

THE BEST QUALITY CRANE MATS



WELEX RENTAL

Lower Drayton Farm
Penkridge, Staffordshire, ST19 5RE
T 01785 713675, F 05603 422006
Welex@Welexrental.co.uk, Welexrental.co.uk



On the cover:

As part of London Fashion Week and the run-up to the 2012 Olympics, Universal Platforms and Facelift used their truck mounted platforms to help dress many of the capitals famous statues in haute couture hats adding to the party atmosphere.



C & a contents

17

Top 30



31

Taxi cranes



41

Small truck mounted lifts



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

SUBSCRIBE ONLINE AT:

www.vertikal.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: + 44 (0)8448 155900 Fax: + 44 (0)1295 768223
E-mail: info@vertikal.net

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

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6

Jan Van Seumeren Jnr back in the crane business, New chairman for IPAF Ireland, AFI acquires another training company, Leach Lewis in administration, ALE and ECR form JV, Speedy spends £4 million with Skyjack, Zoomlion confirms Indian JV, New Omm trailer lift, Dunlop upgrades crane tyre, Crane operators exempted from Driver CPC, Kier sells equipment



businesses, Haulotte launches new scissors in USA, Palfinger adds five new loader cranes, Longton Crane Hire closes, Riwal orders 900 new lifts, new Elliot rear mount 36127R, New Performance range from

Hinowa, New Boom Raise system for Manitowoc 16000 and Financials roundup

Top 30 UK and Ireland rental companies



17

For many companies the 12 months since our last rental company survey has been something of a roller coaster ride. Although telehandlers have made a strong recovery the overall summary would be 'generally better but still a struggle'. All is revealed in our 2012 survey of the UK and Ireland's largest crane, access and telehandler rental companies.



Taxi cranes 31

Over the past 30 years the notion of what constitutes a taxi crane has constantly shifted. Crane rental companies appear to be moving back towards the fully self-contained, carry everything on board - without special permits mode. Cranes & Access looks for the ultimate taxi crane and talks with NMT Crane Hire's Tim Ambridge.

Small truck mounted lifts 41



We take a look at the ever-changing small truck mounted lift sector, profile Affordable Access the Co.Me.t distributor in the UK, as well as interview Palfinger Platform's Stefan Kulawik.

Why visit SAIE 2012? 51

After last year when most crane and access companies stayed away, this year's SAIE show in Bologna, should be back to its Italian best with a full range of cranes, access and telehandlers.

regulars

ALLMI Focus 55

Training 57

IPAF Focus 59

Innovations 63

Books and Models 65

Letters 69

What's on 72

On-line directory 76

In the next C&A

In the next bumper issue of Cranes & Access out in October we feature Crawler cranes, Outrigger mats and pads and Underbridge inspection platforms as well as a round-up of the regional shows including Verticaaldagen and Platformers' Days.

"The world is divided into people who do things and people who get the credit.
Try if you can to belong to the first class as there is far less competition"

Dwight Morrow in a letter to his son



GET THE “+” ON YOUR PAL

PAL + is an additional one day of category specific training aimed at Mobile Elevating Work Platform (MEWP) operators working in higher risk or challenging environments.

The PAL operator course meets all requirements for basic operator training but now there is an extra “+” for those wanting to go further.

For more information or
to book this course visit
www.ipaf.org/palplus



PAL+

Course content

- + Compact theory session
- + Emphasis on practical training
- + Categories:
 - Static Vertical (1a+)
 - Static Boom (1b+)
 - Mobile Vertical (3a+)
 - Mobile Boom (3b+)
- + Challenging practical exercises
- + Written and practical tests
- + Individual interviews

The IPAF operator training
programme is certified by TÜV
as conforming to ISO 18878.



cranes & access

The Vertikal Press

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

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,

Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814

email: info@vertikal.net

web: www.vertikal.net

Germany, Scandinavia,
Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,

Corte Lambruschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapointsrl.it

The Netherlands

Hans en Anneke Aarse

Oranjestraat 167

NL 3295 AS - 's-Gravendeel

Tel: +31-78 673 4007

Mobile: +31(0) 630421042

email: ha@vertikal.net

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY, UK

Tel: +44(0)8448 155900

email: pp@vertikal.net

Design & Artwork by:

BP Design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

web: bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2012

The Vertikal Press also publishes:



For users & buyers of lifting equipment
August/September 2012 Vol. 14 issue 6

Editors:

Leigh Sparrow

Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Assistant Editor:

Edward Darwin

Sales & customer support:

Pam Penny

Karlheinz Kopp

Clare Engelke

Production:

Nicole Engesser

Subscriptions:

Lee Miller

Publisher:

Leigh Sparrow

**Vertikal
Press**

The Vertikal Press Ltd.
MEMBERS OF



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

The Editor,

Cranes & Access,

PO Box 6998, Brackley

NN13 5WY, UK

Tel: +44(0)8448 155900

Fax: +44(0)1295 768223

email: editor@vertikal.net

c&a comment



The bank of you
and me.....

Famous English economist John Maynard
Keynes famously said: "When the facts
change, I change my mind - do you?"

Well regarding bankruptcies it would
appear that many of us ignore the lessons provided by experience
and continue to deal with serial bankrupts or those who continually
delay payment.

We all know about the 'crooks' that use the bankruptcy system to
scam suppliers and the public finances, keeping all the revenue they
generate for themselves. What is surprising is how many suppliers get
caught by the same people time and time again.

But what of those that ignore the terms of a deal and delay payments
from 60 to 90 and 120 days or more - do you stop dealing with them?
In many cases the answer is no and the potential loss in case of
bankruptcy balloons.

Almost as bad are the large contractors that run tight businesses with
good credit ratings, but intentionally slow agreed payments to
subcontractors and suppliers to unbelievable levels - possibly in the
hope they go bust, saving payment altogether. While this is not illegal
it is morally wrong - just as much so as those who use questionable
offshore tax shelters to minimise their tax bills.

No - withholding payment well beyond agreed terms is wrong. Not only
does it put companies in serious danger of going under, but it uses
suppliers as cheap finance - the bank of you and me.

The current crop of business failures are a mixed bag. There are some
unfortunate examples of several pieces of bad luck arriving at the same
time, others are companies run by managers who should never be in
control of a business and then there are the out-and-out crooks.

Now there is nothing wrong with seeking protection from creditors.
Not everything works out as hoped or planned, and some creditors can
be totally unreasonable - the banks for example. However some
bankruptcy systems, the UK being one, are wide open to abuse by
company owners and the cozy deals between administrators and
secured creditors.

The solution? Those responsible for more than two bankruptcies where
creditors are unpaid should be banned from any senior role or
ownership position in a business for say 10 years and perhaps be
personally liable for compensating creditors? When a company goes
bust the existing management or owners should not automatically be
given preference in buying the failed business assets. Administrators
should be charged with getting the best deal for all creditors so they do
not end up paying for the bankrupts' 'misfortune', only to see them
spring up a week later with lower debts giving them an unfair
competitive advantage.....

Mark Darwin

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

**Vertikal
.net**