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HAPPY

Christmas

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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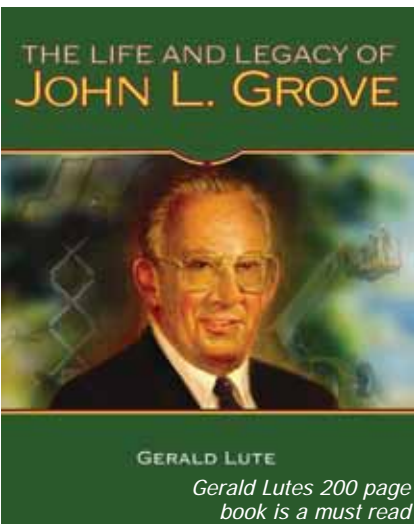
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A life of cranes and access

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.



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

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.

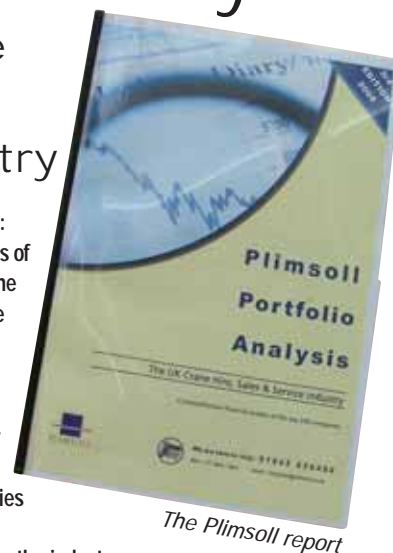
The Life and Legacy of John L. Grove is published by Buchanan Trail publishing with either a Grove or a JLG dust cover. Priced at \$39.95 with 1,000 leather bound commemorative copies selling at \$89.95, copies can be ordered on the web www.btpublish.com

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

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.



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.

The latest FAG catalogue is a mine of information for engineers



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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.