



SJ63 AJ ARTICULATING BOOM

21.38 m working height and a horizontal reach of 12.19 m

Combining a working height of 21.38 m, a horizontal reach of 12.19 m, and an up and over clearance of 8.38 m, Skyjack's SJ63 AJ is designed for versatility. Superior positive traction and terrainability is provided by the axle based 4WD used in many of Skyjack's product designs, which accounts for a proven low maintenance, rugged and reliable drive train. 360 degree turret rotation and zero tail swing allow for flexible operation in tight locations.

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On the cover:

Two of JLG's recently introduced Toucan 12E Plus mast booms working on a ventilation system. The 12E Plus is the largest JLG mast boom with a working height of 12.65 metres and over six metres of outreach.



C&A contents

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Mast booms



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Verticaal Dagen



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News 6

Snorkel shareholders agree deal with Ahern, Palfinger and Sany to expand partnership, Shantui quits planned Manitowoc JV, Dingli unveils its first mast boom, New models from Ruthmann, Sorage unveils new models and product improvements,



Tadano looking direct for UK, Two more MX models from Multitel, Harsco exits scaffold

business, Dueco launches backyard boom, First Niftylift HR28 delivered, Elliott unveils larger platform, Alltec launches 45 ton crane, Genie upgrades GTH 5519, Palfinger launches compact truck mount, France-Elevateur launches live line work platform, Finance updates.

Mast booms 17

While remaining a niche product, the mast boom is gaining in popularity - at least in some countries. Cranes & Access looks at the players, developments and products including the new product introductions from JLG, ATN and new player Dingli.



Crawler cranes 27

There is a renewed interest in smaller crawler cranes - including those with articulated booms - either specifically designed and manufactured, or those created by mounting a loader crane knuckle boom onto a tracked chassis. We look at the smaller end of the spectrum, as well as the latest telescopic crawler crane introductions.

Verticaal Dagen 37

The fourth Verticaal Dagen event for access, mini cranes and telehandlers was held at the Beekse Bergen safari park near Tilburg in late September. While a slightly smaller show than usual the display of new equipment was still very impressive.



CPA Crane

Interest Group 45

A brief review of the Crane Interest Group meeting held last month.

Vehicle type approval 47

On the 29th April the process of registering a 3.5 tonne vehicle in Europe changed. With further changes scheduled next year involving larger vehicles, Ed Darwin takes a look at the new type approval legislation and the different avenues available to obtain certification, highlighting the advantages and disadvantages of each.

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In the next C&A

The next issue of Cranes & Access will feature Mastclimbers and Hoists, Heavy lifting and Outrigger mats. If you have any contributions to make or suggest please contact our editorial team.

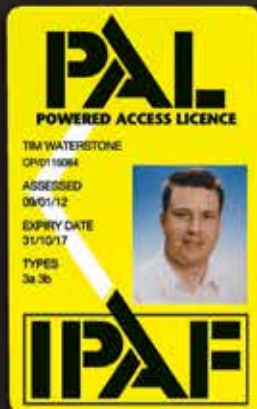
"If a man has good corn or wood, or boards, or pigs, to sell, or can make better chairs or knives, crucibles or church organs than anybody else, you will find a broad hard-beaten road to his house, though it be in the woods"
Oft misquoted as - "Build a better mousetrap and the world will beat a path to your door".

Ralph Waldo Emerson

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Chicken or egg?

Last month Cranes & Access publisher Leigh Sparrow spoke at the IPAF UK event in Northampton, recalling how amazing it was to operate his first aerial lift, a 60ft telescopic boom, in 1979. At that moment he was certain that self-propelled aerial lifts -

virtually unheard of then - would sweep the country, ending the use of scaffolds, ladders and make-do access solutions overnight.

Almost 35 years later aerial work platforms are finally becoming commonplace as their use continues to grow, but market penetration still has a long way to go. We receive photographs every day of tradesmen making do with dodgy or inappropriate access equipment, missing out on the efficiency and safety benefits of powered access. This is a not purely a case of people being slow to adopt new ideas and methods, accessibility to the equipment - both convenience and cost - also plays a part.

Few people want or can afford to buy specialist machinery outright, but would be happy to rent so the local availability of rental equipment at a decent price is a major factor. The lack of machines for rent and restricted choice can also block progress of a new idea, concept or product.

The typical response of "we never get calls for that" is undoubtedly true, as rental companies either don't stock products or customers are unaware of their existence. But when a number of companies compete and promote new concepts, the market grows far more rapidly than if there is a lone supplier.

The lifting industry is littered with fantastic new products which could transform certain jobs, but are not taken up by rental companies and so never make it into the mainstream market. The mast boom - featured in this issue - is a product that has suffered from this, and continues to do so in many markets. Self-erecting mobile tower cranes and mini crawler cranes may also fall into this category.

But for the rental company what comes first - the demand or purchasing the equipment to create demand? It's the classic chicken and egg situation.

Some products do eventually win through, often due to a customer focussed and well-funded rental company making a go of it, or in some cases a manufacturer or distributor that takes things into its own hands and offers equipment for rent itself.

The quotation 'build a better mousetrap and the world will beat a path to your door' may have been true in the Victorian era, but it is often not the case today.

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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