.letltd.co.uk)

Mentor Training [www.mentortraining.co.uk](http://www.mentortraining.co.uk)

Nationwide [www.nationwideplatforms.co.uk](http://www.nationwideplatforms.co.uk)

Platforms

Norfolk Training Services [www.norfolktraining.co.uk](http://www.norfolktraining.co.uk)

Panther [www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)

Rapid Platforms [www.rapidplatforms.co.uk](http://www.rapidplatforms.co.uk)

Southern Crane & Access [www.southerncranes.co.uk](http://www.southerncranes.co.uk)

TH White [www.thwhite.co.uk](http://www.thwhite.co.uk)

Terex Atlas (UK) Ltd. [www.atlascranes.co.uk](http://www.atlascranes.co.uk)

The Platform Company [www.platformcompany.co.uk](http://www.platformcompany.co.uk)

### Wire Rope & Cable

Teufelberger Seil [www.teufelberger.com](http://www.teufelberger.com)

TMC Lifting [www.tmc-lifting.com](http://www.tmc-lifting.com)

Casar [www.casar.de](http://www.casar.de)

### Winches & Hoists

Rotler [www.rotler.com](http://www.rotler.com)

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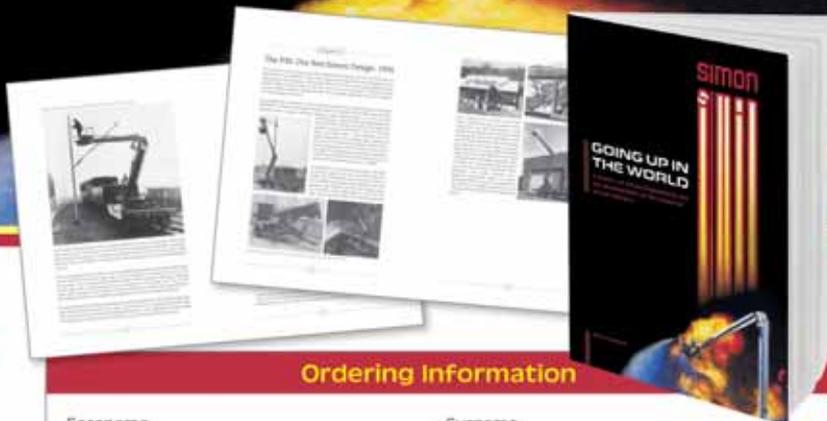
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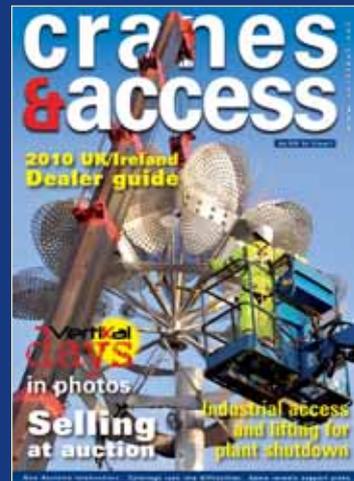
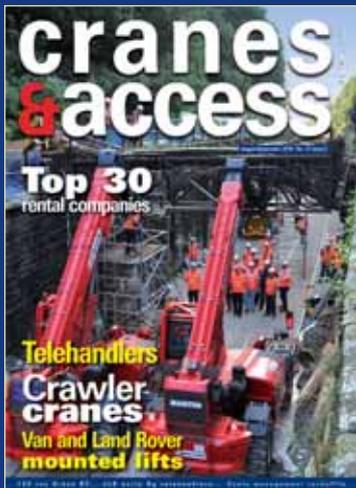
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Telescopic forklift  
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Manitou MT 1740 SLT  
Telescopic forklift  
17m/4 Tonne - 2005



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



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



BRONTO S34MDT  
Truck mounted  
34m - 2002



SIMON SS263  
Truck mounted  
27.8m - 2002



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



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

Contact:

Patrick McArdle

23 Ashbourne Business Centre  
Ballybin Road, Ashbourne, Co.Meath. Ireland

Tel: +353 (0) 1 835 2835

Fax: +353 (0) 1 835 2781

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