

cranes & access

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April/May 2013 Vol. 15 issue 3

Bauma
photo
review

Self-erecting
tower cranes
Spider lifts

...New Genie SX180 boom...70 ton Manitex truck crane...Lifetime Award for McArdle...

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On the cover:

Three Bavarian men in traditional costume enjoying the sights of the biggest Bauma show ever which attracted a record number of visitors.



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appointments, Lifetime Achievement award for McArdle, Terex

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ton Manitex truck crane, Holland Lift under new ownership and management, New Bronto XR range, First

Superlift 3800 delivered, Record attendance at UK tower crane meeting, Bronto success in the UK, Mammoet collects the Liebherr set, Rail mounted crane and access platform, Atlas and Effer move closer, £12 million investment for Port Services, Weldex orders 11 crawlers, Manitowoc 31000 for Chunjo, Lifterz trials Dingli, First Tadano ATF400 in UK.

The best Bauma ever broke all records in terms of visitors, exhibitors and space. We have dedicated 10 pages to a photographic review of the more interesting products and sights at the show.



Vertikal Days 52

Next month's Vertikal Days looks set to be the UK launch pad for a host of new products from crane, access, loader crane and telehandler manufacturers as well as associated equipment and services. Here is a flavour of what to expect.



Spider lifts 17

We review the new 30 to 35 metre working height sector, compare the new 52 metre Palazzani against existing competition and look at several applications including the refurbishment of a modified spider lift working at the 'Gherkin' in London.



Self-erectors 27

Is the self-erector tower crane finally on the verge of making a breakthrough in markets outside of its strongholds in continental Europe? We speak to the two largest self-erecting rental companies in the UK - Mantis Cranes and Ladybird Cranes - and hear how contractor attitudes may be changing...

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In the next C&A

In the next issue of Cranes & Access out in June we will have a full Vertikal Days show preview, as well looking at All Terrain cranes and the big scissor lifts sector.

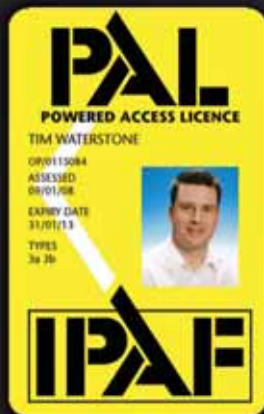
"Let me give you my vision: A man's right to work as he will, to spend what he earns, to own property, to have the state as a servant and not as master - these are the British inheritance. They are the essence of a free economy... And on that freedom all other freedoms depend."

Margaret Thatcher October 1975

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comment



Slow adopters

In this issue we cover the latest innovations from Bauma - the world's biggest equipment show. The chance to see and learn about new products and ideas is so important that the show attracts more than half a million visitors, yet many of the most innovative products only ever sell in limited numbers.

This month we also feature self-erecting tower cranes and spider lifts - both 'amazing' but niche products although self-erectors are more broadly accepted in a handful of continental European countries. Both products can offer huge benefits, including increased speed and efficiency, improved safety and reduced overall costs, making it even more of a mystery why they are not more universally adopted?

Yes, contractors in many countries tend to be slow to adopt new methods and equipment. They have their own way of doing things and are reluctant to risk trying a new method, even if the overall costs are lower and benefits greater. Many of these same contractors will frequently take massive risks by sourcing their 'traditional' crane or access suppliers based purely on the initial price even risking a mid-contract switch.

But contractors are not the only brake on the uptake of new concepts. Rental companies can also block the adoption of new products on the basis that they continue to buy what is already popular. They also prefer multi-purpose products over more specialist kit, even though they may not be the right tool for the job.

True for customers to use new equipment such as a self-erector or spider lift often requires a complete change in work methods, but with the overall benefits growing all the time there has to be an industry tipping point?

Don't get me wrong, the rental industry has helped enormously with the uptake of new equipment and is the most efficient method of equipment supply - but it can also block the adoption of new ideas. Where is their incentive to invest in new, different machines unless enough customers are already asking for them? Perhaps this is where small rental companies have a role to play, by introducing new equipment to the market, which then stimulates demand which is eventually recognised by the larger players.

However amazing a new product is, if it isn't adopted its potential will never be realised.



Mark Darwin

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Genie unveils 180ft SX180

Genie finally revealed its new straight telescopic self-propelled boom lift at Bauma. The 180ft SX180 was bigger than expected and 30ft higher than the current record holder the JLG 1500SJ.

The new lift features a slightly unusual five section main boom, the second section has a dedicated telescopic cylinder and remains retracted unless the boom is extended to more than 150ft. The top three sections are synchronised in the same way as a regular three section boom. Another 'novelty' is the 3.3 metre articulating jib which is mounted on a slew ring and offers about 160 degrees of rotation and 135 degrees of articulation. Maximum outreach is 24.5 metres with maximum capacity of 340kg.

The new machine uses a new X type chassis which differs from the one used on the Z135/70 in that the 'legs' are fabricated rather than cast and the chassis frame is wider so that the 'legs' do not need to extend as much which helps provide a longer extended wheelbase. The extended width is just over five metres, retracting down to 2.49 metres for transport. Overall length is 12.98 metres when the jib is tucked under and Gross Vehicle Weight is 24.5 tonnes.



So how does it stack up against the 150ft JLG?

If you can move a JLG 1500SJ then apart from three tonnes more overall weight, you'll have no problem with the Genie. Specification wise it offers the same outreach, but almost 120kg more platform capacity in addition to the 30ft more working height. But its working width is over five metres.

All manner of sales statistics circulated at the show, none of which Genie was willing to confirm. However we do know that the first two units in Europe will go to the Kimberly Group in the UK and Schickling Arbeitsbühnen in North Germany.

	Genie SX180	JLG 1500SJ
Working height	56.86m	47.72m
Outreach	24.4m	24.4m
Capacity	340kg	227kg
Extended width	5.03m	3.81m
Jib length/articulation	3.3m approx/135°	7.62m
Shipping size	12.98 x 2.49 x 3.05m	13.1 x 2.49 x 3.05m
GVW	24,495kg	21,770kg

Lifetime achievement award

Harry McArdle, the founder of Irish-based international rental company Height for Hire/Easi Uplifts has received this year's IPAF/IAPA lifetime achievement award. The award was presented by newly elected IPAF president Steve Couling, whose day job is managing director of Versalift in the UK.

Paying tribute to McArdle, Couling said: "Harry was one of the first entrepreneurs to take access seriously as a rental business. He is also quick to see new opportunities in products and markets, seeing, for example, the potential of large truck mounted platforms as well as other specialist forms of access."



IPAF president Steve Couling presents the Lifetime Achievement award to Harry McArdle of Easi Uplifts

...And Couling becomes president

Couling took over as president of IPAF at the IPAF summit and awards dinner in March as previous president Wayne Lawson completed his two year term, the occasion also marked his retirement from JLG.

Other award winners included:

IPAF Training Instructor of the year: Rafael Bazzarella of SkyJack.

Best New IPAF Training Centre of the year: The Sheet metal workers 33, Cleveland, USA.

Product of the year - Mastclimbers and Hoists: Scancrawler SC8000 Eiffel Transport Platform.

Product of the year - Vehicle/Trailer Mounted lifts: Ruthmann Steiger T540 truck mounted lift.

Product of the year - Self-Propelled: Cormidi KB-X spider crane/lift.

Product of the year - Low Level: ReachCraft of the USA for the PowerLift.

Award for outstanding after sales service: Independent Parts & Service (IPS), UK.

Contribution to safe working at height: AFI-Uplift, UK.

IPAF safety champion: Kevin O'Shea, Mastclimbers, USA.

Access rental company of the year: Industrial Access, Romania.

Further coverage along with the photo album will appear in the June issue of the magazine.

More changes at Manitou

Access and telehandler manufacturer Manitou has appointed François-Frédéric Piffard as vice president sales and marketing, following the previously announced departure of Henri Brisse. Piffard combines the new role with his responsibilities as vice president new business. Chief financial officer Hervé Rochet takes over as company secretary from Hervé Saulais who will leave the business.

Agnès Michel-Segalen joins the company as a non-executive director, replacing interim chief executive Dominique Bamas who stepped down as a director when he took over as chief executive from Jean-Christophe Giroux in March. Bamas thanked Saulais for his contribution and said: "In the current period of the consolidation of our functions, I'm choosing a closely knit team with intimate knowledge of the group, its customers, its employees and its history."



François Piffard

Terex Cranes restructures

Terex Cranes is restructuring its mobile crane organisation on a regional basis to ensure that sales and support for all cranes are made locally, rather than by the factory supplying the product. As a result Harry Bussmann has been appointed managing director, Terex Cranes Europe, Middle East, Africa and Russia, while Dan Slater becomes general manager, Terex Cranes North America. The company is currently looking for a head of Terex Cranes Latin America to be based in Sao Paulo, Brazil.

Danny Black, general manager, Terex Cranes Australia/New Zealand, Dan Micheau general manager, Terex Cranes China, Carsten von der Geest, director of sales for Terex Cranes China and South East Asia and Martina Moritsch, Terex Tower Cranes all continue in their current positions.

"These changes will require a transition period to implement," said Terex Cranes president Tim Ford. "I am confident that they are the right step for our business allowing us to leverage our experience, act with more speed and deliver results that grow your business more effectively."



Tim Ford

A future for Denka

German distributor Rotherhner has acquired the design rights and replacement parts business for Denka trailer lifts.

The company will offer worldwide product support for all Denka products from its base in Germany and is investigating the resumption of production in Germany. Chief executive Manfred Rotherhner said: "We want to finish the turbulent times of Denka and bring the brand back to his strong position. Before the first deliveries of new machines will happen, some challenges need to be solved."



A Denka trailer lift

Largest Manitex truck crane

US boom truck specialist Manitex has launched its largest crane to date the 70 ton/63tonne TC700. While the new crane has boom truck heritage it is very much a commercial carrier mounted truck crane with a 38.1 metre four section main boom and a 54.9 metre maximum tip height when fitted with a two part extension.



The new Manitex TC700

The TC700 has been designed as a 'global' machine and is CE compliant, designed to be fitted to a wide variety of trucks. Overseas it will be fitted to a four axle chassis, while five and six axle factory installed configurations will be available for North America.



The two Bronto XRs at Bauma, the XR65 sold to Janneniska and the XR56 to Jalo & Jalo of Turku, Finland

Bronto unveils XR range

Bronto Skylift launched its new XR range of truck mounted lifts at Bauma, the first two models are the 56 metre S56 XR and 65 metre S65 XR which will eventually replace the XDT range. The S65 XR features a five section main boom, long two section jib and short articulating 'sky jib' which features more than 160 degrees of articulation. Mounted on a 26 tonne three axle truck, it offers up to 40 metres of outreach and 700kg platform capacity - 600kg with the hydraulically telescoping platform option. It also offers 15 metres of outreach at an up and over height of around 40 metres.

Bronto said it has focussed on lower running costs, and a greater working envelope per tonne of Gross Vehicle Weight. The new models have up to 15 percent more outreach and a 35 percent better working envelope. The two new units have an overall length of less than 12 metres, low axle weights, rear wheel steer, all-wheel drive with Hydro-Drive, 180 degrees platform rotation, Bronto B+ Geometric Control System, longer outrigger jacks for levelling on slopes up to 10 degrees, faster auto levelling, fully variable jacking widths, a 2,000kg lifting eye on the main boom and a 300kg platform winch or 1,300kg boom winch.



Bronto claims a record breaking 40 metres of outreach on the XR65

New owners and management at Holland Lift

ProDelta Investments - the owner of crane and access rental companies Rival and Hovago - has acquired heavy duty scissor lift manufacturer Holland Lift. Former director and majority shareholder Menno Koel has left the company and is replaced as managing director by Thom Sijs.

The company says that it agreed the full takeover in January and that Koel stepped down on May 1st in order to give the new owner a free reign to take the company into a new growth phase. ProDelta said: "ProDelta Investments sees a strong potential for growth in the organisation thanks to increasing international demand for Holland Lift's high quality products across a large number of countries."

Speaking to Cranes & Access late last month Sijs said that his first objective is to improve the supply chain, improve production efficiencies to help bring down the long lead times that the company has become known for.

More in our big scissor lift feature in the June issue.



Thom Sijs



Record turnout for UK tower crane meeting

The UK's CPA Tower Crane Interest Group annual open meeting in late March attracted a record attendance with around 110 delegates participating in the one day meeting.

The presentations covered a wide range of subjects with a strong focus on the effect of wind on cranes and their foundations. Senior inspectors from the Health & Safety Executive - Joy Jones and Ian Simpson - also provided useful updates including an outline of the type of questions that the HSE asks following a tower crane incident.



Some of the principal points that were covered included:

- When calculating tower crane foundation loads a storm blowing from the front is the worst case and can inflict 25 percent more stress than normal operation.
- Out of service wind loads should be calculated with C25 and D25 wind speeds in the UK.
- Wind loading calculations should be in line with EN 14439 as well as looking at wind from the front, rear and side (FEM 1.005).
- There should always be a simple method statement of how the tower crane is to be removed when the contract is completed.
- Since 6th April the need to notify a tower crane event on the register has ended.
- The UK Safe Crane Campaign to reassure the public, needs industry support by putting posters (available from posters@safecranes.org.uk for free) on site hoardings.
- Site contractors are responsible for rescuing people from a tower crane – not the tower crane rental company. The emergency services may be able to help but not all areas have the capability to do so.
- Any crane or equipment with a height of 10 metres more than surrounding structures (or over 10 metres when working in a flat field) within six kilometres of an aerodrome, requires the aerodrome to be informed. If the crane is more than 300ft (91.4m) high the Civil Aviation Authority also needs to be informed and if taller than 150 metres it needs obstruction lighting.

Mammoet takes 1,000 tonne Liebherr

The new 1,000 tonne Liebherr LR 11000 crawler crane on its Bauma stand was purchased by heavy lift and moving specialist Mammoet. The company's fleet now includes examples of every Liebherr crawler crane over 300 tonnes. The new crane was ordered with the PowerBoom option which boosts capacities, allowing it to compete with a 1,300 tonne crane in some areas.

The company said: "The new LR 11000 crawler crane supplements our range between the LR 1750 and LR 11350. After the prototype was unveiled, discussions about the concept of the crane were quickly followed by the decision to buy one."

Mammoet has taken the Liebherr LR1100 from Bauma.



Bronto racks up the orders

Bronto Skylift has had a sparkling start to the year in terms of orders and deliveries in the UK. Nationwide Platforms ordered 10 new units including a number of 38 metre S38XDT, 50 metre S50XDT-J and 70 metre S70XDTs.

Easi UpLifts also continues to build its UK base. Director Fergus McArdle has relocated to the UK to help build the business as it looks for a suitable candidate to head its international truck mounted rental operation. As part of this expansion the company has ordered three 50 metre S50XDT-Js and three of new Bronto 55 and 65 metre XR range launched at Bauma. The company's third 90 metre S90HLA's is also due for delivery this month along with three more 70 metre S70XDTs.

Easi UpLifts is adding more big Bronto truck mounts to its fleet



First Terex Superlift 3800 delivered

Terex Cranes has delivered the first of its new 650 tonne Superlift 3800 crawler crane to Ulferts & Wittrock in Germany with a 153 metre main boom and a 12 metre light fixed jib in combination with a Vario-superlift system with counterweight tray.

Co-owner Klaus Wittrock said: "We believe in investing in the latest technology to maintain our leadership position and perform jobs all over Europe, so transportability and efficient use of counterweight is a huge plus for us."

Hermann Ulferts added: "We own a Terex TC2800-1 lattice truck crane and a CC2800-1 crawler crane and are very satisfied with their performance. We were positively surprised by what the Superlift 3800 is capable of. The fact that a crane of this class can erect 150 metre turbines is a remarkable achievement."



Crane operator Albert Schroer at the controls



The Superlift 3800's boom goes up at Ulferts & Wittrock yard





The crane and platforms are mounted on an RS type wagon

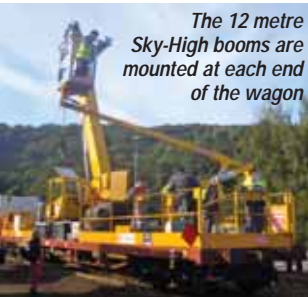
Railway crane and access

Belgian crane distributor Belgian Lifting & Equipment Company (BLE) has built and delivered a special rail mounted crane and access maintenance unit to rail construction and maintenance company Duchêne, for the installation of overhead electrical wires throughout the country's rail network.

BLE opted for a 30 tonne Grove RT530E-2 superstructure with a 29 metre main boom, reducing its maximum capacity to 14.3 tonnes at a three metre radius and 1.2 tonnes at 12 metres. It then removed the standard steel counterweight replacing it with an unusual shaped lead one that was significantly more compact. Once mounted on an 18.66



The counterweight on the RT530E was changed to a more dense and compact one made of lead



The 12 metre Sky-High booms are mounted at each end of the wagon

metre long RS model railway wagon it added the superstructures from two 12 metre Sky-High AC powered 120MA boom lifts, one at each end of the wagon.

The machine was then equipped with a variety of safety devices to ensure stability of the crane and platforms, along with railway requirements, including specialist electronics, automatic axle locking, slew limiters and emergency generators.

Bakers dozen for ALE

International heavy lift and haulage company ALE has taken delivery of 13 new Terex cranes - three All Terrains and 10 Rough Terrains. The RT order includes two 75 tonne RT 75's, four 35 tonne RT 35's and four 60 tonne A600s. The three All Terrain cranes include a 250 tonne AC 250 and two 100 tonne AC 100's.

The cranes will be used to support its activities in the Middle East and Africa. ALE's regional director of Middle East and Africa Richard Peckover said: "Following operator training, all the cranes are meeting our expectations and performing satisfactorily on a day-to-day basis."



The 60 tonne A600 which has a maximum tip height of 55 metres



A line of Terex Rough Terrain cranes destined for ALE

A 500 tonne Liebherr LTM 1500-8.1

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news

£12 million investment for Port Services

Port Services Group of Invergordon and Aberdeen, Scotland has confirmed a £12 million investment programme, after winning a number of new contracts within the wind energy market, as well as increased activity in its core Oil & Gas business and the securing of a five year £20 million contract from the Global Energy Group.

The equipment - due for delivery within the next four months - includes a 750 tonne Liebherr LTM 1750-9.1, a 500 tonne LTM 1500-8.1, two 220 tonne LTM 1220-5.1 and a 130 tonne LTM 1130-5.1. The heavy transport equipment includes 16 Goldhofer THP SL axle lines, an 8x4 250 tonne MAN tractor head and a 160 tonne payload low bed insert attachment.

Port Services managing director Steve Clark said: "Securing contracts with high-profile international organisations such as the Global Energy Group has been a key part of our growth strategy, this coupled with a generally very busy oil and gas market with good visibility moving forward, and with our recent emergence as a player in the wind energy market has given us the confidence to make this major investment in our heavy crane and transport division."

Atlas and Effer move closer

Loader crane manufacturers Effer and Atlas have extended their UK co-operation agreement to other dealers in the Atlas network. All Atlas crane distributors now have the opportunity to add Atlas branded Effer cranes to their product ranges, following the success of the agreement launched in the UK in October 2012.

Effer branded cranes will also be sold and supported by Atlas dealers in a number of countries with particular emphasis on Germany and the Middle East, where Atlas has a strong network. The Effer cranes will be sold by Atlas in Germany and other markets in Atlas orange and branding, while the Effer brand and yellow colour will be used in the UK. At Bauma Atlas unveiled the new Atlas AK 955, built by Effer.



The Atlas AK955 built by Effer

15 big Genie booms for Kimberly

UK-based rental company, Kimberly Group has placed an order for 15 Genie 135ft self-propelled articulated boom lifts, including 12 units of the existing Z135/70 and three of the recently launched ZX135/70s. Kimberly chairman Ray Ledger said: "This order reinforces our position as a major provider of big booms and further investment in big booms is likely in the next few months."



The new Genie ZX135/70.



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Chunjo's Manitowoc 31000 carries out its first lift - a 250 tonne vessel

Manitowoc 31000 for Chunjo

Chunjo Construction of South Korea has taken delivery of a 2,300 tonne Manitowoc 31000 crawler for work at a liquefied gas from coal plant operated by Posco E&C in Gwangyang, South Korea.

The 31000 is making a series of 12 heavy lifts, the first of which was 250 tonnes, while rigged with 55 metres of boom and a 60 metre luffing jib. Chunjo also purchased a further three 600 tonne Manitowoc 18000 crawler cranes taking its fleet to 12 – the world's largest fleet of 18000s.

Eleven new crawlers for Weldex

UK-based crawler crane specialist Weldex has ordered 11 new Liebherr crawler cranes worth €20 million. The order consists of seven telescopic crawlers, including three 220 tonne LTR 1220s, two 100 tonne LTR 1100's and two 60 tonne LTR 1060. The lattice boom models include one of new 1,000 tonne LR 11000, a 250 tonne LR 1250 and two 600 tonne LR 1600's. The cranes will be used for projects in the oil, gas and renewable energy sectors.



Klaus Huberle (L) handing over the keys of the new Liebherr LTR 1220 to Iain McGilvray at Bauma.

More JLGs for Horizon

UK-based Horizon Platforms has ordered 90 new aerial lifts from JLG. The latest order will take the fleet of the Yorkshire-based business to around 500 units, with the bulk of the new machines going to its recently opened North West location in Warrington. The order is made up of 19, 26 and 32ft ES electric slab scissor lifts and E300 and M450 articulated booms which will be equipped with JLG's SkyGuard anti-entrapment system, an option that the company says it will specify on all future JLG boom lift orders.



(L-R) Ben Hirst and Ruairi Duggan of Horizon take delivery of a new E300 AJP boom lift from Edward Price of JLG at the new Warrington facility

Lifterz gives Dingli a try

UK rental company Lifterz has placed a 'sample order' for Dingli electric scissor lifts with the new UK/Ireland distributor Oswald Record. The deal comprises at least eight units including the 19ft JCPT0807DC and the 26ft JCPT1012DC models.



(L-R) Benjamin Bowers of Lifterz takes delivery from Stan Launchbury of Oswald Record

Lifterz joint managing director Benjamin Bowers said: "I was so impressed when I saw the Dingli product at Vertikal Days last year, it included some of the best componentry in the machines along with direct electric drive, so I expect our customers will be well pleased when they turn up on site."



The first of three Liebherr 630ECH 40 tower cranes is erected on the new Forth road crossing

First crane for the New Forth Bridge

The first tower crane for the new Forth Bridge in Edinburgh, Scotland has been installed using barge-mounted crawler cranes. The crane - a 40 tonne Liebherr 630ECH 40 - is the first of three identical cranes that will be used to build the three 207 metre towers that support the new bridge. As the towers are built the cranes will be climbed to a height of well over 200 metres.

The Liebherr was supplied and erected by Streif Baulegistik one of Europe's largest tower crane rental companies. The 2.7km bridge will cost £790 million and replaces the 1964 suspension bridge which is suffering from weakened suspension cables, failed expansion joints and mounting maintenance costs. The iconic 1890 railway bridge continues in active service. The new bridge is expected to open in 2016.

First UK Tadano ATF400

Welsh rental company Davies Crane Hire has ordered the first 400 tonne Tadano ATF 400G-6 in the UK. The new six axle All Terrain was displayed at Bauma and is scheduled for delivery in early June complete with the Heavy Duty Power System and a range of extensions, including the 76 metre luffing jib. The new crane will be the 12th Tadano crane in the Davies fleet and be based at its recently

opened Cardiff depot, in order to offer coverage over a wider area and to help reinforce the company's presence in South Wales.



Davies new Tadano Faun ATF 400G-6 was the star of the Bauma stand.



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Financials round up

Manitowoc profits jump

Manitowoc Crane achieved first quarter revenues of \$574.4 million - up 7.8 percent thanks to on-going improvements in North America. Operating income climbed more than 46 percent to \$31.3 million.



Telehandler sales boost JLG

Half year revenues at JLG increased 10 percent to \$1.39 billion thanks to a 34 percent jump in telehandler sales to \$514.3 million. Aerial lift shipments were flat at \$631.5 million. The company's backlog slipped around 17.5 percent to \$778 million. Operating profit increased 38.9 percent to \$95 million thanks to higher prices and efficiency initiatives.



Hiab slips

Loader crane manufacturer Hiab has reported a five percent fall in first quarter revenues to €192 million, while order intake declined 12 percent to €216 million. Operating income plummeted from €7.5 million a year ago to €2 million this year, including €1.6 million in restructuring charges.

Kalmar does better

Hiab sister company Kalmar, fared better with revenues up one percent to €323 million and order intake rising nine percent to €366 million. Operating income was 13 percent higher at €7 million.

Profits soar at Terex Crane

First quarter revenues at Terex Cranes improved three percent to \$470.9 million, while operating profit more than doubled to \$32.5 million from \$13 million last year. The Material Handling and Port Service business had a bad start, with revenues down almost 23 percent, while operating profits plummeted from \$600,000 last year to a loss of \$29 million this year. Terex as a whole saw revenues decline over five percent to \$1.72 billion, while pre-tax profits improved 14 percent to \$34.4 million.



Genie goes higher

Terex AWP/Genie boosted first quarter revenues by 21 percent to \$509.1 million, while operating profits jumped almost 85 percent to \$72.4 million. The company's backlog at the end of March was \$577.3 million, 10 percent up on last year.



Soft start for Lavendon

International rental company Lavendon saw first quarter revenues slip four percent, seven percent in the UK and 12 percent in both Germany and Belgium, while France improved two percent in a tough market. The Middle East continued to outperform with revenues up 34 percent. Net debt at the end of the quarter was up £14 million to £111 million due to increased capital expenditure.



Profit record for JCB

2012 revenues were flat for JCB at £2.7 billion, however it claims that in terms of profits it was the best year in its 67 year history, with 'earnings' reaching £365 million.

Slow start for Haulotte

First quarter revenues at Haulotte slipped five percent to €84.5 million, with reductions in new equipment, parts & service and rental. The falls were largest in North America - down 23 percent - while Europe declined 11 percent, South America rose 42 percent, and Asia Pacific 15 percent. Haulotte says that order intake was maintained and that it expects to be on plan for the full year.



Record revenues for Liebherr

Liebherr managed a 9.2 percent rise in revenues during 2012 to €9.1 billion - a new record. Total crane sales - including mobile, tower and maritime cranes were up almost seven percent to around €3.35 billion. Mobile cranes improved 12 percent to just over €1.94 billion, while the tower crane and concrete technology division was roughly flat at €580 million and maritime crane sales improved three percent to around €830 million.



Cramo back to red

Finnish international rental company Cramo saw first quarter revenues drop 7.2 percent to €148.5 million, while last year's pre-tax profit of €2.4 million turned into a loss of €2.3 million this year.

Profit hike at Skyjack

Linamar's Industrial division, which includes Skyjack, saw revenues decline 2.7 percent to \$137.5 million. However profits more than doubled from \$6.5 million last year to \$14.3 million this year, thanks to improved margins and a better product mix.



Rami goes cold

First quarter revenues at Ramirent fell seven percent to €152.8 million, while pre-tax profits leapt 42.5 percent to €15.2 million, however this includes a €10 million one off gain on its Russian business which merged with Cramo under the FortRent banner.

Ruthmann up 25%

German truck mounted lift manufacturer Ruthmann has reported sales of €95 million for 2012, an increase of 25.5 percent on 2011. No profit or other information was disclosed.



Manitou stumbles

Manitou revenues fell 14 percent in the first quarter to €271.8 million. However it says order intake remained strong. Telehandler and aerial lift sales fell 22 percent to €171.9 million, while revenues at Gehl increased 21 percent to €64.8 million. The company does not post profit details in its quarterly statement. Profits for the year were £20.8 million, on revenues four percent higher at £234.6 million. Underlying profits showed an even stronger improvement.





Riders suspended from the cranehook

Bauma 'circus rides' concerns

IPAF - the International Powered Access Federation - raised serious concerns with the Bauma authorities over tower crane 'pleasure flights' during the Munich exhibition last month. The rides - organised by AirEmotion on the stand of truck manufacturer Paul-Nutzfahrzeuge - used a Liebherr 81K self-erecting tower crane owned by Nagel with a 50 metre hook height. A strongly worded letter from IPAF chief executive Tim Whiteman to Georg Moller of Bauma asked the organisers to "immediately ban the use of cranes for circus rides at Bauma". They chose not to but Conexpo took the opportunity to confirm that it would not allow anything similar at its event next year.

Lifting people with cranes for entertainment purposes has always been a controversial area. In a work environment this should only occur if there is absolutely no other access method that can be used. The European material handling federation - FEM - published a position paper on the subject in May 2011 which virtually outlawed the lifting of people for entertainment purposes. It subsequently modified the guidance after an appeal from 'Dinner in the Sky'. One concern about the Bauma ride was that those taking part might drop their cameras onto those below however we understand that cameras could only be used if they had a safety strap.

France Elévateur acquires CTE France

France Elévateur has acquired a controlling interest in CTE France - the CTE, Paus and Unic distributor - following a period under the protection of French insolvency rules. The company was previously owned by Paus, CTE Italy (which had a 40 percent holding) and CTE France's president Christian Cazabat.

France Elévateur now owns an 80 percent stake while CTE Italy and Paus each retain a 10 percent holding in the business. Cazabat has sold his shares and is now marketing manager for France Elévateur.

CTE France is now part of the France Elévateur group.



Tanfield issues more shares and looks to sell Snorkel

Tanfield, owner of Snorkel aerial lifts has issued and sold 10.5 million new shares in order to raise £2.1 million gross. The net proceeds will be used for general working capital purposes. At the same time the company said that it had received several approaches to buy Snorkel and has appointed an advisor to assist with the sale.



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- Kevin O'Shea of Mastclimbers LLC is moving to Canadian mastclimber manufacturer **Hydro Mobile**.
- The powered access division of Brazil's **Mills** increased first quarter revenues by 35 percent.
- **CMC** has appointed **Hydroline Oman** as its distributor.
- **Riwal France** has opened its 10th location in Ozoir-la-Ferrière south east of Paris.
- Luxembourg's **Eurolift System (ELS)** has appointed **Oliver Feldbusch** as commercial director.
- **Oil&Steel** has appointed **Steko** as a service partner in Bavaria.
- **Mielly Transport Manutention** of France has purchased a 40 tonne **Valla 400E**.
- **Ramirent** has made changes to its internal management structure.
- **Kalmar** has acquired Spanish crane refurbishment and maintenance company **Mareiport**.
- **St. Peter Port Guernsey** has taken delivery of a **Terex HMK 170 E** mobile harbour crane.
- Beirut crane rental company **Transport Houmani** has taken delivery of a **Liebherr LTM 1040-2.1**.
- **Hiab** has appointed **Carl Gustaf Göransson** as senior vice president of its global markets business unit.
- **Mantall** has officially appointed **Istanbul Vinç** as its sole distributor in Turkey.
- UK-based **Emerson Crane Hire** has ordered a **Tadano ATF90G-4** and **Liebherr LTC1045-3.1**.
- Equipment manufacturer **JCB** has produced its one millionth machine.
- UK-based **Platform Hire** has opened a depot in South Wales.
- **Sarens Nass** has taken delivery of the 400th **Liebherr LTM 1500-8.1**.
- Component manufacturer **SME** has appointed **IPS** as a distributor in the UK.
- US-based **Trico Lift** has appointed **Chris Carmolingo** as chief executive.
- UK-based **Prolift Access** has taken delivery of a range of new **Niftylifts**.
- **Beyer Mietservice** has ordered 20 **Snorkel A38E** boomlifts.
- **My Wish Enterprise** has been appointed as the **Bobcat** dealer for Ethiopia.
- UK-based **Emsley Crane Hire** has invested £3.4 million in five new **Liebherr** cranes.
- **Elebia** has appointed **Red Plant** in the UK and **Pavlinek** in the Czech Republic.
- **R&B** has appointed **Sin Heng Heavy Machinery** as its distributor in SE Asia.
- **Sennebogen** has appointed **Gaya Makmur Tractors** as Indonesian crane and green line distributor.
- UK rental company **Nationwide Platforms** has appointed **Rob Owen** as commercial director.
- Texas-based **TNT Crane** has acquired **TSD Crane & Rigging** and **Greenery Construction & Maintenance**.
- **Bigge Crane and Rigging** has ordered four **Liebherr LR 1300 SX** crawler cranes.
- Russian rental company **LTECH** has added two **R&B** spider cranes to its fleet.



Kevin O'Shea



Oliver Feldbusch



Carl Gustaf Göransson



Chris Carmolingo



Rob Owen

- **Haulotte UK** has appointed **Claude Dubé** as technical service manager and **Sarah Price** as sales administrator.
- The **MacAllister** family has acquired access rental company **Titan Equipment**.
- **Niftylift** has been won **Queen's Awards** for Innovation and Export.
- **Trojan Battery** has appointed **REMS Batterie Industrielle Services** as a master distributor.
- **Al Mazrooei Engineering Services** has opened a new **Hiab** service centre in Dubai.
- **Niftylift** has appointed **IPS France** to provide parts and service.
- **Cementation Skanska** ordered two **Kobelco CKE 800G** crawler cranes.
- UK access industry veteran **Rab Paterson** has died.
- **Stockholms Højdliftar (SHL)** has ordered a **Bronto Skylift S65XR**.
- **Riwal UK** has achieved the **IPAF Rental+** accreditation for all of its UK locations.
- UK-based rental company **Vp** has appointed **Phil White** as a non-executive director.
- **Niftylift** won **HAE** awards for best new product and supplier of the year.
- **Snorkel** has unveiled the new 43ft **S4390RT** Rough Terrain scissor lift.
- **Simon Cracknell** has joined **Skyjack** as director of business development Asia.
- **Multitel Pagliero** has launched a new 68.5 metre **MJ685** truck mounted platform.
- **Atlas Maschinen** and Finnish port loader company **Mantsinen** have formed a strategic partnership.
- **Beyer Mietservice** of Germany has purchased 59 new scissor lifts from **PB Lifttechnik**.
- Germany's **Megalift** has taken delivery of a 350 tonne **Liebherr LTM 1350-6.1**.
- **3B6** has appointed **Hird** as its UK dealer for load monitoring devices.
- **A-Plant** has appointed **Simon Coveney** as director of its **Acrow formwork** division.
- **Collé Rental & Sales** has purchased 10 **H.A.B. TR16JD** tracked telescopic platforms.
- Dutch rental company **Boels** is joining the **SmartEquip** network in Europe.
- **ZF Kama** has taken delivery of the first **JMG** industrial crane in Russia.
- UK-based **Prolift Access** has opened a new depot in Ringwood, Hampshire.
- **Outreach Access** has taken delivery of a 70 metre **Palfinger**.
- **Harsco** has appointed **F. Nicholas Grasberger** as chief financial officer.
- US crane company **Deep South** has taken delivery of a **Terex AC 500-2 All Terrain**.
- **Link-Belt** has appointed **Bakheet Company** for Machinery as distributor for Saudi Arabia.
- German rental company **Eisele** has taken delivery of a new 750 tonne **Liebherr LTM 1750-9.1**.



Claude Dubé



Rab Paterson



Simon Cracknell



Simon Coveney

- US-based **NES Rentals** announced a cash offer for \$150 million of its **Second Lien Notes**.
- US-based **Safway** has appointed **Paul Amedee** as vice president of safety.
- UK-based **Timbermat** has opened a depot in Forth, Lanarkshire, Scotland.
- **Skyjack** has appointed **George Fitchett** as vice president sales/national accounts.
- **Baldwins Crane Hire** in the UK has taken delivery of a **Liebherr LTM 1500 8.1** and **LTM 1350 6.1**.
- **Dimitrovgrad Automobile** of Russia has taken delivery of a **Valla 120D** crane.
- **Roy Airington**, owner of Modesto-based **California High Reach** has died.
- **Terex Port Solutions** has delivered its 1,500th mobile harbour crane.
- UK-based rental company **Horizon** has opened a new location in Warrington.
- **Liebherr Container Cranes** is to deliver six rail mounted gantry cranes to **Jubail Commercial Port** Saudi Arabia.
- **Ainscough Crane Hire** has taken delivery of the UK's first 750 tonne **Liebherr LTM 1750-9.1 All Terrain** crane.
- UK crane rental company **John Sutch**, has taken a **Liebherr LTM1200-5.1** and a **LTC1045-3.1**.
- **Speedy UK** has won a £6 million a year rental contract with the **National Grid**.
- **Barnhart** is acquiring **Steel City Crane** of Birmingham, Alabama.
- Australian rental group **Boom Logistics** has appointed **Howard Critchley** as a non-executive director.
- Australian-based **Boom Logistics** has purchased 16 new lifts from **ACM**.
- Canadian **Strongco** reported lower profits on a 10% rise in revenues.
- **Liebherr** has established a new crane sales/service subsidiary **Liebherr Mexico**.
- **Indiabulls** has purchased eight **Potain** cranes for a development in Mumbai.
- **ProDelta Investments**, owner of **Riwal** and **Hovago** has acquired **Holland Lift**.
- **Galizia** has started shipping two new models, the **GF25** and **Multis 215**.
- **CTE** has appointed **Hematec** as distributor for its **B-Lift truck mounts** in Germany and Austria.
- US-based **Albuquerque Crane Service** has taken delivery of a 250 tonne **Terex AC 250-1 All Terrain** crane.
- **Ian Grooby**, CEO of the **Crane Association** of New Zealand has died.
- Brazilian dealer **Ser Global**, has purchased four 55 tonne **Zoomlion RT55** Rough Terrain cranes.
- **PM group** is merging its **PM** and **Oil&Steel** operations under chief executive **Luigi Fucili**.
- **H&E Equipment Services** has reported a 22.3% increase in revenues.
- **Hertz Equipment Rentals** reported a 16.2% increase in first quarter revenues while tripling pre-tax profits.
- Australian **Custom Ladder Company** has launched its **Stockmaster Lift-Truk** in Europe.



George Fitchett



Howard Critchley



Ian Grooby

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Move on up...

Equipment designers are always striving for that little extra in performance, an extra metre here, an additional tonne there.... For spider lifts it is even more difficult trying to achieve greater heights and outreach, while keeping the overall machine compact and narrow so that it can access tight areas. During an interview at the end of 2006 with Teupen mastermind Alfons Thihatmer, he revealed his dream – to create a spider lift with 30 metres working height, 30 metres outreach that was no bigger than a children's pram. Impossible? Yes certainly with existing designs and materials, but it does show how the designer always has an ultimate - if seemingly impossible - target.

However in the seven or eight years since that interview, spider lifts have developed in many areas. In line with Thihatmer's dream working heights and outreach have generally increased and at the same time machines have become lighter. Power sources are changing (lithium batteries are becoming increasingly popular for instance) making the product more efficient and more environmentally friendly. In last year's spider lift feature in *Cranes&Access* we reviewed the 25 metre sector as the up and coming sector. With several introductions at *Bauma* this year it would appear the 30 to 35 metre working height sector is where most of the manufacturers are now concentrating developments.

The main positive that can be taken from the spider lift market is that developments are taking place right across the size range, and involve improvements not only to basic performance but also in regards to making them safer and easier to use with remote controls, self-stabilisation/outrigger setting, movement memory etc...

Market development

The development of the spider lift market is interesting. It all began with very expensive, niche machines from Falck Schmidt - now TCA Lift - developed for applications with narrow entrances and tall working height requirements. It was the need to pass through a single door and then reach up to 20 metres or more that pushed Falck Schmidt to invent the spider leg as a way to



C&a

spider lifts

obtain a good outrigger spread from a chassis that had an overall width of less than a metre. The company still produces niche machines to cope with applications such as a high atrium and auditoriums, although it is now focussing more providing general purpose models for rental companies.

Fellow Dane Denka Lift soon joined the specialist market by offering an alternative chassis concept for the same applications while in Germany Teupen leaned more to towards general purpose machines as did the other Danish producer Ommelift, while Italian Palazzani initially appeared to offer a Falck Schmidt copycat product for the niche market. However it was the arrival of smaller machines from Italian producers, such as Oil&Steel with the Octopussy around 10 to 12 years ago or so that things started to get revved up in the spider lift market.

Italian influence

The big difference between companies such as Oil&Steel,

Hinowa and others - many of whom were truck mounted lift manufacturers - was that they offered smaller, simpler and less expensive products that could be transported on equipment trailers used by many small contractors and rental companies for mini excavators and smaller skid steers.

The first of these 'Italian' spider lifts had working heights in the region of 12 to 14 metres and so targeted the trailer lift market, although they were and remain a great deal more expensive. The next big step was the move up to 15 to 17 metres, which almost instantly became the more popular of the two size ranges - mainly because their transport weight and purchase price was not that much greater. And as such they offered the opportunity of faster payback through improved utilisation.

The Italian producers have gone on to dominate the spider lift market in terms of unit production, however until recently only Palazzani offered any machines over 25 metres.



A Dino 185XTC on a lightweight DT3500 trailer specifically designed for spider lifts

Having marketed a similar range to Falck Schmidt for many years, it began broadening its product line significantly a few years back and now offers a substantial selection of different products in the over 26 metre market, including its latest model a 52 metre tracked and wheeled unit which it launched at Bauma. Hinowa led the way into the lightweight 20 metre market when it introduced its 23 metre 23.12 in late 2008. The challenge as always was to keep the weight down so that it could be transported on a two axle trailer or the back of the popular 3.5 tonne delivery trucks.

Teupen is possibly the only non-Italian company competing in the sub 25 metre market. In recent years it has completely redeveloped its smaller models in order to keep them competitive in terms of price.

Initially this included building them in Hungary, but having completely redesigned its smaller units for efficient assembly it has moved all production back to Germany.

So the next step has started. The mainstream Italian producers are now moving into the 32/33 metre market with CMC having shown 32 metre prototype, the S32 at SAIE last year and then the final product with some 'updates' at Bauma. Also new at Bauma was a very handy looking 33 metre machine from Platform Basket - the Spider 33.15 - with dual telescopic booms. The company has quietly built up a significant share of the spider lift market, having moved away from the original company's focus on self-propelled lifts. In addition to selling units under its own name it builds badged units for IHLmer.



Hinowa LightLift 20.10



The new 32.4 metre working height Platform Basket 33.15

Platform Basket's managing director Carlo Molesini considers the launch of the Spider 33.15 as pivotal, allowing the company to enter the medium to high market sector. The double boom articulation means a good up and over height of 17 metres as well as working height of 32.4 metres and outreach of just under 13.5 metres with 230kg platform capacity (15.2 metres with 136kg).

Easy Lift has also launched a higher model with its 30 metre R300 both on tracks and more recently on wheels and says it is currently designing 36 and 41 metre models which looks like part of a strategy to target the atrium market with a lower cost alternative. Cela is also developing a 30 metre model by putting its DT30 truck mount

superstructure onto a tracked chassis. Heading in the opposite direction to the others is TCA Lift with its 32 metre Falcon FS320Z, first seen at Bauma three years ago. The heavy-duty machine boasts more than 15 metres outreach and there are a fair few already at work, but it is only now really ramping up production.

With all this 30 metre plus activity going on you can expect others to join in. The big question is how big is this sector likely to be? There are some who expect these new models to take some business away from the truck mounted market, as the larger spiders are a lot less expensive a big truck mount, and if the job lasts a few days they offer a sound alternative.

How the 30/33 metre spider lifts stack up

	Teupen Leo 30T	Platform Basket 33.15	Teupen Leo 36	TCA FS320Z	CMC S32	Omme 3150RJ	Omme 3000R	Palazzani XTJ 32	Palazzani XSJ35	Easy Lift R300
Platform	28m	30.4m	33.5m	30m	30m	29.1m	27.7m	28m	33m	28m
Outreach	15.7m	15.2m	15.6m	16m	15.8m	12.6m	12.6m	15m	15m	14.5m
Cap at max O/R	80kg	136kg	80kg	100kg	120kg	200kg	200kg	120kg	120kg	120kg
Maximum cap	200kg/14m	230kg/13.7m	200kg/13.9m	200kg/15m	220kg/14m	200kg	200kg	200kg/14m	200kg/14m	200kg/12.5m
Up&Over	no	Yes/17m	No	Yes/10m	Yes/18m	No	No	Yes/25m	No	No
Jib	yes 180	No	yes 180	Yes 110°	Yes/150°	No	Yes/90°	Yes/170°	Yes/175°	Yes
Levelling	16.7°	17°	16.7°	20°	15°	21.8°	21.8°	19°	10°	16°
GVW	4,225kg	6,000kg	4,850kg	5,900kg	6,560kg	4,000kg	3,900kg	5,800kg	6,500kg	6,000kg
Max footprint	5.5 x 4.75m	4.8 x 4.6m	5.5x4.75		7mx4m	4.6 x 3.75m	4.6 x 3.75m	5.2 x 3,3m	4.2 x 3.3m	4.4 x 3.2m
Variable	yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Platform rotation	180°	180°	180°	90°	180°	82°	82°	180°	170°	180°
Overall Width	1.58m	1.39m	1.58m	1.1m	1.54m	1.1m	1.1m	1.4m	1.5m	1.4m
Overall Height	1.98m	1.99m	1.98m	2.27m	1.99m	1.99m	1.99m	1.99m	2.35m	2.0m
Overall length	7.2m	7.1m	8.18m	6.95m	7.5m	8m	8.25m	6.9m	7.7m	6.7m
Below ground	no	Yes/-5.5m	no	No	Yes/-2m	No	No	yes/-4m	No	No
Power	D/AC/DC	D/AC/DC/HYB	D/AC/DC	D/DC	DC/AC	D/DC/hyb	D/DC/hyb	D/AC/DC	D/AC/DC	D/AC/DC
Platform mount	Bottom mount	End mount	Bottom mount	End mount	Bottom mount	Bottom mount	Bottom mount	End mount	End mount	End mount



After tracking to the job along a river this spider lift is involved with bridge maintenance

New 52 metre platform

However it was at the top end of the working height scale and the introduction of the 52 metre working height Palazzani Ragno XTJ52 that was perhaps the biggest spider lift surprise at Bauma. With the tracked unit on the stand already sold to Italian rental company Viviani Noleggio, the second three axle

wheeled unit - two axles at the rear and one steered axle at the front - is already on its way to China.

A large proportion of sales for this size of spider lift are destined for specific maintenance projects on large buildings, hotels or shopping centres with high atriums. The 52 metre Palazzani joins the Falck Schmidt FS520 as the highest

reaching spider lifts in the world - overtaking the older 50 metre Teupens - the Leo 50GT and Leo 50GTX with its 400kg platform capacity.

For many years Teupen was the only manufacturer with a 50 metre spider lift, products with this working height are physically large - all three weigh in around the 13.5 tonnes mark - however the spider design means that they are all less than 1.58 metres wide and as narrow as

1.2 metres with the Falcon although the FS520 follows a different design path and uses a double crawler system which adds to its overall length.

Despite being the oldest design and having two metres less working height, the Teupen has a similar 20 metre outreach to the Palazzani, and has the shortest length but the largest outrigger spread - often the main problem for these large spider lifts. It may be the widest (380mm



Climbing stairs? No problem



A Cela DT24 showing its gradeability



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How the 50 metre plus machines compare

	Teupen Leo 50GT	Palazzani XTJ 52	Falcon FS520
Platform Ht	48m	50m	50m
Outreach	20m	20m	17.5m
Cap at max outreach	80kg	*	100kg
Maximum cap	200kg/17.1m	300kg	200kg/16.5m
Up&Over	26.5m	*	No
Jib	No Jib	Yes 170	yes 180
levelling	16.7°	9.0°	20.0°
GVW	13,500kg	13,800kg	13,500kg
OAL	8.45m	8.7m	9.25m
max footprint	7.6 x 5.65m	6.2 x 6.2m	5.5x4.75
-variable spread	Yes	Yes	Yes
platform rotation	180°	170°	180°
Min Width	1.58m	1.45m	1.2m
O/A Height	1.98m	2.48m	2.1m
Below ground	No	no	Yes/-4m
Power	D/AC/DC	D/AC/DC	D/AC/DC
Platform mount	Bottom mount	top mount	Bottom mount

* figure not available

wider than the FS520) but its weight is competitive. The new Palazzani XTJ52 is the match of the FS520 for working height, equals the Teupen for outreach, has a superior 300kg platform capacity and is reasonably compact - apart from its 2.48 metre overall height. And like all Palazzani spiders it has a 250kg lifting capacity in 'crane mode'.

As mentioned the FS520 is the longest at 9.25 metres however it is the only one that offers any below ground capability - a capability that seems to be gaining in popularity. While a number of rental companies

have added Teupen GT50/GTX50 unit to their fleet, this size of machine has never been a very popular rental machine. However Easi UpLifts was the first rental company in the world to order the FS520 although the first deliveries went to end-user projects in the Far East.

Perhaps it is the purchase cost, physical size and relative lack of applications that has up to now deterred many rental companies from investing in spider lifts of this size? With the growth and availability of the larger 50 to 90 metre truck mounted platforms



there are fewer reasons to use a big spider for day work, as long as there is some form of road access. For remote, inaccessible applications such as electricity pylon maintenance the large spider lift is ideal - until utilities companies perfect a tracked high speed carrier with 50-60 metre boom.....

One of the most significant problems with the spider lift sector is its lack of awareness, both in the rental industry, and among end users. Seeing an end user struggling

to reach a job from a distance with what the local rental company had in its yard is exceptionally common place, when a small spider lift could squeeze through a gate, or zip through a building to get much closer to the work. However with the number of manufacturers - around 20 - together with the recent developments and new model introductions one thing is certain. The spider lift marketplace is set to get a whole lot more competitive and perhaps a whole lot larger.

Seoul spider

The Seoul metropolitan government in South Korea has taken delivery of a 22 metre Blue Lithium C22/11 spider lift from Bluelift to help maintain the City Hall.

The newly built, futuristic looking building opened in September last year directly behind the original City Hall which has been converted into a library. The C22/11 will be used to assist in the maintenance of the building which is almost entirely covered with glazing.

Bluelift said: "It is an eco-friendly project and the operators wanted an eco-friendly machine. The Bluelift lithium machine has zero emissions and having no trailing power leads it does not suffer the usual problems when working with a mains AC powered machine such as voltage loss, cable trip hazards or other safety issues. Also the

functions, especially the travel speeds, are not reduced from the diesel powered machine."

The C22/11 features a double sigma riser, with telescopic top boom and articulated jib. Weighing three tonnes it offers an outreach of 11 metres with a 200kg platform capacity. The machine's overall dimensions are just under two metres in height, 900mm overall width and 5.2 metres in length - which can be reduced to 4.5 with the basket removed. Its lithium battery pack offers up to eight hours use between charges, with the company claiming that its rapid charge system tops it back up to 80 percent recharge within two hours.



The C22/11 being used to gain access to the living plant wall inside the Seoul City Hall.



Avon calling...

Avon Access has helped an historic abbey save tens of thousands of pounds on inspection and repair work. The Churches Conservation Trust wanted to conduct inspection and repair work to Evesham Abbey Bell Tower in Worcestershire, in the UK, at heights of up to 33 metres. However the only access to the Grade II listed building was via a narrow gate and across the soft ground of the graveyard. The job site was also just above the ancient crypt, which meant weight - and particularly ground pressure - was a major issue.



The rental company solved the problem by deploying its recently acquired 37 metre Omme 3700 RJ spider lift which has an outreach of up to 14 metres, a 130 degree articulating jib and 180 degree platform rotation with a platform capacity of 250kg.

"One of the reasons I bought the Omme is that the 250kg basket capacity allows me to operate the machine and take a specialist stonemason and his materials with me to the required working height," said Lee Roberts, managing director of Avon Access. "The Omme 3700 RJ was an absolutely ideal machine for this job. Being mounted on long tracks means significantly reduced ground pressure compared to an ordinary self-propelled boom lift - and moving through the graveyard and did not create any issues."

"We also had to get through a historic narrow gateway - and although a big machine it is only 1,100mm wide in travel mode. The Omme's mixture of compact dimensions and tremendous manoeuvrability got the job done."

Richard Tindale, managing director of Access Platform Sales the UK distributor for Omme products said: "This is a great example of how specialist, expert rental companies can save a fortune for their customers. The options for the Trust were £30,000 for scaffold or Avon Access with an Omme lift for two days."

Founded in 2000, Avon Access specialises in tracked spider lifts from its depots in Bristol and Cardiff.

Orchestral manoeuvres in Miami

A Palazzani Ragno TZX 225 has been working in one of the most famous American concert halls – the New World Symphony Orchestra Academy in Miami, Florida – known for its groundbreaking design.

Ragno TZX 225 has been chosen because of its compact overall dimensions and low weight as it has to operate in extremely narrow spaces and on delicate surfaces including the concert hall's precious parquet floor.

Ragno TZX 225 is equipped with a clean and quiet battery powered electric engine lifting the staff to a height of 22.5 meters. Its main uses at the Academy building is to position and change lights as well as carrying out maintenance

including cleaning the building's internal and external panels.



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Falcon in the Hus

The Confederation of Danish Industry has taken delivery of a 32 metre Falcon FS320 articulated boom spider lift from TCA Lift for the maintenance of the newly revamped Industriens Hus building in Copenhagen.

Situated in the heart of the city, the building is home to the Confederation of Danish Industry, the premier lobbying organisation for Danish businesses. When looking to update the building the confederation decided to strip and remodel rather than completely demolishing it and starting again, retaining and reusing as much as possible of the existing construction. The process has substantially reduced the resources required and the volume of construction waste, while still becoming one of the most sustainable buildings in the capital.

"TCA Lift was consulted at a very early stage of the process and we assisted at the design

stage by showing that the Falcon could actually reach all corners of the building," said sales manager Brian Falck Schmidt.

"The machine is currently being used for the final stages of work being carried out for the buildings official reopening. Following this it will then continue to be used to clean and maintain the building."

The FS320 offers a 200kg platform capacity and an outreach of up to 15 metres with a reduced capacity of 100kg. Weighing 4,150kg it has an overall length of 7.2 metres with an overall width of 900mm, depending on optional equipment.



The Falcon FS320 is being used for maintenance work on the Industriens Hus building



Industriens Hus is home to the Confederation of Danish Industry

What's in a name?

Giving equipment girls' names might seem a bit peculiar, but for Shane Wakeford of UK based rental company High Reaching Solutions it is paying dividends. The company has two spider lifts and a trailer lift named Delila, Sophie and Sabrina and covers North East Yorkshire and Humberside.

"Customers remember them and ask for the equipment by name," says Wakeford, "giving them a personality means they generally take more care resulting in less damage."

Delila is a 16 metre Dino 160XT trailer mounted platform, Sabrina is a Platform Basket ROG15 with 15 metres working height and 8.7 metres outreach and Sophie, is a 17.7 metre Platform Basket 18.90 with 9.1 metres outreach.

"I got into spider rental by accident after being made redundant, setting up on my own and buying the first machine – the Dino 160XT – from Promax Access. The 160XT was probably the first in the UK and is a great platform. Users love it because it is so sturdy and has an unrestricted platform capacity." Wakeford then purchased Sabrina second hand from Promax which he says has been "100 percent reliable, with just two fuses blown in four years. I then wanted something bigger and saw and tried the new Platform Basket 22.10 at Vertikal Days but in the end went for an 18.90 Pro (Sophie)."

"Business at the moment is ticking



Shane Wakeford

over nicely with good demand for the machines from residential and industrial users. Between the three platforms I can cover most requirements - from painting, decorating, gutter and fascia board renewal to roof repairs. Tower users are always amazed at how quick and easy jobs are with a spider lift. All three machines are easy to use and usually go out as self-drive. Alternatively my son and I are qualified operators and can operate them or carry out the work. If customers want something with more height I usually cross hire a 27 metre truck mount."



Shane with Sophie

"I really enjoy the work and the machines have been brilliant since day one. Rates are competitive - I usually charge about £10 a metre of working height per day plus delivery. There are companies asking more for the equipment and operators but I would rather charge a reasonable amount and get repeat

business." The biggest problem? "My son hasn't got his license to tow the machines yet, so delivering machines on the same day can be a challenge. The problem with this type of work is that everyone leaves bookings until the last minute - no-one plans ahead."



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Keeping the Gherkin clean

C&a

spider lifts

One of London's most iconic symbols and one of the City's most widely recognised modern buildings, 30 St Mary Axe - previously the Swiss Re Building or informally known as the Gherkin - is approaching its 10th birthday.

The unusual shaped building designed by Norman Foster and Arup engineers has 41 floors and two modified Teupen spider lifts that maintain and clean inside and out of the top of the 180 metre tall tower.

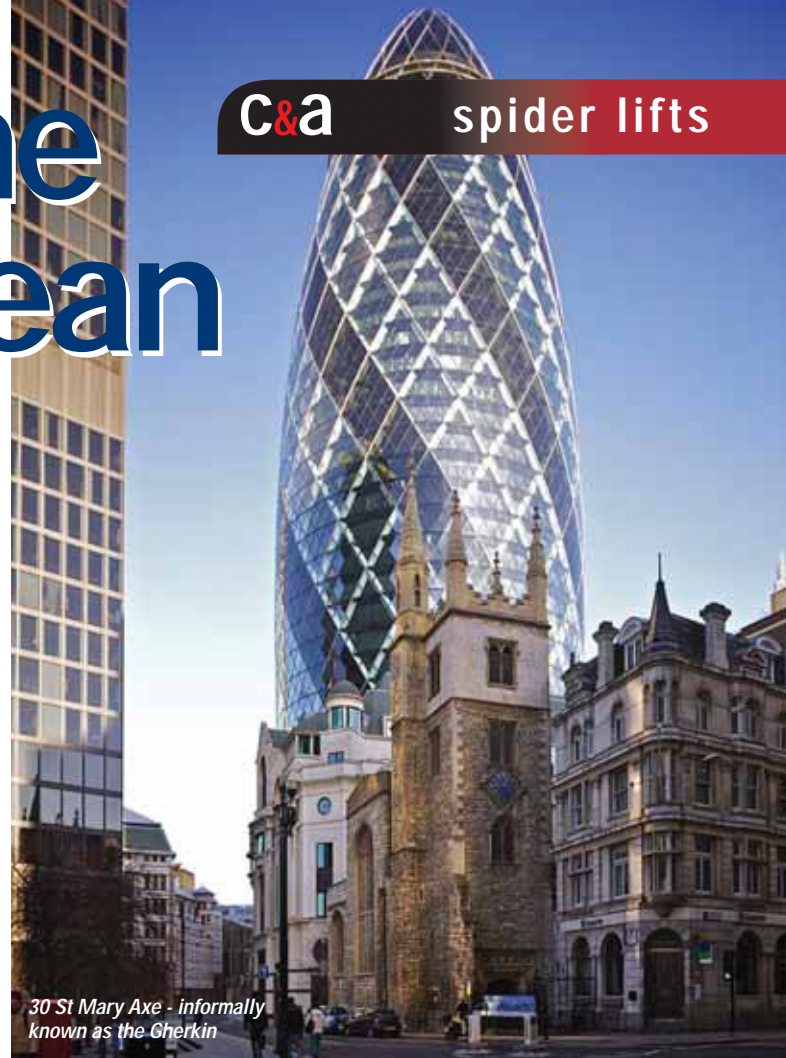
Both Teupen platforms - a rail-mounted 33 metre TL33S which is situated on the 36th floor to provide access for window cleaning on the outside of the dome, and a 17 metre GT17S located under the restaurant floor on the 40th storey for cleaning the inside of the dome - are also of a similar age and recently in need a 10 year check-up.

The first machine to undergo its 10

year refurbishment was the TL33S manufactured in 2002. Three companies were involved - Pinnacle Cradles which looks after all of the cradle equipment on site, Teupen the manufacturer and Alfa Access Services which has maintained and carried out the LOLER inspections on both machines over the past few years, but has more recently been appointed Teupen service provider for England and Wales.

The Teupen TL33S moves around the outside of the building on the 36th floor using a twin rail system.

"The platform sort of cantilevers on the outer rail and is located by the upward force of the machine on the inner rail," says Allen Freeman,



30 St Mary Axe - informally known as the Gherkin

owner of Alfa Access Services. "It is a very clever system with the twin rails following the outside of the building until a short section where the tracks deviate into the building so the platform can be stored maintained inside."

"The 10 year refurbishment of the 175kg capacity TL33S included replacing all of the hydraulic hoses, oil, filters and electric cables. It also needed a chain inspection, safety systems and structural checks ending with an operational check and thorough examination. All work apart from the final examination

was carried out with the machine docked inside the building by three engineers, two from Teupen Germany and one from Alfa Access Services taking four days to complete rather than the scheduled five days."

Now where is that 17 metre unit?

The TL33S moves on its rails and is stored inside the building



The GT 17S is kept under the restaurant floor when not in use



The TL33S is used to clean the outside of the dome



A view from the TL33S basket

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Are self-erectors on the up?

The lack of interest and sales in the UK and Ireland for self-erecting tower cranes (SETC) is one of the modern lifting mysteries. Go anywhere else in Europe and the countryside will be littered with them, involved in projects from single and small housing developments to blocks of flats and even road bridge construction. So why the dearth of self-erectors in the UK and Ireland and to a similar extent North America?

One possible reason is a well-developed rental industry in the UK which has changed the mentality of equipment ownership putting off many end users from investing in their own equipment.

Why buy an expensive crane to build a house when it might be sitting idle for 20 weeks of the year? Another is that historically the UK and USA have never really embraced the small tower crane concept. On smaller and low rise construction sites builders have traditionally rented in mobile cranes to lift any items that they could not be manhandled. In more recently times – over the past 25 years or so – the telescopic handler taken over the lighter lifting duties, such as moving and lifting materials so that cranes are only rented for the bigger or higher lifts. The same applies to North America although telehandlers there are taking over from the 'bare lease' rental of small Rough Terrain cranes that contractors tend to keep on site for lifting duties. Only France confounds the either/or theory by using a large number of self-erecting tower cranes and a large number of telehandlers.

Who in their right mind would buy a self-erector? Well unless you are a contractor with a stream of small developments of one or two houses or a small block of apartments you wouldn't. However even for a one off development you should seriously consider renting one.

While contractors in most parts of the developed world tend to be very 'conservative' (or should that be slow) to adopt new methods of construction, the telehandler was relatively quickly accepted in those countries where it is now strong - driven primarily by the palletisation of building materials delivered to site. While loader cranes can unload such loads freeing the truck up to move onto its next job, the challenge is moving the material to where it is needed or to a storage area. A small tower crane is ideal for this, at least on smaller sites, however many would argue that the telehandler is more versatile, and versatility is something that short term rental companies love. Specialist equipment is far too restrictive.

Over the past two decades the telehandler has developed into

The Gapo self-propelled transport system is the safest and easiest method of moving a self-erector



C&A

tower cranes

the 'do everything site machine' with manufacturers offering increasingly higher lift heights, a vast array of attachments and 360 degree rotation which allows larger models to double up as a small crane as well as a material handler.

Telehandler v SETC?

The telehandler is now the most popular item of construction equipment – in those countries where it has been adopted - and as demand has increased the rental industry has invested heavily in them, with tens of thousands of them available to rent, in the UK, Ireland and USA and possibly France where they are the second most popular rental item after aerial lifts. Because of the large population and the rental industry's cut-throat nature, the smaller sizes are available at very competitive rates. However looking at the UK, the larger fixed frame models up to 18 metres have weekly rental rates of between £325 and £450 with 360 degree machines fetching around £600 per week and the 25 metre plus telehandlers between £1,200 and £1,500 a week (Cranes & Access 2012 rental rate guide). Compare this to a cost of between £400 and £750 for a self-erector.

But is the telehandler the best machine for the job? Over the past few years there has been and clamp-down on site safety in the UK and in particular movements of equipment around the site. Engine emissions are also a growing problem with equipment on many sites in cities now requiring the additional cost of DPF (diesel particulate filters) or additives to reduce pollution on older, less compliant engines. Rising fuel costs is another significant factor for mobile equipment as well as tyres and puncture repairs, noise and keeping the public road free from mud etc. The list goes on and on... None of these factors however affect the self-erecting tower crane.

With sites becoming ever more compact and confined some are becoming too small for anything but the most compact telehandler to operate. And even if you persist in using a telehandler you will probably need to rent in a mobile crane to help with lifting in some larger or more bulky items or to place the top panels in timber frame construction. One mobile crane lift may well pay for one week's rental of your self-erector.

Potain Igo 85A



On the up.....

Perhaps UK and to a lesser extent US contractors are finally realising that there is a cost-effective alternative – one which continental Europe has been using widely for almost 50 years – and this may be the reason behind the increasing demand over the past 12 months.

Estimates vary but the total UK and Ireland self-erector fleet may be as small as 175 and 200 units, down from a peak of 300. Up to a year ago there were three main players in the rental market – Mantis Cranes, Ladybird Cranes and Belgian-owned Arcomet. However with Arcomet deciding to pull out of the UK – both as the Potain dealer for new cranes as well as its rental fleet – it leaves just two major

players with around 150 cranes between them. Although Arcomet had a fleet of around 40 in the 2011 (Cranes & Access Top 30 rental company report) it is thought it had just 20 to 25 units left when it finally decided to exit the market.

Doing the simple maths, a reduced number of cranes usually means more work for the remaining rental companies. However Mantis Cranes chief executive Seamus McMenamin thinks there may be another reason.

“The UK construction industry is quite reserved in its attitude to new methods, but it always looks at reducing costs. With the downturn in the economy, we are now finding major contractors – companies familiar with using tower cranes on the larger contracts – chasing smaller jobs but still with the mentality of using a crane.”

Unfortunately the decision to use a tower crane or not is usually made by the contract quantity surveyor and this will inevitably come down to which is cheapest on paper. And because it is often purely calculated on the number of week’s rental rate, the telehandler usually comes out on top.

“A self-erector immediately overcomes potential safety issues with equipment moving constantly around the site as well as emissions, noise and fuel costs,” says McMenamin. “It also only requires a very small site footprint, needs no reinstatement and keeps the majority of the site clear for drainage and earthworks to be completed perhaps saving a few weeks on the overall contract time.



FB Gru launched this new compact GX251 at Bauma



The latest Eazy 90 from Terex Cranes

When you look at a tower crane you have to see the benefits to the whole contract and not just the number of lifts. It is getting these facts over to the decision makers at the design stage or before the contract starts that is very difficult and probably the main reason they are not more popular in the UK.”

“Ireland was more of an end user market with the owner of the company often on the site and he could see the benefits of using a crane throughout the whole contract,” adds Robert Rowlette of Mantis Cranes. “Rental rates are currently low all over the UK and would not sustain investment in new equipment. In Ireland there is now a cautious air of optimism and this year there has been a few structural steel projects where the self-erecting cranes have been used. It has been slim pickings over the past five years and recovery is going to be very slow but we are hopeful.”

Undercutting rental rates

Despite the overall reduction in fleet numbers and seemingly increased utilisation, some rental companies still drastically undercut each other on rental rates. We have heard of numerous instances of say one

company quoting £700 per week only to be undercut at £500, which many would say is unviable.

Market rental rates vary with size – not type of crane – within quite a tight range. The smallest self-erectors go for about £400 per week and the largest around £700 to £750, a relatively small spread considering the range of products which may have maximum reach differential that runs from 16 to 50 metres. And although there are only a small proportion of cranes outside of the Mantis and Ladybird fleets, there is robust regional pricing with smaller rental companies making sure they remain in the ‘driving seat’ locally. Some of these cranes tend to be much older and have been purchased second or third hand.

According to Robert Bird of Ladybird there has to be a minimum price for any self-erector of about £400 to £500 a week, just to cover the regular maintenance, rope and pulley replacement and occasional breakdowns.

“If an inventor needs replacing it can cost £3,000 which can account for six weeks of hire,” he says. “The rental rate has to cover the normal maintenance and replacements.”

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Self-erectors can set up in the most unusual and remote areas



A Potain Igo installing its own ballast

The sector is not alone in having low rental rates restricting investment in new equipment. Take the example of a rental company which bought a self-erecting crane with a 40 metre jib tip for close to £70,000 about seven years ago. The weekly rental rate at the top end may be £700 but to buy the crane new now would set you back around £100,000 yet the rental rate has not improved at all. Not the sort of return that would entice companies to enter the sector. For good or bad, self-erectors do last a long time and developments are small, so many rental companies are not under pressure to replace older equipment. A new set of sheaves and hoist rope and a crane can be like new.

Rental rates in the much more mature continental European market are about two percent per month, but companies aim to make money on the residual values of the equipment. At the moment this is true with certain makes of crane – Liebherr and Potain for example which are globally tradable – other manufacturers even where the quality is good or even better, do not have the brand name recognition and therefore attract lower prices.

Where are SETCs used?

Most self-erectors are used on large houses, care homes, timber framed construction and smaller apartment blocks, many on 10 to 20 week contracts. General guidance suggests that a self-erecting tower crane should be used when lifting up to about 100 tonne metres and hook heights of around 21 metres – any bigger than that and a top slewing tower crane should be used or rather a crane with an elevated operators cab. There are a number of larger self-erectors on the market such as Potain's largest model - the Igo T130 - which has a maximum extended tower height of 36.2 metres and an eight tonne capacity at 18.6 metres, but this type of self-erector does have an elevated operators cab.

Advantages?

Accepting all the advantages of a self-erector over a telehandler as a given, one of the main advantages when compared to a city or traditional tower crane is that it is generally much quicker and cheaper to install. On average to install and remove a self-erector costs about £2,000 each operation compared with about £6,000 for a tower, although this can vary significantly depending on the ground etc... That £8,000 difference in the fixed costs is significant over a short contract. Taking a weekly rental of £500 per week means the self-erector can be installed and working 16 weeks for the fixed costs of a crane that needs a specific base. For something with a little more mast height, yet still being pedestrian operated you have the city crane. These may be slightly less expensive to rent however they usually cost more for installation and removal.

One type of self-erector that may be worth seeking out is one powered by single phase AC/mains electricity. Cranes that require a three phase generator obviously



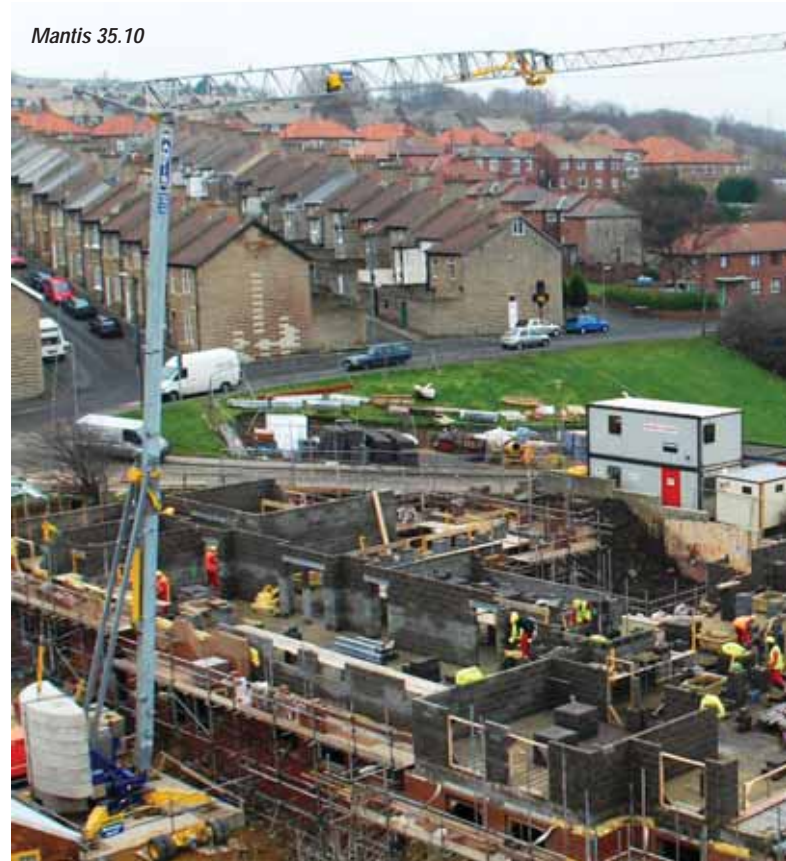
Liebherr 81 K

need re-fuelling which is getting more and more expensive, whereas a single phase powered crane costs a fraction to run. Unfortunately there are very few of these cranes available for rent in the UK and they tend to be popular. Ladybird Crane Hire has several Potain Igo 21s which can be powered by 220 volt single phase electricity.

Like many 'new-fangled' ideas the uptake of the self-erecting tower crane in Anglo Saxon markets has been severely restricted by the

construction industry's blinkered attitude, not helped by a crane rental sector that is simply not geared up to run this type of crane and which prefers its road going mobiles.

However rising costs, environmental and safety issues may well force contractors to look at this method of construction – and they may be pleasantly surprised. They will then need to pressurise their rental supplier to invest, or like many continental European builders, buy their own.



Mantis 35.10



Two Mantis 35.10 either side of a traditional tower crane

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Ladybird Crane



A Ladybird Igo 50

There aren't many crane companies that also own and run a micro brewery - Bromsgrove, UK based Ladybird Cranes does though. The company is behind Bird ales which began brewing in 2009 and is increasingly seen around the West Midlands and which uses part of its head office building.

Since purchasing the Potain UK rental fleet in 2003, Ladybird Crane Hire has built up a fleet which now totals around 70 Potain Self-erectors - the largest Potain fleet in the UK. The company was also appointed as the UK Potain self-erecting crane distributor about a year ago.

"The UK market for self-erecting cranes has been resilient in recent years, despite lower levels of

construction activity," says managing director Robert Bird. "Contractors are focusing on costs and operation and self-erecting cranes are a cost-effective single source for material handling. Compared with other European markets the UK is still relatively small. The more customers use self-erecting cranes though, the more they are coming back, which is positive news for the industry."

Ladybird Crane Hire has taken delivery of two Potain Igo 50 self-erecting cranes and has another on order. They are among a handful of new cranes from any manufacturer to arrive in the UK in the last five years.



Ladybird Crane Hire has a fleet of about 70 Potain self-erectors

c&a

tower cranes

"As a result of the recession, companies have focused on their core businesses and for some this has seen the disposal of poorly utilised cranes," he says. "This has reduced the number of self-erecting cranes available in the country and brought some balance back to the market. In addition to this we are seeing an increase in demand with developments taking shape around the country - many of which are small scale residential sites that are perfect candidates for self-erecting cranes."

"The recession also meant that the sale of new self-erecting cranes were few and far between so many of the cranes in the market are at least five years old now. Whilst good quality, well maintained cranes have a service life of more than 20 years, some larger companies limit the age of equipment used on their projects to 10 years so fleet owners are starting to look at upgrading their cranes."

"We expect to see an influx of new equipment in the coming years as rental companies look to modernise and expand their fleets in line with rising demand for the latest



Self-erectors can be installed almost anywhere

equipment - and for some of us that expansion starts now."

Ladybird's two Igo 50 cranes which arrived in February are currently working on their first projects - one is working at a high-end home build in Purley, while the other is helping to build a small apartment block in Kidderminster. A third has just arrived. The Igo 50 is the largest in Potain's Igo range with a four tonne capacity and a 40 metre jib with 1.1 tonnes maximum lift at the tip and 23 metres under hook height.

Mantis Cranes

Mantis Cranes is a specialist crane rental company offering self-erecting and City type tower cranes throughout Great Britain.

What may be a surprise to many is that Durham-based Mantis Cranes is an UK registered company and while it gets support from Ireland it is entirely self-reliant. As well as its Durham facility it has another depot in Wellingborough and has a partnership with Cornwall-based CJ Trading adding to its national coverage. It has a range of cranes from 23 to 45 metres.

"At the top end of the range we have a number of units of the Potain HDT80 a 'great workhorse' of a machine with a maximum lift of

6,000kg and capable of lifting 1,250kg at 45 metres with a height under the hook of up to 34.2 metres," says chief executive Seamus McMenamin.

At the other end of the size range it has the Mantis TC25, a crane which the company has designed and manufactured since 2006.

The company was set up in 1999 is the only manufacturer of self-erecting cranes outside of mainland Europe with manufacturing facilities in Killygordon, Ireland. The TC25 is a self-erecting trailer crane and features ease of mobility, siting and erection. It is a self-contained unit built on a road-going chassis and the crane has fixed ballast so that one articulated tractor unit can move the 20 tonne rig to site in a single vehicle journey.

The TC25 has a maximum capacity of 2,000kg and can take a 750kg load to 25 metres at a hook height of 19 metres. Mounted on high speed axles for road use at 80km an hour, it can be operational within 30 minutes having hydraulic outriggers for self-levelling. It is self-contained with its own on-board generator and has dual hitch with either fifth wheel

coupling for road use or towing eyes for on-site movement. According to Mantis the crane is proving very popular in its hire fleet particularly with the timber and light steel frame sectors. Other cranes in the fleet have jib lengths of 32, 35 and 40 metres.

Mantis is also starting a new business (Mantis Access) covering the truck mounted aerial lift market and is looking to become a distributor/dealer for a major manufacturer and will hopefully be launching this new venture at Vertikal Days at the end of June.

A Mantis 35.10



Mantis TC25



A Mantis TC25 being towed by an articulated tractor unit

Phnom Bakheng temple restoration

Phnom Bakheng is one of the oldest and most threatened monuments of Angkor, Cambodia. Dating back to the late ninth century the hill-top temple is known more for its panoramic view of the much larger Angkor Wat temple situated about 1.5km away. However over the centuries Phnom Bakheng has suffered the ravages of nature and war but is now being damaged by tourism with over 1,000 visitors climbing over its fragile structure every year.

The stepped pyramid structure has 60 sandstone towers rising from the corners of five terraces and was built by King Yasovarman as the centrepiece of his new capital, Yasodharapura, now part of the Angkor Archaeological Park in north western Cambodia and the home of other magnificent temples of the Khmer empire.

The temple has serious structural issues, with shifting of the stones allowing undergrowth and water ingress to erode the structure. Restoration work by the World Monuments Fund (WMF) began in 2004 when urgent stabilisation work to the temple's collapsed south west corner was carried out.

The Terex CBR 24 Plus



To help with the current restoration, the WMF decided to use a compact and easily transportable self-erecting tower crane for lifting and placing materials.

"Taking into consideration the position of the temple, we decided that a self-erecting tower crane was the answer," says Ben Haley, WMF communications manager. "We opted to invest in a Terex CBR 24 Plus which can be erected quickly and easily and allows us to lift the stone blocks and other materials up to a maximum of two tonnes and up to its maximum radius of 24 metres."

Work was to start at the North East corner of the temple however because of the uneven ground and the presence of a collapsed brick shrine, a substantial raised reinforced concrete platform was constructed to form a solid base for the crane and a bridge over the shrine. The platform was supported by steel beams sitting on concrete pads and had to be strong enough to carry the total 9.3 tonne weight of the crane which includes 8.46 tonnes (nine x 940kg concrete ballast blocks) of counterweight.

Once the platform was completed, the CBR 24 Plus was transported up the hill to the temple along a very steep, narrow path that had been



Phnom Bakheng is one of the oldest and most threatened monuments of Angkor, Cambodia

The temple has suffered the ravages of nature and war but is now being damaged by thousands of tourists



widened by a locally rented dozer. The crane was then winched into position with the aid of a temporary ramp using sand bags. Once on the platform the crane was erected with the help of a Terex technician and began with the restoration of the lower terrace on the northern half of the East elevation. This involved dismantling some of the structure together with an

archaeological dig. Some emergency stabilisation and protection of the surrounding brick structures were also completed. Any stones had to be numbered before being moved to safe storage areas. The work area was determined by the reach of the crane, space required for storage and the size of the conservation workshop.



A substantial raised reinforced concrete platform was constructed for the crane

America's Cup racing yachts

The oldest trophy in international sport - the America's Cup - was first contested in 1851. Today, the America's Cup World Series (ACWS) is an enormous global venture that includes 11, AC45 wingsail catamarans involved in races where speeds approach 30 knots (35mph). A Liebherr 81 K fast-erecting tower crane is helping take the boats in and out of the water every day.

The series travels from venue to venue on a 160 metre cargo ship that carries 1,500 tonnes of gear, including the boats, equipment and 110 containers that transform into a full-scale village directly on the pier for boat repair, maintenance, operations, storage and hospitality. Setup and teardown takes approximately a week.

Once the ship arrives at its destination, the Liebherr 81 K is quickly set up alongside the pier by Graham Goff, the wing and platform logistics manager. The crane remains in place for the duration of the event and is used to raise and hold each sail during installation.

The crane then lifts each boat in or out of the water - each lift taking about 20 minutes.

"It only takes about two hours to set up or dismantle the crane and I can do it myself in most cases," says Goff. "When the boats are practicing and racing, we use the 81 K every day to get them into and out of the water. We couldn't keep on schedule without it."

Goff has even designed a special lifting system so he can release the hook from the sail after placing the boat without climbing up the mast. He first saw the Liebherr crane when he was in New Zealand looking into renting a crane to lift the boats. The high cost of renting

a mobile crane compared to a Liebherr 71K was a good incentive to try it out. After using the 71K for a month, Goff purchased the 81K as the series permanent crane.

"I love how smooth the



The Liebherr lifts each of the 11 boats in and out of the water

machine operates with the frequency drive, especially when setting the AC45 sails onto the body and lifting the boats," says Goff. "No matter what I'm doing, I know that the crane will be accurate even at full speed."

The graphic display on the controller features a simple menu guide and shows important operational data in one view. In addition, the electronic monitoring system provides information on loads, driving modes and other operational functions. The fine positioning mode - Micromove - reduces hoist speed to 25 percent, so that loads can be precisely positioned without the hoist gear brake being applied.

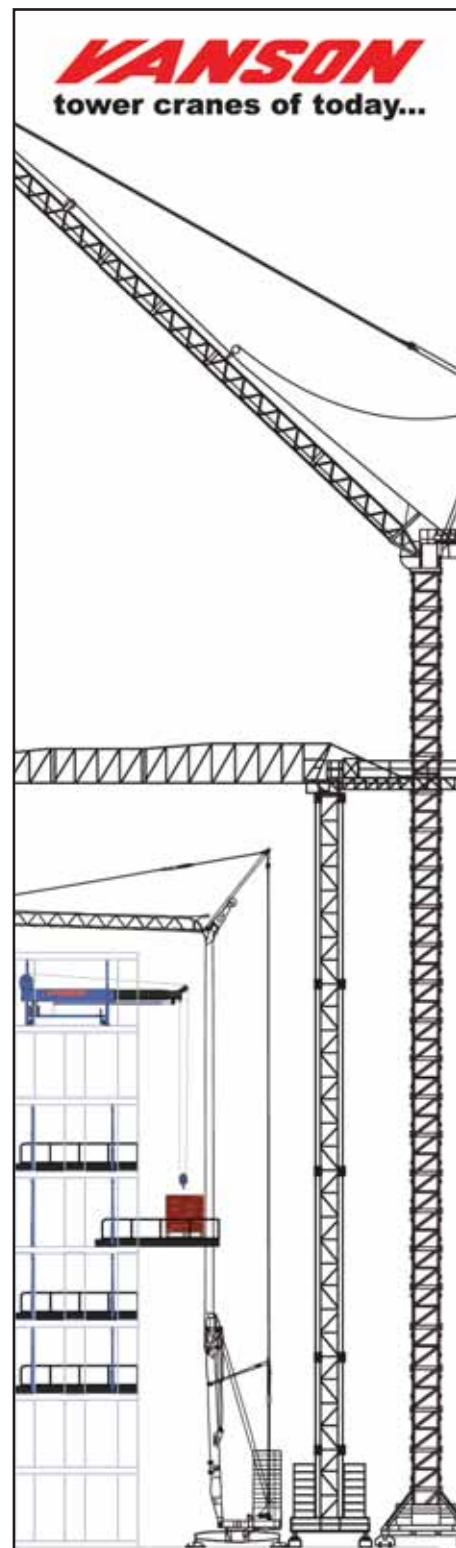
"I haven't used the older technology contactor control since we started using the frequency drive," says Goff who has crane operator certifications in several countries. "The controls on the 81 K simply improve my ability to do my job."

The 81 K also features a cab for optimum visibility, and the Americas Cup wanted a machine that could operate anywhere in the world using local power, whatever the voltage or frequency, which the 81 K does from a connection point on the lower frame.

"We have travelled all over the world with the 81 K," says Goff. "In the 2011-2012 Series, we started in Newport, Rhode Island and then San Diego and San Francisco, California. The crane travels well by boat, road and rail. As someone involved in logistics, the efficiency we gain by using the 81 K to get the boats in and out of the water is invaluable."



The crane remains in place for the duration of the event



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Best Bauma ever!



A record-breaking 500,000 plus attended the show

While the final figures define the success or failure of an exhibition, Bauma 2013 was an unmitigated success. The most pleasing aspect of the show was the general mood of optimism from manufacturers, users and everyone connected with the lifting and access equipment sectors.

With a reported 530,000 visitors from more than 200 countries, this year's exhibition broke all previous records. Not only in terms of exhibitor numbers and exhibition space but it attracted the highest number of visitors and a greater proportion of international visitors than ever before. Many were hoping that the show would somehow be the catalyst to kick start faltering economies and the success of the exhibition may go some way towards that.

So many new products were shown for the first time which is always wonderful for the industry, indicating true growth and development. However many were prototypes, made specifically for the show so that manufacturers could gain additional publicity or feedback from customers. Unfortunately some will never see the light of day and others may take several years before they are available for sale. The positive thing is that companies are investing in new products,

advancing the designs and performance and happy for the world to see just what they are doing.

For marketable products there were so many deals done showing that while certain markets may be in the doldrums (Southern Europe) there are many in Europe and around the world that are more buoyant. With so many interesting products we thought the only way to do it justice was to use as many pictures as possible - 10 pages in total. Even with this amount of space, Bauma is so big and has so many exhibits that we are bound to miss some - so apologies in advance.

Picking the major highlights is also tricky.....Liebherr as usual dominated the show both with its stand and range of equipment. However almost every crane, access and telehandler manufacturer had a story to tell and new products to show. Everyone played their part to make this the best Bauma ever!



Talking equipment in the sun



Crowds watch the JCB acrobatic performance



Boys and toys....



Iron Man 3 came to the Zoomlion stand



People everywhere

Bauma always has some wierd stands....



All new Teupen Leo 21 GT with styling and features across the smaller end of the Teupen range



Bobcat TR 50210 telehandler



Alimak Scando 650XL with a 3000kg maximum capacity



Bocker unveiled its AHK 34-1800 trailer crane with 34m lift height and 1,800kg max capacity all in 3.5 tonnes GVW



Although not on display Manotti has a new 60 tonne ARM 600 Rough Terrain crane with 35.48 metre four section boom



Another new GSR this time the E210PXJ



Airo has a new 12.1 metre working height X12EN 890mm wide scissor with 300kg capacity



Bronto launched a new XR - extreme reach - range. Two models were at the show - the 65 metre working height S 65 XR and the 56 metre S56 XR both on three axles although the larger is also available on a four axle chassis



Bergmann tracked dumper with two Hiab loader cranes



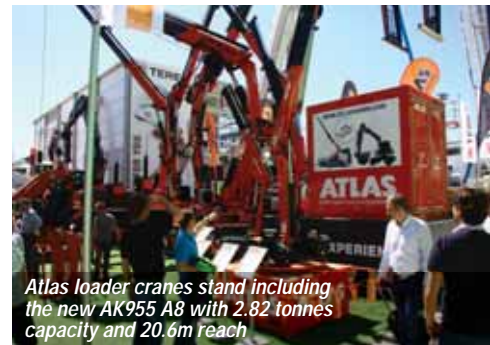
As well as its new 68 metre MJ 680, Multitel had a wide selection of its 3.5 tonne chassis trucks on display including the new MT 222EX as well as its spider platforms



Chinese manufacturer Mantall showed several scissor platforms including this 14 metre XE140W. It also has a range of single and double mast platforms, booms and truck mounts



CMC unveiled its PLA250 with 24.8 metres working height and 220kg basket capacity on a 3.5 tonne chassis



Atlas loader cranes stand including the new AK955 A8 with 2.82 tonnes capacity and 20.6m reach



CMC was showing off its S32 spider platform



Cela's Simone Scalabrini with the DT30 truck mounted platform



Bravi Sprint



One of Cormach's latest updates - the 45000 E9F64ASC which can lift 2420kg at 10.7 metres and has a 31 metre reach



Although no major product launches at the show, Niftylift is enjoying a lot of success with its new lightweight products



Dieci was showing several new telehandlers including the 360 degree Pegasus 40.25 and the 50.21



Dingtli had a good display including a new mast boom and its 16 metre working height JCPT1612DC

The 18 tonne Yardboss YB5520 carry-deck crane joined several other new cranes on the Manitowoc stand including the 60 tonne, 43 metre boom GMK3060 and two RTs - the RT550E and the RT770E



Expected for 2014 is Palfinger's Jumbo NX range which will increase the working heights of its two, three and four axle machines.



Flight checks - buckling up on the AirEmotion lift...

...take off...



...flying high on the crane lift



Fassi had many new models including its largest loader crane to date - the F1950



Welcome bienvenue willkommen



France Elevateur and its 172 TPF van mounted platform



Fighting for space above the concrete pumps was this Zoomlion tower crane - the product of its Jost design purchase



A Hidrocon loader crane and cab



Fabio Vercelli-Galizia with the new all electric Galizia GF25



FM Gru showed its 16 tonne capacity 26 75CX flat-top tower crane with operator hoist



Haultotte's production version of the HT23RTJ



H.A.B.'s 7.8 metre S78-8 E2WD electric scissor lift which only weighs 990kg



Galizia Multis 636



Greek manufacturer GAL exports the vast majority of its loader cranes



Genie's new GTH 5021R



First in a new range of larger Isoli truck mounts - the 36 metre PTJJ3627



Hidrocon 45 TRX truck platform



Hinowa 20 metre Lightlift 20.10 Performance IIIS with lithium battery or new diesel engine



Jost JTL 318.16 claims to be the largest and strongest crane of its type - 340 tm load moment with 4.4 tonnes at 55m and 16 tonne max load



Highlighting its history, JLG had this refurbished Model 27-32 manufactured in 1975 on its stand



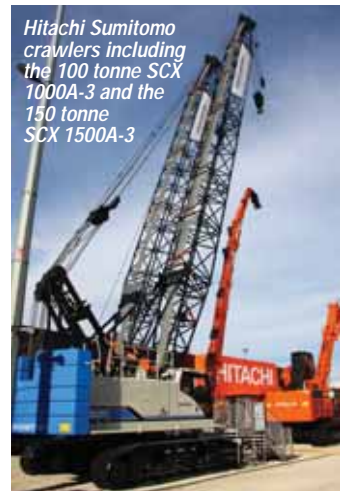
This Igo M14 prototype was sneaked onto the Manitowoc stand amongst the many other new cranes



Imer has its range of three spiders including the IM R13 spider - a light and compact platform with three telescopic extension and jib



Holland Lift's new general manager - Thom Sijs.



Hitachi Sumitomo crawlers including the 100 tonne SCX 1000A-3 and the 150 tonne SCX 1500A-3



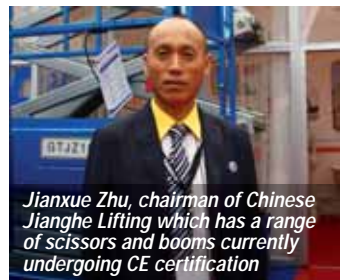
Part of the Holland Lift stand



Iteco IT 14220E with two metre extension front and one metre rear



Ice sculpting on the Jungheinrich stand



Jianxue Zhu, chairman of Chinese Jianghe Lifting which has a range of scissors and booms currently undergoing CE certification



The JCB acrobatic show - always good to watch and attracted hundreds at each performance



Kretzler's rail drive system integrated on its 8.5 metre KIB 08-085 GT mast boom



Hungarian manufactured Eurolift TM15T trailer platform with 250kg capacity and weighing 1890kg



The new Jekko SPX 212 mini crane



Isoli re-entered the large truck mounted market unveiling the 36 metre PTJJ 36.27 the first of a three model range with 48 and 60 metre models to come. Mounted on an 18 tonne chassis it has 27 metres outreach



JLG launched the Toucan 12E and the Toucan 12 plus with two and three section telescopic booms giving 4.5 and 5.5 metres of outreach respectively



IPAF chief executive Tim Whiteman announces the launch of a German version of its MEWP's for Managers course, with French, Italian, Dutch, Spanish and Portuguese spoken courses to follow



Large and small scissors on the H.A.B. stand



Tucked away in one of the main halls was a 3.7 metre PE-3,7 push around lift from Spanish scissor manufacturer Mieve



Jianghe Lifting stand with scissors and articulated boom platforms



Time for brunch



Hoeflon dealer Sankoo was showing the new C4 and C10



Magni showed almost its full range telehandlers



JCB new 535-140 telehandler with Tier 4i engine. JCB used the show to launch its new Ecomax powered Loadalls which save a further seven percent less fuel as well as improvements to performance



Link-Belt showed off its second generation six wheel hydrostatic drive RTC 80100 Rough Terrain crane with tilting cab and onboard extension and inserts for a 76.2 metre maximum tip height



Just the Manitou 280TJ and not its smaller sister the 260TJ



Locatelli showed its new Gril 8800T



Kramer Allrad was showing this platform attachment mounted onto a small wheeled loader



Linden Comansa had a 3AM640 jib section from its LC3000 series tower crane with a capacity up to 64 tonnes

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Lots to see on the CTE stand including the Zed 20.2 HV with variable outrigger positions, 300kg maximum basket capacity and full 9.2 metre outreach narrow jacked with 120kg in the basket



Manitou platform and 300kg winch



Many new models were shown on the Effer stand



XCMG also showed this 70 tonne CE marked RT70E with 43.2 metre boom



New engines and housing on the smaller Teupen Leo spiders



No City Boy on the Spierings stand - production has been put on hold - but several other new mobile tower cranes including SK1265-AT5 and a seven axle SK2400-AT7



Ommelift had a full stand with trailer and spider lifts



Ormig stand



Jekko unveiled this 990kg capacity SPB109CP mini crane



Palazzani was showing this platform attachment to one of its wheeled loaders



Multitel MJ685 has a 68.5 metre working height and a maximum of 35.5 metres outreach with 120kg in the basket. The unit can also reach 12 metres below ground level



Oil&Steel's new Compact 2612



One of many interesting new products from Versalift the 24.5 metre working height VTX 240 mounted on a 3.5 tonne chassis



JLG's new X17JPlus and X20JPlus tracked platforms



Merlo launched its five tonne Panoramic 50.8 and its four tonne Roto 40.18S which offers an 11 metre lift height at full capacity



Noblift was showing a good selection of scissors and booms



P C Produzioni was showing its new Manotti GDx28 truck mounted platform



Other new Fassi models included the F800RA 2.28 - a 69.72 tonne crane with 20.6 metres reach



SJ63AJ ARTICULATING BOOM

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Palfinger P900 - a 90 metre platform on a commercial chassis



ReechCraft's European distributor of its PowerLift products Alan Russon (L) appointing René Stich of Hek & Partner as the new Austrian distributor



Palfinger PK200002 LSH boom was probably the largest at the show



Platform Basket is having good success with this railway adapted articulated platform



Ruthmann T 540



PB Lifitechnik stand



R&B showed a new one tonne capacity CR174GE previously a 1.7 tonne capacity crane but has been reduced for CE certification. The CR335D now has a new fly jib and searcher hook and 500kg pick and carry capacity using these foldaway wheels



Palazzani 52 metre Ragno XTJ 52 spider



Palfinger P200A Smart with the P 300 KS in the background



Paus' new 24.5 metre PTK25 articulated trailer crane has a maximum capacity of 1,000kg and a towing bar attached to the end of the main boom which minimises the footprint of the machine



The Raimondi tower crane stand



Possibly the best way to get around the show



Saltec launched its two tonne PL20 passenger and material hoist as well as a small passenger lift for use in conjunction with tower cranes



Raxtar's new heavy duty RX Professional Series transport platforms which have capacities up to 2,500kg on a single mast and 5,000kg on a double mast configuration



Seen by many for the first time the 750 tonne Liebherr LTM 1750-9.1 has been very popular since its launch



Palfinger Italian rental company Baschier Rentals has purchased the first five 20 metre P200A Smart truck mounted platforms



Sennebogen 655E - a 55 tonne heavy duty cycle crane



The IPAF stand



The 300 tonne Sany SCC8300



Sany exhibited three crawler cranes at the show



On the far right is Ferrari's latest 27.9 tonne metre 729 loader crane which is available with up to eight extensions



Ruthmann T720



Two Noblift articulated booms



Snorkel unveiled two new RT scissors including the larger 43ft twin deck S4390RT



Terex laser show



Terex new 5 axle Explorer 5800



Sheerle blade transporter



Teupen Leo 21GT with 12 metres of outreach and 250kg basket capacity



Tadano ATF 400 bought by Davies Crane Hire



Youngman was exhibiting its range of access and lighting equipment in the halls



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That's one way of getting around the show...



The crane simulator on the Liebherr stand was proving popular with all ages



The Dinolift 185XTS is growing in popularity



The articulated jib Maeda MK1033C gives good up and over capability has a maximum lift capacity of 995kg and can lift 200kg to 9.65 metres



The Electroelse stand



The 25 tonne Marchetti CW 25.35 with extendible tracks from 1.9 to 3.3 metres and a 33.2 metre maximum boom and jib height



The 1,000 tonne LR 11000 slots between the 750 and 1350 tonne models having a 222 metre maximum lift height. Transportation is made easier with a maximum width of 3.5 metres and height of 3.2 metres with individual components. This was bought by Mammoet



The Geda stand



The Genie SX 180 was kept a secret until the start of the show. The 180ft model includes a new rotating jib and up to 24 metres of outreach



The excellent Manitou stand showing off its products and attachments



The demountable Time Versalift LDT 140 TB on a VW Amarok chassis



Terex Quadstar Rough Terrain crane



Vertikal guides and magazines



The Vertikal Guide girls



Snorkel's new 1030E



The new 60 tonne GMK3060



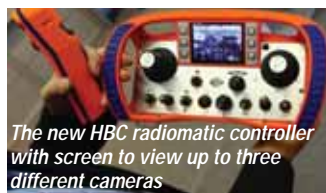
The halls were filled with component manufacturers - here is JSC Avtokran which claims to be the only producer of U shaped booms in Russia and the CIS with a capability of 5,000 per year



Sennebogen had the world premier of its 70 tonne 673R HD telescopic crawler with 36 metre main boom and two fly booms of 8 and 15 metres giving a maximum of 51 metres



Terex, Sennebogen and JCB stands at night



The new HBC radiomatic controller with screen to view up to three different cameras

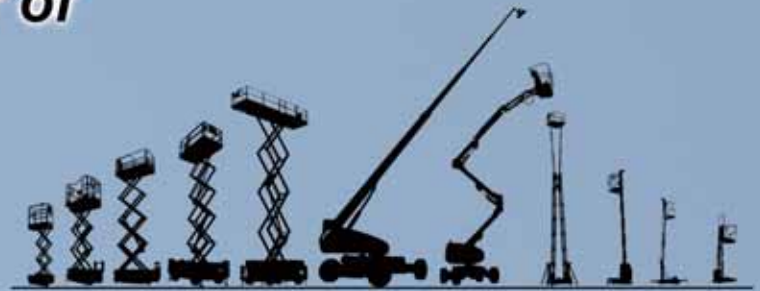


The first 45 tonne SRSC4535C1 reach stacker to be manufactured at Sany's European headquarters near Cologne, Germany



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Zoomlion QAY 260 in Iron Man Three colours



Iteco scissors from the Easy-Up 5SP to the new IT 14220E



The ReechCraft PowerLift - its European distributor Alan Russon appointed Rene Stich of Hek & Partner as the new Austrian distributor



The variable supporting base from Liebherr prevents the operator from accidentally or deliberately fooling the Liccon - LMI - with regard to outrigger position or ballast configuration



The Kreitzler KIB 25 315 with 315 metre working height and 1000kg capacity possibly the largest scissor at the show?



Klaas trailer crane



Unic was launching two new battery powered spider cranes on wheels, this is the one tonne Eco 095 with enough battery power for two and a half hours continuous operation



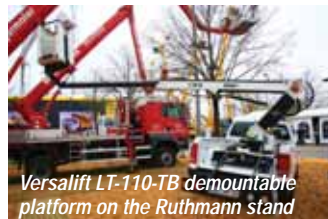
The Magni HTH 30.12 claims to be the biggest telehandler in the world with a 30 tonnes maximum capacity and 11.7 metre maximum lift height



Jaso unveiled the new compact J380PA-36t luffer with 6.9 metre long counter jib and 3 tonnes at 65 metres. Also a dismantling package - the J80PAR-8t recovery crane and J1125 dismantling derrick pole.



Pega showcased what it is claiming to be the fastest passenger-material hoist in the world with the ability to lift up to 3.2 tonnes 120 metres a minute to a maximum height of 450 metres



Versalift LT-110-TB demountable platform on the Ruthmann stand



Terex Superlift 3800



Wow look at that...



The new 33 metre Platform Basket 33.15 spider



Arcomet Cranes



Wolff stand with the 166B hydraulic luffer in the foreground



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Park

June 26th &
27th 2013

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H.A.B. was showing a new tracked boom platform



Moog Staff (including production manager Marcus Rief) entering into the Bavarian spirit with national dress



Manitowoc MLC 165 crawler crane



Farasin showed its new FH8.40 telehandler



Manitou reinforced underground mine basket for up to three people



Need a rugged 6x6 chassis - the Titan Z80-609 F



Enerpac put on an impress display



The 21.7 metre working height Ithimer Lem 2200



The main exhibit on the Kobelco stand was the 250 tonne CKE2500G ordered by international crane rental company Hovago Cranes



Zoomlion's 35 tonne ZTC 350 mounted on a commercial chassis for the first time



The Glaslift range of handlers from Denmark-based Intellitech



Ommelift had a full stand with trailer and spider lifts



Liebherr added its biggest MK mobile tower crane to its range. The five axle MK140 has an eight tonne maximum capacity and a 57 metre reach although this can be extended to 65 metres with an additional jib head



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New products abound at Vertikal Days

Vertikal Days 2013 looks set to be the UK launch pad for a host of new products from crane, access, loader crane and telehandler manufacturers and associated equipment and service suppliers. And being a Bauma year, many of the new products unveiled in Munich will be seen for the first time by those visiting Haydock Park.

The seventh Vertikal Days event looks set to establish new records being well ahead of last year's show in terms of the number of exhibitors and equipment scheduled for display. The site will now cover more than 50,000 square metres all of which will be dedicated to a wide variety of lifting equipment.

Among the new products on show will be the world's largest boom lift, the new 180ft Genie SX-180 with its record breaking 57 metre working height and the nine axle 750 tonne Liebherr LTM1750-9.1 All Terrain crane. At the opposite end of the spectrum Power Towers will show its diminutive PecoLift, while HLS may unveil a new micro lift of its own and Cushman will show its Titan carrier/buggy mounted scissor lift for the first time ever outside of the USA.

The company is looking for feedback on working heights and other details, prior to completing its CE certification. Mini crane company Cormidi now with GGR/ Unic will also make its Vertikal



Liebherr LTM1750-9.1

Days debut as will ReachCraft with its Powerlift.

The successful format of the show remains the same with free parking and free all-day refreshments including a full lunch including a hog roast and barbecue. So far products from more than 155 companies are scheduled to be represented on over 100 stands, with several more exhibitors expected to confirm in the days ahead.

Register online and print out your badge

If you have not already registered, do so now on line and print out your name badge and



Sennebogen 673R-HD

entry pass - just like would an airline boarding card - and bring it along with you in order to streamline your entry into the show. The following is a brief outline of some of the key exhibits that we already know about, the full guide will appear in the next issue Cranes & Access, due out around 10 days prior to the show.

Access:

Just about every truck mounted, spider, scissor and boom lift manufacturer will be represented at Vertikal Days this year, so it as a prime opportunity to see the latest products and check out the latest developments. Skyjack will show its 63ft SJ63AJ articulated boom lift which started shipping a few months ago. The company is also looking to find the oldest SkyJack scissor lift still in service and is offering a free replacement to the owner, so if you have an old Skyjack don't be shy. Niftylift is



Socage DA328

planning to unveil the production version of its all-new 83ft HR28 boom lift with hybrid drive system alongside a full line up including its low-weight champion and award-winning HR15 boom lift. JLG hopes to have its new Toucan 12E plus on the stand, offering more outreach from a more compact base. APS/Hinowa will show the latest 20 metre 20.10 spider lift from its Performance IIS range. HLS will have the new 18 metre Bluelift spider lift on show as well as the RAM Gemini 20:35PTJ truck mount, which has already sold exceptionally well. Teupen will debut its new direct sales organisation and is expected to show its latest models, while Bronto hopes to bring at least one of its new



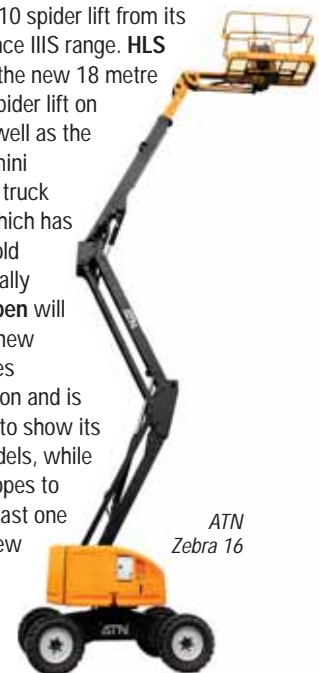
Genie SX-180



Cushman Titan



Skyjack SJ63AJ



ATN Zebra 16



JCB 540-200

XR truck mounted products. **Socage** is back with **Cumberland Industries** and will have number of highly interesting units, while **Multitel** will highlight at least one of its Bauma introductions. **Versalift** will show some interesting 4x4 utility platforms alongside its new 14 metre pick-up mounted unit that was a hit at Bauma, and a full range of van mounts. **Powerlift** will also talk van mounts, while focusing on the **Movex** truck and Land Rover mounted lifts alongside the latest spider lifts from **Easy Lift**. **Manitou** is planning a big splash after a great show last year, while **ATN** returns with its new models, including the 46ft Zebra 16 and 11 metre mast boom. **Dingli** is back with its new dealer **Oswald Record**, while **MEC's** new 60ft Titan boom with scissor lift platform will make its first appearance in Europe just one of several new machines that you couldn't see at Bauma!

Custom Equipment will also make its debut at Vertikal Days with its Hybrid low level scissor lift range, including some exciting new models as will **Bravi** – now selling direct while **Snorkel** will display its new RT scissors and the low level platforms. **SkyKing** is almost guaranteed to surprise with its **GSR** and **Palfinger** units - will the new 90 metre make it? We simply cannot say, but hopefully its new Italian-built 3.5 tonne unit will be there. **Ruthmann** dealer **ASI** also has a wide range of new products to bring probably one of the new models from its Height Performance range, and **Ascendant** is back with its latest truck mount. Finally **Haulotte**



will be offering demonstrations of its new 70ft telescopic boom lift the H23TJ. Do try it - it is quick and smooth.

Haulotte HT23RTJ

Cranes

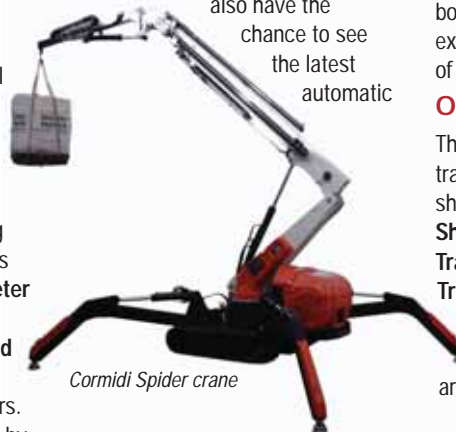
Moving onto cranes and the number of manufacturer's represented has grown with the full return of **Kranlyft**, now representing **Böcker** trailer and truck mounted cranes as well as **Maeda** spider and mini cranes. Sadly its new MK 1033C articulated crane is unlikely to make it. Other new exhibitors include **Sennebogen** with **EH Hassel** and **Spierings** with at least two of its six axle mobile self-erecting cranes on display. **Liebherr** also plans to show its own version in the guise of the MK140, while **Terex Cranes** will have its Challenger 3180 and models spread across its range. **Tadano-Faun** and **UK Cranes** will have the 400 tonne flagship ATF400G-6, making its UK debut fresh from Bauma alongside the 100 tonne ATF 90G-4.

Another crane company returning after a couple of year's absence is **Valla** pick & carry cranes with **Peter Hird**. **Galizia** will be on the **GGR** stand and **Ormig** on the **Crowland cranes** booth so plenty of Pick & Carry exhibits for industrial movers. Tower cranes will be represented by **Potain**, **Terex** and **Liebherr** and **Mantis**, with a possible additional producer yet to confirm. **Link-Belt/NRC** will be one of several companies showing telescopic crawler cranes with its 100 tonne TCC-1100. Auction houses **Ritchie Bros** and **Iron Planet** will have displays focusing on cranes as activity in this market continues to grow. Finally **Manitowoc** will have the 300 tonne **Grove GMK 6300** All Terrain playing a starring role. However also stop and look at the company's latest tracking and electronics - it has an awful lot going on in this area.

Loader cranes

Moving on to loader cranes and ALLMI is planning an even larger event at this year's show hosting its annual meeting for both

manufacturer/dealers and for the ALLMI Forum made up of big fleet owners such as builders merchants etc. The ALLMI Village will also host the third annual 'Operator of the Year' competition with £250 prize money, free training and a trophy – you can enter on the day or in advance. **Palfinger/TH White**, **Atlas** and **Effer**, **HMF**, **Hiab** and **PM** will all have their latest models and systems on show so it is a perfect chance to check out the latest technology in this area. **Cormach** can also be found on the **Ernest Doe** stand and you will also have the chance to see the latest automatic



Cormidi Spider crane

radio controlled hook systems from **Elebia** and **Ludwig Hook** now being offered by first time exhibitor **Red Plant**. Talking of lifting attachments **Probst** is yet another company making its Vertikal Days debut with its wide range or lifting attachments.

Elebia



Telehandlers

Once again telescopic handlers will be well represented at the show with **JCB** back for a second year with more kit this time, **JLG** and **Genie** - both with new models - **Manitou** of course and **Haulotte** with its latest generation products and finally **Sennebogen** which produces some unique heavy-duty handlers within its Green Line range. Another new development to be launched at the show is the partnership between telehandler, crane and platform manufacturer **Giraf Track** and **GGR** which should boost the Belgian company's exposure in the UK helping sell more of its versatile tracked machines.

Other

This year also sees a number of trailer and truck body producers showing off their art including **Shawtrack**, **Nooteboom**, **Andover Trailer**, **Ifor Williams** and **King Trailer**.

Onto the non-powered access sector and **PASMA** members are back - this time in an

Palfinger will have its latest models



expanded Marketplace - along with a host of training companies all looking forward to talking to fleet owners about safety and other forms of training. This year the Market place has a new open plan theatre which PASMA and other exhibitors are planning to use for short safety and other informative presentations, giving those in the area a chance to sit down with a coffee and pick up some useful tips and pointers.

IPAF is also planning some major activities on its stand following a fantastic event last year. It returns with its igloo and will be giving live demonstrations of its advanced training packages.

Finally on the technology side there will more than ever to see and learn including more software suppliers with **Motion Software** making its debut. The popular short workshops offered by **inspHire** and **Higher Concept** will once again use the enclosed Marketplace meeting rooms. These workshops are always oversubscribed so call today and book your place. One particular exhibitor to note is **Smie/Cranesafe** which will be showing off its crane



IPAF booth



Hassle-free entry

management software, now just about ready after more than 12 months of intense development following its concept programme at Intermat in early 2012. If lift planning is for you check out **Method Cad** exhibiting for the first time.

The above does not even scratch the surface of what there will be to see at this year's record-breaking Vertikal Days. One thing we can promise is that anyone with even

the slightest interest or involvement in lifting or work at height will benefit enormously from visiting the event. This year is also a show to bring along colleagues with the huge increase in Marketplace suppliers offering everything from job planning to replacement parts, integrated software to credit control support.

Finally don't forget that this is a show about people and networking and having a good time. If you join

the evening networking event we have a new band direct from Liverpool's legendary **Cavern Club** and are working on a change to the evening menu.

Go to www.vertikaldays.net to see the full list of exhibitors and to register and print your badge.



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New ALLMI Guidance Note

ALLMI has released a new guidance note to the industry aimed primarily at persons conducting thorough examinations and their employers, as well as those that own and operate loader cranes.

Titled "Reporting of defects arising from a Thorough Examination of a Loader Crane", Guidance Note 020 looks at the legalities surrounding the issue, as well as providing examples of how to determine when such defects should be reported and the method of reporting that should be undertaken.



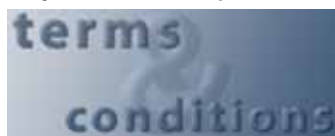
As the chairman of the ALLMI technical committee responsible for producing the document, Alan Johnson said: "The document looks at the requirement from LOLER and also the Health & Safety at Work Act, and then provides a series of example defects, considering in each case whether it presents an "existing or imminent risk of serious personal injury". If it does then it of course needs to be reported to the relevant enforcing authority and the

document goes on to explain how to do this, as the method will vary depending on the circumstances." "The development of the Guidance Note is a result of enquiries we've received where confusion appears to exist regarding exactly when, how and to whom reports should be made. We're confident that the document will clarify these issues and help those in the industry to further comply with their legal obligations."

For a copy of the Guidance Note, as well as any others produced by ALLMI, visit www.allmi.com

Terms & Conditions update

With the date having recently been set for the association's first fleet owner get-together of 2013, one of the key features of the Operators' Forum General Meeting will be an update on the industry's rapid adoption of the "ALLMI Terms & Conditions for a Lifting Operation using a Lorry Loader".



The Operators' Forum Executive Committee, a body elected by the membership to represent its interests, has been monitoring the situation closely since the document's launch late last year. Committee member, Paul Bishop of Axle Haulage, said: "As a company, we've been using the Terms & Conditions since the document's release and the impact has been very positive. Together

with the guidance material and online support video, we feel that they have already started to set a benchmark for lorry loader lifting operations and have helped us to demonstrate on numerous occasions how we comply with best practice and provide added value for our customers. As a committee, we look forward to discussing this issue with members and sharing experiences."

ALLMI General Meeting dates

Dates have been confirmed for ALLMI's first General Meetings of 2013. Both will be held as part of the Vertikal Days event at Haydock Park, with manufacturer/service company members meeting in the afternoon of 26th June and fleet owners coming together in the morning of the 27th.

ALLMI meetings provide an excellent opportunity for industry stakeholders to be updated on and have input into a wide range of loader crane related issues, and pre-registered non-members are more than welcome to attend.



Registrations begin for the ALLMI Operator of the Year Competition.

ALLMI has opened the registration process for its 2013 "Operator of the Year" competition, an event which forms the centre-piece of the ALLMI Village and is a key feature of Vertikal Days. Operators can now register for the competition online by visiting the ALLMI website.

ALLMI chief executive Tom Wakefield, said: "The competition is a great opportunity for operators to test their skills in relation to speed, accuracy and the safety of operation. Entrants will be required to place a load at specific points on and around the vehicle bed, and provided this is performed in the correct sequence, the winner will be the operator who completes the task in the quickest time; however, time penalties will be incurred for any dangerous movements. Not only will the winner walk away with the "Operator of the Year" title and trophy, there's a £250 cash prize at stake, as well as a free ALLMI



training course and use of the competition logo for the operator's employer". (See above) "All ALLMI operators at Vertikal Days will be welcome to take part, but entrants can also pre-register at www.allmi.com. This facility, together with the extensive promotion of the competition, has already generated a huge amount of interest and we expect a record number of participants."

ALLMI Operator of the Year Competition 2013

- ALLMI Village, Vertikal Days Show, Haydock Park, 26th/27th June.
- £250 and the Competition Trophy to the winning operator.
- Use of the "ALLMI Operator of the Year 2013" logo for the operator's employer.
- Free ALLMI training course for the employer (potentially worth over £4,000).



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Guilty charge for loader crane operator

Haulier Paul Napier, 48, has been found guilty of gross negligent manslaughter following a loader crane fatality at Ipswich docks in 2011. He will be sentenced next month.



Paul Napier

Napier claims to have been working for 13 hours when he arrived at the docks to deliver some pontoons. He and his father got out of the truck, put on their hi-viz vests, picked up the cranes remote control unit, unfastened the chains securing the load and then "exchanged pleasantries" with two of the men waiting to help with the unloading. "If they hadn't come over the next thing would have been to deploy the stabilising legs," said Napier.

He claimed that the interruption to his routine caused him to forget the outriggers, so he started lifting one

of the pontoons, which weighed around 1,000kg. He then said that when he saw the truck start to tip and shouted to Neville Wightman, 52, to get out of the way, but he was crushed and killed by one of the pontoons which slid off the truck bed.

"I have been doing this for 16 years and I have never operated the crane without deploying the stabilisers," said Napier, "there was no advantage to not using them as it was inevitable that the lorry would tip, putting me and other people at risk along with my livelihood."



The late Neville Wightman

Who trained him then?

A painter in La Jolla, California, some six or seven metres up and using every bit of his long ladder.



The damning photograph

£2,000 for using a telehandler bucket

Using the bucket on a telehandler as a form of powered access has cost a UK farmer £2,000. The event was photographed last February by a passer-by who then contacted the Health & Safety Executive.

The Hampshire farm manager Peter Kirby, 62, of Newton Valence Farm, near Alton was then prosecuted for putting two employees at risk by using the grain bucket of his telehandler to lift them up to work on the gable end of a barn. Kirby used the telescopic handler in spite of having attended an HSE safety day less than a year earlier.

Kirby was fined £330 plus £1,757 in costs. HSE inspector Craig Varian said: "Mr Kirby had received training and advice by HSE consultants and had the opportunity to use the correct equipment provided by his employer to carry out this job safely. Yet, despite all this, he lifted two men several metres in the air using an unsuitable work platform."

"Often, people about to do a job believing it will only take a few minutes, take a risk in the hope that simply being careful will be enough. This display of bad practice could have resulted in serious injury, or death, whether it lasted a couple of minutes or a couple of hours. The bucket had no fall protection and there was a risk of being accidentally tipped out. If they could not use an authorised work platform designed to lift people, then they could have used a tower scaffold."

Kirby claims that a full risk assessment had indicated that the bucket was the safest method and that the HSE was simply making an example of him.

Falling apprentice costs scaffolder £16,000

An employee's three metre fall from a scaffold has cost Harris Scaffolding of Halesowen/Telford, UK, over £16,000. The incident occurred at a site in Stourport-on-Severn, Worcestershire in November 2011, when an 18 year old apprentice was helping make modifications to a scaffold that had been erected two months earlier, and he fell, fracturing two vertebrae in his back. He was off work and in a back brace for three months.

A Health and Safety Executive investigation found that he was allowed to work unsupervised without toe-boards, guardrails or a harness. At times he stood directly on tubing and gained access with an unsuitable ladder and by climbing the outside of the scaffold. The HSE said the work had not been adequately planned, supervised or carried out in a safe manner. A more experienced colleague accompanied the apprentice but had not worked on scaffolding for 15 years or received any refresher training in that time.

The investigation also found that Harris Scaffolding had not followed its own risk assessment and had failed to work in accordance with industry best practice guidance. Neither man was given any specific instructions or drawings before going to site or seen a risk assessment or method statement.

HSE inspector Luke Messenger said: "In this case the company fell well below accepted standards and a trainee was badly injured as a result. It was lucky his career wasn't ended before it had properly begun."



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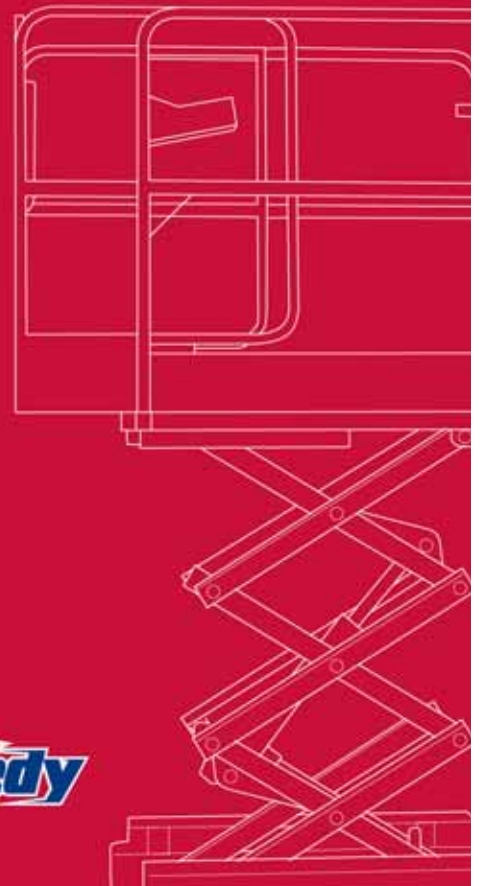
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HSE investigating MEWP use on site



"The IPAF Safety Experience at Bauma saw the global launch of IPAF's MEWPs for Managers course and provided members with a meeting point to discuss safety issues and to network."



The management of aerial lifts on site is under scrutiny

The UK Health & Safety Executive's Construction Division is investigating the way aerial work platforms are being used and managed on construction sites.

In a document distributed to inspectors and shared with IPAF, the HSE notes that "the use of powered access to provide a safe means of working at height has grown massively and this has reduced accidents". However, the HSE also notes that accidents do occur and it is aiming to raise awareness of the need for qualified management to oversee the use of powered access and in particular aerial work platforms on site in order to help further reduce accidents.

HSE inspectors are being asked to select sites

with "substantial use of aerial lifts", which may include but are not restricted to steel erection, net fixing, fire protection installation or electrical work. Inspectors are then urged to assess the way the platforms are managed on site using nine key points. Priorities identified include: the selection of the lift type, risk assessment, uptake of the IPAF MEWPs for Managers course, familiarisation procedures, and rescue planning.

A copy of the document is available at www.ipaf.org/news

UKCG considers mandating PAL+ training

The UK Contractors Group (UKCG) is considering a move to mandate PAL+ training for safety netters and steel erectors and their associated trades on member sites from July 1st. The proposed measure is part of the UKCG's policy to address the risk of entrapment while using aerial lifts. At a meeting of the UKCG Health and Safety Sub-Group, it was agreed that a note be sent to the supply chains with the aim of consulting members and seeking feedback on the intention to mandate PAL+.

The note states that: "The UKCG recognise that there are now a wide variety of anti-entrapment devices available on the market, and that these can be selected to suit both the machines and the work tasks being carried out. It is also recognised that such devices are not, on their own, a solution to entrapment, but along with adequate planning and competent operators, play a significant and essential part in reducing the risks of entrapment."

The feedback is now being assessed. The UKCG already encourages safety net riggers, steel erectors and their associated trades working on UKCG sites to hold an IPAF PAL+ qualification following a decision made last year.

More information on PAL+ can be found at www.ipaf.org/palplus



IPAF is 30!

IPAF celebrated its 30th anniversary during the recent IPAF Summit and International Awards for Powered Access (IAPAs) at the end of March in Miami, Florida, USA. More news on the access event of the year is at www.iapa-summit.info The IPAF Summit and IAPAs 2014 will be held in the UK.



Save the PDS dates

The IPAF Professional Development Seminars (PDS) for instructors and training centres will be held on 24th September in the North of the UK and on 3rd December in the South of the UK.

The PDS in the North will be held at the Metro Centre Marriott Hotel, Tyne & Wear NE11 9XF. IPAF has agreed special room rates with the hotel, valid until 31st July.

The PDS in the South will be held at the De Vere Milton Hill House, Oxfordshire OX13 6AF. IPAF has agreed a special room rate with the Milton Hill House, valid until 11th November.

Details are at www.ipaf.org/events

Valuable statistics on the rental market

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PASMA launches new training PhotoCard

Given that over 60,000 delegates a year pass through the various PASMA tower training schemes, the association feel that it is more important than ever that managers and supervisors can rely upon the validity and authenticity of PASMA training PhotoCards. It is essential employers or site managers etc retain the confidence and reassurance of knowing they are genuine. With this in mind, it has introduced a new-style PhotoCard designed to foil any attempts to forge them.



The new card, launched at the end of March, incorporates a number of sophisticated security features designed to make it virtually impossible to duplicate. According to PASMA, as more and more construction sites and workplaces insist on tower users being PASMA trained to ensure their safety and competency, the PhotoCard is becoming increasingly attractive as a target for fraud.

PASMA's managing director, Peter Bennett said: "By focusing on security we aim to protect companies and organisations from the risks posed by untrained workers and prevent people putting

themselves into unsafe situations by working at height without training. With so many fatal falls due to easily avoidable errors, PASMA is committed to ensuring that those working at height know the dangers and understand good practice."

Alongside the new cards, PASMA has also introduced an updated version of the certificate it issues to trained tower users. Similar to the cards, the certificates also incorporate security features as well as reflecting a new and more modern design consistent with the association's new branding.

Revised and simplified guidance for working at height

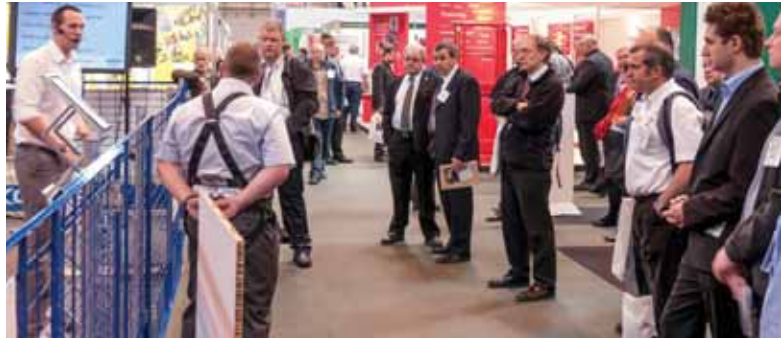
In recent months PASMA and other member organisations of the Access Industry Forum (AIF) have liaised closely with the UK Health & Safety Executive (HSE) following the recommendation of the independent Lofstedt Review that the Work at Height Regulations (WAHR) and associated guidance should be reviewed by April 2013.

Following this consultation with PASMA, the Forum and other principal stakeholders - including the Institution of Occupational Safety & Health (IOSH), the British Safety Council and trade unions - the HSE review concluded that where problems remain with the application of the Work At Height Regulations, they arise from misinterpretation rather than from the regulations themselves. This misinterpretation leads some to 'go beyond' legal requirements, while others, such as contractors and insurers, appear to be demanding a greater level of compliance than strictly necessary in order, it is thought, to reduce the risk of civil litigation.

Having received a report of the review including evidence and commentary from PASMA, the Forum and others across industry, the HSE Board has decided that there should be no changes to the existing regulations themselves. However, it suggests that the associated - and voluminous - guidance should be revised and simplified. The objective? To enable business and other organisations - particularly micro, small and medium-sized enterprises to adopt practical and, most importantly, proportionate measures, making it easier for people to comply with the law and manage the risks associated with work at height in a sensible way.



WAHR: The findings, the outcomes and the actions



The Health & Safety Executive will address the issue of 'Lofstedt: The findings, the outcomes and the actions', in the Access Industry Forum's Working at Height Knowledge Base at this year's Safety & Health Expo on Tuesday, 14th May at 11.05. It will also take the opportunity to introduce two new guidance documents: INDG401 'Work at height: A brief guide to the law' and INDG455 'Safe use of ladders and stepladders: An employer's guide' (formerly INDG402 & 3).

For its part, PASMA will talk about 'New guidance to protect the public around mobile access towers' at 11.40 on the same day and 'PAS 250 new standard sets the benchmark for low level access' at 11.05 on 15th May.

Sponsored by PASMA, PAS 250 is the Publicly Available Specification for podiums and pulpits. It specifies

the requirements for a low-level work platform with one working platform with side protection, for use by one person, with a maximum work platform height of less than 2.5 metres. In particular, it specifies the requirements for materials, design loads, dimensions, strength and stability tests, marking and user instructions.

PASMA: Into the limelight at Vertikal Days



PASMA and its members will take centre stage at Vertikal Days 2013 by relocating to the popular Marketplace area.

The association will be on hand to offer advice and guidance and, along with member companies, deliver talks and presentations on the latest tower developments, safety and best practice.



As a PASMA member, if you have an interesting or unusual story to tell about towers and tower training, please send it to michael.fern@pasma.co.uk

Tower crane rescue advice updated



The CPA's Tower Crane Interest Group has updated a Technical Information Note on the Rescue of Personnel from Tower Cranes. The revision was prompted by discussions with the Fire and Rescue Services about the levels of support that have now become available around the UK.

The new document covers the rescue of authorised persons on site, such as tower crane operators, maintenance crew, and persons carrying out thorough examinations. It does not extend to the special circumstances of rescuing non-authorised persons such as trespassers. Its primary purpose is to provide guidance on the planning of the rescue should an incident occur. Planning for emergencies is 'key' from the outset and the principal contractor is recommended to take all possible scenarios into consideration BEFORE work begins onsite.



One of key revisions in the paper is a recommendation that when the principal contractor is planning a rescue from height from a tower crane, it should 'always consult the local fire and rescue service, who may be able to assist with a specially trained crew. If this service is not available for whatever reason then the contractor needs to investigate other means of rescue and should seek the advice of the tower crane supplier.

Details of the rescue plan should be recorded in a method statement which should be specific for each type and model of crane. The plan should include details of the rescue equipment to be used; configuration of the equipment for different types of casualties, for example, walking wounded, assisted lower or stretcher rescue. The plan should also state what action is to be taken in the event of adverse weather such as high winds.

The method statement should be used to brief those who will be working at height and involved in the rescue plan. It is essential that all rescue from height on tower cranes is carried out by adequately trained and competent persons who should be available on site at all times when rescue may be required.

Initial training, which should include pre-use checks of equipment, should be carried out by the supplier of the system to be used, or by in-house trainers who have been trained and assessed by the system supplier. Trainees should be assessed using practical exercises, as well as theory sessions and advised to undertake a simulated rescue on-site to confirm that the training has been understood. It is also essential that rescuers receive refresher training and reassessment at suitable intervals to ensure that their skills are maintained at an



appropriate level.

The revised versions of Rescue of Personnel from Height on Tower Cranes published by the CPA on behalf of the Tower Crane Interest Group, are available to download from the CPA website at www.cpa.uk.net free of charge.



Minton moves up

In April Kevin Minton was appointed a director of the CPA, reporting to chief executive Colin Wood and the CPA's governing council. Minton has been a senior manager at the CPA for five years, during which time he has been involved in the full range of CPA activities, with a special emphasis on health & safety issues and representing the CPA to other bodies.

He was instrumental in forming the Strategic Forum Plant Safety Group in 2009, and since then has co-ordinated its activity, most recently chairing the working group behind the new Good Practice Guide on Medical Fitness for Plant Operators. His new role will see him taking on a bigger role within the organisation and reinforcing his liaison work with government bodies and industry associations. Minton is also chairman of the European Rental Association's Safety and Sustainability Committee and is actively involved in the Lighthouse Club as chairman of the Midlands Branch.

"I am looking forward to expanding my role at the CPA and getting more closely involved with the



Kevin Minton

industry," said Minton "The forthcoming Vertical Days exhibition will be the perfect opportunity to meet with members. I am always interested in what our members have to say, my job is as much about listening, as it is talking."

"Kevin has a wealth of experience working for trade associations in the plant hire sector. He has been with the CPA for over five years now, in a senior management position, having spent almost 20 years with the HAE before that. I look forward to working with him in his new role," added Wood.

The CPA represents the UK mobile and tower crane hire industry and can be contacted on:
Tel: 020 7796 3366
Email: enquiries@cpa.uk.net



The Construction Plant-Hire Association - the CPA - is among other things, the UK's crane association and one of the more active members of ESTA, the European crane and heavy transport association.

Simulating training

Liebherr has launched a range of maritime crane operator simulators which provide virtual training for its ship to shore, rubber tyre gantry, mobile harbour and offshore cranes.

Liebherr Simulations (LiSIM) allows trainees to practice operating maritime cranes in a realistic environment with the option of modifying scenario parameters tailoring them to the training requirements. This can include whether it is a day or night-time operation, the type of cargo or the size of the vessel. It can also be programmed to simulate harsh weather conditions such as heavy winds, snowfall, torrential rain or high waves, allowing both trained operators and trainees alike the chance to gain experience of how to react to unexpected or challenging situations.

The driver's cab and control panel incorporates Liebherr's original drive systems, software and hardware, ensuring that the feel and movement of the cranes are precisely replicated. High definition flat screen monitors and high quality surround sound speakers are used to imitate the views and sounds typically experienced in the cab. It is also possible to design specific port environments and exact port layouts in order to assist in creating a realistic training experience.

The benefits of simulation based training avoids downtime and reductions in productivity which are often caused by onsite crane training. It eliminates any delays in training which might have been caused by poor weather conditions as well as eliminating any risk of damaged equipment or injuries to port personnel.

The instructor stationed outside of the simulator can create challenging or unexpected situations, like sudden heavy winds or lift object faults, during a training session.



The inside of the LiSIM simulator



Weighing up the options

UK based scale manufacturer Avery Weigh-Tronix has developed an integrated Forklift Scale System (FLSC). Although primarily designed for use on forklift trucks it is also suitable for use on any telehandler fitted with an ITA class II or class III cleat type carriage.

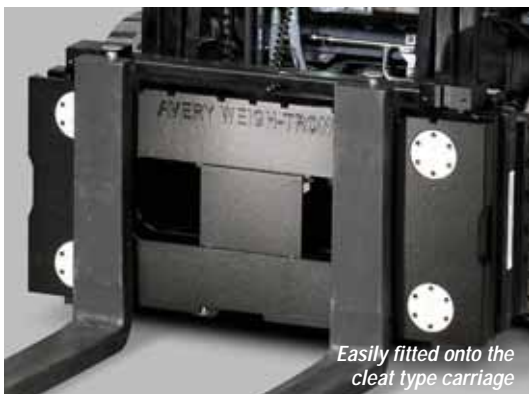
The retrofit scale is comprised of two metal plates coupled together by four weighing sensors which electronically measure loads up to five tonnes, transmitting the data to an in-cab display. An optional wireless system is also available for environments or lifts where a standard coil cable might be damaged. The scale is easily attached to the machine's fork carriage and as there are no flexures or springs, the weighing sensors ensure accurate weighing regardless of whether the truck is on uneven ground or the pallet load is off-centre.

The weight of the load is then displayed on a seven inch FLI 425 touch-screen colour LCD monitor which displays and stores a variety of information. A more simplistic FLI 225 monitor is also available with limited features.

Additional extras include a power conditioner used to regulate power from the electrical system and a Wi-Fi flash card used to extract information stored on the more advanced FLI 425 display system.



A breakdown of the FLSC which is fitted behind the forks.



Easily fitted onto the cleat type carriage

Automatic hoist line adjustment

Austrian crane and access manufacturer Palfinger has launched Rope Tension Control (RTC) and Synchronised Rope Control (SRC) winch systems for its SH range of loader cranes.

The RTC system has been designed to automatically adjust the rope length to match the loader crane's movements, allowing for the rope and sheave head to remain permanently mounted on the crane. Hook operation with the knuckle boom and reeved-in rope is also possible with the new system eliminating the need for any disassembly.

Similarly the SRC system automatically adjusts the rope length to maintain a constant distance between the sheave head/boom nose and the hook block to prevent two-blocking. Sensors in the roller head ensure the same distance when it detects crane movements that lengthen or shorten the rope length. Loads can therefore be traversed horizontally at a constant height or at a constant angle allowing it to easily overcome building contours during roofing work.



Palfinger's RTC and SRC systems being used on its loader crane to assist with the roofing work

enquiries

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

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

Home wanted for 6 tonne Rapier

The Rushden Historical Transport Society in Northamptonshire is looking for a good home for a Rapier H7 mobile crane which is in desperate need of restoration.

Surviving examples of these cranes are rapidly disappearing which is a great shame for what is a classic, if not iconic mobile crane. If someone with the space and possibly engineering apprentices that would work on such a restoration could take on this project we would be delighted to chart the progress in our magazines. If anyone is interested they can contact the society via email andy@rhts.co.uk



This old Rapier needs some TLC - free to a good home

The Rushden Historical Transport Society runs Rushden Railway Station and operates steam and historical trains on a railway line that it has restored. www.rhts.co.uk

The Rapier H7 was a popular crane for rail freight handling and featured in the Thomas Tank Engine books as Kevin.



Construction Plant-hire Association

Another good reason to join the CPA...



Find out a whole lot more, call us on: **020 7796 3366**, or visit our website: www.cpa.uk.net

Problems occur at the least expected times, but when they do, support and specialist knowledge from someone on your side is invaluable. The CPA specialists can help with many issues, including training, safety and legal matters.

If dealings with a government department or an industry authority are not going smoothly, CPA can advise on what to do, and can turn to their extensive range of contacts to find the right person to speak to.

This means your problem gets solved quickly and painlessly wherever possible - allowing you to get back to your business.

Construction Plant-hire Association, 27/28 Newbury Street, Barbican, London EC1A 7HL. email: enquiries@cpa.uk.net

GOING UP IN THE WORLD

A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

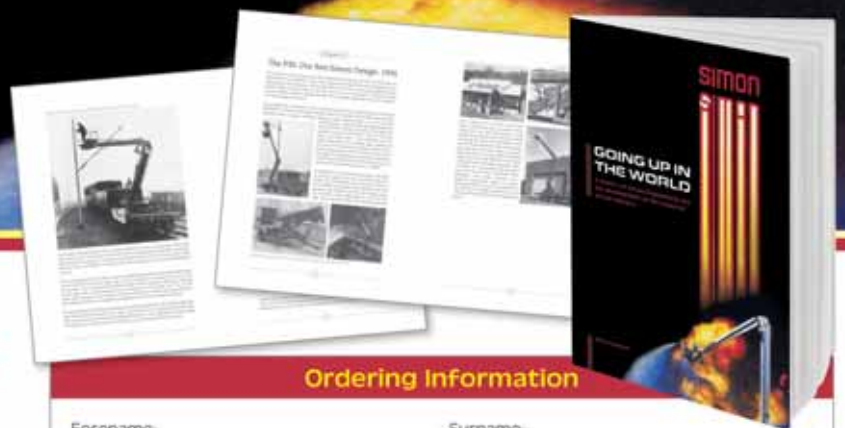
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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Manitowoc 4100W Liftcrane

The Manitowoc 4100W is one of the most popular cranes the Manitowoc Crane Company ever built. It was launched in 1968 and was in production until the mid-1990s with nearly a thousand having been made. This 1:50 scale model by TWH Collectibles is the Liftcrane version which had a capacity of 200 tons.

It comes in an interesting box style with printed instructions inside the lid, and the crane takes an hour or two to assemble. Also provided is a reproduction of the original 1969 product brochure which includes load charts.

The metal linked tracks are excellent and the track frames are very detailed with realistic working chain drives which move as the tracks roll. The crane body is impressive and the cab is fully detailed inside with seat and control levers, while the sliding cab door has some exceptionally fine graphics applied. There are two more opening doors on the superstructure. At the rear, the characteristic counterweight blocks are smoothly finished and are detachable.

The roof has an exhaust with chrome muffler, and the gantry structure is very well detailed with step irons leading to a ladder.

The boom sections are very good with the main chord members cast to replicate the inverted angled sections of the original. Main boom sections all have internal bracing which is an unusual detail on crane models. The screwed connections

between sections are good and positive. Both the boom but and tip are finely crafted pieces of modelling and the whole boom has excellent geometry.

Two hooks are supplied. The headache ball has a realistic connector and the hook itself rotates, while the main block has four free rolling sheaves and the hook has a working safety catch which is an excellent feature. The luffing and hoist drums are operated using a key which inserts through holes in the bodywork and these work fine, not slipping under load.

This model exudes the feel of a quality product. As a representation of an historic crane a fine effort has been made to produce a model that lives up to the real machine. Although it has been available for some years it is timeless and is still available from Manitowoc's European web shop for €289 which is good value for the high quality.

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



Boom top is first rate



Characteristic body shape

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	27
Features (max 20)	16
Quality (max 25)	22
Price (max 15)	12
Overall (max 100)	85



Manitowoc 4100W Liftcrane



Excellent drive chain on the tracks



Detailed cab

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Letters



Dear Sirs,

I have just received your excellent publication (Vol 15.2) relating to rescue from height situations. I was drawn to the paragraph on 'Suspension trauma'. (Page 48)

I can tell you based upon other articles on this subject that there is no evidence to suggest your article is correct. Your article states that suspension trauma can result in death. This is incorrect.

Why would an employer give you a piece of equipment which if used properly can kill you and if you do not wear it a fall can kill you. So either way you will die. Firstly, harnesses should be seen as a last resort when working at height, and if worn the rescue plan should be in place to rescue the person as quickly as possible.

I can also draw to your attention that a report called (RR708) 'Evidence-based review of the current guidance on first aid measures for suspension trauma'. States that 'There is no evidence reporting the incidence of suspension trauma in industrial fall prevention'.

I have to ask why are these ideas and fear factors being peddled within construction?

Finally, have a search throughout all of your documents and see if there are any facts, either on the internet or in publications to try to ascertain the most recent person to die of suspension trauma or indeed the very first person.

As I say an excellent publication, but please read the research at RR708, a free pdf file easily downloaded for reading.

Thanks

Trevor Duggan BSc (Hons), Tech IOSH, PGCE
Safety and Supervisory Trainer

Mr Duggan makes a very valid point, although perhaps he sees things too much in terms of black and white? We are not convinced of the stated risks of suspension trauma, however there can be no question that some harnesses – and those that are badly adjusted can cause a shock in the groin area and then if left suspended for too long then potential circulation and clotting issues. It is no different from the threat of deep vein thrombosis caused by sitting for a long period in a fixed position.

The fact is that there should be a rescue plan in place and no-one should be left suspended for long periods of time, in which case there is little or no risk. However it is silly to pretend that a rescue plan is always in place, most often there is not – at least with powered access. And when using a boom lift harnesses are not a last resort, they are essential. Like many items when used properly they are perfect, when used improperly they can cause issues. Looking back over the article we stand by the view we put across BUT... we do think that Mr Duggan makes a very valid point, that should be noted. We very much appreciate his input and would encourage more letters like this as well as further discussion on this issue.

Ed

Dear Sir,

I am restoring an old "Selma Scissor Manlift" I am in need of some technical support and some parts. Can you help us out? If not, do you know of anybody who can here in the USA? Just so you know, back in the late 1980's I became a certified Grove mechanic working for a company that sold and rented the Grove product till the company sold out to another larger rental company.

Thank you,
Bill Williams
Hanover, Pennsylvania

We responded to Mr Williams requesting further information and received the following response below.

We passed a number of names on to Mr Williams, including parts suppliers and some individuals who had worked for Grove Manlift and who would know more about the popular SM31/42 ranges. He responded.

Dear Leigh,

I enjoy repairing machinery and engines that are a challenge. And, I am very good at it. I am a second generation mechanic and race car driver/builder. Well anyway - yes this is an early SM31 powered by a Wisconsin 1 cyl. AGND 12Hp air cooled engine. In my area there are several older Selma SM 31's mostly owned by private people in the electrical and plumbing fields. These people will call me for service from time to time.. all in all, 'good people'. If you would like me to, I can send you several pictures of several different SM31 machines from different years. I just have to get the permission from the owners.

Dear Leigh,

I want to thank you very much for reading my letter and returning to me a good response about my problem. I do indeed know a lot about where and when Selma Lifts were first built at. I even had the privilege of meeting Mr John Grove when I went to their technical school that was located in Blue Ridge Summit, Pa. I will try your suggestions.

If you want, I can even send you a picture of what I am working on.

Thank you very much,
Bill Williams



The following letter was in response to our Bauma pictorial review on www.vertikal.net A larger printed version can be found in this edition of the magazine. Ed

Dear Leigh,

Thank you for the good, daily snapshot coverage of Bauma - invaluable for those of us who could not attend. I guess that you will have had a good, rewarding show.

David B

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Letters



The following letter was sent in regarding an accident report we carried on March 20th on *vertikal.net* concerning an electric shock to a banksman during a lift next to some live overhead power lines in Trowbridge, Wiltshire, UK.

Dear Editor,

The 750 tonne Crane Overturn Incident in Pilling, Lancashire, UK last week reminded me of a recent discussion with a senior Crane Industry Executive on this very subject. Therefore may I offer this submission to the Crane Industry that we should consider adopting Pro-Active Crane Safety based upon the Crane Manufacturers Handbook as a Cost Effective Policy for the future. The reason being.....

The Oxford English Dictionary in my office defines the word 'Accident' as an 'Unforeseen event, or one which was not Foreseeable'. Therefore, this can best be explained with an example, so if I rig my 84 tonne Gross Weight Truck Mounted Crane with 140 tonnes of Extra Ballast and a Luffing Fly Jib, then elevate the 15 metre Main Boom to 82 degree, keeping the Long Luffer Horizontal. Then drive this top Heavy Crane on a Dirt Road, it is highly likely to Tip over due to its High Centre of Gravity being circa five metres above ground level. In such a scenario as this, I could never claim this dangerous incident to be an 'Accident' as it was not accidental, but was entirely foreseeable that my Crane would indeed overturn. All due to the fact that my crane had an Axle weight of 32 tonnes per axle and an abnormally high Centre of Gravity (CoG).

Should this negligent incident occur in the UK with Fatality(s) arising, then it is highly likely that I personally would face Criminal Charge(s) Charges of Manslaughter or Negligence. This quite rightly would result in me being Prosecuted and possibly Jailed for Killing some Innocent. Moreover it would also be perfectly reasonable that a Journalist would write a Report about my Negligent and Dangerous behaviour.

Furthermore, given that 173 men and women were killed at work in the UK during 2010/2011, with 18 incidents involving cranes (See HSE Published figures). It is my further submission to the Crane Industry that Pro-actively Managing Crane Safety is far more Cost Effective than not doing it, for as the CEO of British Petroleum plc (BP) will now confirm, the Cost of Crane Repairs, Personal Injury Claims and Prosecution Fines far outweighs the cost of Pro-actively Managing Safety. (See \$4.5 Billion USD Fine imposed by US Dept of Justice on BP on 15/11/12, for Breach(s) of Safety Regulations on the Deepwater Horizon Oil Rig, Tuesday 20th April 2010.)



Therefore, it is my final submission to the entire EC Crane Industry that we should reject all use of the word 'Accident' and instead produce our own Approved Code of Practice on Crane Safety based upon the Crane Manufacturers Handbooks. The fact that an incident is unwanted, does not make it accidental and as such it not an 'Accident', but simply an Incident. If you concur with this submission, then the ACOG could be entitled:- Best Practice Guidelines for Crane Safety.

Should you have any doubts about my submission, then here are 12 good reasons why we should consider adoption of this resolution, for Crane Safety must always be Pro-Actively Managed with all Lifts Pre-Planned, Drawn-to-Scale and Written-Up in advance with a detailed Method Statement by an Appointed Person, all of which is covered by The Lifting Operations and Lifting Equipment Regulations 1998 and Section 4.7 of British Standard BS 7121.

Because if we don't drive-up Crane Safety Standards, who will ?

Yours Sincerely,

Mike Ponsoy BA

PS. Crane Safety Benefits everyone, not just you and me.

Hi Mark/Leigh

I'd just like to respond to the interesting and reasonable comment Mark made in the March 2013 issue of C&A.

I recently delivered a presentation or Professional Development Session as we call it, to our crane hire employees on lifting capacity. I appreciate that what I say is open to differences in personal and/or company opinion as to what works, and possibly even some factual correction by manufacturers.

The crane manufacturers will clearly try to market a crane in the most effective way possible to attract buyers, and I think it is difficult for them to not sacrifice some 'saleability' by standardising model numbers. E.g. producing the model number for all cranes as the maximum lifting capacity at a set particular radius may not always reflect the crane's true performance very well too buyers and buyers' customers.

Although many people may not always associate the term 'load moment' with mobile cranes (probably due to the myriad configurations available on most mobiles), I feel that it is a term that could be useful in marketing the cranes to buyers and their customers.

Anyone planning a lift will know that you cannot select a crane for a job based on its model number or maximum capacity, and it would be impossible to create a model number that was truly indicative of the crane's performance. Using the rated capacity is certainly not an option due to the widely varying nature.

Lorry loaders and tower cranes can usually be identified by their maximum load moment (or 'tonne/metre' rating) and it gives a loose indication of the machine's performance which can be used as an estimate of rated capacity, prior to referring to capacity charts.

This could possibly also be applied to mobile and crawler cranes. Manufacturers already tuck the maximum load moment away in most of the crane specification brochures, but we tend not to refer to them much in our sector of the industry; possibly because of lack of familiarity with the term.

I have attached three slides from the presentation that I delivered to illustrate that using the maximum capacity to market this machine would perhaps do it some injustice.

The crane is a Terex-Demag TC2800-1. The maximum capacity is 600 tonnes at a radius of six metres giving a load moment of 3600 tonne/metres. It actually performs best at a radius of 22 metres, producing the marketed load moment of 7,546 tonne/metres.

Another example is the Liebherr LTM1250-6.1. Load moment at three metres is 750 tonne/metres. At 10 metres it is 830 tonne/metres.

In comparison the Terex-Demag AC250 can only lift 197 tonnes at three metres, (it's a 250 tonne - 'capacity class' machine) but this is a poor indicator, as the maximum load moment of this machine is 884.4 tonne/metres (at 12 metres radius) while at 10 metres it offers a 866 tonne/metres.

So which is the better crane? The model number indicates they are the same, yet at three metres the Liebherr is best, while the maximum load moment favours the Terex. Blimey, getting that message on the tin correct doesn't seem very straight forward after all!

I think I'll leave it to the manufacturer, as it seems to be a bit of a 'can of worms'!

Kind Regards,

Kevin Bennison,

Training director -
Emerson Crane Hire, (UK)

Model	Capacity (tonnes)	Radius (metres)	Load Moment (tonne-metres)
Terex-Demag TC2800-1	600	6	3600
Liebherr LTM1250-6.1	750	3	750
Liebherr LTM1250-6.1	830	10	830
Terex-Demag AC250	197	3	884.4
Terex-Demag AC250	866	10	866

To the Editor

We are writing to you concerning the Incident which occurred in Trowbridge last week on Wednesday 20th March, in which one of our employees was injured on site. Please see attached a statement outlining the facts as we know them.

I would be grateful if you would publish at the earliest opportunity in order to quash the speculation and discussion that has been taking place.

Yours Sincerely

Lee Sadler

Sparrow Crane Hire Ltd

Sparrow Crane Hire Ltd would like to make a statement as to the background to the incident that occurred at the Ashford Homes site in Trowbridge on Wednesday 20th March.

- It was carried out under Contract Lift conditions
- A method statement and lift plan were produced
- The two employees were both experienced and CPCS card holders in their relevant roles
- For some yet unexplained reason they deviated from the method statement.

As the incident is now under investigation by the HSE there is nothing more to add to this.

Most importantly the lift supervisor is making a remarkable recovery and is improving all the time.

There is not much to say to this apart from it shouldn't have happened but did. What is hard to understand is why at least two people seemed oblivious to the fact that they were operating very close to overhead power lines. We believe that the operator should have seen the cables and been quite firm in refusing to set the crane up anywhere close, regardless of what the method statement or Lift Plan said. It is our belief that crane operators - particularly of smaller cranes - are not given sufficient responsibility over how the crane that they are responsible for is used - not that this is likely to have been a factor in this particular case. Perhaps this is a subject that we should cover in more detail? We would appreciate hearing from any of you who have something to say on this subject.
Ed

The following correspondence was prompted by a previous editorial entitled Poor credit control bad for all, which is still available, as with all of our material, online. Mr Anderson is one of over 5,000 Cranes & Access readers in North America, the vast majority choosing the free digital version to a paid subscription.

Dear Sir,

I have thrice read your 2011 November editorial on credit control and collection. My career and education has been in business but the scale of business was typically small in restaurant and hotel management. I served a six year apprenticeship in arboriculture and was amazed at equipment costs and investment. In 1996 I began buying equipment and tools. Through prudence, wisdom, cost ROI calculations and careful shopping my tree service has \$50,000 in working stock and most of the large items were bought on short term credit with nary a default. I have served 628 customers since 1999 and a few are repeat business accounts.

As the crane and access industry has grown so much and improvements have been made, I wonder if a better trend has developed, through the efforts of your web site, to effect better credit and collection practices.

Sincerely,

Sherman "Sherm" Anderson

Best Tree Service

Mountain View, Arkansas USA

We responded.

Dear Sherman,
Many thanks for your letter, I would love to think that our efforts in this area had born fruit directly, but I do think that we might have managed to raise awareness a little and through repeated efforts helped shake things up a little? The industry is maturing however and good business practices beginning to cre, in even with smaller less organised operations.

Stupid things continue to occur but it is definitely better and this during an economic downturn is a good sign. IF you are in agreement I would like to publish your letter in the next magazine, but only if you agree of course.

Just to flag the issue again

Many thanks for contacting us

Best wishes

Leigh

He then sent the following response

Dear Leigh,

Yes, feel free to publish my letter. Perhaps it will help one or more people in the industry to be prudent in their investment decisions. For two years I have been tempted to invest in a new Niftylift telescoping boom lift to take me to 70' (23 meters). My ten year old TM40 rig runs so well and selling it in this region might be difficult. I bought it for \$12K from the third owner, on eBay in 2008 and drove 280 miles west to get it. Until that time my experience in lift operations was a short seven years with a 50/50 partner in his Work Force lift at a part time pace. I bought the Niftylift so I could end the partnership and serve my clients sooner and more effectively.

Today while removing a dead 55ft 36" diameter oak tree I thought about the rental industry segment of Work At Height and how competitive their business must be. I have observed that some of the equipment manufacturers buy, sell and merge quickly and often. So it's no wonder there are many financial difficulties among their lot.

I appreciated the trial copy of Cranes and Access reading every article with a highlighter in hand. I support your team and wish you continued success.

Sherman Anderson

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www.tagung-tabs.eu



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Matexpo 2013

Belgian construction equipment show September 4-8, 2013 Kortrijk, Belgium
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www.cica.com.au



GIS - Giornate Italiane del Sollevamento

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33 t P&H S 35	1987	4x4x4	25,90m
40 t Demag AC 40-1 City	2000	6x4x6	31,20m + 13,00m
40 t Liebherr LTM 1040-1	1999	6x6x6	30,00m + 14,50m
40 t Faun ATF 40G-2	2007	4x4x4	35,20m
50 t Faun ATF 50-3	2000	6x6x6	38,60m + 16,00m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Knapp KMK 4055	1989	8x6x8	35,10m + 16,00m
55 t Grove GMK 3055	2008	6x6x6	43,00m + 15,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60 t Liebherr LTM 1060/2	2004	8x6x8	42,00m + 17,00m
70 t Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
70 t Faun ATF 70-4	1997	8x6x8	40,50m + 16,00m
70 t Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
70 t Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
100 t Demag AC 100	2001	10x8x8	50,00m + 17,60m
120 t Terex-Demag AC 120-1	2006	10x8x8	60,00m + 2,00m
200 t Terex-Demag AC 200-1	2004	10x8x8	67,80m + 2,00m
400 t Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m

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35 t Faun HK 35	1999	6x4x2	25,30m + 8,00m

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V14029 - Genie GS2632 - 2009
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V13955 - Haulotte Compact 10 - 2005
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V14020 - Genie GS3268RT - 2008
Diesel 4x4 - 11.75 Mtr. - 942 Hrs.
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V12974 - JLG 3394RT - 2008
Diesel 4x4 - 12.06 Mtr. - 1134 Hrs.
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V13784 - Skyjack SJ9250 - 2006
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V13943 - JLG SL210/25 - 2006
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V13657 - Grove Toucan 861 - 2001
Electric - 8.72 Mtr. - / Hrs.
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V13301 - JLG Toucan 1100 A - 2005
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V13302 - Genie S45 - 2000
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V13508 - Genie S85 - 2004
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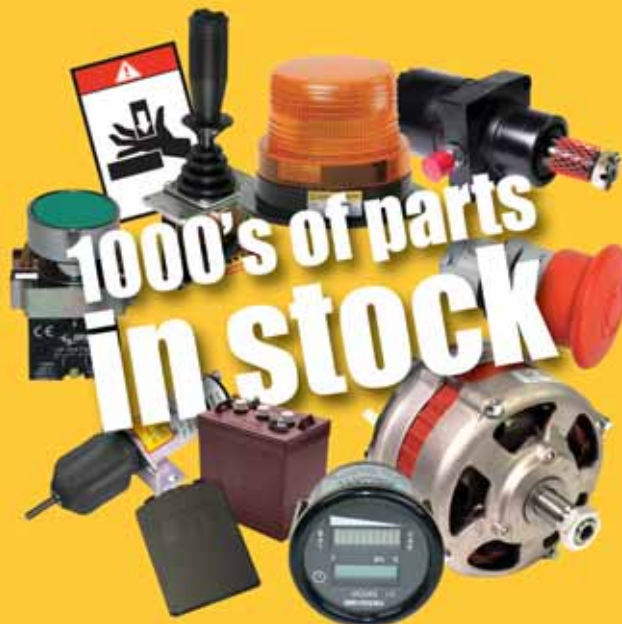
V13870 - JLG 1350SJP - 2004
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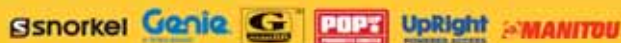
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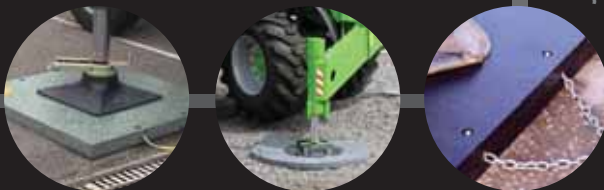
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Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Basket	www.basket-platforms.com
Bil jax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.braviisol.com
CMC	www.cmc-platforms.com
CTE	www.ctelift.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie Global	www.genieindustries.com
Genie UK	www.genielift.co.uk
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JLG	www.jlgeurope.com
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantall	www.mantall.es
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Liftechnik	www.pbgbmh.de
Platform Basket	www.platformbasket.com
Ranger tracked access	www.tracked-access.co.uk
Ruthmann	www.ruthmann.de
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Alloy Scaffold Towers

Eurotowers	www.eurotowers.co.uk
Industrial Access Romania	www.industrialaccess.ro
Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
GEDA-Dechentreiter	www.geda.de
Harsco Infrastructure	www.harsco-i.com
Safi	www.safi.it

Specialist Scaffolding

Advance	www.advancedscaffoldingltd.co.uk
Scaffolding (SW)	
Harsco	www.harsco-i.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
APL	www.apl-aerialplatforms.co.uk
Bluelift	www.bluelift.ie
Easi up Lifts	www.easiuplifts.com
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
Industrial Access Romania	www.industrialaccess.ro
Kimberly Access	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
Mainline Access & Training	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Nationwide Platforms	www.nationwideplatforms.co.uk
Panther	www.platform-rentals.co.uk
Peter Douglass Platforms	www.peterdouglass.co.uk
Peter Hird	www.peter-hird.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Riwal	www.riwal.com
Trac-Access	www.trac-access.com
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
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New & Used Platforms

Access Platform Sales	www.accessplatforms.co.uk
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genieindustries.com
Genie UK	www.genielift.co.uk
Industrial Access	www.industrialaccess.ro
JLG	www.jlgeurope.com
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.KUNZEgmbh.de
Lavendon Sales	www.lavendonsales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie

Mech-Serv (GB)	www.mech-serv.co.uk
Peter-Hird	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Riwal	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

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GT Lifting Solutions	www.gtliftingltd.co.uk
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Ranger Equipment	www.spiderlift.co.uk

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Easi UpLifts	www.easiuplifts.com
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Higher Access	www.higheraccess.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
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Wilson Access	www.wilsonaccess.co.uk

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Collett A Sons, UK	www.collett.co.uk
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Collett & Sons, UK	www.collett.co.uk
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Telescopic Handlers

Dieci	www.dieci.com
Genie	www.genieindustries.com
Haulotte	www.haulotte.com
Industrial Access	www.industrialaccess.ro
JLG	www.jlgeurope.com
Manitou	www.manitou.com

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

GT Lifting Solutions	www.gtliftingltd.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Alfa Access Services	www.alfa-access-services.com
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Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagr.com
Grove	www.groverworldwide.com
Jekko	www.jekko.it
Kobelco	www.kobelco-cranes.com
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Genie GS-1932	7.8m	2005/6/7/8
Genie GS-2032	8.1m	2005/6
Genie GS-2632	9.9m	2005/6/7/8
Genie GS-2646	9.9m	2004/5/6/7/8
Genie GS-3232	11.7m	2007/11
Genie GS-3246	11.7m	2004/5/6/7/8
Liftlux SL 153-12	17.3m	2001
Liftlux SL 180-12	19.8m	2008
JLG 1930ES	7.7m	2007
JLG 3246ES	11.6m	2007
JLG M4069	14.1m	2008
Skyjack SJ-4632	11.8m	2005
Skyjack SJ-4626	9.9m	2007

Diesel Scissors 11.5m - 26m

Skyjack SJ-6832	11.5m	2007/8
Genie GS-3384 RT	12.0m	2005/6/7
Skyjack SJ-7135	12.5m	2007/8
Skyjack SJ-9250	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7/8
Liftlux 210-25	23.5m	2006
Liftlux 245-25	26m	2007/8/9

Electric Booms 9.4m - 13.5m

Genie Z-30/20N RJ	11.1m	2006/7/8
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7/8

Diesel Booms 16m - 20.4m

Genie Z-45/25J BI	16m	2005/6
Genie Z-45/25J RT	16m	2006/7/8
Genie S-45	15.7m	2005/6/7
Genie Z-51/30J RT	17.6m	2007
Genie Z-60/34	20.4m	2003/4/5/6/7
JLG 460 SJ	16m	2007

Diesel Booms 21.8m - 43.1m

Genie S-65	21.8m	2005/6/7/8
Genie Z-80/60	26.4m	2005/6/7/8
Genie S-85	27.9m	2005/6/7/8
Genie S-125	40.1m	2007/8
Genie Z-135/70	43.1m	2007/8
JLG 660 SJ	21.9m	2008
JLG 800 AJ	26.2m	2008
JLG 860 SJ	28.1m	2008
JLG 1250 AJ	40m	2008
JLG 1350 SJ	42.9m	2008

Specialised 12.2m - 42m

JLG Toucan 861	8.7m	2008
JLG Toucan 1010	10.10m	2007/8
Nifty TD 120 TN	12.2m	2007
CTE Traccess 135	13m	2010
CTE Traccess 170	17m	2010
Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2006/7/8
Denka Lift DL-22N	22.0m	2008
Aichi SP21A-J	23m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 420C	42m	2008
Spider FS 520C	52m	2012

Telescopic Forklifts 4m - 21m

Manitou SLT 415	4m/1.5 tonne	2004/5/7
Manitou BT 420	4m/2 tonne	2007
Manitou MLT 523T	5m/2.3 tonne	2006/7/8
Manitou MT 932	9m/3.2m tonne	2008
Manitou MT 1030	10m/3 tonne	2006/8
Manitou MT 1435	14m/3 tonne	2006/7
Manitou MLT 1740	17m/4 tonne	2005/6/7
Manitou MT 1840	18m/4 tonne	2008
Manitou MRT 2150	21m/5 tonne	2006/7
Manitou MRT 2540	25m/4 tonne	2006/7/8
Manitou MRT 3050	30m/5 tonne	2008

Mini Crane 2 - 5 tonne

Valla 35E	6.5m/3.5tonne	2003
Maeda MC285 CRM E	8.7m/2.82 tonne	2006/7
Maeda MC305 CRM E	12.1m/2.9 tonne	2006/7
Maeda MC405 CRM E	16.8m/3.8 tonne	2007/9
Maeda LC785	16.3m/4.9 tonne	2007/9

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