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## On the cover:

A five tonne capacity heavy-lift helicopter used to transport sections of three Wolffkran WK 5015 tower cranes onto a mountain in Ischgl, Austria for the expansion of a ski lift.



# C & a contents

31

Wind turbine erection



39

Small truck mounted platforms



49

Telehandlers



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Comment 5

News 6



Lanco buys Broderson, Hiab launches new models, New MD for Holland Lift, AJ Access to distribute Holland Lift, First Sany Palfingers delivered, Tadano launches 145 tonne RT, Riwal acquires Sarens access, Huisman to build 1,500 tonner, New chairman for IPAF North America, Loxam to consolidate in France, Terex Cranes makes cuts in Waverly, Record £53 million telehandler deal for JCB, Fassi acquires Marrel, Liebherr claims new crawler crane record, Credit Circle for cranes and access, Snorkel sale moves closer, Wing Wah takes 1,000th Kalmar, Financial results round-up.



Top 30 rental companies 17

In the 12 months since our last survey of the UK & Ireland crane, access and telehandler rental companies, the industry and market has been relatively stable. This is particularly true for the small to medium sized businesses which have regained enough confidence to both renew and even expand their fleets. See how the top companies have fared in this year's survey.

Wind turbine erection 31

Whatever an individual country's policy on wind power there is no denying that it is still growing rapidly on a global scale. However with increasing safety and environmental concerns about erecting wind turbines with mobile cranes the tower crane may be the answer. Cranes & Access investigates....

Small truck mounted platforms 39

The growth in the small vehicle mounted aerial lift sector (3.5 tonnes GVW and below) has been nothing short of spectacular over the past 10 years. We review the types of platform available, looking at the more unusual and comparing the three different types of lifting geometry.

Company profile - Collé 44

Collé was founded more than 110 years ago selling agricultural machinery. In the past 15 years it has expanded rapidly, particularly in the rental sector and now has revenues of almost €60 million. Mark Darwin visited the company in The Netherlands to find out more.



Telehandlers 49

The sales of telehandlers over the past year or so have been on the rise, indicating better fortunes for the economy. Innovation may have a back seat, but there have still been many changes.



## regulars

CPA 55

ALLMI Focus 57

Training 59

IPAF Focus 61

PASMA 63

Innovations 65

Books and Models 67

Letters 69

What's on 72

Online directory 78

## In the next C&A

In the next issue of Cranes & Access our features include crawler cranes and mast booms as well as reporting on the UK Tower Crane Interest Group meeting and Verticaal Dagen in The Netherlands. If you have any contributions or suggestions please contact our editorial team.

**"The reasonable man adapts himself to the world, the unreasonable one persists in trying to adapt the world to himself. Therefore all progress depends on the unreasonable man."**

*George Bernard Shaw*



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# cranes & access

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**c&a**  
comment



## Cry Wolf?

Over the past two or three years we have seen the emergence of a new phenomenon in which major international contractors - particularly in the UK - issuing safety notices resulting from equipment incidents on sites. These 'safety' notices often impose a temporary 'ban' on certain

equipment calling into question their design, even though the incident may have arisen due to their own failings in terms of training or site management.

Rental equipment suppliers squeezed between client and manufacturer - not to mention regulatory standards - are then expected to react instantly and find a solution, hurriedly forcing through technical design changes and modifications of their own.

This can be exacerbated by some companies spotting an opportunity to exploit the contractor's edict to make a quick buck or exclude competitors, but the real problem is the resulting upside-down product development process which rarely produces safer machines.

The safety notices owe more to a knee-jerk, tick-box safety culture and being seen to be doing something, than anything else. They may also be driven by the protracted accident investigations from bodies such as the HSE which can last years, with the threat of legal action hanging over those involved.

The ideal solution would be for the official investigators to produce reports more promptly so product faults or failings are identified and corrected more rapidly, and for contractors to realise that creating a safer site environment is more important than zapping out a blanket safety notice any time a minor incident occurs with a machine.

One area where contractors could make a real difference is the reporting of near misses. While they are all eager to jump on alleged machinery failings - particularly with platforms - they are very slow to log and communicate near misses caused in the majority of cases by human error - but which would help improve safety substantially.

In a recent case the upper boom of an almost new articulated boom lift came down on its own accord on a UK site - not that quickly and no one was hurt. The unit was taken back to the rental company's yard where the incident was replicated. The cause was clearly due to a one-off combination of either cylinder/valve contamination and/or an individual component issue. In spite of this the contractor fired off a safety bulletin to all and sundry, warning that such machines should be stood down. The problem with such grossly exaggerated and premature bulletins is that 'cry wolf syndrome' sets in and bulletins - which should be highly effective safety tools - are discredited.

Surely a more intelligent approach is required?

Mark Darwin

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

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