

cranes & access

November □ December 2006 Vol. 8 issue 8

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2006 Rental Rates Survey

Tower crane Anti-Collision and safety

Knuckle boom attachments

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Articulated self propelled booms



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Manitowoc
Crane Group

On the cover:

A Genie Z60/34 working on the Souter Lighthouse, Tyne and Wear, for English Heritage. For full story see page 21.



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35 Loader crane attachments



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Tower crane collapse in Seattle, Tower crane collision in London, Lavendon acquires Gardemann,

Facelift resurrects Universal, Manitowoc announces the 14000, New derrick crane from Liebherr, Half year and three quarter financials, Yongmao tower cranes arrive in Europe, Zoomlion ships first truck cranes to Europe, JCB doubles production capacity but who has built the most and who is market leader?, New president for Terex Group, Easi-UpLifts moves into England, Speedy buys LGH, 100,000th JLG boom lift.

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In our annual in-depth look at articulated self propelled booms we check out the growing range of 50 to 51 ft models. Are they taking over from the all-popular 45 ft models? We also review the top end of the market now that there is a real choice of product offerings in the 125 to 135 ft platform height. While product development has been only steady, we find a surprising number of interesting developments, particularly in the growing Nifty range.

2006 Rental rate survey 25



Our seventh annual rental rate survey shows the UK and Irish markets in a

buoyant mood for both cranes and access, while telehandlers are a little less certain. 2006 has certainly been a better year than many had predicted. Most companies that responded said that rates had increased and that 2007 looked stable to good. Fleets have also continued to expand.

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Sales of tracked 'spider boom' aerial lifts have soared in recent years. We explore the rarer self propelled crawler lifts, look at some very special crawler mounted scissor lifts and ask why they are not more popular in the UK and Ireland?



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We take a look back at the industry events of 2006 • Electric scissor lifts - what's new? • Small All Terrain and City cranes, we look at mobiles under 50 tonnes • Batteries - with electric powered vehicles coming to the fore, what benefits might we see for electric powered cranes and platforms? • New Pasma page joins our regular features.



Wear a full body harness with a short lanyard in boom type platforms

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c&a comment



The UK Health and Safety Executive has informed tower crane rental companies that life is about to change and that new rules will be applied in respect to tower crane erection and inspections. It justifies what some feel is a heavy handed over-reaction, with the fact that six people have died in the UK over the past four years in an industry that it estimates employs less than 2,000.

What has brought this to a sudden head was the very public accident in Battersea, London, when the top of a 1985 BPR-Richier crane owned by Falcon cranes, became detached from its tower, killing the operator along with a member of the public. Barely two weeks later the boom of a luffing tower crane became detached after colliding with another crane on a site in central London.

Suddenly tower cranes became the dangerous breed of the moment, tweaking this nanny 'government's' tendency to legislate or ban. It is extremely likely that the HSE has been told to 'sort it' or at least to provide a new policy that might serve as a suitable sound bite for the government's overstuffed spin machine.

On the other hand seven people - including a totally uninvolved member of the public - have died. Maybe this is a band of cowboys that needs the sheriff to take action?

Sadly while this may have been the case, the UK tower crane industry has taken a close look at itself over the past two years and introduced a wide range of new work practices and initiatives to improve professionalism and safety within what is a relatively close knit industry. The Battersea incident is, thank goodness, an extremely rare type of accident and the cause of which should by now have been clearly identified. If lessons are to be learnt the details should be made known.

The previous fatal accident, in which two highly experienced erectors lost their lives, has been clearly attributed to inexplicable occurrence of human error. In that case, the HSE has still not fully disclosed its findings, some two years on. In spite of suggesting that a lack of training might have contributed, it has not informed the company involved if it plans to prosecute or not.

What the tower crane hire industry needs now is for the HSE to quickly report on its findings at Battersea and the more recent collision incident, even if this means issuing a preliminary report for the industry to consider. It most certainly does not need the introduction of new rules imposed from on-high by an inexperienced inspectorate.

Surely the government has learned from the dangerous dogs and hunting laws that a knee jerk regulation is always a mistake.

Hopefully the HSE will have the spine to tell the government that this is not an issue for sound bites or spin and will start sharing information from its investigations so that lessons can be learnt sooner rather than later.

Leigh W Sparrow

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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Chinese cranes are coming

Yongmao tower cranes go up in Europe

The first Yongmao tower cranes are now at work, following the appointment of Jin Long as the manufacturer's representative in Europe. In the UK, London Tower Cranes has been appointed as the UK/Ireland dealer for the cranes which are built by



The first Yongmao tower cranes are already at work in London

Fushun Yongmao Construction of Fushun, China. The first 11 cranes, all flat tops, are now being delivered. The first unit - a Yongmao STT293 - has been working at Imperial Wharf in West London since early November.

Over the last two years, London Tower Cranes has been one of the fastest growing crane companies in Europe. It has built up a fleet of around 160 new cranes, most of which have been supplied by Saez of Spain.

Jin Long has been working with Yongmao to develop CE approvals for seven of its most popular flat top crane models - the STT403.24T, STT403.18T, STT293.18T, STT293.12T, STT5515.8T, STT5515.6T and the STT113.6T.

The company is looking for distributors in other European markets and is currently in discussion with a number of candidates. Yin Long's general manager for Yongmao cranes in Europe is Sean O'Sullivan who points out that

London Tower Cranes is the UK/Ireland dealer



unlike most European-based manufacturers, he can offer an eight week turn around from order to delivery. Yongmao already sells its concrete pumps in Europe.

And... Zoomlion truck cranes zip into Europe

The first batch of Zoomlion truck mounted cranes is on its way to Europe from China. The cranes have been imported by Netherlands-based distributor, the Van Adrighem Group.

The first shipment contains 10 truck mounted QY30V units, a 30 tonne crane complete with 32 metre main boom plus eight metre offsetable swingaway extension. The cranes are fitted with Cummins engines and have been modified to full CE specifications.

Van Adrighem says that it has been running Zoomlion cranes in

its rental fleet outside of Europe and reports that it has been extremely satisfied with the performance and reliability of the product. It said that the time was now right to offer them for sale in Europe. The next shipment to Holland will include 50 and 70 tonne truck cranes. Piet L van Adrighem told Cranes&Access that 'the Zoomlion cranes offer a very attractive price to quality ratio, providing excellent value for money'. Equally important he said, is the lead time. "Units will shortly be available ex-stock, offering a practical alternative to the current long lead times of most European producers."

In the UK, Crowland Cranes is planning to take on the distribution. The company has visited the Zoomlion plant and has already had a positive response from a number of UK hire companies. The company told C&A that it had ordered a number of cranes, contingent on testing the final CE production models.

The first Zoomlion mobile cranes have been imported by the Van Adrighem Group in Holland.



Lavendon picks up Gardemann

Lavendon, parent of Nationwide Access, has acquired Germany's third largest access rental company, the Gardemann Group for €46 million (£31 million). The price tag is made up of €32.5 million (£21.8 million) in cash plus the issue of 3,380,322 new ordinary shares in Lavendon, which will represent 8.2 percent of the Company's shares.

€18.5 million of the cash is payable on completion, with a further €4.5 million payable after 12 months and the final €9.5 million after 24 months. Of the 3,380,322 shares, 2,750,000 will be issued on completion with the balance

being issued on 28 February 2007. Gardemann is Germany's third largest powered access rental company with a fleet of over 1,700 units, a network of 23 depots and around 250 employees. The business had revenues of €30.6 million for the 12 months to the end of June 2006 with an operating profit of €5.2 million.

The combination of Lavendon's existing Zoom business and Gardemann puts Lavendon way out in front as market leader in Germany with over 4,400 units and also creates one of the largest aerial lift fleets in Europe in its own right.

Lavendon says that while the two companies will look to share as many costs as possible, they will retain their existing brand names and operate independently towards the customers.

Maarten Mijnlieff, currently joint managing director of Gardemann will assume the new role of chief executive of Lavendon's combined German operations. Dietmar Helmle, managing director of Zoom will continue in that role, reporting to Mijnlieff. Following the rationalisation of the depot networks, Lavendon expects to be able to make synergy savings of around €3.5 million. Zoom currently operates from 24 locations giving the merged business 47 depots, a similar level to Zoom at its peak.

Mijnlieff said: "We have believed for some time that the German access market would benefit substantially from consolidation and were determined to play a role in that process. I am delighted that we have been able to take Gardemann into the Lavendon family as I believe we are ideally positioned to gain a relevant size enabling us to provide our customers with superior service levels. I am looking forward greatly to the opportunity to lead the Group in Germany through what promises to be a very exciting period."



Gardemann, third largest access rental company in Germany, has been acquired by Lavendon

Facelift resurrects Universal

Universal Basildon is back in business as an independent part of Facelift, the Hickstead-based access rental company. Facelift purchased Universal's unencumbered assets from the administrator in November. These included around 300 lifts, around 30 of which are Bronto Skylift truck mounts. Facelift also acquired the telephone numbers and customer list of the business which was in the process of being closed down. More recently it took over the lease on the Basildon depot and employed Steve Mann, who will run the Basildon operation under the Universal banner as a stand alone business. Essentially it will be Facelift, trading as Universal.

The resurrected business has already employed 10 of the Universal staff and hopes to be in a position to increase this as

business gathers pace. Many of the 300 units acquired are being sold, mainly for export. The Basildon fleet will be topped up with some of the new lifts that Facelift has on order. Mann, previously chairman of Universal, joined Universal in 1982 after it was acquired by John Ambrose. He told C&A that the location previously ran a fleet of 350 units and there was no reason why this would not be possible in the future.

Facelift has also acquired the lease to Universal Birmingham depot which it will operate as a new Facelift branch, plugging a void in its national coverage.

And also adds straight booms.

Prior to the Universal revival, Facelift, also added the first Self propelled straight booms to its growing product range. The company ordered four 25 metre H25TPX and one 23 metre H23TPX from Haulotte. The order, the second sizeable purchase from Haulotte this year, also includes 10 Haulotte Star-10 mast booms along with over 40 scissor lifts and four 20 metre articulated booms.



Facelift have added self propelled booms to its range

New President for Terex

C&A

news



Thomas Riordan will join Terex as president and chief operating officer.

Thomas J. Riordan has been appointed president and chief operating officer of the Terex Group with effect January 1, 2007. Riordan, 50, will be based at Terex corporate headquarters in Westport, Connecticut and will report directly to Ron DeFeo, who will continue as chairman and chief executive officer.

Riordan joins Terex from SPX, a diversified industrial company, where he was executive vice president and chief operating officer. He started at Borg Warner, and has worked with J I Case, Ivex Corporation and Consolidated Sawmill Machinery mostly in senior manufacturing or management roles.

"I have known Tom for nearly 20 years and followed his career with admiration. He has a strong achievement driven personality, coupled with an excellent management style that people respond to positively," said DeFeo.

JCB celebrates 100,000th telehandler

But who really has built the most? And who is the market leader?

In the October issue of C&A we reported briefly on JCB's celebrations as its 100,000th telehandler, a Loadall 530-140, was delivered in Mid October.



The company also showed off its new telehandler production line which it says will potentially double its current 10,000 unit capacity. JCB also announced that it has also started production of the 506 and 508 Loadall telehandlers at its Savannah, Georgia plant and that it plans to ramp up production there.

The first JCB Loadall telescopic handler was launched in 1977 when the market for such products was in its infancy, this year the company expects to build over 10,000 units at the UK plant which employs over 700.

As a backdrop to the celebration JCB claimed that it is the first telehandler brand to delivery 100,000 units and that this year it will be the market leader, building more units than any other producer.

Manitou however disputes this, the French based company delivered its 200,000th rough terrain forklift in 2005 all but a few of which have been sold under the Manitou brand. When asked how many of these were telescopic the company responded that it was significantly more than 100,000! It also confirmed that its annual production of telehandlers exceeds 10,000 units.

When this was put to JCB it maintained its claims. So who has produced the most and who is the worldwide market leader?



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Speedy adds Lifting Gear Hire

Speedy Hire - one of the UK's leading rental companies has acquired lifting tackle rental company Lifting Gear Hire (LGH). Speedy paid £13.5 million for LGH - £7.6 million in cash, the assumption of around £3.4 million of debt and £2.5 million in the form of 242,954 shares in Speedy.

LGH rents out a full range of lifting gear as well as providing a wide range of associated services including repair, maintenance, testing and inspection. The company has over 300 employees and operates from 34 UK depots. The deal does not include the LGH operations in the USA, Holland and Germany, nor its Winches, Rigging Services and Suspended Access businesses.

Revenues up 29%

Speedy Hire revenues rose by 28.7 percent to £154 million in the six months to the end of September. Pre tax profits for the period increased by a more modest 19.3 percent to £15.5 million. Operating margins at 13.9 percent were slightly down on last year due, says the company to short term losses in its new pumps business and its expansion into Ireland.



Paul Gallacher (lower Left) and the Pop-Up team.

New Pop-Up

A new company, Pop-Up Products - based in Deeside, North Wales has emerged from NSG to sell and market Pop-Up compact push around scissor lifts as well as other NSG stand-alone access products for low level access including Eiger podium platforms, folding towers and aluminium walkways.

"The new business is solely engaged in the development and supply of our access product range while all industrial services, including scaffolding, will continue to be provided by our sister company NSG," said Paul Gallacher sales director of Pop-Up Products.

Easi-UpLifts has purchased this 2.5 acre facility near Banbury



Easi for England

Easi UpLifts, the international arm of Irish-based Height for Hire, has purchased a two and a half acre facility with indoor storage space, workshops and a showroom in Fenny Compton near Banbury. The company says that 200 new and used aerial lifts will be available either for rehire to other rental companies or for sale.

Harry McArdle of Easi UpLifts says that a wide range of specialist equipment including Aichi booms, Falck Schmidt spider lifts, large Genie booms and scissors, Bronto truck mounts and possibly Valla and Maeda cranes will be based near Banbury. The company already has UK locations in Belfast and Glasgow and has built up a substantial international used equipment business.

Leaning tower of Seattle?

While investigations continue into the causes of the tower crane collapse in downtown Bellevue, Seattle, Washington which killed a 31 year old man living in an adjacent apartment, it is likely that the accident will be a major catalyst in changing or at least clarifying state law and regulation on tower crane inspections and responsibilities

The crane - a Liebherr 420EC-H, LBC rented from Morrow Equipment - was working on a office block development when it failed near its base, severely damaging the top floor of an adjacent building with its tower, taking out part of the façade of an office block with its back mast and demolishing the top floors of an apartment block across the road. The cab came to a rest

building which was only at ground level. Staff working on the site said that it 'creaked and groaned much more than usual'.

However as C&A went to press, Washington State Labor and Industries (L&I) was studying photographs of the crane prior to the collapse which suggest that the tower was possibly a metre off the vertical.

Following the accident Washington State inspectors have visited the 13 other tower cranes in downtown Bellevue as a precaution. Initially they did not find anything untoward, but on December 1, it was discovered that a tower crane just one city block away from the site of the fatal collapse had been discovered with large cracks in the vertical tubes of at least one tower section. The 100 metre high Liebherr crane was erected by the same company, Northwest Tower Crane Service. Steel collars were fitted to prevent the cracks from spreading. A metallurgist who X-rayed the section thought the cracks which were possibly caused by blocked drain holes serious enough for the crane to be dismantled.



Cracks were discovered in a different tower crane barely a city block away. It has now been dismantled for further tests.

around six metres from the ground, saving the operators life. Early investigations centred around the cranes' foundation - a 20 metre long by 10 metre wide H shaped steel-beamed chassis supported on four concrete pillars in the basement of the



(Above) A picture taken prior to the collapse shows the crane (rear) was possibly up to a metre off vertical.



When the foundation of the crane failed it caused massive levels of damage killing a man in a top floor apartment. The crane driver survived.



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Driver Norbert Schaaf (L) with Andy Ainsworth of AA Access in front of the nine axle beast.

100 metre lift in the UK

A rare 100 metre Ruthmann trailer mounted boom lift has been at work in the UK to complete a contract and test the market. The machine is owned by Gardemann, the German based access specialist, recently purchased by Lavendon (see news story page 6). The unit has been brought into the UK by AA Access - part owner of Mammoth Access the new truck mounted specialist which has a 90 metre Bronto on order and is considering a 100 metre unit.

Bringing this machine to the UK had its problems. Firstly, not all ferries would take the nine axle machine, due to its weight and length. Then when the ship docked at the Humber sea terminal, the access ramp was too steep for the machine to be driven off without grounding. The machine had to stay on board until the tide improved the angle of the ramp.

Jewson places big order

UK building materials supplier, Jewson, has placed one of the largest single orders for new loader cranes - 400 Terex-Atlas 120.2E/A2 units to be delivered over the next three years. At least half of the 12 metre/tonne cranes will be delivered within the next 12 months.

All cranes will include remote controls and when all 400 are in service it will take the Terex-Atlas share of the Jewson fleet up to 80 percent.

"We are thrilled to have been chosen as the sole supplier of loader cranes to the Saint Gobain Group of Companies," said Lee Maynard, general sales manager at Terex-Atlas. "Our on-going investment in the latest crane technology, coupled with our customer support network, continues to pay dividends. This is a landmark order for the industry and one which reinforces our position as the UK's leading supplier."

Bus throws man from platform

A man was killed in Rusholme, Manchester when his Genie Z60/34 aerial platform was hit by a double decker bus. The impact threw the man from the platform into the path of bus trapping him underneath it. A man said to be in his 30s was arrested at the scene on suspicion of causing death by dangerous driving. Eye witnesses say that the bus swerved, hit a lamp post and struck the boom lift which was working on first floor windows.

Once again it would seem that the man died simply due to not wearing a harness. Even after the impact the boom lift appears virtually undamaged. A harness and short lanyard might have kept him in the basket, saving his life.

Outreach builds solid platform

Outreach of Falkirk, Scotland has delivered the first units of its OSB250 aerial work platform for drilling rigs and offshore oil platforms. The company has so far taken orders worth around £1 million for five of the specialist lifts, all from leading drilling companies operating in the North Sea.

"This new machine offers greatly enhanced safety and flexibility to those operating and maintaining drilling equipment and has already generated a strong level of interest", said Outreach chairman, Wilson Paton.

The company has also finalised new distributor arrangements with Patriot Mechanical Handling, a division of Global Marine Energy.

New Liebherr derrick crane

Liebherr has launched a new derrick crane, the 200 DR 5-10, which it says has been designed to dismantle tower cranes of up to 300 metre/tonnes. Its articulated extendible base will adapt to the tops of most tall buildings and can be configured to lift 7.5 tonnes at a radius of up to 25 metres or 10 tonnes at up to 20 metres radius with the stresses being transferred to the buildings' structure. The 200DR 5-10 is equipped with two stiff leg supports, but can also be configured without them. The hoist gear is designed to cope with heights of up to 320 metres on two falls of cable.



The new 200 DR 5-10 derrick crane for dismantling internal climbing tower cranes from high buildings.

Once the tower crane has been lowered to the ground, the derrick can dismantle itself using its short mast to lift jib sections down. All components then break down to a maximum size of 2.2 x 1.1 metres and a weight of 1,000 kg. A small forklift and workshop crane are also provided as part of the package.

A lift to the reception?

Instead of the usual Rolls Royce or horse and carriage, newly-weds Paul Kavanagh and his bride Susan, climbed into Kavanagh Crane Hire's brand new Liebherr LTM1055-3.1 and drove off down the main street of Gorey, County Wexford to the wedding reception. The short trip was accompanied by a fanfare of car and crane horns.

Gorey-based Kavanagh Crane Hire is managed by brothers Pat, Paul (the youngest) and Aidan and has a fleet of more than 50 cranes up to 500 tonne capacity.

Paul Kavanagh and wife Susan waiting to be picked up by the new Liebherr 55 tonner.





Durham Cranes has ordered four FB GA136 compact cranes for its own hire fleet.

Durham orders 4 new FBs

Dunham Cranes - the UK agent and distributor for FB Gru - has ordered four new GA136 compact cranes to add to its own hire fleet.

Launched at the SAIE show in Bologna, the GA136 uses a new hexagonal mast to save space when folded. And rather than using one large hydraulic erection cylinder, FB has reduced transport height further by utilising two smaller cylinders. With the new jib design the crane folds to an overall height (when on towing wheels) of 3.05m high. The 280mm ground clearance aids loading and unloading from transport.

Macbeth re-writes Utopia

Local artist Rory Macbeth is using a JLG boom and a scissor lift to re-write literary history on the side of a 17 metre high wall in Norwich.

Assisted by students from Norwich School of Art & Design, Macbeth is using a 17metre, 500RTS diesel scissor and 15 metre, 450AJ boom supplied by Wizard Workspace to write the entire 40,000 word text of Thomas Moore's Utopia, one of the great intellectual works of literary history.

The artist needs to paint one line every 90 minutes during daylight hours to finish in time for the opening a local art exhibition. Because of the time constraints, the platforms provided a fast and effective solution to accessing the giant wall. Most of the work is carried out from the 6.73 metre long scissor deck. Access to the more difficult areas of the former electricity building were achieved using the boom lift.

At your Service

UK rental company, Crane Services has placed an order for the new 1,000 tonne Liebherr LTM 11000-9.1 all terrain crane with 100 metre boom - part of an £8 million investment for Liebherr cranes. The new crane will join the company's three 500 tonne Liebherr telescopic, at the heavy end of its fleet.

The sizeable order also includes a 500 tonne LTM 1500-8.1, a 250 tonne LTM 1250-6.1, a 200 tonne LTM 1200-5.1 with extra counterweight, a 160 tonne LTM 1160-5.1 as well as a 95 tonner, two 55 tonners and a 40 tonner. Crane Services also plans to order a new Liebherr 300 tonner as soon as the new model becomes available.

Raising the roof

Freak local weather conditions caused the Aldi store in Chester to loose a 70 metre by 30 metre section of its roof. Fortunately, Des Alcock of Liverpool-based Hylift Access Hire was on hand with its 34 metre Bronto truck mount to make the roof safe. An elderly man escaped injury even though the car

he was sitting in was crushed. Hylift Access Hire assisted store maintenance company Ibis as well as the emergency services in securing the roof.

Part of the 70 metre by 30 metre section of roof blown off the Aldi store in Chester.





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Have crane will travel

One of two used Valla 20E electric cranes supplied by Peter Hird to Smithfield Construction at work on a high rise building in downtown Chicago.

Replacement for Manitowoc 4100W

Manitowoc has released details of the 14000, which it says will be a substitute for the almost legendary 4100W.

The all-mechanical 4100W is probably still Manitowoc's most popular and best known crane ever. The company says that the new 200 tonne capacity 14000 has been targeted as a replacement for the 4100W's that are still the mainstay of many North American contractors' crawler crane fleets.

a maximum single line pull on the main drum of 14,300kgs.

Al Kadow, product marketing manager for Manitowoc Cranes, said:

"The Model 4100W was a powerful, reliable crane that was popular with owners, operators, and contractors alike. We are positioning the 14000 to be a suitable alternative as companies begin replacing these older units."

Deliveries of the 14000 will begin in early 2007.

The Manitowoc 16000 is now available with Max-Er attachment



...And Max-Er attachment for the 16000

Manitowoc has also released the Max-Er suspended counterweight attachment for its 400 tonne, 16000 that was launched last year at Conexpo. The Max-Er system provides up to 232 tonnes of counterweight and allows the boom to be extended by a further 24 metres to 120 metres, while a 174 metre top height is possible with a main boom/luffing jib combination, compared to only 138 metres with the standard rig.

The new Manitowoc 14000 is targeted as a replacement for aging 4100W's.

The new all-hydraulic model offers a maximum main boom length of 86 metres and a maximum boom and luffing jib combination of 113.8 metres. The fully air conditioned 'vision cab', provides a high degree of visibility and includes ergonomically located joystick controls. The 14000 will also feature Manitowoc's Can-Bus with EPIC control system, which, says the company, provides smooth and easy operation while allowing the management of six independent closed-loop hydraulic circuits. The Cummins powered crane has



More than 1,000 compact Penny Hydraulics cranes have now been installed on vehicles owned by BT Fleet. The majority of the 100kg capacity Mini-loader cranes are fitted on one tonne box vans. The Mini-loader was designed specifically for pick-ups, drop-sides, flat-beds or vans without affecting the storage area and carrying capacity. It folds away when not in use while an optional below-floor mounting allows it to be removed easily for transfer to another vehicle or to leave an unobstructed floor. Remote controls and overload protection are standard.

BT has been installing the cranes since 2001 for a range of tasks, particularly where regulations forbid manual handling due to weight. Penny Hydraulics modified its standard crane with a shorter boom and a less powerful winch to reflect the specific application, making it



The Penny Hydraulics Mini-loader crane costs less than £500.

lighter and simpler to manufacture. The net effect was to take the price for each crane below £500.

A feature of the crane that particularly appealed to BT Fleet was the patented overload device on the electric winch which continuously measures the force on the winch drum. Penny Hydraulics claims that the Mini-loader is the only crane on the market with this level of protection.



Jason Watkins, manager of JLG's Shippensburg plant hands over the 100,000th boom lift to Craig Paylor, senior vice president, marketing

JLG 100,000th boom

JLG completed its 100,000th US built boom lift at its Shippensburg plant in late October. The unit, a model 400S - 40 ft straight telescopic boom - was equipped with a 7500 watt SkyPower generator and 280 amp SkyWelder. It will be auctioned off to the highest bidder with 'a portion of the proceeds going to a suitable charity'.

Five metre jib reaches the parts

Panther Platform Rentals provided English Heritage with a Bronto T34 truck mounted lift to carry out essential repairs to the stables of Kenilworth Castle in Warwickshire. The repairs included making the tiled roof watertight ready for a new interactive computer display and exhibition. The Bronto's five metre fly jib and 23 metre horizontal outreach were essential to reach the back of the building which faces the castle's moat.

Kenilworth was built in the 1100s by Geoffrey de Clinton, Chamberlain to Henry I and played host to Elizabeth I when owned by Robert Dudley, Earl of Leicester. It was turned into its current 'ruined' state by Oliver Cromwell after the Civil war.



Panthers Bronto T34 proved ideal for reaching the back of the old stables at Kenilworth

Its results time

Over the past six weeks, half-year and three-quarter (and in one case first quarter) results have flooded in from manufacturers and rental companies. All show strong increases in revenues and in most cases even stronger growth in profitability. Times are clearly good.

Last independent numbers from JLG.

JLG first quarter revenues, its last set of results as an independent company, increased 12.9 percent to \$539 million compared to 2005. Net income for the period was \$40 million up by 43 percent. JLG said that its net income includes \$4.1 million of charges related to the Oshkosh acquisition.

Manitou up 12.3%

Manitou, the French based telescopic handler and aerial lift manufacturer, has announced nine months revenues of €832 million, an increase of 12.3 percent on the same period in 2005. The increase was driven by sales outside of its home market, with other EU countries now representing nearly 48 percent of total revenues.

Haulotte jumps 27%

French base aerial lift manufacturer Haulotte has reported nine months revenues up by 27 percent to €346 million. The geographic sales breakdown remains at similar levels to last year. With order intake still robust, the company says that it is on target for a full year rise of 30-35 percent and forecasting net profits in the 11 percent region.

Manitowoc crane rises 37%

The Manitowoc crane group has reported revenues for the nine months to the end of September of \$1.63 billion, up by 37 percent on the same period of 2005. Operating earnings for the division were \$203 million a rise of 240 percent on 2005. With sales for 2006 expected to exceed \$2.2 billion, the group is forecasting a further 20 percent increase in 2007.

Genie sales up 45%

Revenues for Terex aerial work platforms - largely Genie - jumped by more than 45 percent for the first nine months of 2006 to \$1.56 billion. Gross margins soared to \$401 million, an increase of almost 96 percent, while profits before tax and interest totalled \$289 million, more than double that for the same period of 2005.

Terex crane up 34 percent

The Terex Crane division increased revenues for the first nine months of 2006 by 34 percent to \$1.23 billion. Gross margins improved by 75 percent to \$198 million. Profits before tax and interest almost tripled from \$34 million in 2005, to \$102 million this year.

Palfinger climbs 13.3%

Leading loader crane producer Palfinger has posted nine month revenues up by 13.3 percent to €437.2 million. Earnings Before Interest and Tax rose 12.7 percent to €59.3 million. The crane business in Europe remains the driving force behind sales and profits - representing 71 percent of revenues. Consolidated net profit was €41.8 million, a rise of 11 percent on 2005.

Liebherr set for €6 billion

Liebherr says that its revenues for the first nine months of 2006 are €4.6 billion, an increase of 20 percent on the same period in 2005. The company is now certain to exceed revenues of €6 billion for the first time this year, an increase of at least €800 million or 15 percent on 2005.

VP reports 29% rise

VP (Vibroplant) parent company of UK Forks, has reported first half revenues of £61.3 million, an increase of 29 percent on 2005. Operating income jumped by 56 percent to £8.77 million while profits before tax climbed by 42 percent to £7.8 million.

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POWERED ACCESS

- **Ken Scott**, executive chairman of Aberdeen based **Energy Cranes International** and Sparrows Offshore, passed away at his home on the morning of Friday 27th October 2006 after losing his battle with cancer. He was 55.
- **Peter Douglas** has been appointed as the commercial director for Nationwide Access, in addition to being general manager of the Skylift truck mounted business.
- **UpRight** has increased the warranty on its alloy tower products. The 10 years no quibble guarantee on joints remains, but the warranty on other items such as casters, hinges, catches and all other parts has been boosted from one year to three years.
- **Danielle Fabry**, (née-Ribiere) financial controller with Stime Manutention, the Grove dealer in France in the 70's, passed away on November 23rd after a three month fight with cancer.
- **SHV**, the Netherlands-based investment company of the Fentener van Vlissingen family, has increased its shareholding in crane company **Mammoet**, from 24.5 percent to 75 percent. The Van Seumeren family retains a 25 percent stake and **Roderik van Seumeren** continues as CEO.
- **Speedy Lifting**, has achieved full membership of the **Lifting Equipment Engineers Association** after passing an in-depth audit.
- Following the **AFI-UpLift** merger **Tony Havercroft** has been appointed as sales manager for **AFI Resale**.
- **Jonathan Hull** of **Genie** has been promoted to the position of UK sales manager while **Glynn Goodwin**, has been promoted to the new post of European used equipment sales manager.
- Italian scissor and boom producer, **Airo**, has appointed **Profflift** of Heimdal, as its distributor for Norway
- **Sarens**, has placed a €2 million order for heavy lift strand jacks with **Hydrospex** of Holland.
- **Morris material handling** has opened a new UK Northern regional service centre in Stockton on Tees.
- The **Tanfield group**, owner of **UpRight** and **Aerial**, is to raise a further £25 million to fund expansion of its aerial lift division.
- **Cob Stenham**, 74, non-executive chairman of the **Ashtead** group, died suddenly on October 22nd.
- **Pfaff Silberblau** the German based material handling producer and distributor has been acquired by **EQT**, a Swedish investment fund
- **Allan Chew** has rejoined **UpRight** powered access after an eight year sojourn with **Genie**.
- **Nacanco** the Spanish based, Italian-owned lift and handler rental group is opening three more depots in Italy.



Ken Scott



Tony Havercroft

- **City Lifting**, the UK crane hire company, has purchased most of the **Vanson** tower crane rental fleet.
- **Bill Lasky** departs **JLG** and is replaced by Charles L. Szews the CFO of Oshkosh truck.
- **Seamus Kane** and **Liam Fogarty** of **ALLMI** Ireland are the first trainers to gain the trainers card, qualifying them to conduct training for the ALLMI Slinger course.
- **Malcolm Bowers**, founder of Access rentals and AFI, now working with Lavendon, says he is planning to start a new business sometime in the new year.
- **Finning**, the **Caterpillar** dealer for the UK, has agreed to supply **R Hunt** with CAT brand telehandlers,
- **RK**, the Finnish rental group that includes Cramo-Cat Rental stores, has changed its name to **Cramo Plc**.
- **Certex** has opened a new regional distribution centre in Aberdeen, targeted at improving its lifting gear service to the offshore market.
- **Omme Lift** is preparing to start work on an extension to its production facility in Sdr Omme, which will almost double the usable covered space.
- **Panther Platform Rentals'** has opened its new national service centre in Luton, for the repair and refurbishment of aerial lifts.
- The **Powered Access Interest Group** of the CPA has called an extraordinary meeting to discuss the use of harnesses with boom lifts for December 18th.
- **Arjen Snijder** previously with HDW, has joined **Teupen** as assistant sales manager Europe focussing on the Scandinavian and Baltic markets.
- **Ramirent** has acquired **Mavex** in Sweden and **Lainaväline HS Oy**, including **VIP-Lift**, in Finland.
- **Haulotte** is sponsoring the Lisbon Dakar rally for the third time running, although this time it will not be entering a team.
- **Pyroban**, the explosion proofing specialist, has officially opened its new production facility in China
- **Manbat**, one of the UK's largest battery distributors, has appointed **Rhod Eaton** to head-up its special products division, which includes Access.
- Residents affected by the Battersea tower crane accident have formed an action group.
- **Oktopus UK** has appointed **Andrew Hinton-Shelly** to head up its crane division
- **Nationwide Skylift** has added six CTE badged Bizzocchi S-15 3.5 tonne truck mounted lifts to its fleet.
- **Ramirent**, the Finnish based rental group increased its sales for the first nine months to €352 million.

- **Harsco**, parent of **SGB** has acquired **Moldajes y Andamios** a leading façade scaffold and formwork company in Chile.
- **Alimak Hek**, one of the world's leading suppliers of mast climbing equipment, has opened its own facility in China.
- **IPAF** has appointed **Romina Vanzi** as its first representative for Spain and Portugal
- **UpRight International** the alloy scaffold tower producer, has appointed **John Nevin** as its general manager.
- **Demag Cranes** has increased revenues by 11.9 percent to €986.9 million for the nine months to September.
- **HBC-Radiomatic** dealer **Crane Care** has launched the new Quadrix remote control handset for cranes, in the UK.
- **Skylift Hire** of Limerick has appointed **Seamus O'Dwyer** as its financial controller
- **Morris Material Handling** has appointed **Raymond Hodson** as sales manager for the South.
- **The Platform Company** has expanded its refurbishment centre in Birmingham and opened a paint shop in Bristol.
- The **Haulotte group** was among 22 finalists for the Midcap trophies, which recognise strong fiscal performance for shareholders.
- **King Vehicle Engineering** which includes **SkyKing** and **King Trailer** has appointed **Richard Bryant** as group sales director.
- **Genie Europe** has appointed two new UK regional sales managers, **Joanna Claridge** who will cover the south of England and **Linda Betts** who will have responsibility for the North of England.
- **Vertikal.Net** had over **50,000** visitors in November with **1.5 million hits**, two all-time records.
- **Pon**, the largest shareholder in **Cramo Plc** the merged business of **RK** and **Cramo** has sold its 28.4% stake in the business.
- **Willi Liebherr** has received an honorary doctorate from the university Freiburg, Switzerland.



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Articulated Self propelled booms

C&a articulated booms

Articulated telescopic booms, particularly under 50ft, have been the boom of choice among European buyers of self propelled boom lifts, ever since they were introduced. Over the past few years this love affair has extended to larger booms and to other types of aerial work platform, including truck mounts and larger trailer lifts. It seems that the now widely used configuration of a sigma or telescopic riser plus telescopic top boom, has converted a good number of straight boom fans to the benefits of up and over reach.

Over the past few years, at least in Europe, the increasing availability and performance of articulated booms has largely consigned the straight boom to the 60 to 120ft height range and specific heavy duty applications. All of the smallest booms and increasingly the largest boom lifts are now articulated while 60 and 80ft applications, once the exclusive domain of the straight boom, are also succumbing to the charms of articulation.

45ft still the most popular

The most popular articulating booms by far are the 45ft (13m) platform height models. More boom lifts of this size are sold in Europe than almost all of the other heights added together. Time was when all booms in this sector were about the same - 45ft platform height. The occasional maverick producer would go to 46ft, but that was about it. Any more and your product would have been in no-mans-land, neither fish nor fowl - stuck between the 45ft and 60ft models. Not only would no-one pay for the extra height, but you could not even give it away. At one time in the UK users would simply call the rental company and ask for "a Genie 45". As lift users have become more knowledgeable this has started to change, with many appreciating the more subtle features of different machines.

Chart 1: 50ft class articulated booms

| Manufacturer Model | Nifty HR17 | Snorkel AB50J | Haulotte HA18PX | Iteco IT150DE | Haulotte HA18SPX | Genie Z-51/30JRT | Manitou 180ATJ | JLG 510AJ | Nifty HR18 |
|--------------------|------------|---------------|-----------------|---------------|------------------|------------------|----------------|-----------|------------|
| Platform Ht | 15.2m | 15.2m | 15.30m | 15.3m | 15.30m | 15.62m | 15.65m | 15.80m | 16.0m |
| Outreach | 9.1m | 8.5m | 10.0m | 10.1m | 10.0m | 9.25m | 10.1m | 9.48m | 9.5m |
| O/A Width | 2.0m | 2.3m | 2.30m | 1.8m | 2.25m | 2.29m | 2.3m | 2.26m | 2.48m |
| O/A Length | 6.0m | 6.4m | 7.60m | 7.7m | 7.60m | 7.50m | 7.7m | 7.68m | 7.08m |
| GVW | 6,140kg | 7,795kg | 8,120kg | 10,000kg | 7,500kg | 7,213kg | 8,090kg | 7,300kg | 6,850kg |
| Jib | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Articulation | 150° | 145° | 140° | 150° | 140° | 135° | 140° | 145° | 130° |
| Platform size | 180x0.70 | 183x0.76 | 180x0.80 | 180x80 | 180x0.80 | 180x0.76 | 180x0.80 | 183x0.76 | 150x120 |
| Lift capacity | 225kg | 227kg | 230kg | 220kg | 230kg | 227kg | 230kg | 230kg | 300kg |
| Transport L | 6.0m | 6.4m | 5.9m | 7.7m | 5.8m | 7.5m | 5.77m | 7.68m | 7.08m |



Applications for the largest articulated booms include large industrial plant maintenance and construction

One of the changes slowly creeping in is a shift from the 45ft boom market upwards by as much as 8ft. There are now at least 10 different models of articulating boom with platform heights in the 50 to 53ft range. We compare nine of them in Chart 1, below.

This new class of boom with its 17 to 18 metres working height is providing a positive contribution to manufacturer's bottom lines. Price premiums over similarly spec'd 45ft units range from €2,000 to £2,000, while the additional material and labour cost is minimal. However this is one of those win win deals, with the savvy rental company able to achieve better rates for the extra couple of metres, providing a rapid pay back on the additional cost. At the same time many end users are

benefiting, especially on jobs where 45ft lifts are marginally too short, they no longer have to migrate to the extra cost of a 60ft boom.

Now that the 51's are gaining in popularity one wonders if manufacturers will start stretching their 60's into 70's? After all the 76ft work height was once a popular size in the straight boom market. You can be sure that at least one or two manufacturers have looked into the possibilities.

So what's new or on the way?

The pace of articulated boom product development has picked up in the past year or so and while it can hardly be described as 'scorching' a good number of new products have been launched this year with several more on the way.

articulated booms C&a

Looking at smaller articulating booms the big news so far for 2007 is that Genie, will introduce its long awaited 40ft boom at the ARA and Bauma in the spring. We are told that the battery powered Z-40/23N will be based on the structure of the Z45/25 with an all new steering geometry, light weight, compact dimensions and AC drive technology. How this machine turns out will be of great interest. Genie has long threatened to introduce a boom to compete with the Nifty Height Rider HR12N and the UpRight AB38N, highly popular models in Europe. In order to go head to head with these units requires a machine with a gross weight in the region of

3,000 to 3,500kgs, an overall width of 1.5 metres and an overall length of around four metres. Not to mention of course a very attractive price in comparison to the company's narrow aisle 30/34's or 45's.

Alternatively the new Genie might have more in common with the JLG 400An range. While this size of boom sells well in North America, it has not been a star performer here in Europe, due to its high gross weight and pricing levels too close to 45ft models. For the new Genie to succeed in the UK, it will need to have some significant performance advantages to the Nifty and UpRight products or carry a significantly lower price tag to the Z45 or preferably both. Either way we will know soon enough which path Genie has decided to take with its new boom. If the Z40/23N, as has been suggested, shares components with the Z45/25 it might also be a candidate for European production.

The Niftylift HR12-4x4 takes the popular machine into rough terrain applications and improves its aesthetics

Genie has said that it will begin assembling the Z-45 and Z-51 booms at its telehandler facility in Perugia, Italy. The company's first ever European production line will start turning out product by the start of the second quarter 2007.

Nifty which leads the small boom sector in the UK, introduced a rough terrain version of its popular HR12N earlier this year. The original Nifty HR12 was weak when it came to gradeability, the later Bi Energy version significantly improved on this, although it's off road - steep slope capability can hardly be called impressive and is not among the reasons buyers like this machine. The new HR12-4x4 changes all that. Available in Electric, Diesel or Bi-Energy formats, it can now demolish steep slopes and loading ramps. Its four wheel drive and extra ground clearance as well as its light weight makes soft muddy conditions a pleasure, rather than an obstacle to skirt around. The new model weighs in at 3,300kgs and is a touch wider than the standard 'N' at 1.6 metres. Finally the new engine cover gives the gawky looking HR12 a more attractive and rugged look, although it will still not win many beauty contests.



Larger retail applications such as cleaning and repair are ideal for 35 to 45 ft articulating booms - note the tyre covers.





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A TEREX COMPANY



A number of booms can tuck their jibs under to reduce transport length

French curves and bulges

If attractive lines are your thing, very few lifts can match the voluptuous shapes of Manitou's two rough terrain articulated booms. The company's 160 and 180ATJ, now in their second year, are beginning to win a share of the market, particularly in the UK where Russon Access has helped boost the company's sales to the rental sector. Manitou's latest articulating boom models are not nearly as curvaceous, but the range of electric powered machines, offer platform heights of 32ft, 43ft and 49ft. The three models utilise two chassis widths to create a five model line up. The 32ft -120AETJ

has a choice of 1.2 or 1.5 metres overall width, the 150AETJ -1.5 or 1.76 metres, while the 170AETJ is 1.75 metres wide. The lifts boast some excellent outreach, topping out at over nine metres on the 170. The narrow, or 'C' versions, of the lower two units also offer a rotating jib which the company calls '3D'. The downside is that all five variants are heavy ranging from 6,550 to nearly 7,000kgs.

How do they do it?

Moving up the height chart, Niftylift is planning to launch a narrow, 1.5 metre wide Bi-Energy version of its 15 metre platform height HR17 boom in the spring along with an HR21 Bi-Energy, weighing 6,100kgs and offering over 12 metres of outreach. At least six orders have already been received from customers in Holland for the 21 metre model which was announced at Hoogwerker Dagen in September. Nifty has in recent years managed to pull off some surprising design feats on larger articulated booms that have often gone largely unnoticed, with combinations of greater outreach, narrower widths and lighter weight. How it manages this apparent paradox, remains a mystery, when questioned all you get is some mumbling about lighter boom technology and from majority shareholder, Roger Bowden, a smile and a twinkle in the eye.

Nifty's latest boom lift follows a different approach; the HR18 was designed originally as a special product for a leading steel erector. As such it is heavier, wider, sports a beefy riser and an unusual 1.5 metre by 1.2 metre - almost square - platform that offers 300 kgs of lifting capacity. The aim of the new machine was to create an articulated boom that offers the performance characteristics of a straight boom, which are the lift of choice for steel erecting. Nifty says that the specials have proved so popular that the company has decided to add the HR18 to its standard product line.

Long life prototype

At Intermat this May Iteco, showed of a new 15 metre articulated Bi-Energy boom, in prototype format, the IT150DE. This is by no means the first Iteco boom lift, but probably it's most important. The company failed to make a real success with any of its previous boom lift introductions, whilst a fair number of its scissor lifts have sold in volume over the years.

The design of this new machine has some strong features, with over 10 metres outreach from a 1.8 metre overall width, beefy sigma riser configuration and a rotating jib. The downside is that this Bi-Energy unit weighs in at over 10 tonnes.

The company is struggling with battery life in its test programme, possibly due to its excessive weight. It may have to drop the hydrostatic drive system in favour of direct electric drive. Given that weight usually also reflects cost, it might be that Iteco can simply not afford to build this model as it is. The prototype is now very well travelled having visited a number of exhibitions all over Europe, but so far it is still a prototype.

New models from Snorkel

Snorkel is another producer looking to gain a bigger share of the articulated boom market. The company has made tremendous progress since its remnants were acquired by Elwood Holdings in 2003. However the renewed business has been built on the back of the company's straight telescopic booms which always had a strong reputation. More recently Snorkel has reopened a facility to step up electric scissor lift production, we also understand that is working on at least two new articulated booms although the company would not confirm this. The Snorkel UNO41 is ancient and long overdue for replacement, its AB50J, a more recent offering, is now coming into its own as the

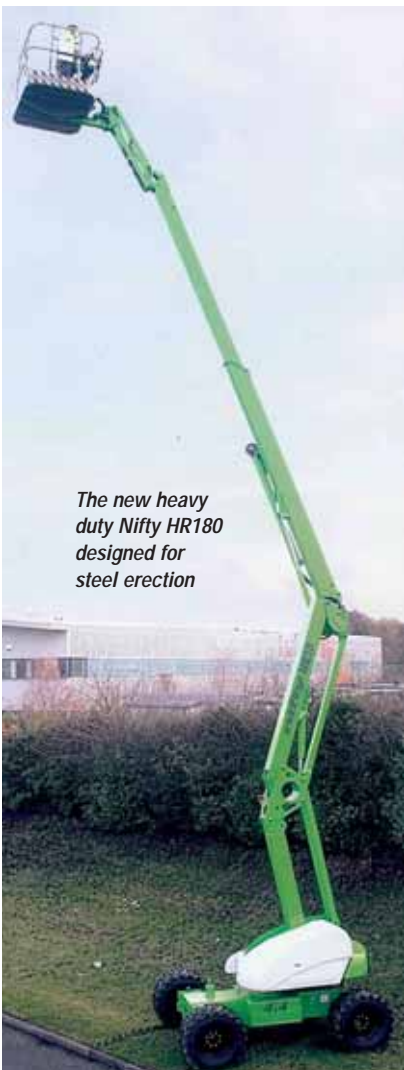


The Snorkel AB50J, its newest articulated boom has simpler, more reliable controls

market moves up from 45ft. The re-engineering and simplification of its control system has turned a machine with a poor reputation for reliability into a strong performer that many buyers are just beginning to discover. The AB60J loved by those who own them, is beginning to show its age, and could do with an update. As with Haulotte booms in the 60ft range, the Snorkel uses a single stage riser, which limits up and over reach but provides up to two metres more outreach.

Back from the grave

Since the purchase of UpRight powered access by Tanfield earlier this year, the company has announced that it plans to reintroduce the larger UpRight boom lifts, this includes the AB46 and AB62 ranges. Both products were strong performers by the time UpRight ceased production with the closure of its American plants. The 46 would need updating and restyling while the 62 would require less of a facelift. Tanfield are not yet ready to commit to any timescale for any re-introduction.



The new heavy duty Nifty HR180 designed for steel erection



The UpRight AB62RT may be set to make a comeback

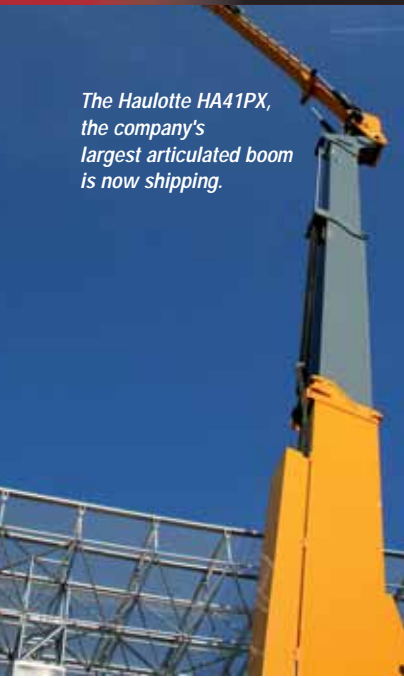
articulated booms C&a

Chart 2: Articulated booms 125ft and over

| Make model | Haulotte HA41PX | JLG 1250AJP | Genie Z135/70 | JLG 150HAX |
|------------------|-----------------|-------------|---------------|------------|
| Platform height | 39m | 38.1m | 41.15m | 45.72m |
| Max outreach* | 19.20m | 19.25m | 18.13m | 22.16m |
| Up & Over height | 16.5m | 18.44m | 23.01m | 24.38m |
| Working width | 2.53m | 3.81m | 3.94m | 5.49m |
| Transport width | 2.53m | 2.49m | 2.46m | 3.51m |
| Transport length | 12.5m | 11/46m | 12.93m | 12.01m |
| Gross weight | 22,500kgs | 19,960kgs | 20,366kgs | 25,855kgs |
| Lift capacity | 230kg | 230kg | 272kg | 230kg |

* With riser extended

The Haulotte HA41PX, the company's largest articulated boom is now shipping.



machines differ significantly is the working width and gross weight. Haulotte has elected to go with a fixed overall width of 2.53 metres which dictates a gross weight of 22,500 kgs. Compared to JLG's telescopic axles which extend to 3.81 metres for work but which provides a lower Gross weight at just under 20,000kgs and a slighter narrower transport width.

With the general trend away from the complexities of extending axles, many users will find the more compact (in work mode) and slightly higher Haulotte an attractive proposition.

The Genie, while bearing some resemblance to the other two

possibilities within the working envelope. It doesn't stop there either; the split chassis opens up into a cruciform shape reducing the wheelbase and expanding the machines width into a squarer base. The advantage is a higher unrestricted lift capacity with a lower gross weight. The Genie has sold in surprisingly large numbers, at least in Europe. Its success, unusual for such a large lift, has possibly created a temporary over capacity for such products. If so this may limit the expected take up for the new Haulotte?

The very top end has become more rarefied

At the very top of charts for working height is the aging JLG 150HAX, clearly a machine from a different era. This model, introduced in the 1990's has gone largely unchallenged, although Italian producer Basket did build a few of its 46 and 48 metre boom lifts. With the demise of this company earlier this year it is unlikely that the new company, Platform Basket, will re-introduce these Behemoths.

So what does the future offer for self propelled boom lifts with work heights in the 50 metre range? At present no company will admit to

The big up and overs

Closer to the top of the tree Haulotte has started shipping its new 39 metre HA41PX articulated boom. The new model features a three section telescopic riser plus a three section top boom and articulating jib. The combination provides up to 19.2 metres of outreach at 16.5 metres up and over height.

The new product goes head to head with the JLG 1250 AJP-Ultra Boom, and comes close to many of the performance characteristics of the larger Genie Z135/70. Compared to the JLG, Haulotte offers almost a metre more working height, similar outreach and unrestricted lift capacity, and a very similar lift mechanism configuration. Where the two



JLG is not planning new booms for the next 12 months, but is working on user friendly features such as better baskets.

products in terms of outreach and transport dimensions could not be more different. It employs a four section telescopic riser, with a two section main boom and long two section articulated jib for a wholly different range of

The HA41PX features a three section riser, three section boom and articulating jib



The Genie 135/70 boom configuration offers some interesting new reach potential

be working on such a machine. After all the benefits of being self propelled at this height are limited. Particularly as truck mounted booms have become more compact and more sophisticated. 50 metres is now a modest height in the truck mounted world, while still a challenge for self propelled. If the market for big oil platforms picks up and the buoyant lift market continues, one of the manufacturers will eventually find the prestige of building the largest self propelled lift too alluring.

If we were to put money on which one it might be... it would be on Haulotte, but don't hold your breath.

Fixing the light

The Souter Lighthouse in Tyne & Wear was the world's first working electric lighthouse. It was built to protect ships from the treacherous rocks at Whitburn Steel which has one of the greatest concentrations of shipwrecks in the British Isles.

While the lighthouse is no longer functional the building is maintained to a high standard by the National Trust. When the time came to carry out routine external checks and repairs to the light and paint work, it contacted the Newcastle branch of the Platform Company to provide an efficient access solution. The company supplied one of its new Genie Z60-34 articulated booms. The lifts geometry and 1.8 metre jib proved ideal for reaching all of the contours of the lighthouse.



The Platform Company supplied a Genie Z60/34 articulated boom to carry out work on the Souter lighthouse

Big booms assist carbon plant

Bechtel is nearing completion of the Mosjøen Carbon Plant Project, roughly 1,000km north of Oslo in Norway. Located in the tiny town of Mosjøen, the plant will be the largest single paste train/paste plant in the world and will supply baked anodes to Alcoa's Fjardaal smelter in Iceland and its Elkem smelter in Mosjøen.

Local rental company Odd Olsrud supported by Riwal Scandinavia, has supplied more than 60 boom lifts and a large number of scissors. High-rise steel construction began in March with the highest point for cladding being 48 metres. Among the articulated booms on site are the JLG 1250AJP and the 46 metre 150HAX all of which have been shipped in from Riwal in Denmark.

A Riwal 1250AJP at work at the Mosjøen plant, not exactly using its maximum work height



A Genie 135/70 at Mosjøen, using its outreach to reach an awkward spot. A 26m Riwal Liftflux scissor lift is in the foreground.



Booms with outriggers

Matilsa is one of the few producers that offers its articulated boom lifts with optional levelling outriggers. The jacks can be used on slopes to level up the machine



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2006 Hire Rates Survey

It is that time of year again when we survey crane, powered access and telehandler rental companies on how rental rates have fared over the past 12 months and how they might develop over the next 12. As might be expected this years data suggests a solid although modest improvement.

Obtaining input from hire companies, has as usual obtaining this information has not been easy, this year though the access companies have been the worst offenders, while crane hirers were far more forthcoming than last year. Overall the UK and Irish rental markets that we cover are at an interesting stage, particularly in the UK, where business has generally improved across the board, but rates are still relatively low. The net effect is that those companies that run a tight ship are doing very well, while those who don't are struggling. It looks as though the days when a busy period generated profits fat enough to paper over sloppy business practices and waste are long gone.



crane rates

● Reduced ● Stayed the same ● Increased

Fig 1. Crane hire rates over the past 12 months

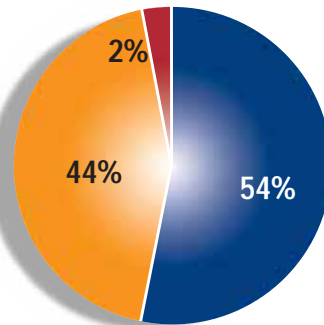
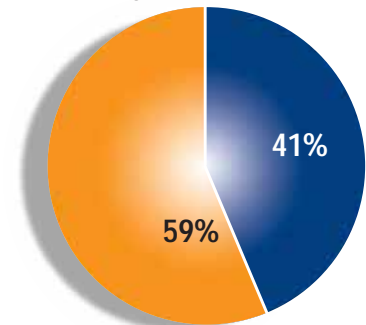


Fig 2. Crane hire rates during the next 12 months



Comment: This is a dramatically different picture from last year's survey which came just as rates had seemingly gone through the floor after what had been a good start to the year. That drop did not last and while twice as many respondents this year said that rates had increased, the general feeling from the survey responses indicates a more positive trend than the numbers suggest.

When it comes to 2007, the outlook is very much more solid, with all of our respondents certain that rates would either stay the same or increase. Last year a full 30 percent thought that rates would go down in 2006 and only 20 percent thought they would rise. The few wise men!

● Reduced ● Stayed the same ● Increased

Fig 3. Crane fleet size over the past 12 months

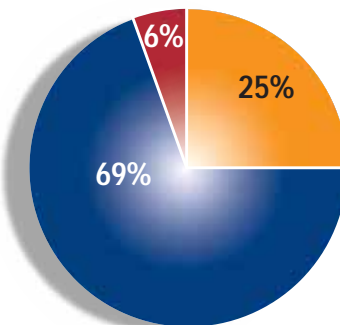
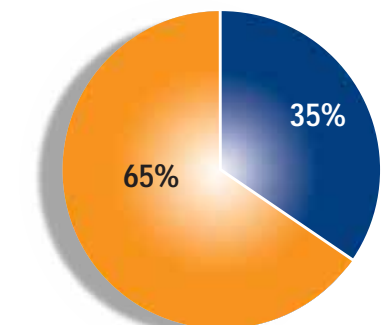


Fig 4. Crane fleet size during the next 12 months



Comment: In last years survey a full 30 percent of crane companies expected to reduce their fleets in 2006, in the end only six percent have said that they actually did so. At the other end of the scale, only 20 percent said last year that they planned any expansion, and yet 12 months later nearly 70 percent of the companies claimed to have increased their fleets. So much for planning! Looking at 2007 companies are clearly more optimistic as you might expect, not one respondent said they were planning to reduce their fleets in 2007. Most appear happy to consolidate their current position and reap some benefits. With lead times increasingly out into 2008, this may well be a forecast that comes true.



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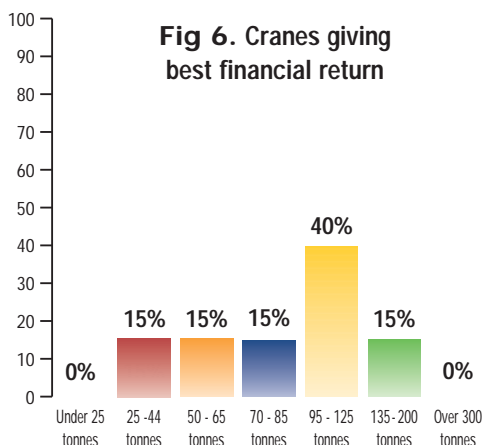
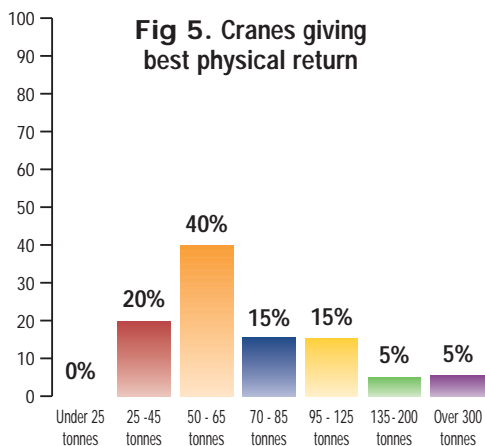
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Comment: This aspect of our survey suggests a rare shift in which cranes give the best return. Last year there was no doubt about it, 70 to 85 tonners were clearly identified as the best for both physical and financial utilisation. Clearly these units benefited the least from the improving market, with the 50-65 tonne range now most in demand and the 95 to 125 tonne cranes giving the best return. This might be down to the fact that the UK fleet now has an increasing number of four and five axle long boom 100 tonne taxi cranes that can handle work previously requiring larger models?

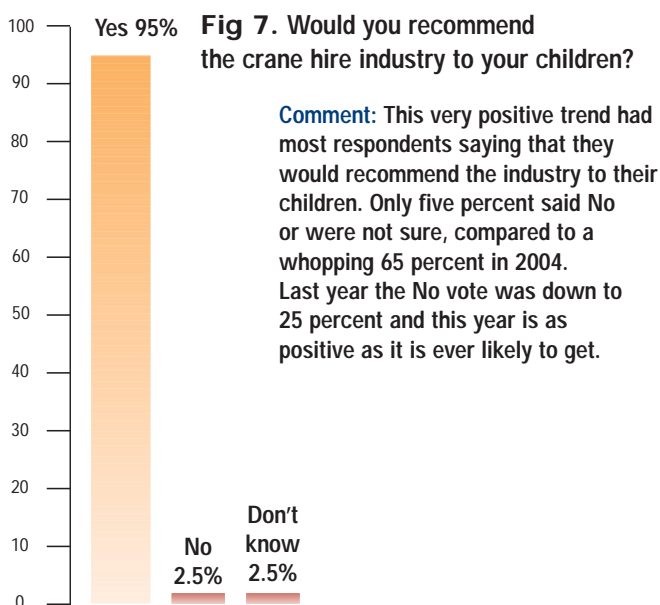


Fig 8. Average crane rates

| Capacity | Lowest | Highest | Average |
|-------------------|--------|---------|---------|
| Under 25 tonnes | £240 | £320 | £298 |
| 25 to 45 tonnes | £320 | £450 | £390 |
| 50 to 65 tonnes | £360 | £650 | £525 |
| 70 to 85 tonnes | £550 | £770 | £685 |
| 95 to 125 tonnes | £900 | £1,100 | £988 |
| 135 to 200 tonnes | £1,700 | £1850 | £1,750 |
| Over 200 tonnes | £2,070 | £2,250 | £2,155 |

Comment: This year we have moved to a daily hire rate after several years of publishing a weekly rate, this is more in tune with industry practice. It does though make it difficult to make a meaningful comparison with last year. For the categories where it is possible, the input suggests that most rates have not changed that much year on year in spite of all the gloom and doom.

Other cranes Rate per week

| | | | |
|---------------|------|------|------|
| Mini cranes | £445 | £850 | £532 |
| Self erectors | £500 | £750 | £591 |

Euro inputs converted to sterling at €1.45 = £1

Comment: The rate input this year is very confusing; on the one hand many rates were up around 10 percent on average. However the lowest rates for 50 to 65 and 70 to 85 tonners were down by almost 20 percent, while the highest rates charged remained stable or nudged upwards. Given that the lowest and highest are attributed to single respondents, we cannot read too much into them. Average rates were up by 10 to 15 percent for smaller cranes, but down about five percent in the mid range.

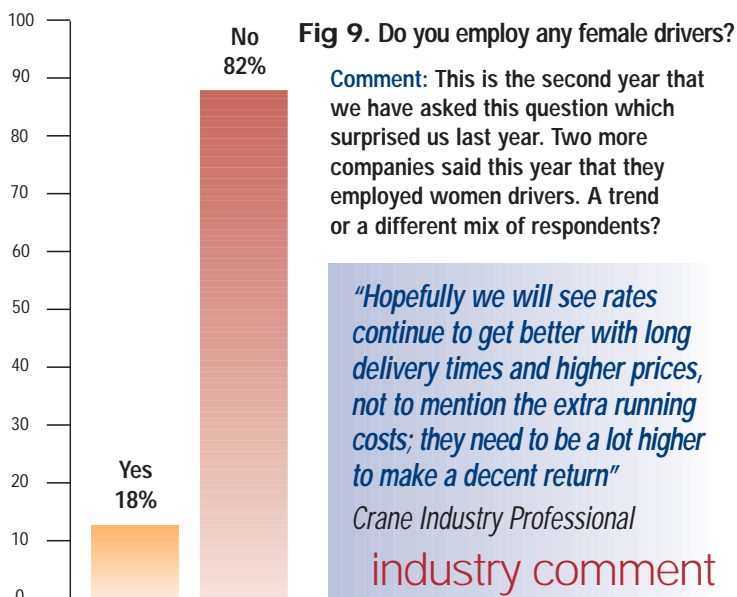


Fig 10. What Percentage of your lifts are

| | Lowest | Highest | Average |
|-----------------|--------|---------|---------|
| Pure crane hire | 55% | 95% | 74% |
| Contract Lift | 10% | 45% | 16% |

Comment: The results of this year's survey suggest that rather than contract lift growing in popularity as hoped by the HSE, there has been a reversal with most mobile crane hirers reporting a fall in contract lifts as a percentage of their business.

"On the crane rental hire we feel the hire rates will stay static. This is due to the 'one man bands' and very small companies trying to make a living and undercutting everyone else".

Crane Industry Professional

industry comment



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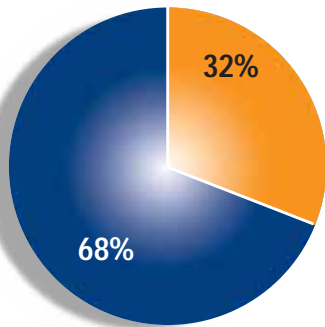
access rates

This year was even harder to bring the information in, possibly because most companies are busy and far fewer had the desire to condemn rate cutters, a general sign that times are good. While most respondents reported stable or rising rates, our averages of all inputs indicates that nine of the 26 self-propelled categories experienced lower rates than in 2005, while 17 increased. If our numbers are accurate a number of niche categories saw significantly improved rates in 2006. We found that with more respondents joining the survey, and the larger population of big machines in the UK and Ireland, some of the bands (such as diesel scissors over 14 metres) are now too wide to be meaningful. After all there is a huge difference between a 15 metre and a 26 metre scissor. This will be corrected in the 2007 survey.



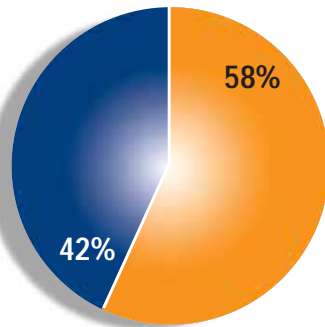
● Reduced ● Stayed the same ● Increased

Access rental rates Over past 12 months



Comment: This is a surprising result, given that overall, rates are without doubt better this year. The number of respondents who thought that there had been no increase, rose from only 6 percent last year to a massive 32 percent this year

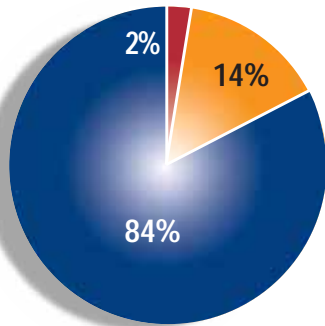
Access rental rates Over next 12 months



Comment: For the second year running no one expects rates to come down in the year ahead, but only 42 percent feel that they will increase, compared to 78 percent last year. This in spite of the fact that most agree that rates are still too low.

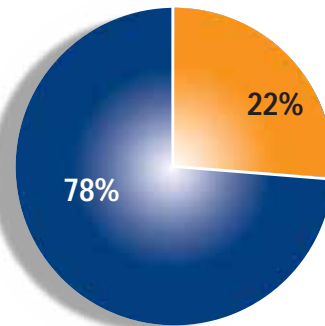
● Reduced ● Stayed the same ● Increased

Access fleet sizes during past 12 months



Comment: The number of companies that increased their fleets in the year increased from 78 percent to 84 percent, while those reducing their fleets dropped in half. At the end of 2005 92 percent of companies had expected to increase their fleets in 2006. All in all the numbers reflect a positive and stable market.

Access fleet sizes during next 12 months



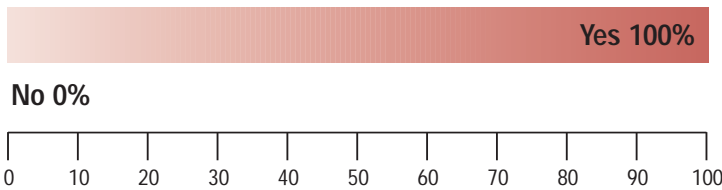
Comment: We could not work this one out. There is no doubt that respondents are clearly feeling more positive about the market than at this time last year and yet almost a quarter of those surveyed do not expect their fleets to be larger in 12 months time. This might be driven by long lead times for new machines or a desire to consolidate in the face of economic uncertainties.

Best Utilisation rates: 1 = best 10= worst

| Category | Best Physical Utilisation | Best Financial Return |
|---------------------------|---------------------------|-----------------------|
| Small Electric scissors | 1 | 1 |
| Big Electric scissors | 4 | 6 |
| Compact diesel scissors | 10 | 7 |
| Big Diesel scissors | 3 | 10 |
| Small electric booms | 5 | 3 |
| 45ft articulated booms | 2 | 4 |
| Big articulated booms | 6 | 8 |
| Straight telescopic booms | 7 | 9 |
| Trailer lifts | 9 | 5 |
| Mast booms | 8 | 2 |

Comment: Small electric scissors remain the best lifts, both in terms of physical and financial utilisation, while 45ft booms are a close runner up. After that there are a fair few changes. Compact diesel scissors are now the worst for physical utilisation while Big diesel scissors claim this honour for financial return. A dark horse to watch out for is the mast boom. Last years 'dog' in terms of physical utilisation moved up a couple of spots and came in second where financial utilisation is concerned. Straight telescopes slipped further, in spite of anecdotal evidence that the sector is improving.

Would you recommend the access industry to your children?



Comment: For the second year running all of our respondents said yes, to put this in perspective back in 2004 some 20 percent said No.

industry comment

It appears that every time rates improve and stabilise, new companies coming into the area feel the need to 'buy' some business by flooding the area with cheap rates

Access Professional

Although business levels have increased for all concerned in Q3, there are companies in the market place that continue to offer 'suicidal rates' negotiated at a local level. Until these unprofessional organizations recognise they are cutting their own profit margins, the market will continue to suffer

Access Professional

“ industry comments

“If we are to continue to provide a safe access solution to our industry we must charge a hire rate that is relative to the life time cost of the product.”

Access professional

“The Rental Business has stayed very strong over the last 12 months. There have been a few dips in and around holiday times, but nothing that would make us question our strategy that further investment in our fleet at this time is prudent. We have also seen a significant and steady growth in rates. We have a first-rate pricing structure with regards to recharging damage and repairs to customer, we make sure that there is a fair margin on what we bill out, without being greedy and exploiting our customers. We have a hard-line approach towards debtor days and we monitor higher risk customer on a weekly basis, our customers welcome this approach on the whole, steady cash flow equals funds available to expand the fleet.”

Access professional

“Our rates are pretty much the same as they were last year, our finance guy does not want us to say more than that.”

Access professional

“The market has improved and many of the worst cowboys have discovered what happens when all you do is cut rates, there are still a few out there though that seem to forget that making a fair profit is what it's all about.”

Access professional

“General improvement with the exception of hirers who are underwritten by a certain European manufacturer.”

Access professional

“I think the rates have strengthened during the last 12 months with a general improvement all round. Looking into next year, I think that the rates will remain stable at these improved levels but, I am unsure at this time whether they will increase again short term due to the large orders placed with manufacturers.”

Access professional

“The access business to us appears to be growing, catalysed by the Work at Height regulations. We are new to the industry and so far, so good!”

Access professional

We seem to be getting better as an industry, the recent consolidation and the demise of yet another significant player can only be good for the well run stronger companies to prosper. It still baffles me why some companies need to do silly things on rates, but then again the industry does still employ idiots who just don't get it, and they will know who they are won't they Mike!!!!

There has never been a better time to maximise your return, health and safety and the sheer amount of work means everyone should be smiling right now - but still some have a glum look (don't they Mike!!!!)

Access professional



Average weekly access rental rates

| Category | Lowest | Highest | Average |
|------------------------------|--------|---------|---------|
| Electric scissors | | | |
| 5 metres and under | £95 | £140 | £111 |
| 6 metres (19/20ft) | £90 | £205 | £118 |
| 8 metres (26ft) | £110 | £230 | £146 |
| 10m compact (32ft narrow) | £120 | £255 | £152 |
| Over 10 metres | £200 | £375 | £224 |
| Diesel / BE scissors | | | |
| 8-10 metres | £145 | £340 | £186 |
| 10-14 metres | £180 | £280 | £220 |
| Over 14 metres* | £230 | £350 | £275 |
| Electric booms | | | |
| Under 11 metres | £200 | £230 | £221 |
| 10 -14 metres (32-40ft) | £220 | £350 | £258 |
| 14 metres (45ft plus) | £240 | £350 | £297 |
| Mast booms | | | |
| 6 metres | £100 | £235 | £162 |
| 8 metres | £210 | £330 | £253 |
| RT articulating booms | | | |
| 15-16 metres (45/51ft) | £210 | £350 | £252 |
| 20-23 metres (60/70ft) | £330 | £425 | £344 |
| 24-26 metres (80/85ft) | £535 | £550 | £543 |
| Over 26 metres | £1,125 | £1,210 | £1,175 |
| Straight Booms | | | |
| Under 17 metres(40ft) | £210 | £250 | £228 |
| 20-23 metres (60/70ft) | £330 | £350 | £343 |
| 24-26 metres (80/86ft) | £550 | £570 | £556 |
| Over 27 metres | £1,100 | £1,300 | £1,139 |
| Trailer Lifts | | | |
| 12/13 metres (30/36ft) | £170 | £299 | £217 |
| 17 metres (50ft) | £265 | £448 | £349 |
| Over 20 metres | £515 | £850 | £586 |
| Spiders | | | |
| 12-13 metres | £365 | £380 | £370 |
| 14-17 metres | £460 | £590 | £521 |
| Over 26 metres | £1,360 | £1,570 | £1,425 |

*Band too wide, some entries rejected.

Average truck mounted rates

| Truck mount - daily rate | Low | High | Average |
|--------------------------|------|------|---------|
| Under 22 metres | £350 | £575 | £522 |
| 20-35m (7.5 tonne) | £460 | £550 | £490 |
| 36m - 45 metres | £650 | £795 | £738 |
| Van mounted - weekly | Low | High | Average |
| All types | £300 | £360 | £315 |



"My crystal ball has stopped working! however I feel that generally the big boys will decrease the rates but we will stay the same and look for the opportunity to increase rates on some specific machines. We only have a fleet of around 70 but this will increase slightly in the next 12 months."

Access professional



**a merry christmas
to all our customers**



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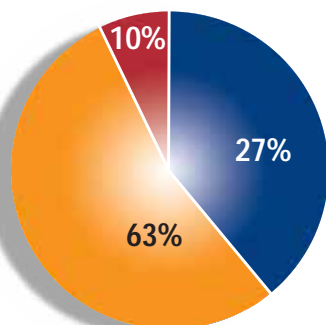
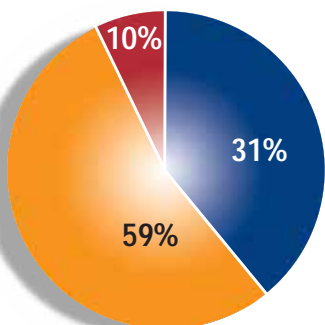
telescopic handlers

This is the second time that we have included telehandlers in our annual rate survey. It is quite clear that this is a business with far more stable rates than cranes or powered access. Some would say that is down to the fact that the returns are already modest so they do not have far to go. However a good deal must also be linked to the type of companies competing for business in this market. They are mostly large general and plant hire companies, such as Hewden, VP, A-Plant and GE capital



Fig 19. Telehandler rates in past 12 months

Fig 20. Telehandler rates in next 12 months



This is drastically different from last year when a whopping 90 percent of respondents said that rates had increased. However it is pretty much as most people expected, 60 percent last year thought that rates would be static in 2006. As for 2007, given the input on 2006, it is surprising that the "stay the same" percentage is not higher than it is.

Fig 21. Best utilization rates 1=best 6=worst

| Utilisation | Best Physical Utilisation | Best Return on Investment |
|-------------|---------------------------|---------------------------|
| Under 10m | 6 | 5 |
| 10 - 12.5 | 1 | 6 |
| 13 - 15.5m | 3 | 4 |
| 16m plus | 5 | 3 |
| 360° models | | |
| Up to 20m | 2 | 1 |
| Over 20m | 4 | 2 |

Comment: This years input on this subject was far more consistent than last years, but we still see some significant variances between different companies. This must be related to what machines each company have. One thing that did shine through is that the 360 degree models provide are in high demand.

"360 degree telehandlers have been subject to some crazy rates this year. We have tended not to get involved when rates get silly, and our utilisation has suffered as a direct result."

Rental professional

"A lot will depend on what happens with the housing market next year, medium sized housing developments are our biggest customer base and this year it has not been bad in the areas we cover."

Rental professional

Fig 22. Average rates for Telescopic handlers

| Type Fixed frame | Lowest | Highest | Average |
|--------------------|--------|---------|---------|
| Under 10m | 180 | 220 | 196 |
| 10 - 12.5 | 225 | 286 | 253 |
| 13 - 15.5m | 277 | 305 | 299 |
| 16m plus | 380 | 475 | 436 |
| 360° models | | | |
| Up to 20m | 325 | 710 | 631 |
| Over 20m | 1,100 | 1,250 | 1,201 |

The spread between the highest and the lowest rates was a good deal greater than last year, although still very consistent compared to access. The averages this year suggest that, with the exception of units under 10 metres, the industry overall saw a three to five percent improvement in 2006.



industry comments

"We have found the rates to be as we expected and utilisation has remained high at those rates."

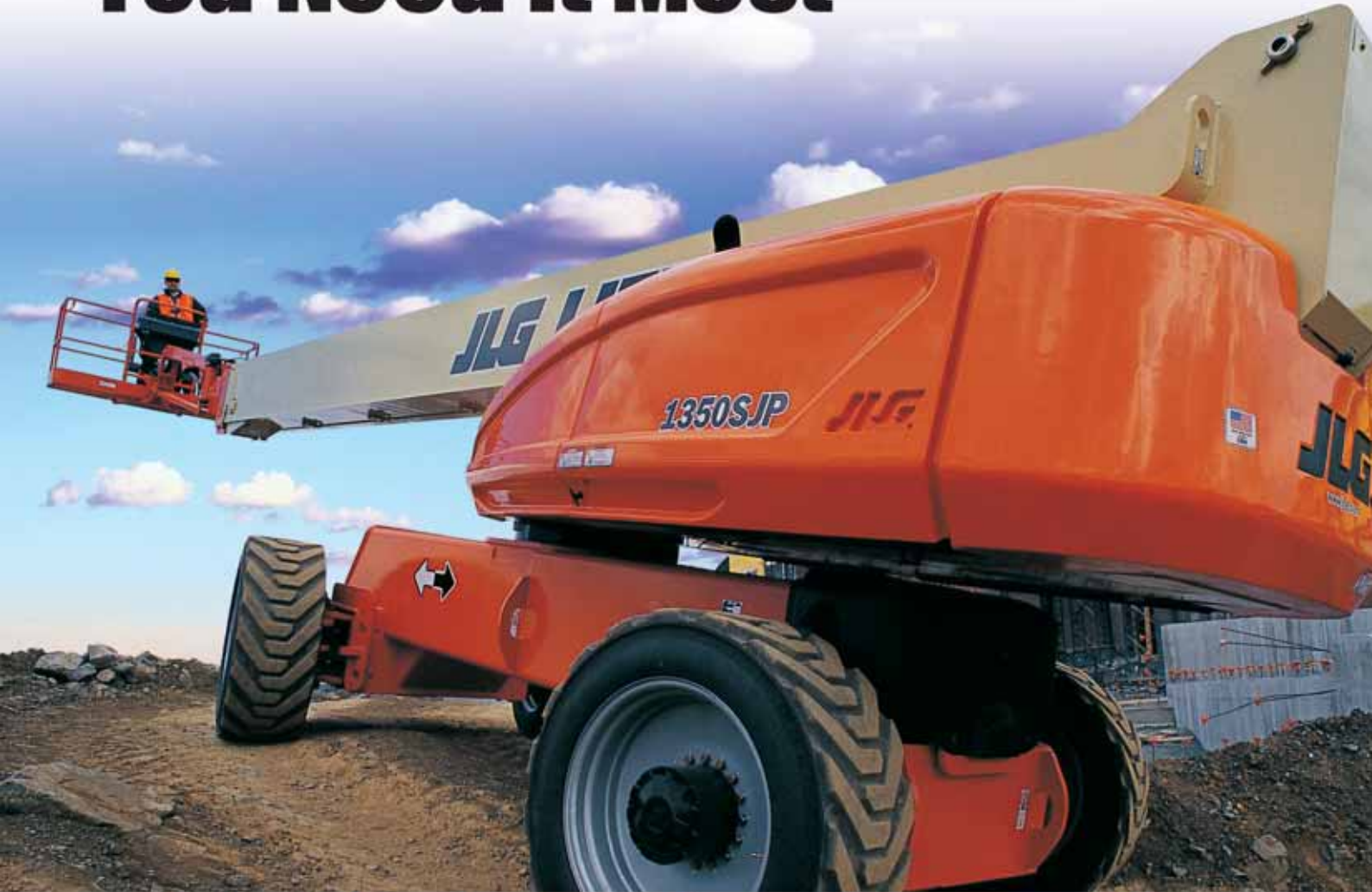
Rental professional

"National agreements are beginning to make an impact on the rates, while you know exactly where you stand and they don't leave much chance for any increases."

Rental professional

"At the start of the year volumes were tight and some reacted by dropping rates, in cases to suicidal levels, to maintain utilisation. It is easy to reduce rates but more difficult to increase them. This against a backdrop of increasing manufacturer prices, but whilst residual values continue to hold up well, it is difficult to foresee any major change."

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Grab it while you can

Ever since the widespread growth of the lorry loader crane during the late 1960's, more and more attachments have been introduced to optimise the lifting and loading process. The continually improved specification of the latest knuckle boom lorry loaders means that they are capable of lifting heavier loads further than ever before. Specific attachments also significantly improve the flexibility and utilisation of the loader crane as well as improving safety.

Although there is a vast array of attachments - almost one for every application imaginable - the most popular in the UK are the clamshell buckets and brick/block grabs. But the list is endless with pallet/crane forks, wallboard forks, polyp grabs, timber and log grabs, augers and kerbstone placers to name but a few, as well as the specialist attachments for specific industries such as rail and forestry.

There are several reasons driving the growth of attachments. Firstly legislation is forcing the increased use of mechanized lifting. Secondly, with materials supply now a global

business, packaging is generally standardized and geared towards unloading with a specific type of attachment. And finally, the huge growth in lorry loader sales over the last few years continues apace.

50,000 articulated cranes a year

Estimates suggest that more than 50,000 articulated loader cranes were sold worldwide in 2005. Reports suggest that this will increase by around a further seven percent this year and looks set to continue into 2007. The UK and Ireland is an important market possibly taking up to 10 percent of the worldwide total this year.



The 500 litre clam shell bucket is the most popular in the UK.



Specific attachments optimise the performance and utilisation of the loader crane as well as improving safety.

All the leading lorry loader manufacturers - Palfinger, Hiab, Fassi and PM - have produced excellent financial results and many are expanding production to meet this increased demand. Even the USA - an area usually preferring straight booms - industry estimates put the knuckle boom market up 50 percent, admittedly from a smallish but still sizeable total. All these factors add up to increased demand and a busy time for attachment suppliers.

Major loader crane users in the UK are the national builder's merchants such as Travis Perkins, Jewson and Wolseley which run huge delivery fleets fitted with loader cranes. But whatever the organisation or industry, the main problem for all lorry loader operators is the huge range and variety of products that have to be loaded and unloaded. Even allowing for global standardisation of packs - the result of positive communication between equipment and materials suppliers - there is still a limitless amount of variation.

Remote controls lead the way

One of the major recent developments and benefits in the operation of loader cranes is the increasingly widespread use of radio remote controls allowing the operator to move around freely to get the optimum view of the lift. This not only allows him to place loads in difficult positions on his own, but also contributes to reducing the number of accidents where drivers fall while climbing to elevated control stations. It also reduces the chance of injury from crushing caused by standing in a fixed position by the truck-mounted lever system.

Radio remote control also enables the loader crane to challenge the traditional boundary between the loader crane and conventional cranes. Contractors are realising that the larger lorry cranes with fly jibs can be used as a regular crane, particularly for lifting roof trusses, steel beams to third or fourth floor levels.

Some brick/block grabs have adjustable plunge depths depending on the pack size

When a conventional crane is used to do a contract lift, there generally a requirement that a banks man (Slinger/signaller) is used to give the operator directions. However an increasing number of operators now do a similar job with an articulated loader crane. By using radio remote control they can move freely and position themselves to get the best view for the lift. And as there is no second wage to pay, the job is less expensive. It can also be argued that it is also safer, by cutting out the middle man.

Specialist or in-house?

Historically, loader attachments have been produced by specialist manufacturers which often supply the OEMs. One of the most popular in Europe is Kinshofer. Based near Munich, the company has been supplying specialist loader crane attachments (as well as attachments for other cranes, forklifts and timber handling equipment) for about 35 years building up a reputation for quality and reliability. It dominates the brick/block and clamshell market in the UK.

Kinshofer's current loader crane range covers all common applications as well as the more unusual items such as augers, manipulators - for moving poles, pipes, barrels and even road barriers - as well as special grapples for rail work, rocks, brushwood and refuse materials. The most popular clamshell capacity in the UK is around 500 litres capacity covered by Kinshofer's KM602 which is aimed at heavy-duty soil and rubble collection. The company's range of brick grabs feature a mechanical latch allowing the operator to set the plunge depth to match the size of the stack as well as an automatic clamp pressure boost when the arms are fully retracted. The lighter weight KM331 unit is a compact and budget-priced brick unit with tapered legs for easier access between packs. For paving stones or bricks or any other unit load, the KM401 and KM401H crane forks provide quick loading and unloading with spring supported hydraulically adjustable centre of gravity.



There are many different designs of pallet forks - all making loading and unloading much easier.

In recent years however, loader manufacturers have started to offer their own range of attachments to further improve the utilisation of their cranes.

Palfinger started its Equipment Centre specifically for that reason and now has a range of attachments including buckets, polyp grabs and board grabs. There are even some heavy duty attachments for Palfinger's Epsilon range of heavy duty cranes specifically the forestry and scrap handling sectors. All Epsilon cranes are fitted as standard with hose fittings for two accessories such as grab and hydraulic rotator.

PM has an extensive range of its own attachments including log grabs, clamshell buckets, pallet forks, block grabs and grapples. Both its T and TM ranges of log grabs make extensive use of hardwearing Weldox 700 and the main feature of the heavier units is the large aperture openings ranging from 1.0 - 2.15 metres. PM's FTP pallet forks are manufactured using a weld-less, hot-bent design which it claims offers maximum resistance against deforming.

Rotating hooks

The RH rotating hook is recommended to be used with the FTP pallet forks to eliminate any stress on the crane caused by the load and also to help with load positioning. Hydraulic rotators - both flanged and without flanges - are also available with the company developing a load monitoring unit (LMU) - comprising of a load-sensing hook and receiver - which acts as a load limiting device for manual extensions to comply with EN12999. The hook is available in three weight versions 2,000kg, 3,200kg and 5,400kg with the display placed near the controls showing the load on the hook. A similar device called the RLC is also available from rival loader crane manufacturer Ferrari.



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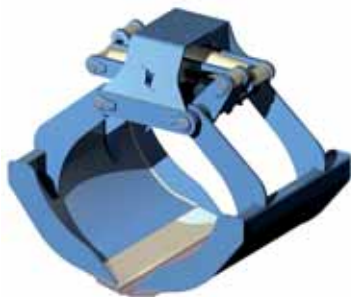
For attachments built in the UK, Halifax-based Fielden designs and manufactures a wide range of hydraulic materials handling equipment for lorry loaders and lift trucks. Three types of brick/block clamps and two clamshell ranges are available. The BB1 and BB2 series of clamshells feature dished construction for added rigidity, wear resistant blades and open access for manual filling. The BB1 also has the option of digging teeth.

Basket case?

The issue of lifting people in baskets suspended from cranes or lorry loaders has been a hot topic for several years. Earlier this year EN 14502-1 outlined key points if a basket is suspended from a loader crane. However a basket mounted onto a loader crane boom falls under EN280 and not the suspended basket legislation. This requires the platform and crane to be fitted with all of the safety systems and margins of safety as a purpose built aerial lift. Socage launched its Automatic Levelling System (ALS) at the recent SAIE show in Bologna which it says complies fully with EN280 and in particular item 5.6.1 which states: The sloping of the work basket cannot be more than five degrees from the horizontal And the levelling system must include a security device so that in the case of a breakdown, the system keeps the basket from moving a further five degrees. The ALS uses an electronic leveling sensor that checks the position of the basket relative to the horizontal and then uses a series of valves to restore

the basket into the correct position. If the basket reaches an inclination outside the maximum allowed, the system blocks further movements and there is an audible warning to stop further crane movements.

IMAI offers a similar looking system for fiberglass and steel baskets - Biposto -which use gravity rather than powered leveling. It offers the platforms for installation on new loaders cranes by the manufacturer or as a retrofit for existing cranes. The company also offers a more sophisticated AL Series of self-levelling system for aluminium baskets measuring 2000mm x 1135mm and 2500mm x 1200mm that also have 180 degree rotation at the jib.



Call me number one?

Bakker, one of the leading attachment manufacturers in Europe, is relatively unknown in the UK. Claiming a massive 90 percent of the grab market in Holland, its home market, it also claims almost a 50 percent market share in Belgium, France and Sweden. The company's profile looks set to change with the recent appointment of Manchester-based Approved Hydraulics as its distributor for the UK. Approved Hydraulics also handles Pesci lorry

loaders and Kinshofer attachments although as the two attachment ranges are very similar, it will in future merely stock spares and offer repairs for the Kinshofer range.

"The most popular attachment in the UK is a half cubic metre bucket," said Approved Hydraulics' Geoff Hindle. "However in other parts of Europe the open sided general purpose grab is very popular as it can also pick up poles and sheets as well as soil and waste. And by fitting rubber edges can also handle packs of bricks." The company has just sold a unit to a local council so it will be interesting to see how it



Forestry log grabs.

example during pole erection, where positive manipulation is required.

A large percentage of the demand in the UK for attachments is brick/block and clamshell grabs for the 'muck away' civil engineering and local authority sector. However, new demands from a



A remote controlled Effer 145 with bucket.

performs and whether it will increase in popularity.

"Generally the UK uses smaller lorry cranes than in Europe and there is a need to produce lighter attachments specifically for the UK market," said Hindle. "Bakker is currently developing a lighter brick grab specifically for the UK."

Approved also distributes the competitively priced Baltrotors hydraulic rotators from 1-16 tonnes - the latest addition being the GIR 10, a 10 tonne grapple rotator. Also in development is a range of piston rotators from 4 tonne and larger unit that can be used in the vertical or horizontal position needed for

diverse range of applications that fit within the capacity of the lorry loader have created interest in several sectors including the recycling industry for bespoke attachments to handle, for example, glass bottle banks, and others to lift, rotate and discharge 1100/1200 litre wheeled containers. Local Authorities are also now seeking a safer solution to replacing and erecting new street lighting columns. The list is endless and will continue to grow as the performance and popularity of the lorry loader grows and there is an increasing need for mechanized handling.



The new T range of loader cranes from FASSI is aimed specifically at tow-away and break down services



Bobcat has numerous attachments for telehandlers and skid steer loaders.

There also exists a huge range of attachments for other items of equipment such as telehandlers, excavators and the original 'Swiss Army Knife' machine - the skid steer loader. Here is just a brief look at a few recent attachment additions.

Hydraulic Generators go main stream

As aerial lifts have become more familiar and have been incorporated into methods of work, so the demand for attachments and equipment has grown.

One of the most common additions to machines has been the fitting of on-board generators to power hand tools and other equipment. In the beginning these were often traditional 'off-the-shelf' petrol powered generators, however they proved to be less than ideal, requiring different fuel and being a magnet for thieves. The industry quickly got to grips with the problem and the result has introduced built-in hydraulic powered generators. UK Generators - already known for its traditional silent pack generators - saw the potential, designed its own and as a result claims to be a major supplier of hydraulic generator packs to powered access manufacturers such as Genie and Skyjack.

Haulotte is the latest producer to install the company's generators having recently taken delivery of 30 of its 3.5Kva 110v units. This generator is designed to operate in isolation to the functions of



The hydraulic generator powers hand tools and other equipment.

the platform and incorporates a standard integral flow control valve, on/off solenoid and earth leakage circuit breaker protection. The company says its design is easy to install - requiring just two hoses to be connected - the pressure in and tank return. Some additional electrical wiring is needed but this varies from platform to platform.

The unit was originally designed specifically for the access platform market its versatility means that it is now used on a variety of equipment.

Bobcat expands line of winter attachments

The new snow pusher attachment is the latest addition to the Bobcat range of winter attachments. Designed to push snow from car parks, driveways, school playgrounds and industrial sites, the attachment is available in 2,438mm and 3,048 mm widths allowing it to be used on Bobcat compact and skid steer loaders as well as telehandlers.

The free floating blade on the snow pusher offers lift, tilt and oscillation to keep the moldboard in contact with the surface across the width of the blade. The flotation feature extends skid shoe life by avoiding excessive down pressure on uneven surfaces. When removing snow on flat surfaces, the flotation feature can be locked into a rigid position with the tilt function.

Bobcat also offers a range of snow blowers and blades, buckets and sweepers, as well as more specialist tools such as the 'super scraper' and 'salt and sand spreader'. For the removal of light snowfalls with depths of 100 mm or less Bobcat recommends the angle broom which it says is ideal for use on pathways, which it says provides quick access for pedestrians by removing snow in just one pass.

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SAIE 2006

As equipment exhibitions go, SAIE in Bologna rates amongst the best. Now in its 42nd year, SAIE is not the biggest or the most accessible, but it has a heart and soul often lacking with other major exhibitions. Italian engineering flair ensures interesting and unusual machines. Add to that the 'hustle and bustle' and culture of Bologna which spills over into the showground and you have a show with character and an unmistakably Italian flavour.

This year was a bumper year for tower cranes, loader cranes and truck mounted aerial lifts. The following is an overview of some of the new products and news.

Access

Radical new truck mount

Leader launched a totally new 20 metre telescopic on the new Nissan Cabstar. The JET200 claims an 8.5 metre outreach at a height of up to 16 metres, with 200kgs capacity. This is achieved with a patented articulating jib which stows inside



Oxley launched a new air powered version of its OX906 self propelled vertical lift

the main boom, when not in use, allowing the machine to be used as an 18 metre straight telescopic.

The compact unit is 6.7 metres long, 2.13 metres wide and 2.99 metres high. Its outrigger footprint is three metres wide. The outrigger design, which has also been patented, features an unusual out and down concept using a cam type mechanism. All cylinders, hoses and electrics are housed in a special track within the boom. The first 10 units will be built in December for a number of Italian rental companies. Series production is scheduled for March 2007.

Quality pays at Bluelift

Bluelift, showed off its growing spider lift range. The well designed, high specification product range now extends from 12 to 21 metres. Its new 16 metre SA16 Compact features a single riser and three stage telescopic boom, providing almost eight metres of outreach. The company has already signed up a number of distributors, including Rothlehner in Germany, Cherry Picker in Ireland and is set to confirm an appointment for the UK.

Bluelift's unusual single riser attracted a lot of interest



The innovative Leader Jet 200

Socage gets going

Celebrating its 25th anniversary, Socage had its own stand separate from parent Fassi. Valerio Rampini, previously with GSR, has joined as export manager with the brief to expand its network. Four new machines and a number of innovations should help.

The new 22.5 metre Apache T23 on a 3.5 tonne chassis offers 10 metres of outreach, has all of its hoses and cables routed internally and a transport height of less than three metres. The 26 metre articulated boom Cheyenne DA26 uses a sigma riser plus three section top boom giving over 13 metres of outreach (with 200kg capacity) when mounted on a

7.5 tonne chassis. The unit can also be mounted on a six tonne chassis, but outreach reduces to 11 metres.

The new 16.9 metre, Navaho DA17 offers 7.5 metres outreach, 790mm overall width and 1900kg GVW, it can also be converted into a mini crane lifting 300kgs to six metres radius with a 12 metre hook height.

The 50 metre TJ50 truck mount with its dual telescopic booms plus jib is designed for 26 or 32 tonne trucks. The larger chassis offers 30 metres of outreach with 300kg, while the smaller unit offers an overall length of less than 10 metres. One to look out for from Socage in the near future is a 42 metre platform on an 18 tonne chassis.

Four new Socage machines included this Apache T23 with 10 metres of outreach





Isoli said it is taking on the distribution of Versalift for Italy, possibly with some quid pro quo in other markets.

Brands, spiders and new Z

It is now more than a year since CTE acquired Effer and Bizzocchi. After a full evaluation, it is expanding capacity rapidly. The new subsidiary, Sol.Ge will have revenues of around €55 million this year, while the CTE group as a whole is likely to achieve \$120 million. Bizzocchi introduced two new truck mounts - the Autel 150HP and KJF510 while CTE unveiled the Z19 on a 3.5 tonne chassis which will join the Z20 in the range. CTE also introduced a new spider lift, the 17 metre CS170 with an overall length of 4.2 metres.

Back to basics

Truck and spider platform manufacturer Lionlift showed off its improved 'one hand' basket-mounted controls. Engineering improvements have increased the outreach on a number of machines - such as the GX23-11. The company continues to expand, selling 140 platforms this year and targeting 160 for 2007, with larger spider lifts such as the GT19-10 and GT21-10. In response to customer demand and, it says, to improve reliability it has moved from electric controls to fully hydraulic.

More from Cela

Cela says that it has improved outreach on its new models through the use of ultra-high strength steels. It unveiled the 22 metre, TP220 with sigma riser and an outreach of 12 metres with 200kg capacity. The new 35 metre TJ350, on an 18 tonne chassis boasts an impressive 14 metres, compared to nine metres on its 33 metre predecessor which will remain in production. The company is working on a 60 metre machine with new boom shape, twin lifting cylinders and fully electronic operation.

Palazzani crawlers

Palazzani unveiled the tracked versions of its new TSJ and XTJ spider platforms including the new 48 metre XTJ48C and the 42 metre XTJ42C. The new machines are more compact, passing through a 1.5 metre wide, 2.5 metre high opening. The narrower, lighter weight 'R' wheeled versions were launched earlier this year, although 99 of the 100 machines sold in Italy each year are track mounted. Total production is about 800 units per year with a new 19 metre XTJ19 on the cards for the beginning of 2007.



Contractor Renzo Tagliavini (R) now has a fleet of 13 machines including the recently purchased XTJ48 and TSJ39, seen here with Palazzani's Severino Zatti



Rovers has designed a simple system for self unloading a mast climber base unit



Multitel celebrated selling its 300th MX200 at the show

Pagliari on a roll

Multitel Pagliero displayed its 20 metre MX200, on the new Nissan Cabstar and Iveco chassis. The 300th MX200 was sold at the show, just a year after its launch. The company is expanding fast and is forecasting a 30 percent increase in shipments for 2006, to more than 650 units - 85 percent of them on 3.5 tonne trucks. The company also expects to build its 7,500th truck mounted lift early next year.



Barin showed off its innovative 3.5 tonne underbridge unit

Eagles and Octopussies

Oil & Steel showed its revamped Octopussy range. The Octopussy 10, 12, 14 and 17 are designed for one person operation, whereas the Octopussy Twin - 108, 1210, 1412 and 1715 have larger cages, a load limiter and digital display that can be set for one or two operators prior to starting work. The heavier Twin machines also have increased undercarriage protection and 220V electric power source. 60 percent of Octopussy production is sold in Italy, 10 percent in the UK and Ireland followed by Spain and France.

Four new Eagle S machines, the 6232, 5031, 3824 and 3224 join the two models shown at Internat earlier this year bringing the full range to six machines with working heights up to 62 metres and outreach of up to 32 metres. All hoses and electrical

connections are located inside the boom and the machines can be equipped with the new audio/visual Live Work System which allows communication between the operator and the ground. It also offers the ability to transmit real-time images to any location such as the office or customer.

New RAM just makes it

RAM had a 20 metre Gemini 205TJ with 8.5 metre outreach and 200kg platform capacity on the stand in bare prototype format. The company also displayed the 180T, telescopic truck mount and a new 18.5 metre Spillift 185TJ, spider lift with unusual three stage sigma riser telescopic boom and jib.

13 metres outreach

GSR had all of its recently launched truck mounts on new Euro IV rated vehicles including a new 20 metre E200T straight telescopic which offers up to 12.9 metres outreach, mounted to a new MB Sprinter chassis and the E140T a two section variant.

Tractors from Tecchio

Tecchio displayed a number of unusual models. Catering for those needing to cross difficult terrain such as power supply or forestry contractors, the K330J Traktor is a 30 metre platform on a Lamborghini farm tractor offering 19 metres outreach. A smaller 25 metre unit is also available with 15 metres outreach. A 3.5 tonne truck mounted 22 metre sigma, boom and jib platform offers 12 metres of outreach.

The Maxlift Ant 50 weighs just 60kg yet can lift 500kg - seen here mounted on a 1967, 175cc Lambro 500L three wheeler.



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Only the second boom of the massive Effer 2750 was on display

Loader cranes

Fassi

Fassi Gru - claiming to be the world's third largest producer behind Palfinger and Hiab with sales this year of about 8,000 units - outlined its expansion plans for the next two years. "If growth continues at this pace," said Giovanni Fassi "we will be world leader."

There is a general perception that Italian equipment is 'fragile'. However Fassi makes the point that 70 percent of the 80,000 cranes it has produced over the last 42 years are still working. New models in the 'medium-light' and 'heavy' ranges included the F155A and F455AXP. Available with between two and eight hydraulic extensions and a maximum lifting moment of 41 tonnes/metre, the F455AXP is crammed

full of mechanical, hydraulic and electronic devices such as the FX load control system, double-linkage Prolink and the D900 hydraulic distributor with flow sharing (anti-saturation) system.

The smaller F155A, along with the F135A and F165AXP, shares many of the features of its larger brothers including the Prolink and can also be equipped with the optional Evolution specification including radio control, graphic display, digital hydraulic distributor, IMC system including Automatic Dynamic Control and flow sharing system.

Fassi also launched a new 'T' crane range comprising of four models, each in two variations, aimed at specific situations such as breakdown and towing services.

Effer on steroids

New Effer cranes on display included the monster 2750 heralded as the world's most powerful loader type crane. With a 45 tonne lift capacity at 3.2 metres radius and 13.8 tonnes at 16 metres the 2750 is a beast. The first unit has been sold in Denmark and will be mounted on a five axle, 40 tonne truck. Other new products included the 155-165 and beefed up

535-585, both with dual link positive angle second booms.

Ferrari speeds ahead

After a couple of flat years following its takeover by Abco Vebe, Ferrari has seen a 20 to 30 percent increase in business this year, producing, it says, a total of 3,000 units. Third in Italian sales behind Fassi and PM, Ferrari sells only a handful of machines in the UK or Ireland. Several new models were on display, 723, 732 and 736 - as well as the largest in the range, the 990, announced at last years show, it has up to 10 extensions and lifts 770kg to 31.2 metres.

Palfinger

The Palfinger exhibits included the PK5001 and PK6001 and the PK60002 with High Power Lifting System (HPLS) which offers 12 percent more lifting capacity than its predecessor yet weighs the same. The 80 tonne/ metre PK85002, fitted with Powerlink Plus and electronic HPLS. Up to nine hydraulic extensions provide a maximum radius of 22.5 metres, which can be increased to 32 metres with a fly jib. Italy has, until now, not been a strong market for the Bison range of truck mounts, due to Italian buyers preference for lower priced less complex equipment.

PM pushes the envelope

10 new PM models included three 'top of the range' Platinum machines - the 33, 65 and 85. PM. The new 33 features a 12 degree above horizontal angle on its second boom, while the 65 and 85 offer six degrees.

Fourth in global sales behind Palfinger, Hiab and Fassi, PM is keen to close the gap and plans to install a new, compact and simpler version of its Powertronic electronic management system in its 2 to 10 tonne/metre range. It also plans to use funds from its IPO, due later this month, to increase production and improve its international distribution.



Terex showed its new 4013SX telehandler, a stripped down, lower cost unit with a mechanical gearbox, aimed at the rental market.

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The new Roto 38:16 from Merlo

Telehandlers

Faresin goes it alone

Telehandler manufacturer Faresin - whose agreement with Haulotte ended earlier this year - launched two new fixed frame telehandlers the 7-30 compact and the 10-70 both aimed at agriculture and light industry. The 3,000 kg compact has an overall height of 2.2 metres and seven metre lift height and the larger 10-70 is a more normally proportioned 10 metre, 7,000kg unit. Faresin is looking to increase sales of its 20 model, range and is currently seeking European dealers. At this moment there are no plans to launch any 360 degree models.

High capacity 360

Telehandler manufacturer Dieci continues to add models to its range. With the move into its new factory now planned over Christmas, it will be able to expand production from 1,450 units this year to a planned 2,400 units. Total capacity of 5,000 machines means that there is plenty in hand for new models, which Dieci says, might include a city crane.

New machines on show included the compact Apollo 25-6 with upgraded 85hp turbo engine. The 7,000kg, 11 metre Pegasus 70-11, its highest capacity 360 machine will start production next year for delivery in the spring.

Atlante is a new range of telehandlers featuring a four forward and three reverse gear Powershift transmission. First in the range is the 30-16 with an agricultural version, the 30-9 to

follow, while the new Zeus 38-10 will be the largest in the five model range.

Enhanced Rotos

Merlo launched a number of new products, including two new 16 metre Roto's, the 38.16 and 38.16 S with dimensions 150mm shorter and 50mm narrower than the unit they replace. Merlo believes that enhancing its Roto range in this manner is a more attractive proposition for buyers than building a machine of over 25 metres. A new heavy duty fixed frame, the new 6,500kg-14 metre Panoramic P 65.14 HM was also introduced.

Cranes

Faster Mister Gru

Mister Gru, the Tadano-Faun distributor has improved its compact Bi -Energy city crane, upgrading it to 25 tonnes and installing a high speed drive train, with larger engine and Kessler axles. The new model, features an improved seven section full power main boom, but retains the same telescopic luffing jib, forks and aerial work platform as the original 20 tonne model. The machine on the stand was sold to Peinemann, the Rotterdam based crane and access rental company. Production of the first 10 units begins in the new year.

Valla launched a brand new compact 40 tonne electric powered industrial pick and carry crane.



Potain compact flat top

Potain used the show to unveil its latest compact flat top tower crane the 85 tonne/metre MCT88, which is primarily targeted at the Italian and Spanish markets, although it says that a number of units have already been ordered for the UK.

The 'Clever Crane' from Gelco offers an 'off the shelf' engineered solution for erecting self erecting cranes 2.75m above rights of way that cannot be closed. 12 models are available, all of which can travel with the tower erected and can climb steep slopes and set up on uneven ground.



Mr Crew's Bi Energy crane has been re-engineered as a high-speed 25 tonner.

Saez on expansion trail

Although not showing any new models the Spanish tower crane company says that production increased by 15 percent this year to 1,600 units. It claimed to have shipped two cranes a week to the UK, its third most important market after Spain and Italy. A new factory in Spain will be operational by year end and six new models are planned for 2007.

Three new FB Gru's

Three new models included the compact, 12.2 tonne tow weight self erector GA136, now with twin cylinders for faster erection times and the GHS160 and GHS513 flat-top cranes with a up to 60 metre radius and six tonnes lift capacity. 30 cranes have shipped to the UK this year - look out for a new 41 metre model to be launched next year.

Hydraulic legs

San Marco launched two new self erectors, The SMH244NH previously built as a special for customers in Holland, features hydraulic outriggers for fast set up - designed for shorter jobs with more frequent moves.



The Benazzato 'Serie 3005 Flat', features a solid galvanized steel octagonal tower, which says the company saves transport space and 'makes a fashion statement'.

It offers 500kg at 24 metres radius. The larger SMH 341 lifts one tonne to 34 metres radius at a height of 22 metres.

Dealers wanted for Jekko

Developed to work on upper floors of tower blocks, Imai has expanded its Jekko range of mini cranes with the SPD360C which offers almost two metres more reach than the SPD265C with a capacity of 400kg. Although slightly longer at 3.1 metres, it has the same width (800mm) and height (1.75 metres). Imai says that the SPD 160 and SPD 265 are now 'mass produced' to meet demand. The company has sold 15 to 20 machines in the UK and Ireland but is now looking for a local dealer.

Gru Dalbe

Not yet available in the UK, Gru Dalbe launched its new HS380 self erector which has a 800kg capacity at 38 metres. Maximum height under the hook is 21.8 metres.

Cattaneo adds three

Cattaneo - available in the UK through Weaving Machinery - introduced three new self erectors, the CM73A, the CM76B and the largest the CM90S4 which has a one tonne capacity at 41 metres radius and 25 metres under hook height.



San Marco's new crane is designed for a faster set up.





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Avoiding the crunch

Should anti-collision systems be fitted as standard on multiple crane sites? Would they have prevented the recent incident in London? C&A investigates

The recent spate of serious accidents has unfortunately raised the profile of the tower crane. So much so that in October the HSE issued a safety alert reminding tower crane operatives the importance of safe erection, maintenance, dismantling and operation.

Fortunately tower crane collapses - such as the Battersea incident in September in which two people died - are rare. However the very nature of the work a tower crane does mean that there is always the possibility of a collision - either with another crane or object - particularly on busier multi-crane sites.

Unlike France, the UK has shied away from making anti-collision systems mandatory. Is it just a matter of time before all tower cranes must be fitted with such as system or is the problem more complicated and would we be better served looking at safer work procedures as a way of reducing accidents?

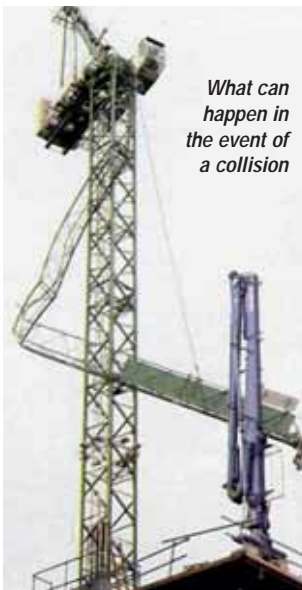
Historically, UK legislation tends to give us the rope, leaving it up to the company or individual to decide whether to hang themselves or not. The French regulatory system on the other hand is very explicit - even to the point of not just specifying that a system must be fitted, but how often a light must flash and the intensity of the bulb. We asked the HSE for its thoughts on the use of these devices, but so far it has declined to give a comment.

Currently, the crucial anti-collision reference in BS7121 Code of Practice for Safe Use of Cranes - Part 5 clause 10.7.4.4 states:

'Anti-collision devices are a useful aid to the operator when working on multi-crane sites but should not be relied on exclusively in place of operator vigilance and a safe system of work'.

It goes on to say (in clause 15.2) that it is 'essential that all multiple tower crane installations have an anti-collision radio system installed allowing open, unimpeded communication between tower crane operators so that in the event of the jib of one crane approaching another, the operator of the higher crane can immediately warn the operator of the lower crane'.

Whether operators involved in collisions are aware of the objects prior to impact is open to debate. Whether they would have the time to communicate and stop the jib (up to 35-40 degrees of slew is needed when fully loaded) is another matter altogether. The Code of Practice does however make the valid (but obvious) point that anti-collision systems will only warn of other tower cranes fitted with a compatible system - not of other equipment such as mobile and crawler cranes, access platforms and concrete pump booms that can also be a major, temporary problem.



What can happen in the event of a collision

Whether operators involved in collisions are aware of the objects prior to impact is open to debate. Whether they would have the time to communicate and stop the jib (up to 35-40 degrees of slew is needed when fully loaded) is another matter altogether. The Code of Practice does however make the valid (but obvious) point that anti-collision systems will only warn of other tower cranes fitted with a compatible system - not of other equipment such as mobile and crawler cranes, access platforms and concrete pump booms that can also be a major, temporary problem.

Typical UK legislation then - give the basics, leaving it up to us to interpret. Interpretation, of course, is only truly 100 percent clear following an incident and legal proceedings.

So has the UK got it right? Are the current systems comprehensive enough to cover all site eventualities and be relied upon totally, or is anti-collision just one area of a 'safe system of work' and therefore should not be specifically singled out?

Until the beginning of this year, industry estimates suggested that about 20 percent of cranes in the UK were fitted with anti-collision systems. Demand has soared over the last six months with Cranesafe - UK distributors for market-leading SMIE products - claiming a 37 percent increase over this period.

Cranesafe also cites an increase in rented systems although the major UK tower crane rental companies tend to buy the systems which they then hire out. However, they then top up additional demand by hiring additional units.

Some of this demand has to be attributed to the fact that the UK and Ireland tower crane population is growing very rapidly, from a low base. It may also be a result of increasing general safety legislation the result of which is self preservation and the hope of reducing the likelihood

Anti-collision devices are mandatory on sites such as this in France.



of an accident or liability in the courts if anything did go wrong.

On the limit

For many years limit switches have been available, physically restricting the operating area of the crane. On single crane sites, these can achieve the required result, but will severely restrict performance and efficiency on multiple crane sites, particularly if they over-sail each other. And once limited, the crane can never move into a prohibited area, even if there are safe working zones.

French legislation has created a base of local suppliers so inevitably the UK market for anti collision devices is currently dominated by French-based manufacturers. Leader by a huge margin is SMIE although more recently AGS has entered the market.

The latest SMIE products are the DLZ 341 a combined display, data logger and zoning system and the AC 243 Zoning and Anti-collision system, a fourth generation system which builds on over 20 years of continual development. Despite the introduction of its latest products, SMIE says that it has lots of older equipment - supplied five to 10 years ago - still out working.

"Technology has changed in terms of hardware but is not the critical factor," said Tim Rowley of Cranesafe. "With software upgrades, there is no reason why older equipment cannot still work well."

Although cranes have become more complex with an increasing amount of electronics, SMIE says that it works with manufacturers such as Liebherr and Wolfe to make its systems more of a plug-in device,

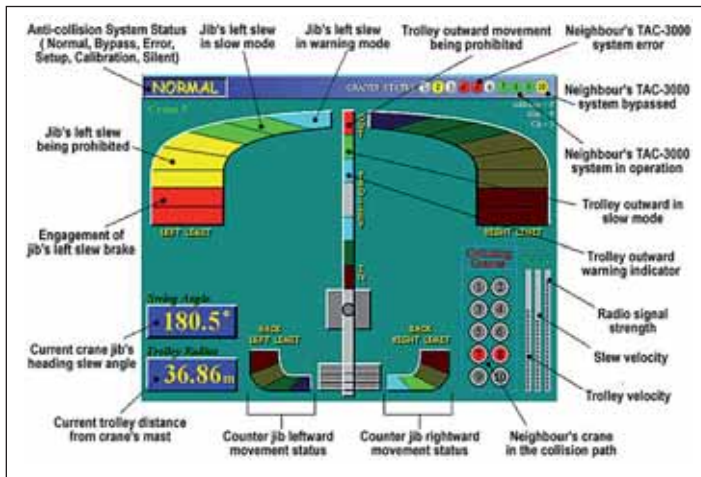
Modern construction sites have an enormous amount of equipment to reduce construction times



utilising a much of the cranes' electronics as possible.

Tower crane manufacturers have generally not produced systems because of compatibility problems between different cranes on one site. Potain has its Top Tracing system, the latest evolution of a product first marketed in 1998 known as the ZIZ 5 and SIZ 90.

French company AGS entered the European market about five years ago and believes sales in the UK will be as big as in France. Currently in talks with a potential UK distributor, the company has been concentrating on France, Spain and Italy. Its latest AC3 system has many sophisticated features including continually



The sophisticated TAC-3000 display with easy to read graphics

According to Potain, the system can be and is fitted and used with other marques of crane with systems at work in the UK.

Whatever the make of anti-collision system, they are all designed to improve construction site safety, efficiency and productivity. They do this by an early warning system alerting the operator of potential collisions or over-sailing of prohibited areas such as site boundaries, public areas, site offices and canteen and existing buildings.

The continued growth of the market - particularly when driven by existing or likely legislation - always attracts new entrants. Entering an established market gives the newcomer the advantage of seeing what is available and the chance to offer an improved system.

recalculating jib stopping distances due to wind and load, operator-friendly 'touch screen' technology, remote monitoring and quick installation.

One of the latest products to be launched into the global market is the TAC-3000 from Singapore-based e-Build Innovations. Alan Ho, e-Build's managing director explains the system's basic operation.

"For multiple crane sites, the TAC-3000 system operates in a 3D computer model incorporating all the tower crane's structural elements. Mast, front and counter jibs, tower heads, tie bars and trolley rope sags are digitised into the computer project file, together with site boundaries and any protected or no-oversailing zones. The system then computes the potential collision path between all the tower cranes

in motion on an 'X-Y-Z' dimension for any possible contact between physical parts and trolleys. Upon detecting a possible collision, the system provides audible and visual warnings to the tower cranes' operators and at the same time directly intervenes by overriding the operators' controls to slow down the jibs' or trolleys' movement until they stop before making contact either with other tower cranes' structures or protected zones in the collision path."

e-Build Innovations is currently in talks with UK and other European distributors to sell its anti-collision systems. Already very popular with Samsung and Hyundai in South Korea, the company is also pushing into the North American market with two distributors. Although early days, 30 units have been sold to Morrow Equipment (the Liebherr distributor which has more than 600 towers) and the McCarthy Group. It is also claiming a world record of 22 anti-collision systems on one project in Central Seoul, South Korea. Its distributor installed and commissioned 20, TAC-3000 systems in just over a week with two more to be installed when the remaining two tower cranes are erected.

"It is a fact of life that an increasing number of cranes with overlapping work areas are being used on construction sites to meet the increasingly tight construction schedules," said Ho. "However even in countries like USA (except for California) and South Korea where there is no mandatory requirement for anti-collision systems, contractors choose to use anti-collision systems for the safe operation of the multiple overlapping

cranes job sites and also improve the lifting work efficiency and productivity."

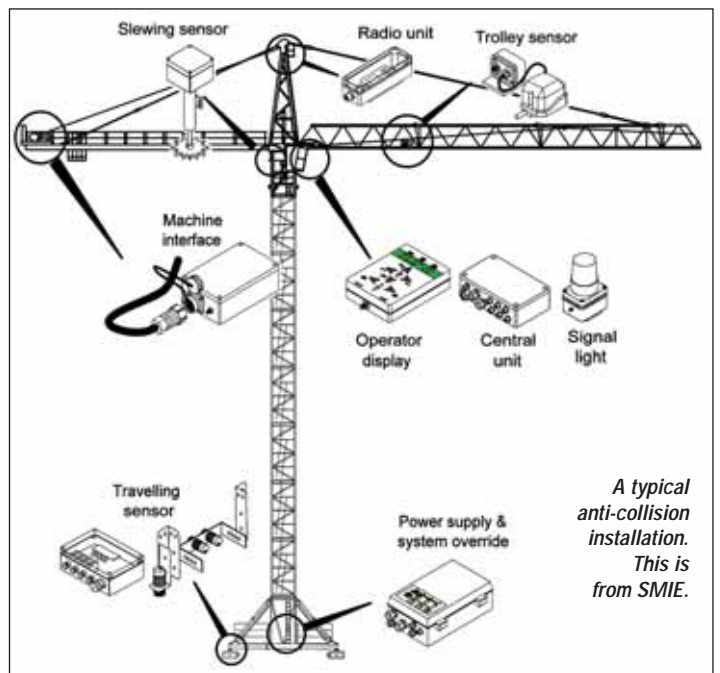
There is no doubt that anti-collision systems can be a valuable aid for the tower crane operator. No matter how highly trained and experienced he is, there is always the possibility of human error - particularly on very busy, multi-crane sites.

So why are such devices not more widely used? Most companies we spoke with expressed concern over reliability. Time after time we were told that the systems do not always work and thus can actually reduce safety should the operator become dependant on the device. Another concern expressed was the fact that if a system was fitted but not functioning, then the crane should not be used. So yet another thing to go wrong.

While these concerns are certainly based on factual experience, our look at the sector suggests that the past three years has seen a step change in the products offered with more comprehensive easier to use information. While the sector has also benefited from the arrival of more reliable and rugged electrical components with few parts that can fail.

The arguments against are very similar, if not identical to the ones made against Rated Load Indicators in those markets where they are not mandatory. Few in Europe would argue that these devices have not helped improve crane safety.

Having a sophisticated 'support' system keeping an extra 'eye' on operations has to be beneficial in reducing potentially fatal accidents.



A typical anti-collision installation. This is from SMIE.

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A crane with a view

Being able to see clearly is a prime requirement of operating any lifting equipment. The more the operator can see, the more efficient and safer the operation. Although technology and manufacturing advances have increased the popularity of equipment cameras, there are still areas that could and should benefit from having them fitted.

Load view camera systems, according to Orlaco - a Dutch company that has developed and produced crane camera systems for more than 10 years - can significantly improve crane efficiency as well as improving safety.

In tests carried out by the company involving an experienced tower crane operator placing loads out of



When mounted on a lattice or telescopic boom, the camera must use an oil-damped swing bracket to keep it vertical.

direct sight, it found that not only was the positioning more precise, but there was an average increase in productivity of 21 percent.

The improvements were attributable to the driver being able to see the banksman's hand and arm signals and seeing the load and final position.

Orlaco's latest system consists of an auto-focus zoom camera, mounted on the tower crane trolley or on an oil-damped swing bracket when on a lattice or telescopic boom. Using a wireless link or cable gives the operator live overhead pictures on a 7 or 10" LCD screen in the cab.

The camera is powered by means of an automatically charged battery

The load-view camera can significantly improve productivity and safety.



or from a power socket in the boom.

Orlaco maintains that whilst the camera system is most advantageous during blind lift operations, there is strong evidence that being able to view the load from directly above also has its advantages during non-blind lifting operations. The camera system allows the crane driver to determine the final position of the hook more precisely thus giving better and more confident control of the lift.

The use of load-view cameras is without question still in its infancy. In Holland, the only market where the system has been widely available over a period of time, 600 cranes or around 25 to 30 percent of the

national fleet of mobile cranes have a system fitted. In Holland crane producers such as Liebherr, Terex-Demag, Grove and Tadano-Faun have started offering the Orlaco system as an option while Spierings and Gottwald are already fitting them as standard.



The auto-focus zoom camera means the operator can view the load from directly above

Safety system saves lives

The number of deaths resulting from falls from a truck bed are apparently, only marginally below those resulting from falls from roofs. In a bid to provide a practical solution to this risk, Airtek Safety has designed a passive fall protection kit for truck loading and unloading areas using its airbag system. The standard 'TruckMat' System comprises 11 inflatable modules, in a range of sizes, that can accommodate a variety of truck and trailer length combinations and is inflated by either an electric or petrol driven pump. The width of air bags has been designed to accommodate potential fall heights of up to 3.5 metres. The company says that wider modules can be made to order for heights above this.

A classic application for this system is the temporary unloading areas for construction sites, particularly in city centre sites, where trucks pull up alongside the site and are unloaded by tower cranes. In such a situation a slinger has no option but to stand, not only on the truck bed, but is often obliged to climb on the material in order to attach the loads to the crane's hook.

The air bag 'loading dock' can remain in place in the case of regular deliveries, or quickly inflated for sporadic requirements. After the truck has driven between the bags, the ends can be pushed into place providing a safety net in the case of a fall.



Airtek has launched its TruckMat passive fall protection system for loading and unloading trucks.

Less bangs for your bucks

The Dangerous Substances and Explosive Atmospheres (DSEAR) Regulations 2002 were introduced to protect people from fires, explosive atmospheres and similar events arising from dangerous substances used in the workplace. As with most regulations it places a legal responsibility on the employer to protect its workers. The risk of explosion exists in many industries where flammable material such as gas, vapour and dust is present that could come into contact with an ignition source - for example from fixed or mobile equipment such as cranes and aerial lifts.

"Companies that have to deal with DSEAR, often do so in a very disjointed way," says Matthew Cook of Ex-Solutions Consulting, a relatively new division of the Pyroban Group. "A consultant typically visits a company and provides a lengthy report concerning hazardous area classification or sources of ignition, but often with no practical solutions. It is left up to the company to resolve any issues for themselves or find someone else to do it. This leaves room for error and unresolved issues."

Ex-Solutions Consulting claims to offer a full range of services from hazardous area classification through to training, equipment ignition assessment, explosion-proof conversion, testing, certification and product development. The company's consultants and engineers are fully supported by the Pyroban Group with access to some of its advanced engineering and manufacturing capabilities.

"Ex-solutions was set up specifically to understand the customer's needs and deliver bespoke solutions," said Cook. "Whether it is a manufacturing site or the design of a hydraulic pump, we take away the headache and much of the liability so that the customer can focus on their own business, secure in the knowledge that they are safe and in full compliance with statutory regulations."

Mobile equipment such as cranes and aerial lifts can be the ignition source that causes an explosion.



I have a dream...

Alfons Thihatmer's dream is to create an access platform that has 30 metres working height, 30 metres outreach and is no bigger than a children's pram. Something to aim for then. C&A talks to Teupen's supremo and finds out if the dream is any closer to reality.



Machines are put through their paces at the factory's modern proving ground



One of Teupen's specials working alongside the trains in the Berlin's main railway station

Teupen Maschinenbau - based in Gronau, Westphalia, Germany close to the Dutch border, is known for building tracked spider platforms. Most would agree these are well designed, high quality platforms that lead the way in terms of features and performance.

However, the company is unusual in that it has a philosophy more like a specialist development arm of an aerospace company, constantly pushing the boundaries of design and use of materials combined with top quality manufacturing.

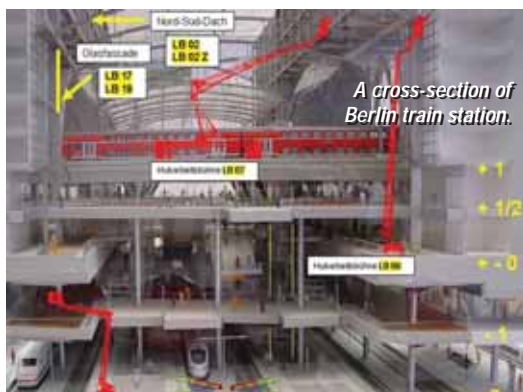
"It is no secret that Teupen has been in take-over discussions with some very big access related companies," said Thihatmer, "and whilst I would never say no, I will not say yes and lose the philosophy, company identity and staff that makes Teupen what it is today."

In fact the only benefit that Teupen would gain from being acquired by a global player is distribution, particularly in South America, India, Africa and Middle East - markets that Teupen has not yet accessed. Not yet!

Thihatmer appears a quiet but very

focussed individual with a goal that has to be met perfectly or not at all.

Its venture in China is aiming to start production in 2007, but it went through a stop start process before being sorted. "We established a joint venture with Wuhan Fachman in China, but when we became aware that they also had an agreement with Tanfield/Aerial Access we did not want any part of a three-way joint venture and withdrew," said Thihatmer.



A cross-section of Berlin train station.

"It was either Teupen and Wuhan or nothing. Wuhan decided to work with Teupen ending its Tanfield agreement."

Production of the 'China Town truck' will concentrate on a three section, 14 metre boom, mounted on a 3.5 tonne chassis with the possibility of trailer and spider variations. "We do not have the capacity for such a machine in Europe"

said Thihatmer, "We can and will expand our 42,000 sq metre factory in Hungary by an additional 7,000 sq metres soon. Our aim is to double our 500 units a year production over the next five years. The Chinese joint venture will not be huge, possibly 100-150 units per year over this period."

Teupen produces a 12 metre truck mounted machine in Hungary on the Toyota Dina 2.8 tonne chassis - "the

"There are instances in current buildings where it is impossible to access certain areas, meaning that there is no cleaning or maintenance work on sprinkler systems, smoke detectors or anti theft devices."

"You can't just expect to maintain and clean the top glass structure of a building such as Swiss Re's Gherkin (30 St Mary Axe) in London with off-the-shelf equipment. We have several specialist machines on the project which clean and maintain the floors from the 35th storey to the 590ft pinnacle. The unit to clean the inner windows is stored under the floor!"

The latest special's project is Berlins' main railway station, where one standard Teupen and three complete special design and build 'one-offs' are used. The main feature of the station is the 321 metre long glass hall, intersected by the 160 metre long, 40 metre wide station with five levels. Once in place, the specials use twist and lock fixings which 'bolt' the machine to the ground in pre-determined positions enabling the platforms to safely reach all areas of the roof and wall structures. One machine has 22 metres of outreach at 27 metres working height and with a footprint not too far from Thihatmer's dream configuration.

"We are continually pushing the boundaries of access platform performance," says Thihatmer. "New 'standard' machines to be launched at Bauma, include a lightweight trailer machine, the 1540kg Gepard 15GT, and a Leo 18GT. The Leo specification is not quite finalised but we are aiming at a 780mm wide, four metre long platform with 200kg capacity and seven metres outreach in all positions. But you will have to wait until Bauma to see if we succeeded."

Having seen some of the amazing machinery they have already produced, I get the feeling they will!



Alfons Thihatmer, managing director of Teupen

most popular small truck in the world," says Thihatmer. "We already have 10 machines working for the public electric company in Ukraine, the machine is small, simple and cheap."

These developments overseas are really an aside to Teupen's other main area of business - high access technology to repair and maintain the world's most spectacular 'designer' buildings. "The more outrageous the design, the greater the problem of maintaining and cleaning the building with conventional equipment," says Thihatmer. "That is why we have been working for the last 10 years with architects and engineers to make them understand that the equipment needed to carry out the maintenance and repair has to be specifically designed and built for each building. And most importantly, has to be designed into the scheme from the very beginning."

Electrocution costs £230,000

Francis Michael Lyons, trading as Frank Lyons Plant Services, of Felstead, Essex and Lyons Landfill Ltd were each fined £80,000 plus £35,000 costs at St Albans Crown Court in November. The case was brought by the HSE after the death of self employed truck driver Nathaniel Hugh Scollan, 56, (also known as Hugh Breffni), who was electrocuted after the boom of his loader crane hit overhead power lines. The accident occurred at a combined quarry and landfill site at Hollingson Meads Quarry, Pole Hole, Gilston, Harlow, on the 10th September 2003. The company and Lyons were both committed to trial after entering Not Guilty pleas at Hertford Magistrates Court, in January.

Scollan had parked beneath the lines while waiting for a load of ballast from the quarry. As he raised the boom and grab of his loader crane it came into contact with the overhead lines. He sustained fatal injuries from the electric shock. The court heard that the site was poorly laid out with

stockpiles located close to the overhead lines, inadequate signs, poorly designed crossing points and inadequate measures taken to keep plant clear of the lines.

HSE principal inspector, Mike Gibb, said: "This was a tragic death that could have easily been prevented. Operators of plant may make mistakes and all reasonably practicable steps should be taken to ensure their errors don't result in loss of life or serious injury. I encourage all employers to carefully plan and put into place sensible precautions to prevent their workers, contractors or visitors to their site coming into contact with overhead power lines. Good management will reduce the risk of accidents happening.

"It is also important to remember that vehicles or mobile plant do not need to strike the overhead line for injury to occur. Electricity can arc across a surprising distance depending on the voltage and conditions." HSE's guidance note GS 6 gives detailed advice on the subject.

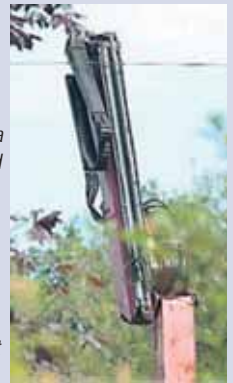
Crane operator electrocuted

A driver was electrocuted earlier this in late November when the boom of his loader crane touched overhead wires. The man, James A. Schock, 35, was a delivery driver for builder's merchants, Harvey Industries of Hanover Pennsylvania in the USA.

Schock was unloading roofing shingles at a house in Bethlehem, Pennsylvania when the homeowner, Joe Murtha, who was working on the roof of the house, shouted a warning to for him to watch out for the overhead electrical wires. In spite of this, Schock who was operating the crane with a remote controller raised the boom into the wires. He was not initially affected, Murtha said that he heard a zapping noise as the top of the boom touched the wires and yelled for his wife to call the emergency services while telling Schock not to move.

However when the tyres on the truck started smoking Schock tried to get into the truck, apparently to

move it away from the wires. As soon as he touched the truck he was electrocuted. Shortly afterwards the truck burst into flames. Northampton County chief deputy coroner Kelly Gillis said Schock, died at the scene. The coroner's office is still investigating the death and a representative from the federal Occupational Safety and Health Administration was also called to the scene. Around 80 local residents were left without power for a few hours following the accident.



Overhead wires are a real hazard for loader cranes. A properly trained operator should be looking out for them.



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Operators Forum gains momentum



On the 22nd November, the ALLMI Operators' Forum held its third General Meeting of the year. With membership continually growing and attendances at meetings becoming ever more impressive, the Operators' Forum is gathering serious momentum.

Operators Forum on the web

ALLMI general manager, Tom Wakefield, introduced a new section of the ALLMI website specifically for the Operators' Forum. The website will feature a Forum membership list, broken down into the UK regions, including contact details and website links for each member, in addition to a business description of up to 100 words. Operators' Forum members will also have access to a secure, password-protected section of the site that will

include a download area where meeting minutes, membership correspondence and various other documents can be downloaded. Possibly the most significant development though is the introduction of an 'Online Forum' which will allow members to discuss lorry loader related matters via their website. Initial issues will include working at height, ground pressure, lone working and pre-operational checks. The forum was due to go live at the start of December.



A new Operators Forum area of the ALLMI web site

ALLMI code of practice

The meeting continued with a report from ALLMI technical director, Eric Hawkyard, on the work performed by ALLMI's Technical Committee representatives on the British and European Standards Committees for Loader Cranes. He also explained the

relevance of the ALLMI Code of Practice with an update on the process of re-writing it. For further information on the content of the meeting or the Operators' Forum in general, please contact Tom Wakefield of ALLMI on 01249 659150.

New European Standard



Outrigger pads may need to be larger under new proposals

Moving on to the European Standard for Loader Cranes, BS/EN12999, also due for revision, Simpson told the meeting that members of the Forum would have the opportunity to express their views through ALLMI.

He went on to outline the current proposals coming from the UK and explained how these changes would further improve safety in the industry. Those proposals include:-

- Expanding the requirements specifying the direction of control lever action, in

order to reduce the degree of injury sustained when a person is trapped between the crane boom and the controls, through involuntary application of the controls.

- The requirement for stabiliser interlocks in order to address the problem of overturning vehicles through the non-use of outriggers. Removal of the possibility to override a crane's rated capacity limiter, while making them mandatory on all loader cranes. The current standard only requires their fitment on cranes of over 40kNm or 1000Kg.
- The reduction of ground bearing pressures is also on the agenda, in order to improve stability and to prevent damage to ground surfaces. This could be achieved by fitting larger fixed outrigger pads to the crane or possibly by supplying loose, supplementary mats.
- Limiting manually extended stabilisers to cranes of less than 40kNm or 1000Kg rated capacity, in order to reduce the accidents caused by stabiliser legs extending during transit, which are most often caused by the operator's failure to correctly stow the legs for travel.



HSE update

Ian Simpson, specialist inspector for the Health and Safety Executive's Construction Division Technology Unit presented a wide range of issues beginning by explaining the relationship between European Directives and UK legislation and standards.

Simpson reported that the forthcoming revision of BS 7121 Part 4 'The Code of Practice for the Safe Use of Cranes - Lorry Loaders', should commence in early 2007, and that members of the Operators' Forum would have the opportunity to have input into this revision through ALLMI. He then moved on to explain the legal requirements in relation to the purchase, use and sale of lorry loader cranes.

In regards to purchase, buyers must give consideration to the type of work that the crane will be undertaking (PUWER Regulation 4, LOLER Regulation 8), including the types of load it will be used to lift, the operating radius, the boom height required, where the operator will be positioned and how the vehicle will be loaded. The frequency at which the lorry loader will be used also needs to be considered, as this will affect its life expectancy.

Simpson continued with an explanation of the importance of design strength and stability of the equipment (LOLER Regulation 4, PUWER regulations 4 and 20, and the Supply of Machinery Safety Regulations - SMSR), its integration with the vehicle chassis and the importance of correct stability calculations by the installer. He also reminded Forum members that they have the right to request a copy of these calculations. The requirements for CE marking and a declaration of conformity, and how this document should make reference to the

Machinery Directive was also covered. Along with the requirement for the marking of the equipment (SMSR, LOLER Regulation 7, PUWER Regulation 23 and 58), including capacity charts, Safe Working Load of lifting accessories and the warning of any hazards.

The subject of maintenance (SMSR, PUWER Regulation 22) and the requirement for safe access to enable routine maintenance, as well as the need for the provision of an operator's manual and a maintenance manual was also covered.

Moving onto the operation of lorry loaders, Simpson explained the requirement for the appointment of a competent person (LOLER Regulation 8, BS 7121 Part 4) the elements of risk assessment and lift planning and the use of method statements. This was followed with a look at the requirements for training, competency, inspection and thorough examinations. The rules also affect the disposal and sale of a used loader crane, the documents required at handover-CE Declaration of Conformity, maintenance records, report of thorough examination, test certificates and details of any alterations made to the crane.

Finally as if to accentuate the need for the new code, he covered recent accident statistics relating to lorry loaders. One of the main causes of accidents is trapping, where an operator is struck or trapped by the boom, load or stabiliser legs, whilst falls from height are also significant. Simpson claimed that the reduction in accidents relating to mechanical failures over the past 10 years have been due to improvements in the design of lorry loaders.

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Proof of training required for Government sites

The Office of Government Commerce, an independent office of the UK Treasury, has issued a new 'Common Minimum Standards' document as a guidance for public bodies and contractors working on publicly funded projects. The document includes a clause that says: 'Clients are to include a contract clause requiring that all members of their supply teams who are workers on or regular visitors to a construction site, are registered on the Construction Skills Certification Scheme (CSCS) or are able to prove competence in some other appropriate way'.

(See vertikal.net Oct 28th for full story)

£6,000 bill for Lotus

Lotus Construction of Otley, West Yorkshire, was fined £5,000 with £1,643 costs and compensation, after a 17 year old sub contract plasterer was injured from a 2.4 metre fall. Richard Green had been working on the first floor level of an extension to RC Jones motor bodies, in Barugh Green, Barnsley. The platform he was working from had no rear guardrails so that when he inadvertently stepped back he fell to the ground below.

Lotus pleaded guilty to the charges of contravening section 3(1) of the Health and Safety at Work etc Act 1974 for failing to provide a safe system of work on the project. HSE's Inspector Mark Gough said: "Falling is the biggest cause of workplace fatalities. Sixty percent of the 3,700 injuries come as a result of working at below head height. Yet falls are preventable when work is planned properly, the risks are accurately assessed, and the correct equipment is used. Had this happened in this case the young man involved would have avoided injury."

MD fined £10,000 plus costs

David Rose, managing director of Portal Power, a producer of steel frame buildings, was fined £10,000 plus £607 costs and £4,000 compensation, after an employee suffered serious injuries from a fall.

Steven Edkins, 19, had joined Portal only three days before the incident after a 10 minute interview. He was put straight to work, joining a team of workers dismantling a warehouse in Sommers Road, Rugby.

Whilst removing the roof on 7th September 2005 he fell seven metres onto the concrete floor below. The impact shattered his cheekbone, broke his jaw and right wrist, he also bruised his lung and ruptured a blood vessel in his eye. He said: "I remember hearing a crunch below my feet and then falling. I was desperately trying to grab onto anything and everything

I could. I remember spinning round and the floor coming at me quite quickly - then it all went dark".

Edkins continued: "I was in enormous pain and thought I was going to die. I could see my hand wasn't attached to my wrist. I couldn't see out of my eye and my lung was burning and I felt the blood all over me." He was taken by air ambulance to Walsgrave Hospital, where he spent more than a week, followed by a nine months in recovery. He said: "My dignity was completely removed from me. I went from being completely fit and healthy to somebody asking my brother if he could wash under my arms for me."

At the hearing Rose, who had pleaded guilty to a breach of the Health and Safety at Work Act 1974, and said in mitigation that he had introduced strict new safety guidelines for workers to follow on his sites.



C&a

training

Three's a crowd

One of our readers spotted this event crew all wearing full body harnesses, and one even has a hard hat on. However what they seem to have overlooked is that they are overloading the platform. The JLG400A has a two man, 230kg lift capacity. While these are not the fattest or tallest of operators they were also lifting materials.

HSE stops work

In early November HSE inspectors visited 56 sites in Hull and stopped work on 24 occasions because people were at risk of sustaining serious, if not fatal, injuries. Most were linked to poor work at height practices and equipment.

Harnesses saves lives

A prison van ran into a JLG600AJ boom lift in central London in November, causing the typical catapult conditions that can easily kill.

This time though, the two men in the platform were wearing harnesses and short lanyards and remained safely in the basket, sustaining nothing worse than bruises.

(see vertikal.net for full story)

Use your head

How's this for a technique? Spotted by another reader here are two men fully kitted out with helmets, yellow vests, boots and full body harnesses first rate... however we do question the length of one man's lanyard, standing on the mid-rail and pushing, if by chance the boom had moved he would have been hanging over the side. Still at least he is wearing the right gear.



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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

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Risk assessment is the key

The HSE has emphasised the importance of proper planning and selection of equipment for all work at height, following requests from some contractors for guidance in implementing the Work at Height Regulations.

"With any kit, I would expect people to have had training so they understand how it is supposed to be used," said HSE inspector Justine Lee. "There is the perception that if someone uses a ladder and things go wrong, they'll be automatically criticised by the HSE, and that isn't the case. The WAHRs have been written in such a way to allow ladders to be used in certain circumstances. It's about doing the risk assessment, referring to the work at height hierarchy and then selecting the right equipment." Full article in the IPAF Powered Access Review.

MEWPs for managers

The one-day course was developed with the HSE and is available from selected IPAF training centres.

"We cover everything a manager should know about planning, selecting and preparing for the use of MEWPs, from paperwork to logistics," said Chris Buisseret, vice-chairman of the IPAF Training Committee and who was instrumental in developing the course. "This includes



The new course stresses the importance of machine familiarisation, as well as pre-use checks and daily maintenance

regulations, accident prevention and control, risk assessment, and looking at the various types of MEWPs available and what they are best suited for." Find your nearest centre at ipaf.org

Mastclimber course revamped

IPAF has revised its mast climbing work platform (MCWP) course to offer a consistent, international and harmonised training programme.

"The MCWP course was revised to allow for local regulations to be inserted with ease," said Cameron Reid, chairman of the IPAF MCWP (UK & Ireland) Committee. "The terminology was internationalised; there are no specific references to manufacturers or their unique machine requirements. We have presented the course as a best practice guide."

While the old course had six modules, the new course has 28 smaller, bite-sized, simplistic modules that are easy to deliver and assess. MCWP training covers the categories of Mobile Operator, Demonstrator, Installer and Advanced Installer,

each leading to the award of a PAL Card (Powered Access Licence). The User category does not require the issuing of a PAL Card. This is essentially an induction course that is conducted by a certified demonstrator. Users, those who work on MCWPs, are not required to have specific certification, other than a clear understanding of the machine's operating controls.



Trainees go through the paces on an MCWP course

Harness stickers spread safety message

Too many accidents happen for want of a harness, says IPAF. The federation has joined hands with the organisers of SED 2007 to produce 50,000 stickers with this simple message: "Wear a full body harness with a short lanyard in boom type platforms."

"Powered access is one of the safest ways of working at height and yet every year people die for want of following this simple message," said IPAF managing director Tim Whiteman. "If you work with platforms or have them on your site, help us to get this message to the right people. Or on a practical note, stick it next to the controls of a boom type machine – you really could save a life."



Free stickers and copies of IPAF's technical guidance note H1 on the correct use of harnesses in platforms can be obtained by e-mailing info@ipaf.org

IPAF MD elected to SIA Board

Signalling increased cooperation between IPAF/AWPT and the US-based Scaffold Industry Association (SIA), Tim Whiteman, managing director of IPAF, was recently elected to SIA's Board of Directors.

Whiteman has also been named chairman of the European Rental Association's Statistics Committee. The group is charged with investigating the total size of the European rental market and developing information that will help provide direction for its membership.

Read all about it in the IPAF Powered Access Review

The federation's annual journal, the IPAF Powered Access Review, is now available, featuring a discussion with the HSE and health and safety professionals from major contractors on work at height responsibilities, articles on training, rentals and safety, plus a full training centre directory. Free copies can be obtained from the UK office or you can download a copy from www.ipaf.org



Access Summit focuses on management responsibilities

Next year's IPAF Summit will focus on how site management responsibilities have changed since the implementation of the Work at Height Regulations. The Summit will be held on 27 March 2007 at Whittlebury Hall in Northamptonshire. To book rooms, call Whittlebury Hall at 01327 857857 and quote the booking reference number 12939 for a preferential rate. Full programme details will be available at www.ipaf.org



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This is our last issue in 2006, all of us at the Vertikal press would like to thank our readers and all of you who have supported us in 2006.

Whether it be with subscriptions, advertising or editorial input you have all helped us to improve the magazine and online news service.

We wish all of you a very happy holiday and a fantastically prosperous year in 2007.

Many thanks and best wishes,
The Vertikal Team

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A life of cranes and access

Gerald Lute, the nephew of Cora Grove, wife to John L Grove, has finally completed and published his extensive history of John L Grove, Grove Manufacturing and JLG. The book, which is available from early December, is the result of more than two years' work, dozens of interviews and a great deal of research.

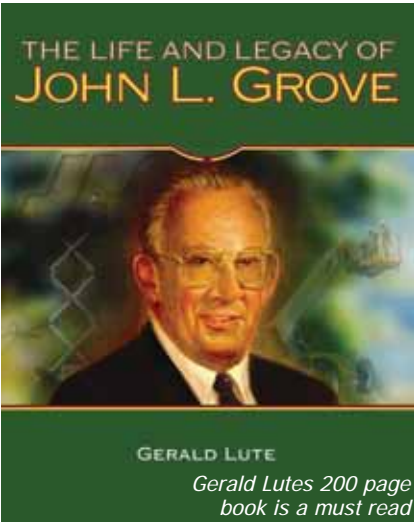
deal of historic detail, fleshing out the precise events surrounding a number of critical developments, including the departure of the Groves and the emergence of J Martin Benchoff as CEO in the late 1960s.

The same applies to the early days of JLG, where Lute has unearthed many new facts and personal details from the time. The book charts and highlights the divisions within both companies that Grove caused by his inability to delegate key aspects of management. It takes an impartial and candid look at his weaknesses as well as his incredible entrepreneurial spirit, generosity and innovative genius.

While an attractive and exceedingly well designed and illustrated book, this is a serious and comprehensive read and by far the most definitive record of the two companies to date. Lute communicates the information in a clear and readable style, making it hard to put down, although the pace gets bogged down a little from the mid 1980s onward. However the sheer volume of information, thorough research and Lute's insider's view make this book a 'must-read' for anyone interested in the crane and access industry.

The Life and Legacy of John L. Grove is published by Buchanan Trail publishing with either a Grove or a JLG dust cover. Priced at \$39.95 with 1,000 leather bound commemorative copies selling at \$89.95, copies can be ordered on the web www.btpublish.com

Gerald Lute is hoping to join the Vertikal Team at Bauma for a book signing session.



Gerald Lute's 200 page book is a must read

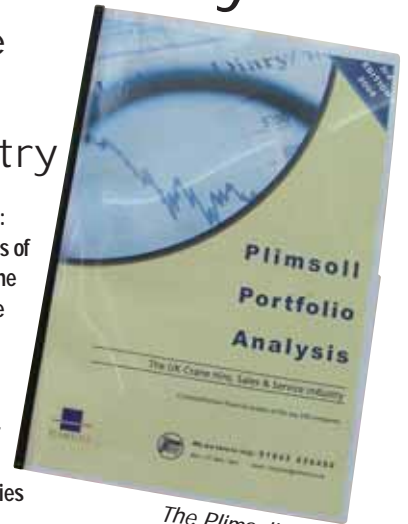
Running to over 200 pages, the coffee-table volume is beautifully designed and contains dozens of high-quality photographs and illustrations, many of which have never been seen in print before. Lute has done a first-class job on the history of Grove through the early 1970s, accurately detailing how the business grew from nothing to worldwide market leader within 25 years.

This history not only adds an insider's view of John L Grove during that eventful period, but it also adds a good

Plimsoll Portfolio Analysis

The UK Crane Hire, Sales & Service industry

This hefty £500 report claims to be: "A comprehensive financial analysis of the top 200 companies in the UK crane hire industry". On the face of it, the claim is true but it should be noted that the companies include such industry "heavyweights" as: Whitbread inns, Bluecrane computer services, BET, Servacrane, HQ Joysticks, 16 Airfield Road Properties along with dormant and bankrupt companies with little involvement in the industry.



The Plimsoll report

In fact, at the very least, giving the maximum benefit of the doubt to those listed, nearly 70 of the 200 companies either have nothing to do with the crane industry or are duplicates. On top of that crane manufacturers such as Morris, Kone, Manitowoc, Liebherr GB and Kobelco are also included. The net effect of this is that the charts and computations produced in the report are virtually meaningless.

The same can be said for the league tables. For example, the pre-tax profit margin ranking table is topped by a long-defunct business services holding company, with a one-man-band computer services company in second place while an electrical services company comes in at number three. A hotelier is in 11th place!

The only useful section of this report is the Companies House reports on 70 crane hire firms. Given the cost of obtaining each of these individually, it could prove good value if you decided that you really wanted to have all of them. The single-page reports cover a range of other businesses that may or may not be of interest. Failing that, we'd suggest that it might serve as an effective doorstop. The report is published by Plimsoll Publishing and available on www.plimsoll.co.uk Priced: from £500

A Roller bearing bible

Schaeffler UK has published a 1500-page rolling bearing catalogue, which not only includes more than 40,000 INA and FAG products, but also provides design engineers with a comprehensive 'bible' of technical knowledge and bearings expertise. More than 140 pages are devoted to the technical principles of rolling bearings, helping design engineers size and select the correct bearings for their intended application.

The 'technical principles' section of the catalogue includes information on fatigue theory; dynamic and static load carrying capacities of bearings; variable loads and speeds; life ratings; rigidity and deflection; friction values; limiting speeds and thermally safe operating speeds; lubrication principles; design of bearing arrangements; and information on fitting and dismantling.

Not exactly bedtime reading, but handy for engineers.

Free copies can be obtained on www.schaeffler.co.uk or telephone 0121 351 3833.

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Universal Sky Platforms www.uspuk.com

PLATFORM RENTAL

Easi up Lifts www.easiuplifts.com
Hi-reach www.hi-reach.co.uk
Manlift Hire www.manlift.ie
Nationwide Access www.nationwideaccess.co.uk
Rapid Platforms www.rapidplatforms.co.uk
Panther Platform Rentals www.panther-rentals.co.uk

NEW & USED PLATFORMS

Access business www.accessbusiness.nl
Access Platform Sales www.accessplatforms.co.uk
Access Sales International www.accesssalesint.co.uk
AFI Resale www.afi-platforms.co.uk
A. J. Access Platforms www.accessplatforms.com
Baulift www.baulift.de
Easi-uplifts www.easiuplifts.com
Flesch www.flesch-arbeitsbuehnen.de
Genie www.genieindustries.com
JLG www.jlgeurope.com
Kunze GmbH www.KUNZEgmbh.de
Manlift Sales www.manlift.ie
Nationwide Access www.nationwideaccess.co.uk
Peter-Hird Ltd www.peter-hird.co.uk
PASS www.poweredaccess.com
Promax Access www.promaxaccess.com
Rapid Platforms www.rapidplatforms.co.uk
Ritchie Bros auctions www.rb-auction.com
Safe2Reach www.safe2reach.co.uk
Take Over Platforms www.takeoverplatforms.com
Thanner www.USED-Worklift.com
Turner Access www.turner-access.co.uk
TVH - Group Thermote & Vanhalst www.tvh.be

ALLOY SCAFFOLD TOWERS/ECHAFAUDAGE

Instant www.upright.com
Safe2Reach www.safe2reach.co.uk
Svelt www.svelt.it
Turner Access www.turner-access.co.uk

SPECIAL/BESPOKE ACCESS AND LIFTING SOLUTIONS

Safe2Reach www.safe2reach.co.uk
Skyreach Access www.skyreachaccess.com

SPECIAL AND NICHE PLATFORM RENTAL

BAC Verhuur www.bachoogwerkers.nl
Powered Access Sales & Services www.poweredaccess.com
Rapid Platforms www.rapidplatforms.co.uk
Universal Sky Platforms www.uspuk.com

TRAINING CENTRES AND TRAINERS

Access Platform Sales www.accessplatforms.co.uk
Active Safety www.activerepairs.co.uk
AFI www.afi-platforms.co.uk
Ainscough www.ainscoughtraining.co.uk
AJ Access www.accessplatforms.com
Avon Crane www.avoncrane.co.uk
Central Access www.central-access.co.uk
Genie www.genieindustries.com
HCS www.hvdrauliccraneservices.co.uk
Heightmaster www.drivemaster.uk.com
Hi-Reach www.hi-reach.co.uk
Hiab www.hiab.com
Hird www.peter-hird.co.uk
JLG Training www.jlgeurope.com
Kingfisher Access www.kingfisheraccess.co.uk
L&B Transport www.lbtransport.co.uk
Lifting Equipment Training www.letltd.co.uk
Nationwide www.nationwideaccess.co.uk
Norfolk Training Services www.norfolktraining.co.uk
Rapid Platforms www.rapidplatforms.co.uk
Safe2Reach www.safe2reach.co.uk
Southern Crane & Access www.southerncranes.co.uk
TH White www.thwhite.co.uk

TRAINING CENTRES AND TRAINERS (continued)

Terex Atlas (UK) Ltd. www.atlascranes.co.uk
The Platform Company www.platformcompany.co.uk
Turner Access www.turner-access.co.uk
Uplift Platforms www.Upliftplatforms.co.uk

TRAINING ASSOCIATIONS AND NETWORKS

Allmi www.allmitraining.co.uk
AWPT www.awpt.org
IPAF www.ipaf.org

CRANE MANUFACTURERS

Grove www.grovetraining.co.uk
Tadano Faun www.tadanofaun.de
Terex-Demag www.terex-cranes.com
Unic Cranes www.unic-cranes.co.uk
Valla www.valla-cranes.co.uk
Vanson www.vansoncranes.com

CRANE HIRE

Ainscough www.ainscough.co.uk
Hewden www.hewden.co.uk
Ladybird tower crane hire www.ladybirdcranehire.co.uk
McNally crane hire www.cranehire-ireland.com

NEW & USED CRANES

AGD Equipment Ltd www.agd-equipment.co.uk
Crowland Cranes www.crowlandcranes.co.uk
Kobelco www.kobelco-cranes.com
M. Stemick www.stemick-kranen.de
P.V. Adrighem BV www.adrighem.com
Terex Demag www.terex-cranes.com
Used Cranes CCK www.used-cranes.de
Valla UK Ltd www.valla-cranes.co.uk
Verschoor www.verschoor-cranes.com

SELF ERECTING TOWER CRANES

Airtec safety www.airteksafety.com
Ladybird tower crane hire www.ladybirdcranehire.co.uk
Vanson www.vansoncranes.com

LORRY/TRUCK LOADER CRANES

Effer www.effer.it
Palfinger www.palfinger.com

TELESCOPIC HANDLERS

Genie www.genieindustries.com
JLG www.jlgeurope.com
Mec Telehandlers www.mecawp.com
Merlo www.merlo.co.uk

OUTRIGGER PADS

Eco power pads www.outriggerpads.co.uk
TMC lifting supplies www.crowlandcranes.co.uk/tmc

USA DISTRIBUTION AND LOGISTICS

Pacific Equipment Logistic www.pacificlogistic.com

NEW AND USED TELEHANDLERS

VHS Vissers Hefftruck Service www.vhsbladel.nl

PARTS AND SERVICE SUPPLIERS

Crowland Cranes www.crowlandcranes.co.uk
IPS www.ips-ltd.biz
JLG www.jlgeurope.com
TVH - Group Thermote & Vanhalst www.tvh.be

SAFETY EQUIPMENT

Airtek equipment www.airteksafety.com

STRUCTURAL REPAIRS

Avezaat Cranes www.avezaat.com
Crowland Cranes www.crowlandcranes.co.uk/tmc

WIRE ROPE

Bridon Ropes www.bridon.com/cranerope
Casar www.casar.de

BATTERY MANUFACTURERS/SUPPLIERS

Optima Batteries www.optimabatteries.com
Trojan Battery www.trojanbattery.com

CONTROL SYSTEMS

Intercontrol www.intercontrol.de

EQUIPMENT AUCTION HOUSES

Ritchie Brothers www.rb-auction.com

INDUSTRY ASSOCIATIONS

ALLMI www.allmitraining.co.uk
IPAF www.ipaf.org
OSHA www.osha.gov

RENTAL MANAGEMENT SOFTWARE

Insphire www.insphire.com

ANCILLARY EQUIPMENT

TMC lifting supplies www.crowlandcranes.co.uk/tmc

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At the smaller end JLG has launched a rare trailer and vertical mast lift

A rush of new models from JLG and a model with patents has spurred us into doing a page on scale models. We hope to make this a regular feature, repeating it whenever we receive sufficient input to justify it. So if you have built a model or are launching one, please do let us know.



The 860AJ is a big model, new cylinders prevent boom drop

Time was when volume produced scale models of cranes or access platform were relatively rare. While companies such as Caterpillar produced miniature versions of all its dozers and diggers, few crane or lift manufacturers could or would pay for the tooling required. In recent years that has all changed, with the crane makers offering the most fantastic and complex of models to meet growing demand from serious collectors. Some of these models



are so big, that space has prevented some avid collectors from acquiring them. The combination of the quantity of new offerings

The biggest mass produced, scissor model ever built stands almost a metre high

along with their size and cost has thus curbed many collectors desire to own a 'full set'.

The same explosion of available models has not occurred in the aerial lift or telescopic handler markets - until now. When it comes to aerials it is JLG and Haulotte that has led the charge with a growing range of scale models available. However JLG has just changed the pace of this market completely, thanks to outsourcing the financing and marketing of its models. Last year the company launched 1/32 scale versions of its articulated 1250AJP Ultra boom, 3394RT scissor lift, complete with double decks, and 4013 European telehandler. This in addition to its G-12-55A telehandler and models from the Lull, SkyTrak and Gradall stables.

The company has now upped its mini product launches with four new models in time for Christmas. All following the 1/32nd scale, to the disappointment of many serious collectors. For years the vast majority of construction equipment models have been built by NZG and Conrad in Germany, all following the 1/50th scale. An increasing number of construction equipment models are now built in China and to a variety of scales.

When questioned about this, those responsible for the JLG models say that the company has not abandoned



the collectors of 1/50th scale, and plans to launch new models in this scale next year. The 1/32nd scale range it says, arose from discussions with JLG dealers who preferred a more substantial model with more detail, so that they would make better gifts and more dramatic office or showroom displays.

The new models which comprise of what it is calling its series two range includes the 860SJ telescopic boom a substantial bit of kit with its long straight boom and articulating jib. JLG has also introduced new lockable lift cylinders to prevent the droop that its first generation booms had when exposed to sunlight. Retailing at €80.63 - roughly £55, it is a lot of metal for the money.

60 to 80 foot boom lift models have



The T350 is a rare and detailed trailer lift model

of course been done before, although not in this scale. The other three new models can claim to be firsts, at least in the volume scale model market.

The massive JLG-Liftlux 260-25 heavy duty scissor lift incorporates a lot of detail, including opening side panels and engine detailing. This model though requires a big desk, standing almost a metre high when extended to its full height. The 260-25 carries the same €80.63 price tag as the 860 boom. Going to the other extreme the 10 MSP a 10ft self propelled stock picker lift, is tiny even in 1/32 and is possible the first of this type of lift to be made into a model. This more modestly sized miniature retails at €34.55 - roughly £24.

Finally the company has produced a miniature version of its 35 ft Tow Pro T350 trailer lift. With exceptional working detail this is a nice sized replica. and one of the few trailer lift models built to date. This unit is priced at €57.59 - roughly £39.

The lifts can be ordered in Europe from a UK dealer AB.Gee of Ripley on 01773 570444 or via JLG's web site.

Designer seeks to turn model into reality



Arayik Arakelyan

Arayik Arakelyan lives in Armenia and has spent the past six years designing a truck crane, which he says incorporates many novel concepts.

He has applied for and been granted a number of Armenian patents and has built a fully functional scale model of his crane.

The five axle model measures 1580mm x 430mm x 530mm and is fully operational from a hard wired remote control.

Arakelyan not only designed and assembled the not so miniature crane, but also manufactured virtually all of the miniature components himself. Not satisfied with the scale model he is desperately keen for a manufacturer



Arayik Arakelvan, designed and made almost every part of this truck crane and patented some of its features

to adopt some of his ideas into a full sized commercial crane.

Readers

Letters

The letter in our October issue from John Wood and Barry Ireland regarding IPAF certainly caused a good deal of reaction.

We received a large number of calls and emails all taking a different view to those expressed in the letter. We publish below a response from IPAF along with one of the more passionate notes from a member. Both reflect the feedback we received. We also received a further letter from Messrs Ireland and Wood repeating their concerns and saying that they had received a good deal of support from other "independents" who felt the same way. To date we have not seen that in letters, calls or emails to the Vertikal Press.

Dear Sir,

IPAF is delighted to be congratulated on its "successful efforts to raise safety awareness" (J C Wood and Barry Ireland - Letters, Cranes & Access, October 2006). However, just one or two of the many inaccuracies and misconceptions in the rest of their letter really cannot be allowed to pass without comment.

IPAF is not a quango. It is not funded by government and is entirely independent of it. We are also entirely independent of CITB with which we have no formal ties. Ours is a not-for-profit membership organisation open to everyone involved with powered access and its views and actions reflect those of its members.

Contrary to the suggestion in the letter, IPAF and its members are particularly proud that its PAL Card is a voluntary industry initiative. The training programme was established in response to the pointed comment made by the HSE in 1992: "If some respectable organisation doesn't do it [set up a national, certificated operator training scheme] soon, government legislation will force the pace and that would be in no-one's interest."

Of course IPAF's training programme had a head start. The combined expertise and experience of its members helped greatly in its development and delivery to consistently high standards. Equally importantly, it naturally had the support of these members who collectively, today, manufacture 90% of, and purchase 70%, of all the platforms sold in the UK.

It really is no fault of IPAF, nor indeed of the HSE, if there are those who mistakenly believe that IPAF's PAL Card is a mandatory requirement to operate powered access equipment. The HSE has made it perfectly clear on several occasions that this is not the case. What it has made even clearer is that operators must be properly trained to use such equipment. Inevitably, people are drawn to the clear market leader. Over 230 training centres across 17 countries currently

train in excess of 50,000 operators every year on the IPAF programme. In total, over a quarter of a million have been trained. Incidentally, many of these centres also offer and promote other training alongside the IPAF programme. But I am convinced that the IPAF training programme has been instrumental in keeping accidents to a minimum.

Finally, I would point out that IPAF is much more than a training programme, we are also actively involved in lobbying European and American standards makers (eg to prevent the banning of sliding mid rails), offering preferential insurance rates, encouraging the training of apprentices, lobbying government for sensible regulations (eg the retention of exempt vehicle status etc) and campaigning for the correct use of harnesses. These are areas where responsible members of the industry get together and speak with a united voice.

If Messrs Wood and Ireland really believe that so many of their colleagues have got it wrong, then they should join the Federation and change it. After all, any trade association is only as good as its members - ours are exceptionally good and willing to give up weekends and evenings to develop policies that are in the common interest of the industry and which help save lives.

Yours faithfully

Tim Whiteman, Managing Director
International Powered Access Federation

Dear Sir

I was quite astonished today when I read the readers letters section of C&A, and in particular the letter from J Woods and Barry Ireland.

I had actually read the letter next to it when I received my copy earlier in the month, but some how managed to miss this. Someone asked me my opinion at a dinner on Friday night and I had to plead ignorant. I picked up a copy today to educate myself and could not believe my eyes.

It is a very brave move to speaking out so publicly, I can only assume that these chaps feel very strongly about their particular viewpoint, and must have courage in their conviction.

If a neutral where to read the letter printed, they would maybe form a particular opinion of IPAF and what IPAF do. In a way I can partially see some thing in their argument, although I don't quite understand why! My personal opinion of IPAF is something quite different. It is an organisation that does not take for granted the position it has worked so hard to achieve, and I believe still has a long way to go. The Powered Access industry in the grand scheme of things is a tiny little world. It is hard enough to get the PAL card recognised, let alone 30 or 40 other cards. Unlike these chaps I can't afford the time, money or the will to write a course from scratch, pay to have it independently verified. Then pay astronomical insurer premiums for my instructors, and myself just in case we have to defend ourselves, our actions and our methods in a court of law. I could go on and on...

I cannot believe that these companies have ever made representations directly to the IPAF council, with any question relating to the Federation. Then I ask myself who is IPAF that is turning into a monster?

.... Well it is paid up members like me, who are growing in number each day, is that why IPAF's voice is getting stronger, because it is a unified voice???

These chaps question the fact that they are in the minority, and say "we cannot believe that our views are ours, and ours only". I must ask have you had many letters in support of their 'plight'?

Confused and exasperated....

Regards Andrew McCusker, Active Rental

Dear Sir,

Banning ladders is not managing risk. I believe that British industry, and in particular the construction industry, stands accused of imposing draconian blanket bans rather than managing the risk of working at height.

Rather than training the workforce to assess the risks and select the most appropriate piece of equipment in the true spirit of the regulations, ladders and stepladders are being banned industry-wide, despite the regulations making specific provision for their continued use.

The Work at Height Regulations 2005 do not ban ladders, they clearly state that ladders may be used when the task is of low risk and short duration. The HSE accepts the practicalities of the use of ladders and the fact that they are tried and tested in a wide variety of situations across virtually all industry sectors. Indeed, there are instances where the use of ladders or stepladders, because of their portability, simplicity and ease of use, are the best and most practical work at height method.

With more than two million ladders in daily use, British industry needs to be thinking less about outlawing ladders and more about education and training. Then, when ladders are being used, they can be used safely, sensibly and in accordance with best practice - which is exactly what the regulations demand.

Why use a more elaborate, time-consuming and inevitably more expensive option when a properly maintained ladder, used correctly by a professionally trained operative, can often perform the task in a fraction of the time?"

What people need to realise is that, apart from the cost implications, there are many situations where the selection of more elaborate work at height equipment can actually lead to an increased exposure to risk for users and bystanders - where the equipment needs to be assembled and dismantled, or where there is moving machinery and working areas need to be cleared and exclusion zones established and managed."

For its part, the BLMA, the organisation at the forefront of advancing safety and standards

in the UK, is putting its money where its mouth is by providing a nationally accredited training scheme for users, supervisors and managers.

Unlike other training schemes which are often based on outdated practice, it is fast becoming the industry standard." Because this is training developed by ladder experts - people who know and understand the industry and speak the language - we fully expect the BLMA PhotoCard will quickly become the only proof of training accepted on site.

As a further aid to best practice we have also produced a 40-page Users Guide full of valuable, practical information on the safe use of ladders and stepladders.

No-one can say that the BLMA is not playing its part in helping to plan work properly, assess the risks and make sure that people are competent - and safe. It would be good to see British industry doing the same.

Yours faithfully

David Walker

Immediate Past President

British Ladder Manufacturers' Association

Dear Sir

Can I make representation on behalf of all the recipients of the David Smith email. It is an unfortunate circumstance that this problem has occurred and everyone accepts that there was no will or intent. However the constant stream of emails that use the address list, are intended and are very annoying. This is only adding to the problem. Some of these 'spammers' have sent me dozens of emails, Kailey Simpson being one example, Nigel Lewis another plus, many more.

I have made a conscious decision that even if I needed the work of any of these organisations I would not use them now anyway.

I have been loathe to write this email, as it adds to the problem, but I am fed up with the barrage of unnecessary clutter arriving in my Inbox. I have sent the email with a hidden address list but I do apologise for this email.

If the offending suppliers do not intend to stop this nonsense then would you at least remove my name from your address list.

Thank you.

Captain P. J. McNamara Harbour Master Great Yarmouth Port Authority

(The CPA sent out an update bulletin in November that when it hit one or more members servers repeated itself over and over again to the full mailing list. Some members received it over a thousand times and were forced to temporarily shut their email systems down. As if that was not bad enough, a few people receiving the emails thought it would be a great idea to use the mailing list to promote their wares. The problem was that their spam - emails also repeated themselves over and over again, blocking up recipients inboxes. The whole affair cost a number of members some serious£££)

Letters to the editor

Please send letters to the editor:

Cranes&Access: Po Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length.

We also point out that letters are the personal views of our readers and not necessarily the views of the Vertical Press Ltd or its staff.

The Hetronic MEC-ACT remote control retrofit kit is easily installed and inexpensive.

Retrofit radio remote controls



Hetronic has introduced a simple kit to retrofit radio remote controls onto older loader cranes with simple manual/hydraulic controls. The MEX-ACT kit offers the benefits of quick and easy fitting, without the need to touch the cranes hydraulic system. Hetronic also says that the kit is inexpensive in comparison with other options for retrofitting remote controls.

The system offers a choice of either the company's Nova-M or Nova-L transmitter/controllers, with fully proportional operation and redundant double decoding security. The control signals are sent to a separate double acting actuator for each function. The installation of the actuators, involves no soldering or welding, the actuators simply clamp to the cranes horizontal control bars. The modular nature of the system allows it to be easily adapted to virtually any crane and will handle up to eight proportional functions.

Single key access

With construction equipment reaching automotive levels of sophistication at the same time as security becomes increasingly important, the days of the multiple keys for a machines are numbered. Southco has addressed this problem by developing the ability to offer key code flexibility, giving OEM's the ability to match all of the locks on a machine to the ignition key.

Southco says that it can engineer the lock cylinders to the same key profile, no matter what type of latch the customer wants. It can also provide the lock with or without the key so that the OEM or dealer can customise the latch with their own lock plug to provide the level of security that they require. Taking the concept to the extreme a fleet owner could have its own exclusive key for all its vehicles, no matter what type of machines or who the manufacturer is. This might apply to all the keys on every machine, including the cab and ignition keys or simply machinery chests - giving every service engineer a single key access to the fleet.



Southco offers a wide range of latches and locks all fitted with the same key

New energy chain cuts costs



Corus has replaced festooning on seventeen outdoor portal cranes with ready-to-install harnessed 'ReadyChain' energy chain systems.

Conversion to heavy duty energy chains on its cranes has drastically reduced maintenance costs at Corus Rail.

After evaluating energy chains (power tracks) in place of festoon systems on two Demag outdoor cranes, Corus Rail is refitting 17 more outdoor portal cranes and nine indoor magnet cranes with the recently improved Igus E4/4 HD energy chain. The bolt and bore connections on the new chain have been beefed up, with the bolt diameter increasing from 40 to 45 mm and its length doubled from four to eight millimetres. The result is

expected to increase service life significantly. The 'E4/4 HD' is also ideal for heavy loads in dirty environments (steel, cement, compost plants, docks, offshore plants etc.) and for long travels at high speeds. The thickness of the side wall has been increased from 22 to 29.5 mm, while the inside height and the outside height remain unchanged.

The location of the Corus plant in Workington, on the coast, means that the outdoor cranes must withstand heavy winds, saltwater spray, sand and heavy rain, not to mention the high temperatures of

the application. The festoons, required frequent maintenance through corrosion and general wear, while accessibility was also difficult, requiring scaffold or aerial lifts. With the energy chain solution, however, regular visual inspections now suffice, says Corus, to ensure that the chain has not been damaged and the cables are still correctly strain-relieved.

The energy chains are supplied already 'wired up' with a Chainflex special cable package, specially adapted for hostile outdoor applications and are installed on site by Igus.

The Igus E4/4 heavy duty energy chain with Chainflex special cables CF9 and CF10.



The benefits include minimal installation time, saving valuable production time. Richie Proffitt, an electrical engineer at Corus for 35 years: said "The 'ReadyChain' energy chain system works, it is reliable and maintenance-free."

enquiries ↓

To contact any of these companies simply visit the 'Industry Links' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the 'Innovations' section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley, NN13 5WY, or alternatively by e-mail to: info@vertikal.net with 'Innovations' typed in the subject box.

Whats on?

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Swiss construction equipment show
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Basel, Switzerland
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Fax: +41 61 686 2188
E-Mail: swissbau@messebasel.ch

Commercial Vehicle show

The UK show for trucks and accessories
April 24-26, 2007
Birmingham, UK
Phone: +44 (0)1634 261262
Fax: +44 (0)1634 360514
E-mail: cvshow@cvshow.com

TABS

Tag der
Arbeitsbühnensicherheit
21. June 2007
Fraport Frankfurt, Deutschland
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Fax: +49(0)761 8866814
E-Mail: info@vertikal.net



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International powered access fair
September 17-19, 2008
Maastricht, The Netherlands
Phone: +31 (0)547 271 566
Fax: +31 (0)547 261 238
E-mail: Joyce@ipi-bv.nl



The Rental Show 2007

ARA convention and rental show
February 7-10, 2007
Atlanta, USA
Phone: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

ACE 2007

The Australian Construction Equipment Expo
February 22-24, 2007
Melbourne, Australia
Phone: +61 (0)3 9567 4260
Fax: +61 (0)3 9567 4261
E-mail: ace@etf.com.au

IPAF Summit

Annual Summit for International Powered
Access Federation
March 27, 2007
Whitebury, UK
Phone: +44(0)1539562444
Fax: +44(0)1539564686
E-mail: info@ipaf.org

Bauma 2007

World's largest constructions equipment show
April 23-29, 2007
Munich, Germany
Phone: +49 (0)89 51070



SED 2007

UK's premier construction equipment exhibition
May 22-24, 2007
Rockingham Speedway, Corby, UK
Phone: [44] 020 8652 4810
Fax: [44] 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk

Hillhead 2007

International Quarrying and Recycling Show
June 26-28, 2007
Buxton, Derbyshire, UK
Phone: +44 (0)115 945 3890
Fax: +44 (0)115 958 2651
E-mail: penny.lewin@qmj.co.uk



Platformers days

German access equipment meeting
August 24-25, 2007
Hohenroda, Germany
Phone: +49 (0)5031972923
Fax: +49 (0)5031972838
E-mail: info@platformer-days.de

The Hire Show

Exhibition for Rental Professionals
October 2-3, 2007 London, UK
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E-mail: thehireshow@btopenworld.com



ICUEE

ICUEE-International Construction & Utility
Equipment Exposition
October 16-19, 2007 Louisville, Kentucky, USA
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E-mail: e-mail info@icuee.com



Batimat 2007

French building and construction show
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Phone: +33.1.47.56.51.84
Fax: +33 1 47 56 51 93
E-mail: info@batimat.com

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The leading US construction show.
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Phone: +1 414-298-4133
Fax: +1 414-272-2672
E-mail: international@conexpoconagg.com

Smopyc 2008


International Public works,
construction and mining show
April 22-26, 2008 Zaragoza, Spain
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| 50 t Liebherr LTM 1050-4, | Bj. 1988 | 8x6x8 | 38,00m + 16,00m |
| 50 t Demag AC 50, | Bj. 1999 | 6x4x6 | 40,00m + 17,60m |
| 50 t Grove GMK 3050-1, | Bj. 2005 | 6x6x6 | 38,00m + 15,00m |
| 55 t Grove GMK 3055, | Bj. 2004 | 6x6x6 | 43,00m + 15,00m |
| 80 t Grove GMK 4080, | Bj. 1998 | 8x8x8 | 43,00m + 13,00m |
| 80 t Faun ATF 80-4, | Bj. 2002 | 8x8x8 | 48,50m + 16,00m |

TELESCOPIC - TRUCK CRANES

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|-------------------------|----------|-------|--------|
| 35 t Liebherr LTF 1030, | Bj. 1993 | 8x4x4 | 26,00m |
|-------------------------|----------|-------|--------|

LATTICE-BOOM-TRUCK CRANE

| | | | |
|-------------------------|----------|---------|--------|
| 140 t American 9270, | Bj. 1972 | 12x6x6 | 43,00m |
| 280 t Liebherr LG 1280, | Bj. 1975 | 16x8x12 | 56,00m |

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| | | | |
|-----------------------|----------|-------|----------------|
| 35 t Pinguely TT 386, | Bj. 1979 | 4x4x4 | 31,00m + 9,00m |
|-----------------------|----------|-------|----------------|

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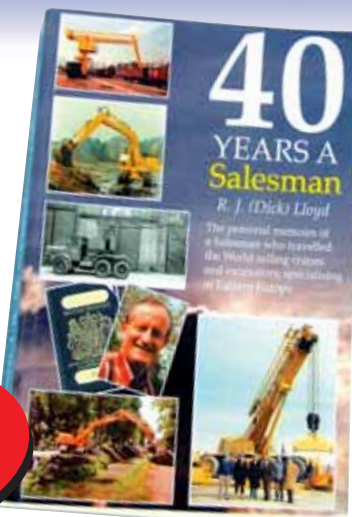
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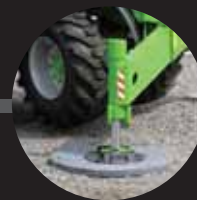
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 Self propelled scissor lift. 26' working height. Battery. Repainted, serviced & tested.



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UPRIGHT SL30 (2001)
 Self propelled scissor lift. 36' working height. Bi-energy. Repainted, serviced & tested.



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NIFTYLIFT 120T (2000)
 Trailer mounted platform. Telescopic. 40' working height. Battery/petrol. Repainted, serviced & tested.



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