

cranes & access

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November 2015 Vol.17 issue 8

Boom lifts

**Loader
cranes**

**Alternative
lifting**

.....Dingli launches micro scissors...Manitou adds heavy-duty telehandlers...New Kato cranes arrive.....

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On the cover:

Specialist heavy lift and transport company Mammoet completed the first ever lift of a 'live' high voltage pylon in the Netherlands, using a 500 tonne jacking system to raise the 380kV structure in-situ by four metres, while maintaining the power supply.



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This year has seen many new Rough Terrain and large boom lift introductions as more manufacturers move into the higher working heights. We review the market as well as look at some interesting applications.



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After a few relatively challenging years, Hiab is making a concerted effort to regain market share and even market leadership. Cranes & Access talked to Alastair Evans, head of Hiab UK to find out more. We also round-up the sector with the latest news.

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In the next C&A

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Albert Einstein

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Under pressure?

Many of you will have noticed that we have started to gather information for this year's Cranes & Access Annual Rental Rate Guide. Questionnaires have already been sent to a wide range of crane, access and telehandler companies in an effort to establish the current state of the market and asking what you think about next

year. Initial feed-back suggests that fleet sizes have increased over the past 12 months and rental rates have generally improved while remaining below sensible levels.

Those scanning the financial reports will have noticed a mixture of red and black ink - particularly among market leaders. It has been seven years since the financial crash and the recovery has been turbulent at times with growth slowing a little this past quarter. The key question is will the industry hold its nerve or give in to pricing pressures?

Over the past year or two rental companies in all three sectors have been more measured, largely managing to avoid over-reacting to seasonal or short-term drops in utilisation by slashing rates to uneconomic levels. This has been helped by less gung-ho expansion during periods when business has been strong, which in the past has distorted the balance between supply and demand to a point where rates are cut in some cases just to meet monthly finance payments. Perhaps this is a sign of maturity, the higher cost of new equipment or tighter finance availability?

If there are signs of weakness it is through pressure building on manufacturers from rental companies - in many cases new well-organised entrants or re-entrants - looking to expand by putting equipment out at below sensible levels to take market share. The pressure is to reduce new machine prices - even though demand does not justify it - or for distorted finance packages with low payments and unrealistic residual balloons that require manufacturer guarantees.

The message typically goes: 'this is the rate I need to put the machine out, so my monthly payment needs to be.....' This is all very well if there is good justification. But if not, we are heading back down a slippery path.

This scenario has been acted out many times before and it does not end well for anyone, except possibly the end-user but only in the short-term. Eventually supply drops, machines are kept in the fleet far longer than makes sense or overheads are cut which impacts on service and if you are not careful - safety.

Every machine costs a certain amount to design, build and support and no matter what anyone tells you the difference between manufacturer's costs are not that great. It is clear from the third quarter results that while manufactures are doing OK, margins are not excessive. Therefore for a healthy industry, rental rates must reflect the costs of the equipment based on sensible life spans, proper maintenance and realistic financing. Anything else is doomed to failure.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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Dingli JCPT0607DCS roll out deck extension



The JCPT0607DCI industrial version

New Dingli 13ft micro scissors

Chinese aerial lift manufacturer Dingli has announced two upgraded 13ft self-propelled micro scissor lifts - the JCPT0607DCI and JCPT0607DCS - replacing the current JCPT0607DC which has been in production since 2013.

The two new models are almost identical, however the JCPT0607DCI - 'industrial' version - features smaller rear drive wheels and casters on the front or steer axle to allow absolute zero degree turning. While very much a smooth floor machine, it still features automatic pothole protection and 25 percent gradeability. Both models comply to the latest EN280 standard and CE certification as well as ANSI standards and are expected to go into full production at the end of the year.

Maximum working height on both is 5.9 metres, with 240kg platform

capacity. The main 1.3m by 700mm platform extends to 1.89 metres with the 600mm deck extension out. The S weighs 880kg and the I 860kg and both offer indoor and outdoor CE ratings, although the S is limited to 5.6 metres outdoors, and the I to 4.5 metres.

The new Dingli JCPT0607DCS



New Manitou heavy duty telehandlers

Manitou has launched two new large capacity telehandlers for the Australia, New Zealand and Oceania markets. The MHT-X 790 and 1490 have lift capacities of nine tonnes with lift heights of seven and 14 metres respectively.



The MHT 790 has a nine tonne maximum capacity and 6.94 metre lift height



The France Hayon group is based in Châteaubourg

TVH expands in France

Belgian international parts, service and rental group TVH has purchased the shares of the France Hayon Group, which includes France Hayon Développement and its three divisions, France Hayon Service, France Hayon Assistance and Manutest.

The group is the French market leader in the distribution of tail lift parts and has a significant tail lift service and training operation. Based in Châteaubourg to the west of Rennes, the France Hayon group in Brittany will continue under chairman Michel Orhant and chief financial officer Patrice Bouvier, both of whom will stay on board to help build the business under its new owners.

Saudi clarifies crane rules

The Saudi Arabian Civil Defence Department has issued a statement highlighting new and existing rules for tower and crawler cranes rigged with tower type boom and luffing jib configurations.

The statement requires construction companies to have the ground tested by a specialised laboratory before operating these cranes and produce a ground and subsoil test certificate from an authorised agency confirming that it can support the loadings that are likely to be applied. The test should cover the effect of the crane movements on the ground including the dynamic loads imposed during wind storms.

The department also urged contractors to take a number of protective measures to avoid a repeat of the crawler crane overturn in Mecca on September 11th. These include regularly checking wind speeds and to stop operating cranes when wind speeds exceed safe operational levels, ensure that crane operators have adequate training and certification and have ready access to copies of operating and maintenance manuals, making the crane's operating area visible and keeping enough space for the movement while loading and unloading heavy material. Operators must also check the crane's slew brake system to ensure smooth operation and weather vane capability.



The 1,300 tonne crawler that overturned in central Mecca

Both machines have been designed for handling heavy, bulky loads in tough conditions and according to Manitou meet higher safety standards than smaller capacity telehandlers.

The MHT-X 790 can lift 6,000kg to its maximum 6.84 metre lift height. Power comes from a choice of John Deere engine driving a Hydrostatic transmission with a travel speed of 30kph. Total weight of the machine is just over 13 tonnes.

The larger MHT-X 1490 can lift to 13.67 metres and can take 3,500kg to its maximum 9.5 metres forward reach. Total weight is 20.8 tonnes and power comes from a Mercedes stage IV engine with gearbox and hydrostatic transmission.



The larger 13.7 metre MHT-X 1490 can lift 3,500kg at 9.5 metres forward reach

ACOP is no more

New Zealand's Elevating Work Platform Association has advised members today that the revocation of the country's Approved Code of Practice for Power-Operated Elevating Work Platforms is now complete and that going forward all new and used aerial work platforms imported into the country must comply with the AS/NZS1418:10 standard.

The change essentially means that the old Approved Code of Practice for Power-Operated Elevating Work Platforms is now fully replaced by the new Best Practice Guidelines for Mobile Elevating Work Platforms, which was first published last year. More information along with the new standard is available on www.vertikal.net



WolfLift drops new lift

Skyjack founder Wolf Haessler's effort to re-enter the powered access industry with a revolutionary alternative to scissor lifts - the WolfLift - has ended 12 months after its public launch.

Aimed at the electric slab scissor lift market, the WolfLift used solid side panels in place of the traditional scissor structure and incorporated a number of other radical features, such as high mounted electric drive motors working through 90 degree gearing, along with electric steer and lift, eliminating the hydraulics. However, the concept has almost certainly proved to be too radical for what is a highly price sensitive sector of the market.

Haessler invested a good deal of money into taking the concept from an idea to a fully functioning prototype. But transferring this to a cost effective production unit proved a challenge too far, with too few potential buyers willing to commit at a price that would generate a margin.



The WolfLift was probably a little too radical for volume buyers.

Electric crane from Wagenborg

Dutch crane and rigging company Wagenborg has introduced a compact articulated electric crawler crane with a Palfinger PK 27002-H mounted on a special purpose battery electric powered crawler chassis, making it ideal for reaching challenging locations.

The stowed crane measures 5.4 metres long, with an overall width of 2.4 metres and a height of 2.3 metres. Once in place with the beam and jack outriggers set, the base boom offers up to 12.8 metres of reach with 1.8 to 8.6 tonnes capacity. The fully extended boom and jib has a maximum hook height of 22.2 metres with lift capacities of between 450kg and 3.3 tonnes.



The new Wagenborg crane can cope with all manner of ground conditions



The outriggers have variable setting capability

The new machines can be easily converted from closed to open cab



Skyjack launches new telehandlers

Skyjack has released more information on its new four model range of telehandlers which will replace the existing VR range when launched at the ARA in February. There will be two 13.2 metre/43ft lift height models, the 2.7 tonne SJ643 TH and 3.6 tonne SJ843 T, as well as 13.5 metre/4.5 tonne SJ1044 TH and the 17 metre/4.5 tonne SJ1056 TH.

The new machines are all Tier IV Final compliant, without the price and complexity increase that typically accompanies a tier engine change. The new power packs include a 74hp Deutz engine as standard with 107hp options for the SJ1044 TH and SJ1056 TH. Skyjack says that the new TH range is simpler throughout and yet includes a high specification including rear axle stabilisation and outriggers.

Skyjack says that improved gearing, high torque engines and a simplified, high efficiency hydraulic system, gives the TH range similar on-site performance as higher power units, with fully loaded gradeability of 50 percent on the SJ1056 TH and 63 percent on the SJ843 TH. The new telehandlers will also come with the Skyjack's two year/3,000 hours 'Gold Leaf Warranty' that it already provides on its aerial work platforms.

Skyjack president Brad Boehler said: "The new range can be seen as a true Skyjack product that gives simple reliability and the features needed to put loads at height, whilst offering competitive pricing, serviceability and a leading return on investment... to reflect these significant advances on this clean sheet design, we have changed the series name from VR to TH."

Demo units will tour North America over the next two months with production scheduled to start next month.



CTE upgrades B-Lift HR range

CTE has upgraded its B-Lift HR (High Range) range of truck mounted lifts, with all models now offering 600kg platform capacity.

The High Range is CTE's premium product line and features a three to five section main boom, a telescopic jib and a secondary jib, along with proportional controls with simultaneous operation of all functions, a vehicle cab anti-collision device and 180 degrees platform rotation. The High Range includes the 39 metre B-Lift 390HR, the 42 metre B-Lift 430HR, 50 metre B-Lift 510HR, topped out by the 61 metre B-Lift 620 HR.



First of the upgraded CTE B-Lift HR models

The first customer that will benefit from this improvement is CTE's German dealer, Hematec Arbeitsbühnen with the delivery of a B-Lift 390HR, mounted on a two axle 18 tonne Mercedes Antos chassis. The unit offers 26.3 metres of outreach from its three section main boom, three section jib and secondary jib. The machine's working envelope is automatically controlled to match the weight on the platform and the actual outrigger configuration selected.



The new Bluelift SA26 just prior to loading for shipment to the USA for its launch

26m Bluelift launched

Italian spider lift manufacturer Bluelift has launched its new 26 metre SA26 spider lift. Based on its best-selling 22 metre SA22, the SA26 is aimed at the tree care, facility management and rental markets.

With an overall weight of only 3,350kg the new machine offers up to 14.5 metres outreach with one man, or 11 metres with its 250kg maximum platform capacity. The dual riser design gives an up and over height of 9.5 metres with maximum outreach available from a height of three metres to around 12 metres. Overall stowed length is 5.58 metres long, or 4.91 metres platform removed, overall width is 990mm, extending to 1.2 metres for uneven ground and stowed height is 1.98 metres. Features include: multi position outriggers, automatic levelling, automatic centering of the superstructure/boom, a standard Honda engine with electric motor for indoor use or a single cylinder diesel which can be matched with a Lithium ion-battery pack to create a true hybrid machine, or the machine can be specified as a pure battery powered unit.

The first machine was displayed at TCI Expo, tree care show in Pittsburgh earlier this month and sold to Pinnacle Tree Care or Canada, the company's second Bluelift.



The first Bluelift SA26 was sold to Pinnacle Tree Care of Canada by N.American dealer Reachmaster

The new National Crane NBT30H-2 boom truck



New National Crane

Manitowoc has launched the new National Crane NBT30H-2 boom truck targeted at the tree care business.

The 30 ton NBT30H-2 has a choice of either a 30 or a 33.5 metre four-section booms - said to be the longest in its class. Dual-H style outriggers allow full, mid and retracted set-ups, with a load-sensing hydraulic system and a fully integrated Rated Capacity Limiter with colour display. The dual-side operator stations have mechanical control levers, with radio remote control and a boom mounted aerial work platform available as options.

Off to the South Pole

A ship carrying a LiuGong TC250-4 truck crane to China's Zhongshan station in Antarctica, has left Shanghai.

LiuGong signed a special equipment supply agreement with the Polar research centre of China in 2012 and since then has sent several machines, including a previous TC250-4 crane. Modified to handle extreme conditions, the crane will be used for loading and unloading cargo along with building and repair work at the research station.



The crane is loaded on board in a tandem lift by the ship cranes

First Manitowoc MLC650 in Australia

The first Manitowoc MLC650 in Australia has been delivered to Tutt Bryant Heavy Lift & Shift's, Perth Depot and went to work at the Australian Marine Complex just outside Perth lifting 64 pipe spools weighing up to 250 tonnes and measuring up to 80 metres in length.

"This is the perfect crane for this project and we set up with minimal ground preparation," said Malcom Smith, Tutt Bryant national crane operations manager. "It's 100 percent pick and carry chart and high wind speed rating have made the work much more efficient, helping us perform multiple load outs in a single shift that would have been unachievable with a floating tray superlift crane".



The first Manitowoc MLC650 in Australia has been delivered to Tutt Bryant.

100 Aichi booms for Collé

Collé Rental & Sales has taken delivery of 100 Aichi 40ft SR12C and 46ft SR14CJ tracked boom lifts.

The two different models share most of their components and structure parts, but the SR14CJ has the additional articulating jib, providing the additional height. The company will hold a large quantity of this shipment in its sales inventory in the Netherlands, ready to provide buyers with immediate delivery.

14 of the 100 Aichi tracked boom lifts in Collé's yard.



Skyjack supports smart dogs

Skyjack is supporting New York-based charity Educated Canines Assisting with Disabilities (ECAD) as part of its 30 projects for 30 years programme celebrating the 30th anniversary of its founding.

The company has donated \$10,000 and helped promote the charity, introduced by one of its largest customers, United Rentals. Established in 1995, ECAD trains dogs to help people living with disabilities gain greater independence. In its 20 years of operation the charity has placed 225 dogs.

Each dog needs 1,500 hours of training for more than two years before they are placed. The charity matches around 20 dogs and people each year, and currently has 60 dogs in training.



c&a news

Fifth AC700 for Wiesbauer

German crane rental company Wiesbauer has taken delivery of its fifth 700 tonne Terex AC700, replacing an older model.

General manager Thomas Wiesbauer said: "The AC 700 is tremendously easy to transport, set up and operate. We also appreciate the lighter components which help reduce set up times and costs by using a smaller assist crane. In addition, the AC 700 has an excellent resale value. Thanks to its wide capacity range - from 400 to 700 tonnes - we can use it to set up cranes and to take care of nuclear power plant, concrete, and bridge construction work."



(L-R): Carsten von der Geest and Matthias Mayer or Terex, Thomas Wiesbauer along with Heribert Bussmann and Michael Zieger of Terex.



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The Hiab X-HiPro 638 has load moment of 57 t/m

Three new high capacity cranes from Hiab

Hiab has launched three new models in its new high capacity crane range - the X-HiPro 548, the X-HiPro 638, and the X-HiPro 658 - the new cranes are part of the company's efforts to improve the quality, performance and efficiency of its larger cranes, the 'Big Five' new cranes which include the X-HiPro 1058 and X-HiPro 858.

Safety innovations include fully integrated auxiliary legs, Variable Stability Limit + which automatically regulates lift capacity in relation to stability, and the Load Stability System which dampens jerky movements.

For more information see the loader crane feature on page 27.



The new additions are topped by a 200 tonne, five axle Liebherr LTM 1200-5.1

Mammoet expands UK crane fleet

Dutch international heavy lift company Mammoet has added five new cranes to its UK rental fleet, topped by a 200 tonne Liebherr LTM 1200-5.1 All Terrain. The others include a 60, a 40 and two 30 tonne All Terrains.

Matthew Gent, managing director of Mammoet UK said: "The purchase of these cranes is required to support the continued expansion of our business in the UK and increase the variety of cranes in the fleet, adding to our capacity to serve our growing client base across the sectors in which we operate."

King moves into the 500-750 tonne market

UK crane rental company King Lifting has taken delivery of a new 500 tonne Liebherr LTM 1500-8.1. The eight axle crane has a seven section 84 metre main boom plus Y Guy system, 91 metre luffing jib and a 56 metre fixed jib.

Maximum system height is 142 metres with 108 metres radius. Early next year King will take delivery of a second LTM 1500-8.1 as well as a 750 tonne LTM 1750-9.1.



King Lifting has taken delivery of a new 500 tonne capacity Liebherr LTM 1500-8.1



(L-R) Brothers Gareth and Russell Haigh of Cramscene with Gareth's son Mackenzie and some excellent reading material

LiftEx 2015 Liverpool

The Lifting Equipment Engineers Association held its annual conference earlier this month at the Exhibition Centre on Albert Dock, Liverpool, UK.

Among those attending were the Haigh brothers Gareth and Russell, owners of Leeds-based transport and heavy lift company Cramscene, which recently ordered its first Liebherr All Terrain crane, a four axle 90 tonne LTM 1090-4.1, following a recent order for a two axle 40 tonne Tadano ATF40G-2 which will be delivered in January.

A number of lifting companies exhibited, including Lifting Gear UK, Ridgegear for its Miller Weblift web slings, Hird with the Winlet 350 vacuum lift with fork and jib attachments and a Valla 25EL, GGR with a Unic 095 spider crane and a Galizia G20 pick & carry crane, while Probst Handling launched the EXG Grab that can lift kerb stones up to 300mm wide and 550kg in weight.

Luffing jib for Jekko SPX1275CDH

Dutch crane rental company Saan has taken delivery of the first Jekko SPX1275CDH spider crane to be sold with the new five section hydraulic luffing jib.

Purchased through Jekko distributor for the Netherlands Hocap, the 7.5 tonne SPX1275CDH features a 19.1 metre five section main boom and five section 8.6 metre jib giving a maximum lift height of 26.5 metres. Capacity on the jib is 1.5 tonnes. The crane is powered by an Isuzu diesel and a 400v electric motor for working indoors or in noise sensitive environments. Pick & carry/free on tracks capacity is two tonnes through 360 degrees.



The first Jekko SPX1275CDH with 8.6 metre hydraulic luffing jib

Ács-Gép claims biggest crane in Hungary

Hungarian crane rental company Ács-Gép Holding has expanded its fleet with the addition of three Liebherr mobile cranes - an LTM 1200-5.1, an LTM 1300-6.2 and LTM 1500-8.1. The 500 tonne LTM 1500-8.1 is now the largest mobile crane based in Hungary.

Managing director László Ács said: "The new Liebherr cranes will allow us to erect and dismantle our 200 strong tower crane fleet effectively and quickly. The crane's compact, manoeuvrable LTM 1300's six-axle carrier is ideal for the Budapest roads and congested sites."



The LTM 1300-6.2 is proving ideal for Hungarian roads



Poul Steiness (R) takes delivery of the PB S240-24D 4x4 from Arne Dirckinck-Holmfeld of PB

Five PBs for Steiness

Danish rental company Steiness Liftcenter has taken delivery of a new 73ft PB S240-24D 4x4 mega deck scissor lift the first, and largest of five new scissor lifts from PB Liftechnik.

The new machine, delivered to the Steiness location in Tåstrup, Denmark, offers a working height of 24 metres and has an extended platform that is almost eight metres long by 2.4 metres wide with a 1,000kg capacity. The order also includes three narrow aisle, 1.22 metre wide PB TOP 12 series scissor lifts, comprising two, 50ft PB S171-12ES and one 67ft PB S225-12ES, both battery powered with working heights of 17.1 and 22.5 metres respectively.

The fifth new machine is a 67ft Rough Terrain PB S225-24DS 4x4 which is due to arrive at the start of next year.

New Kato for Sutch



The new 20 tonne Kato CR-200Ri for John Sutch

UK crane rental company John Sutch Cranes has taken delivery of a new 20 tonne Kato CR-200Ri city type All Terrain crane from Kato's recently appointed distributor Rivertek Services.

The new crane is first CR-200Ri to be delivered in the UK and joins a 13 tonne Kato city crane which the company purchased from Rivertek in 2008. Sales director Mike Fitton said: "We used to run Kato cranes of all capacities and are thrilled to see them make a comeback."

John Sutch Cranes runs 46 cranes from two locations - in Liverpool and Manchester - and is celebrating its 25th anniversary this year.

Two more for Murphy

UK contractor Murphy Group has taken delivery of two new Kobelco crawler cranes - a 135 tonne CKE1350G and a 100 tonne CKE900G - which are now working on the £177 million Thames Water Authority upgrade to the Deephams Sewage Works in Edmonton, East London - one of London's largest sewage works. The new cranes join three other Murphy-owned G Series Kobelco crawler cranes on the job, including two CKE1100G and a BM800G.



The two new Kobelco crawlers are delivered to the Murphy Group



Hiab T-CLX029 light telescopic loader crane

90 Hiabs for Coates

Australian rental company Coates Hire has placed a €2 million order for 90 Hiab loader cranes, most of which will be the recently introduced T-CLX029, light-weight telescopic that can be mounted on pickups and light trucks.

The crane has a maximum capacity of 1.6 tonnes, a reach of almost 5.5 metres and can take half a tonne to 4.5 metres. The first deliveries will begin later this month, and should be completed during the first quarter 2016.

Insulated Versalift for Bayernwerk

Bayernwerk, the largest regional power supply company in Bavaria, has taken delivery of an insulated Versalift VST-5500-MHI. Mounted on a TGM 13.290 chassis, the VST-5500-MHI features an articulated riser and telescopic upper boom with insulated fiberglass boom section.

Maximum working height is 19.5 metres, with an outreach of 11.7 metres and platform capacity of 130kg in each of the two buckets. The unit is intended for hotline work on live power lines in rough terrain conditions and is insulated to 69 kV, in compliance with ANSI 92.2 Cat. B. The material handler has a capacity of 454kg. The unit was purchased through Time-Versalift's German distributor Ruthmann.



Bayernwerk's new Versalift VST-5500-MHI

Aichi boom check

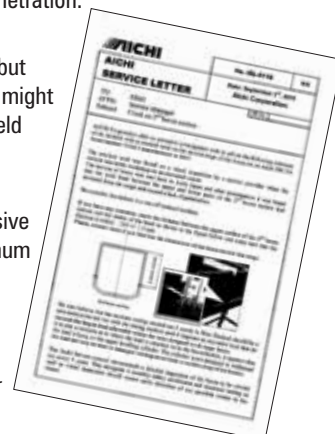
Aichi and the Elevating Work Platform Association of New Zealand have issued a bulletin, following the discovery of a cracked boom section on an Aichi SN15A truck mounted lift dating back to 2007.

Aichi shipped the boom section to Japan for inspection and found that the weld bead between the upper and lower channels that make up the boom section had deviated and caused a lack of penetration.

The manufacturer believes that this is an isolated incident and is not planning a recall, but has suggested that owners of similar models might check the boom section to ensure that the weld does not deviate beyond a stated tolerance.

Aichi also believes that the testing regime employed in New Zealand imposes an excessive load on machines that far exceeds the maximum loads allowed within the usual design parameters. The full bulletin can be found on the EWPA website.

The weld needs to be checked for deviations from the material joint.



Wacker Neuson has reported third quarter revenues down two percent to €311 million while pre-tax profits plummeted 64 percent to €13.9 million. Year to date revenues are still nine percent higher at €1bn, but pre-tax profits fell 23 percent to €76.8 million.



JLG full year revenues were down two percent to \$3.4 billion, comprising \$1.63 billion of aerial lift sales, \$1.3 billion of telehandler sales, and 'other' revenues of \$647 million. Operating income was down 18 percent to \$407 million.



Manitex has reported a positive third quarter with revenues up 46 percent to \$96.7 million of which \$66.9 million was lifting equipment including **PM** at \$23 million which offset slower Manitex boom truck sales. Pre-tax profit was \$209,000 compared to \$3.8 million last year.



Cramo has reported a one percent rise in third quarter revenues at €125.8 million, profits were marginally lower at €24.6 million. Capital expenditure for the period was almost 10 percent higher at \$125.8 million.



The **Rental** division of Brazil-based **Mills** saw third quarter revenues fall 25 percent to Rs68.7 million (\$18 million) and last year's profit of Rs20.2 million (\$5.3 million) turn into a loss of Rs1.85 million (\$486,000). The company has also parted company with its CFO.



Manitowoc cranes has reported a 23 percent drop in third quarter revenues to \$438.2 million, due to lower sales in Asia and the Middle East, and slower shipments of new VPC crawler cranes. Profits plunged from \$41.6 million to \$4.3 million. The company expects to end the year down 20 percent. **Glen Tellock** resigned as chief executive to pursue other interests.



Hertz Equipment Rentals reported third quarter revenues down three percent to \$401 million due to lower activity in the Oil & Gas sector. Rates and utilisation were flat. Pre-tax profits fell 32 percent to \$54 million.



Revenues at **Manitou** slipped eight percent to €273 million in the third quarter with declines in all divisions except parts and service.



Half year revenues at **Speedy** fell 12.5 percent to £165 million with the UK and Ireland slipping 12 percent to £155 million. Pre-tax profits before exceptional costs fell from £10.3 million to £2 million this year, translating to a pre-tax loss of £12.2 million.



Hiab increased third quarter revenues 14 percent to €229 million, with order intake, up 21 percent to €239 million. Operating profits more than doubled to €24.8 million.



Tat Hong posted a 10 percent drop in second quarter revenues to s\$137.4 million, with all sectors down except crane sales in Asia. Pre-tax profits were halved to s\$7.1 million. The company looks set to float its Chinese tower crane business in early 2016.



Revenues at **Terex Cranes** slipped two percent to \$411.7 million, but operating profits plunged 43 percent to \$12.4 million. Backlog at the end of September was \$427.1 million 23 percent lower than a year ago.



Skyjack saw third quarter revenues jump 25 percent to \$210.2 million thanks to higher boom lift and telehandler sales. Operating profits improved 35 percent to \$36.9 million.



Third quarter revenues at **Genie** were four percent lower at \$573.8 million while operating profits improved 16 percent to \$79.4 million. The order book at the end of September was \$298.4 million up 39 percent on last year.



Loxam completed the acquisition of Hertz Equipment Rental's operations in France and Spain in an all-share purchase deal. The transaction includes 60 locations in France and two in Spain.



Haulotte has reported an eight percent drop in third quarter revenues to €104 million, however order intake over the summer should keep it on plan to end the year five percent up on 2014.



Palfinger has reported a positive third quarter with revenues up 16 percent to €292.7 million on strong loader crane sales in the UK, Denmark, Belgium, Spain, Italy, Austria, South Africa and New Zealand. Pre-tax profits increased 66 percent to €20.15 million.



US-based **Essex Crane Rental** saw revenues fall 19 percent to \$24.1 million, with a higher pre-tax loss of just under \$5 million.



Kobelco Cranes saw second quarter sales rise 11 percent to ¥20.9 billion (\$173.3 million), while pre-tax profits were flat at ¥1.4 billion (\$11.6 million).



Third quarter revenues at **Ramirent** increased one percent to €165.1 million, while pre-tax profits dived 25.2 percent to €17.7 million due to problems in Sweden and Norway with bad debt write offs and one off costs.



Revenues at **H&E Equipment Services** edged up to \$276.9 million driven by a nine percent increase in rental revenues, offset by a 17.5 percent drop in new equipment sales. Pre-tax profits declined six percent to \$25.5 million



Bronto improved third quarter revenues by two percent to \$26.1 million and achieved an operating profit of \$700,000 compared to a \$200,000 loss last year. Order intake jumped 62 percent to \$36.1 million.



Lavendon issued a positive third quarter trading statement with the UK, France, Belgium and the Middle East all up on last year, while Germany slipped back one percent.



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- **Ben Keighley** has joined **Elebia** dealer **Red Plant**.
- **Effer** has celebrated 50 years in business.
- Scottish rental company **Outreach Access** has added a 48m **Palfinger P480** truck mount to its fleet.
- UK-based **ABP** has purchased a new **Liebherr LHM 180** mobile harbour crane for the port of Newport.
- UK rental company **Prolift Access** is entering the truck mounted lift market with a **Ruthmann T330**.
- UK rental company **Warren Access** has ordered its third **Isoli** truck mounted lift, a **PNT21JD4**.
- **Leroy 'Buddy' Dieter**, vice president sales for **Haulotte North America**, has died age 58.
- **Frederico Átila Silva Neves**, CFO of Brazilian rental company **Mills** has left the company.
- **Aerial Access Equipment** of Baton Rouge has taken on **Manitou** telehandlers for Louisiana and Texas.
- **Genie** is moving into a brand new headquarters office building in Redmond, Washington.
- **Roy Stanley** has resigned as a director of **Tanfield**, the previous owner of **Snorkel**.
- The **Marti** family - owners of **Bluelift**, **RAM** and **KLM** cranes - now trades as **Marti Group**.
- **Manitou** has opened **Manitou Middle East** in Dubai, with offices in the **Jebel Ali Free Zone**.
- **Tanfield** has appointed company secretary **Daryn Ashley Robinson** as a non-executive director.
- **JLG** has appointed the **Molson Group** as a dealer for **JLG** telehandlers in South West England and SW Wales.
- **Sennebogen** has appointed the **Molson Group** to handle its Green line of timber/recycling material handlers.
- French access rental company **Joly Location** has taken delivery of a new 24 metre **Versalift VTX240**.
- **Virgin Atlantic** purchased a **Valla 1725-48ES** crane for aircraft maintenance at Gatwick.
- **Mammoet** has won a heavy lift contract for a new **Sasol** cracker and derivatives complex in Louisiana.
- **HMF** has appointed **Weinmann Nutzfahrzeuge** as dealer for the Munich area.
- **Felbermayr**, the Austrian heavy lift company, has broken ground on new premises near Munich.
- **Hertz Equipment** has appointed **Barbara Brasier** as CFO and **Maryann Waryjas** as general counsel, to help with its transition to independence.
- **Tat Hong** has approval for the flotation of its Chinese tower crane business - **Tat Hong Equipment Service**.
- **Kobelco Cranes** has appointed **Vinh Phu General (Vitrac)** as its crawler crane distributor for Vietnam.
- Chicago rental company **Illini Hi-Reach** has opened new headquarters in Crown Point, Indiana.
- UK-based **Bob Francis Crane Hire** has purchased its first **Liebherr** cranes, an **LTM 1200-5.1** and **LTM 1030-2.1**.



Ben Keighley



Leroy 'Buddy' Dieter



Barbara Brasier



Maryann Waryjas

- **Blue Hat Crane** of Kansas City has become a **Tadano** dealer and opened new headquarters.
- **FM Services** of Northern Ireland has purchased two new **CTE Zed 3.5** tonne truck mounted lifts.
- **Deutz** is set to launch its latest **TCD** engines that meet **EU Stage V** emissions standards.
- **Unitex Ridgegear** has appointed **James Bradshaw** and **Ian Wilson** as North and South area sales managers.
- **OSHA** fines will increase for the first time since 1990, following a provision of the latest budget bill.
- UK rental company **Vp** has acquired 100% of the equity of **Test & Measurement Group**.
- French rental company **Guelorget Nacelles** has taken delivery of a 48 metre **Palfinger P480** truck mount.
- **Big B Crane** has added a **Terex HC 285** crawler crane, the first in the USA.
- The corporate manslaughter trial of UK crane company **Baldwins** is underway.
- **Canadian** and **Irish** crane operator certification bodies have agreed mutual recognition of credentials.
- The **Genie Academy** apprentice programme has kicked off in the UK with its first two recruits.
- The **PM Group** has opened a new subsidiary in the **Jebel Ali Free Zone** in Dubai.
- **Perkins Engines** has appointed **Chris Snodgrass** to lead all commercial activities.
- **Burt Crane & Rigging** of Albany, New York, has taken delivery of a **Manitex 50128S** boom truck.
- Dutch rental company **HWS** has taken delivery of four 25 metre **CMC PLA250** truck mounted lifts.
- **Empire Crane Company** has been appointed as a dealer for **Kobelco Cranes** North America.
- Danish loader crane company **HMF** has celebrated its 70th anniversary.
- The **Kramer Group** has taken delivery of a **Terex-Gottwald G HRK 2304** mobile portal harbour crane.
- **Aberdeen Access Platforms** has taken four new **Haulotte HA20RTJ-Pro** boom lifts - the first in the UK.
- **Avant Tecno** has appointed **Central Platform Services** as **Leguan** dealer for the UK and Ireland.
- **Versalift UK** has delivered 10 new van mounted platforms to **Loxam UK**.
- UK-based **Berry Cranes** has purchased the first 1.5m crane mats from **Outriggerpads**.
- **Thermoil** has appointed **Nifty Pty** as exclusive distributor for its battery care products in Australia.
- **Patrick Van Seumeren** former chief operating officer of **Mammoet** has died.
- **Palazzani** has appointed two distributors in Belgium - **Robeys Huet** and **Correct**.
- UK rental company **LTC Powered Access** has purchased a **DAF CF400**, truck and 10 new telehandlers.
- **Derek Hathaway** OBE - past chief executive officer of **Harsco** - passed away in October aged 71.



James Bradshaw



Ian Wilson



Chris Snodgrass



Patrick Van Seumeren



Derek Hathaway

- **Manitowoc** has announced plans to close two of its Foodservice facilities.
- **ALE**, the lifting/heavy transport company, has opened a branch in China in Tianjin.
- UK rental company **GAP Group** has purchased 100 new telehandlers in a deal worth £4.5 million.
- US-based rental company **Kelley Equipment** has added a **Terex AC 500-2** to its fleet.
- **Liebherr** has opened a new mobile crane sales & service location in Colombia, South America.
- **Snorkel** is now fitting its secondary guarding systems as standard on all of its larger boom lifts.
- Maryland-based **United Crane & Rigging** has appointed **Joe Mirabile, Jr.** as general manager.
- UK rental company **Extreme Powered Platforms** has taken more **Hinowa** spider lifts.
- **JCB** has celebrated 70 years in business.
- German rental company **Beyer Mietservice** has ordered 22 **Ruthmann 3.5** tonne truck mounts.
- Canada's **Cooper Equipment Rentals** has acquired **SMS Rents**, from **Sumitomo**.
- **Isoli** has appointed **Giorgio Caberlotto** as area sales manager for the Asia and East Europe.
- **Hertz Equipment Rental** has signed a franchise agreement with the **Khudairi group** for Iraq.
- **Genie** has introduced a streamlined boom lift maintenance regime that extends service intervals.
- Scotland's **Horizon Reinforcing & Crane Hire** has purchased a **Tadano ATF 70G-4** All Terrain crane.
- Ireland's **Dromad Hire** has taken the first 26 metre **Hinowa** spider lift in Ireland.
- US rental company **Astro Crane Service** has added a new **Liebherr LTM 1070-4.1** to its fleet.
- German crane company **Scholpp Kran & Transport** has ordered six new **Liebherr** All Terrain cranes.
- **Jan Denks**, former sales director of **Bronto Skylift** has left the company.
- UK/Irish based **Cork Crane Hire** has taken delivery of a new **Liebherr LTM 1200-5.1**.
- **Gardemann** has taken delivery of four 130ft **Haulotte HA41RTJ Pro** boom lifts.
- **Anna Hyvönen** executive VP of **Ramirent** North Central Europe is leaving the company.
- **Skyjack** parent **Linamar** has bid for French aluminium automotive manufacturer **Montupet**.
- **Neff Rentals** has acquired **Lewis Rents** a single location company in San Lorenzo, California.
- **TVH** has acquired **Rentaclamp (Coventry)** a UK supplier of forklift attachments.
- **Patrick Bastings**, **JLG** European region product manager for telehandlers based in Belgium has died after a battle with cancer.



Joe Mirabile



Giorgio Caberlotto



Jan Denks



Anna Hyvönen



Patrick Bastings

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Busy time for booms

The year leading up to a Bauma exhibition usually tends to be rather quiet when it comes to product launches, with many manufacturers saving up to make a big splash on the world's biggest equipment exhibition. This however has not been the case with boom lifts helped by specialist shows earlier in the year such as the ARA, Intermat and Vertikal Days. These new models continue the major developments unveiled in 2014 which covered product launches at both ends of the working height scale.

In 2014 we saw the introduction at the top end of two new 'super' booms - the 185ft JLG 1850SJ which began shipping mid-2014 and the Genie SX-180 with deliveries beginning this year.

Last year also saw Genie finally entering the low weight, 12 metre working height sector with its Z33/18 weighing in at 3,640kg.

This sector was originally established by Niftylift around the 1990s with its Height Rider which was further refined in the early days with the addition of a telescopic boom and better traction so that it rapidly became and remains a highly popular rental machine, dominating this market sector with the several variants, including a 4x4 unit.

Revolutionary' Manitou

This spring saw the launch of another new small articulated boom

- the Manitou Man'Go 12. One of the major launches at this year's Intermat show in Paris, it was built up to be a 'revolutionary and ground-breaking 12 to 14 metre aerial lift' but unfortunately didn't quite live up to the hype - not many machines would have. It is however a solid, rugged-looking platform with a working height of 11.91 metres and features a short riser, a two section telescopic boom and unusual in this sector, a 1.5 metre jib with 130 degrees of articulation.

At the launch Manitou stressed its smooth controls and the solid feel in the basket. It also said that it was a tonne lighter and 100mm narrower than its competitors. Weighing in at 4.1 tonnes and with a width of 1.8 metres, the only 'competitor' it has those advantages over is the ATN Zebra 12 which just so happens to have 300mm more working

Manitou's Man'Go 12 is a solid, rugged-looking platform with a working height of 11.91 metres and a 1.5 metre jib with 130 degrees of articulation



JLG 1850SJ at the World Trade Centre, New York

height and almost two metres more outreach. Overall length of the Manitou is 5.5 metres or 4.5 metres with jib tucked under for transport.

The Man'Go12 will also have to compete with the Niftylift HR 12 4x4 and JLG 340 AJ as well as the ATN. It does use an unusual design with a chassis mounted Kubota diesel and in a major departure for Manitou, hydraulic wheel drive motors rather than traditional drive axles. Outreach at 6.69 metres beats both the Niftylift and JLG and platform capacity is 230kg including platform rotator. Designed specifically with the rental industry in mind, the Man'Go is simple to operate and maintain so will probably

find success particularly with existing Manitou users. Delivery is scheduled for early next year.

JLG additions

Moving up the working height range JLG launched three booms - one articulated (the 45ft 450AJ) and two straight (the 40ft 400S and the 46ft 460SJ) - at the ARA show in New Orleans at the end of February. The company says that it is listening to its customers more and as a result building lifts that are durable and easy to service, while improving operator productivity, which all contribute to a lower total cost of ownership and better return on investment. These new platforms are also designed for



JLG launched three booms earlier in the year - one articulated (the 45ft 450AJ) and two straight (the 40ft 400S and the 46ft 460SJ shown above)



The Niftylift HR12 4x4

the world market so they are easily transportable, can be driven into shipping containers and even have options for oversized tyres that can be flipped to ship.

The new booms offer higher capacities, more outreach, lower overall weight, new cast drive axles, Dura Tough covers, faster function speeds and modular power tracks, while engine speed constantly adapts to power demand to reduce noise and fuel consumption.

Platform capacities for the two larger platforms are unrestricted at 250kg for the 450AJ and 272kg for the 460SJ, while the 400S - essentially the 460 without a jib - is capable of lifting 454kg restricted. Outreach is 8.2, 12.8 and 10.7

metres respectively. JLG claims these figures are 10 to 40 percent more than most similarly sized competitive booms. With almost half as many hydraulic hoses and improved routing compared to previous models, in order to reduce potential leak points. The MDI display has full language text and not just fault codes, which should simplify troubleshooting and service calls.

New MEC60J

Another boom launch early in the year was the 60ft MEC 60J telescopic boom which, according to the company, has been designed as a simpler and easier to transport model to current machines available from the major suppliers. The

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Skyjack unveiled its new, long awaited 82 and 86ft telescopic boom lifts - the SJ82T and SJ86TJ - one with jib and one without

longer riser and standard 1.8 metre articulated jib allow the machine to reach its full height with a two section boom, eliminating the need for chain or cable extension. The new lift has a 2.4 metre by one metre platform with 272kg capacity, while total weight is just over 8.1 tonnes allowing two machines to fit on a trailer in the USA.

The company says that its lighter weight and simpler design enable it to bring the machine in at a price - that it claims is a good 10 percent below most other machines on the market, without compromising margins. Not many of these 60Js will be seen for a while however as MEC agreed an exclusivity deal with NES Rentals for the whole of this year, having been involved with the machine's design.

Skyjack launches 86ft

At the same event Skyjack unveiled its new, long awaited 82 and 86ft telescopic boom lifts - the SJ82T and SJ86TJ - one with jib and one without. Both employ a mechanical rising boom support linkage - similar that that used on most other machines in the sector -which moves the machine's centre of gravity forward as the boom is elevated, to improve forward reach and maintain stability without adding weight. The SJ86TJ weighs in at 17,150kg.

The new machines feature dual platform capacity ratings of 454kg and 227kg on the SJ82T and 341kg and 227kg on the SJ86TJ. If neither is selected, the unit defaults to the higher capacity, but stops when it reaches the maximum outreach,



The 60ft MEC 60J has 272kg capacity and total weight is just over 8.1 tonnes allowing two machines to fit on a trailer in the USA



The 150ft Genie SX-150 has an unrestricted platform capacity of 340kg and it has more than 24 metres of outreach - 21 metres at an up and over height of 36 metres

requiring the operator to choose one or the other. In Europe this will be integrated into the platform overload system. Most of the rest of the machine shares the same principles as the company's other boom lifts including 4x4 axle-type drive and

relay-based control systems.

Most popular of the two is expected to be the SJ86TJ because of its articulating jib, so the comparison below is with other products already available including the articulated Niftylift HR28.

So how does Skyjack SJ86TJ stack up?

	Skyjack	JLG	Genie	Manitou	Niftylift
Model	SJ86TJ	860SJ	S85	280TJ	HR28
Work height	28.2m	28.2m	27.9m	27.75m	28.0m
Outreach	23.5m	22.9m	23.3m	21.45m	18.5m
U/R	227kg	230kg	227kg	240kg	280kg
Platform Cap					
Max capacity	341kg	230kg	227kg	350kg	280kg
Platform	2.44x0.91m	2.44x0.91	2.44x0.91	2.3 x0.9	2.4x0.9m
Jib articulation	125°	130°	135°	140°	150°
OA Length	10.6m*	11.6m*	11.6m*	8.04m*	7.3m*
Power	Diesel	Diesel	Diesel	Diesel	Diesel/Hybrid
Drive	4x4	4x4	4x4	4x4	4x4
GVW	17.1t	17.2t	17.2t	16.5t	14.65t
Tailswing	1.42m	1.42m	1.42m	1.8m	1.4m

* With jib tucked under



Deliveries of the Genie SX-180 started this year

Genie SX-150

Another major launch early in the year was the 150ft Genie SX-150 which is based on, but uses fewer boom sections than the 180ft SX-180 but retains its innovative three metre articulating and rotating jib. Platform capacity is an unrestricted 340kg and it offers more than 24 metres of outreach - 21 metres at an up and over height of 36 metres. Overall weight is a manageable 23 tonnes which is about two tonnes lighter than the SX-180 - and it can reach its full 48 metres working height in less than three minutes.

Most manufacturers now have their own versions of secondary guarding with Snorkel even including this feature as standard on every boom it sells over 40ft

**So how does Genie SX-150 stack up?**

	Genie SX-150	JLG 1500SJ	Genie SX-180
Working height	48.3m	47.7m	56.86m
Outreach	24.38m	24.38m	24.38m
Max platform capacity	340kg	450kg	340kg
Unrestricted capacity	340kg	230kg	340kg
Jib/articulation/rotation	3.05m/135°/60°	4.6-7.6m/120°	3.05m/135°/60°
Stowed width	2.49m	2.49m	2.49m
Working width	5.03m	3.81m	5.03m
Transport length	13.0m	13.11m	12.98m
GVW	23t	22t	24.9t

Other features include a standard 7.5kW on-board generator to power tools including welders. The boom uses the same chassis as the SX-180 and ZX-135 and is powered by a Deutz Tier 4 final engine without the need for regen or Diesel Particulate Filter. The rotating jib offers 60 degrees of horizontal movement - 30 degrees either side of the main boom. The machine's hydraulic system principally comprises hydraulic pipes rather than hoses and it has a four stage hydraulic filtration system.

Genie says the product was designed with the service engineer in mind, so all manifolds are fully accessible, while the usual swing out engine tray provides easy access for maintenance. The boom features easy to reach hydraulic filters, with a drop-in, in-tank filter for easy cleaning and replacement, as well as bulk-head hydraulic lines so hoses can be removed and replaced in one piece. A boom extend system features a cylinder and wire rope cartridge for fast

service or replacement.

Apart from the working height, the SX-150 matches the performance of the SX-180. Compared to the well-established 150ft JLG 1500SJ it offers a little more height, more unrestricted platform capacity and of course the jib rotation. However, it is more than 1.2 metres wider when working, while the JLG has a 450kg capacity at up to 41 metres height and 19 metres outreach, with the versatility of a 7.6 metre telescopic jib.

Most European rental customers began of the receiving deliveries of the first Genie SX-150 this summer. One interesting feature of the boom lift is its four programmable platform height settings - 150ft, 135ft, 120ft and 100ft - in order to make it more rental versatile, maximising utilisation and available rates. Although were this unit to go out at a 100 or 120ft machine, its overall width and weight might just prove tricky in some applications.

The SX-150 features the company's universal standard factory-installed

telematics-ready connector and Track and Trace Fleet Management Module from Trackunit. The system offers the benefits of a wide range of remote reporting and other functions, such as hour-meter reporting, location, machine utilisation, and security abilities such as geo-fencing, alarms by movement and remote machinery disabling.

Heavy construction, big plant maintenance, telecommunications, oil & gas/refineries, chemical maintenance, large utility applications, wind farms, bridge inspections and stadium work are among the many applications suited to these new mega booms. However, are these very large booms that much better than a truck mounted platform? There are many who are unsure about the safety of driving large booms at heights - one of their key advantages - while their bulkier dimensions narrow the gap with truck mounts.

How the Genie SX-150 compares with a similar working height truck mounted platform

	150ft Genie SX-150	48m truck mount e.g. Palfinger P480
Max working height	48m	48m
Max platform capacity	340kg	600kg
Max outreach	24.38m	31.5m
Below ground reach	-0.61m	-10.0m
Height x width x length	3.05 x 2.49 x 13m (transport jib tucked)	3.93 x 2.5 x 9.9m
Weight	23.0 tonnes	17.6 tonnes
Overall working width	5.03m	6.5m
Approximate cost	£200k	£420k
Rental cost	£2,250 per week + transport	£1,000 a day
Jib articulation	135 degrees	240 degrees

As a general comparison, we took the new and highly popular 48 metre, two axle Palfinger P480, together with the 48 metre Ruthmann T480, they are the largest platforms currently available on two axle trucks.

These new truck mounts are relatively compact machines for their height - the Palfinger is just 900mm higher than the Genie SX-150 - yet it is surprisingly more than three metres shorter in transport mode! The SX-180 also is more than five tonnes heavier and needs to be transported to site. Once on site the Genie has a 1.5 metre narrower overall working width, but is trounced by the P480s 600kg platform capacity. True, the boom can move around site but the truck's superior outreach (seven metres greater) may go some way in reducing the number of set-ups needed when carrying out many types of work.



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Working height: 5.90m



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SkySiren PCS (Pre Crushing Sensor) - developed by BlueSky - combines its regular SkySiren device with a new system using ultrasound sensing modules to detect potential hazards

Although the purchase price of the truck mount is around double the price of the boom the overall Return On Investment is quite similar. Admittedly the truck mount needs a driver, although having someone totally familiar with its operation is a benefit with such large equipment particularly if they are only being used on relatively short term rentals. Also the large platform capacity of the Palfinger means that even with the dedicated operator there is still plenty of space and capacity for another two or three men and tools. For rental periods of less than a week - the truck mount naturally wins - that is after all what it is designed for, but for longer hire periods a big boom would certainly be the most cost effective option.

Safety

Safety is an increasingly important aspect of using a boom lift and one which is even more important when using booms with platform heights of more than 30 metres. Walking the proposed work route before going up in the platform is absolutely essential as even the smallest changes in ground level - especially a curb or pothole - can have a huge catapult effect on the platform, to the point where even if well harnessed can result in injury. Most manufacturers now have their own versions of secondary

guarding with Snorkel even including this feature as standard on every boom it sells over 40ft on a global basis. However, UK rental company Nationwide Platforms has recently developed an additional secondary guarding system which it says offers dual protection against trapping and crushing incidents while operating a boom lift.

SkySiren PCS (Pre Crushing Sensor) - developed by Lavendon group company BlueSky - combines its regular SkySiren device with a new system using ultrasound sensing modules to detect potential hazards, which its designers have dubbed 'intelligent secondary guarding'. The system uses three sensor units, two at the back of the basket and one over the control panel, incorporating eight individual ultrasonic sensors which generate high frequency sound waves to scan the work environment behind and above the operator, working in a similar way to reversing sensors on a car in order to warn the operator of objects as they are approached, rather than as a result of him being pressed into the safety switch bar by the hazard.

A light on top of the control panel sensor box gives the operator a visual status of the system. If no hazard is detected the light is green, however when the boom lift is within a defined distance of

a potential hazard the platform functions stop and the light turns to flashing amber, warning the operator of a potential risk. To re-enable the platform and continue the operator resets the machine's dead-man foot pedal.

The PCS flashing amber then turns to a flashing red and a constant audible alarm sounds to remind the operator that he is working close to a potential entrapment hazard, warning those on the ground and giving him time to assess the risk which may involve moving the platform into a different position.

When in the final work position, with the machine stationary the PCS system automatically reverts to flashing

amber. When the job has been completed the operator lowers the boom in the usual way and as it moves away from the potential danger the alarm stops and the light changes back to green - as the system automatically resets itself. The sensor distance is set between 500 and 800mm which Nationwide says is the optimum for protection and preventing the alarm from going off during normal work activities.

In the unlikely event of a trapping situation after all this warning, the SkySiren system acts in the normal way raising the alarm with a strobe light and klaxton.

Mark Keily, Nationwide's quality, health, safety and environment director said: "SkySiren PCS is unique in that it provides two levels of protection. The PCS system is designed to prevent a trapping and crushing incident happening in the first place. SkySiren then provides the proven safety back-up."

Win a LEGO boom lift from IAPS Group

IAPS Group is offering one lucky Cranes & Access reader the chance to win a limited edition LEGO boom lift set. The articulated boom is the first in a new powered access platform range of limited edition LEGO kits. Created for IAPS - which comprises APS, IPS and PSR - by certified professional LEGO design agency Bright Bricks, the poseable articulated self-propelled boom is in IAPS corporate colours and features the company's decals. The 226 piece limited edition set is aimed at LEGO enthusiasts aged 14 and over.

To win one of these LEGO cherry pickers, answer the following question:

What are the three main divisions of IAPS Group?

Send your answer, along with your name, email address and telephone number to competitions@iapsgroup.com. The winner will be announced on 15th December and the LEGO prize will be delivered in time for Christmas.



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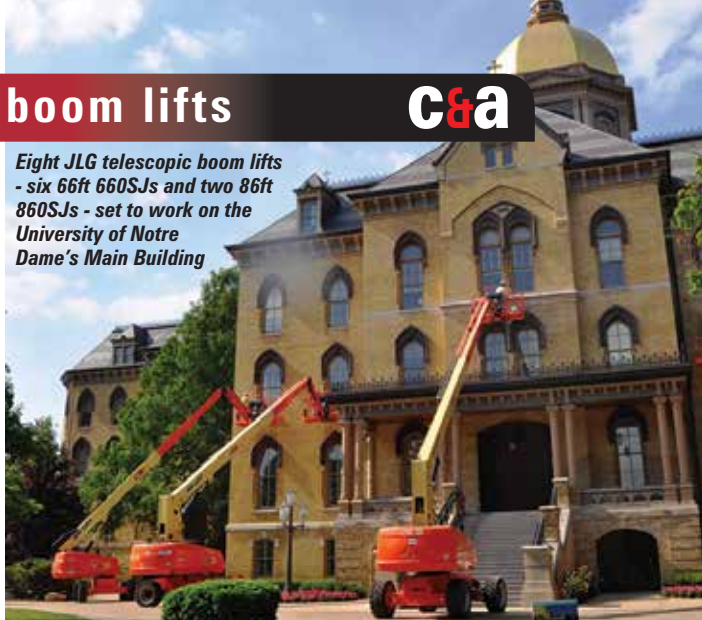
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Eight JLG telescopic boom lifts - six 66ft 660SJs and two 86ft 860SJs - set to work on the University of Notre Dame's Main Building



Notre Dame restoration

Working mainly at night, eight JLG telescopic boom lifts - six 66ft 660SJs and two 86ft 860SJs - set to work on the University of Notre Dame's Main Building on a 10 week contract to restore the exterior of the historic building. The contract includes replacing failed window and mortar sealant joints, repairing cracked and damaged bricks, pointing, replacing decorative ornamental metal features, painting soffits, cornices, window trim and power-washing the building's exterior.

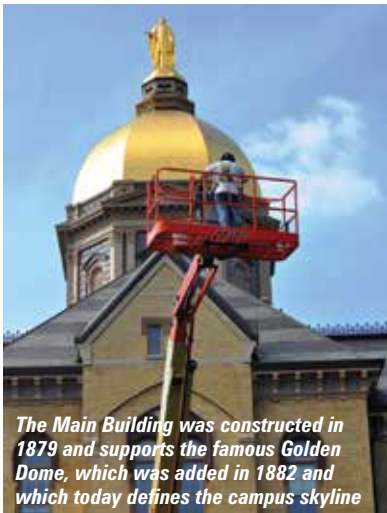
The Main Building was constructed in 1879 and supports the famous Golden Dome, which was added in 1882 and which today defines the campus skyline. The five-story structure serves as headquarters for the university administration.

"With the building in use every day it was decided that with all the noise, dust and water it made more sense to work at night," said Tony Polotto, senior project manager, facilities design and operations at Notre Dame. "The crew mobilises at 5pm and works until two or three o'clock in the morning. "However some of the work is being carried out through the quieter summer months when we can work 24 hours a day."

The JLGs provide the working height and reach needed to carry out the job. In addition, the jib and platform rotation makes it easier to access those hard-to-reach areas of the building. The university rarely uses scaffolding, even though almost 90 percent of the projects on campus require working at height.

"Scaffolding is very expensive, time-consuming to put up and take down, and typically damages landscaping," he said. "Boom lifts can be in and out quickly, completing a task and leaving the grounds as we found it. They are especially helpful when we repair our slate roofs - the workers can carry out the repairs and move around the entire roof, leaving no damage in their wake."

Power tool usage on the work is high, so the onboard generators are essential features. A power cable and an air/water line are routed from the base-mounted generator through the boom's power track to outlets in the platform. This option allows the use of both air and electric power tools and power washers to be used without trailing cables and hoses or separate generators.



The Main Building was constructed in 1879 and supports the famous Golden Dome, which was added in 1882 and which today defines the campus skyline

Skyjack at Laughton Place

Skyjack recently worked with Sussex-based rental company Winner Plant to provide a brand new 63ft SJ63 AJ articulated boom lift to help the British Charity The Landmark Trust and its local contractor Traditional Buildings, to restore several sections of brickwork with traditional lime mortar at Laughton Place, a 16th century historic site located between the South Downs and Ashdown Forest, East Sussex, England. The Trust owns and operates a variety of historical buildings in the UK and other parts of Europe, carefully restoring each property before renting it out to visitors.

"Our charity prides itself on keeping traditional building skills and techniques alive but this attention to detail comes at a price," said Ed Percival of The Landmark Trust. "We have to prioritise the buildings that need our help the most so we were grateful that Skyjack could step in and lend a hand at Laughton Place."

"This project was complex, there were many things to consider before we started the work," added Ben Muriel, director of Traditional Buildings. "The height of Laughton Place, coupled with its remote location and jutting buttresses, meant we needed to find the precise machine for the job."

A new 63ft SJ63 AJ articulated boom was used to restore several sections of brickwork with traditional lime mortar at Laughton Place, a 16th century historic site.



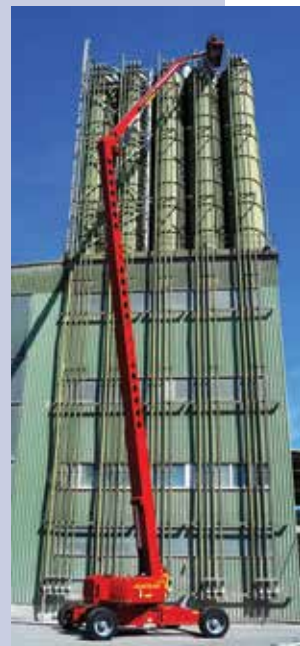
Making work easier

In Austria, Strasswalchen-based rental company Rachbauer supplied Inocom Construction with a 135ft Genie ZX-135/70 articulated boom lift for a high precision task at a cement plant near Salzburg. Working in conjunction with a 220 tonne All-Terrain crane, the boom lift helped complete the steel framework covering a 43 metre high drying tower facility within a tight three and a half week deadline. The construction of the frame - once clad - is intended to protect the facility from the elements.

The choice of the Genie ZX-135/70 followed an on-site visit and a detailed job plan helped by using the latest planning software. Its 43 metre maximum working height, and 18 metres of outreach were the main features that made the machine right for the task.

"The ZX-135/70 is ideal for reaching difficult areas, notably around corners and over deep ledges," said owner Christian Rachbauer. "When it is necessary to move the machine its full height drive function saved time for Inocom and helped reduce costs. Work got off to a great start and everything went according to plan. As the crane hoisted each individual element of the frame, the two-man team in the platform equipped with electric power drills progressed rapidly. The entire job was completed without a hitch a couple of days ahead of schedule".

Working in conjunction with a 220 tonne All-Terrain crane, the boom lift helped complete the steel framework covering a 43 metre high drying tower facility



Boom lift applications continue on page 53.

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Arvid Bergli with his HIAB
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Hiab goes back to black

After a few relatively challenging years, Hiab is making a concerted effort to regain market share and even its position as market leader. One of the countries where it has made a good deal of progress towards achieving that aim is the UK which is now one of its best performing markets. Cranes & Access travelled to Ellesmere in Shropshire to talk to Alastair Evans, head of Hiab sales at Cargotec UK group headquarters.



Alastair Evans

A generic name that slipped

It must annoy other loader crane manufacturers when their products are referred to as Hiabs - the often-used generic term for a loader crane in several countries, including the UK. Like Hoover and JCB it is derived from the originator or leading/dominant producer. Hiab - short for Hydrauliska Industri AB - was founded in Hudiksvall, Sweden in 1944 by Eric Sundin, a ski manufacturer. In recent years Hiab

has however undergone several periods of restructuring which has resulted in it losing its position as market leader to Palfinger both globally and in the UK where currently it has slipped to probably second place with Fassi and HMF close on its heels.

Several factors have contributed to this including a chequered company ownership over the past decade or so. The brand first appeared in the UK in 1974 when the George Cohen 600 Group imported the products from Sweden but numerous corporate changes within Cargotec in recent years have made it difficult for the company to focus - particularly on the marketing side of the business. However this is now being addressed with new websites and a consistent global and regional corporate branding.

"The company has gone through quite a few restructurings but now we are focussed behind the

The smallest of the three new models in its capacity range is the X-HiPro 548



C&A

loader cranes

More installations going through Hiab's UK head office in Ellesmere, Shropshire



A Hiab X-HiPro 638

Hiab brand name," said Evans. "From 1st January next year we will be known as Hiab UK, rather than Cargotec UK - which includes Kalmar and Hiab. From next year Hiab and Kalmar will also be two separate companies, but still part of the Cargotec organisation. The Hiab brand strategy is 'back to black' and 'built to perform' and there will be a much greater focus on marketing and re-establishing the brand."

New products galore

From a product point of view, the company has been very busy recently. Last month it launched three new models in its high capacity range - the X-HiPro 548, the X-HiPro 638 and the X-HiPro 658 - said to be part of the company's efforts to improve quality, performance and economy across its new heavy lift range. These form part of its 'Big Five' range of cranes with load moments from 50 to 90 tonne/metres which also include the X-HiPro 858 and X-HiPro 1058 launched last year.

Safety innovations include auxiliary stabilisers that are fully integrated into the hydraulic and electronic systems, 'Variable Stability Limit Plus' which automatically regulates lift capacity in relation to stability

and the Load Stability System which dampens jerky lifting movements.

Quickly scanning the larger crane range there is a clear gap around 70 tonne/metres previously covered by the old 700 series which was lost when the range was consolidated. "This gap has been noted by the company and we would hope that Hiab can fill this position," he said.

Market statistics

It is difficult to establish exact sales figures for the UK market, but the total sales are in the region of 2,000 units a year. For cranes over 30 tonne metres figures suggest a substantial 350 or so. Unlike continental Europe where contractors and cranes are more often applied to wide variety of different tasks across various sectors, the UK crane market tends to fall into three main segments - big cranes, 'muck-away' applications with clamshell attachments etc... and the brick/block hauliers and builders merchants.

Palfinger is said to dominate the muck-away sector with as much as 60 percent of the market. Hiab - without a decent muck-away crane - concentrates on the brick/block and builders' merchants market. Also with its largest crane having



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An XS 166 HiPro

a load moment of around the 90 tonne metres Hiab is also unable to compete in the very big crane sector from 100 to 200 tonne/metres.

Again it is hoped that Hiab could in the future have a range greater than 100 tonne/metres.

"The main players in the brick/block and builders' merchant sector are companies such as Marshalls, Wincanton, Keedwell and the Canute Group which generally renew equipment every six years," said Evans. "However the almost zero spend on new equipment during the last recession means there is a lot of older equipment still in operation resulting in a large influx of major replacement programmes by the main companies at the end of last year and we are seeing a lot of this business."

Roller cranes

Hiab developed a new roller crane - initially for Marshalls - at the end of 2010, hoping to supply around 70 units a year, but is currently it is producing nearer 200 cranes, as the roller crane mounted on a semi-trailer sector has grown far quicker than originally anticipated.

"It is a very good product however the introduction of the Machinery Directive means that the outrigger or stabiliser monitoring is a little bit difficult, as the crane moves up and down the trailer, so we are looking at stability systems on the crane capacity and also monitoring the

tilt of the trailer," he said. "Currently we have about 30 to 40 units for Wincanton going through our bodyshop at head office."

"Because the roller crane moves along the trailer it can get closer to the load, reducing the lift radius required and resulting in a smaller capacity crane - say nine to ten tonne/metres rather than the usual 12 or 13 tonne/metres. Trailers arrive in our installation workshop area ready to accept the roller crane, so installation time and testing is less than a week, helping keep installation costs to a minimum."

But why so many roller cranes at the moment?

"Roller products in the UK are generally purchased on a six to seven year replacement cycle, but it seems that all the main users are coinciding with them replacing units in the same 18 month to two year window. This type of crane was widely used in other countries, particularly the Netherlands, but numbers have dwindled over the past few years with only a handful of orders being placed compared to the UK. Roller cranes in the Netherlands tend to have larger capacities - from 15 to 30 tonne/metres - whereas the UK generally uses nine and 10 tonne/metres or in some cases 11 tonne/metres."

On the up and up

Hiab's financial performance has



Installation time and testing of a roller crane is less than a week, helping keep installation costs to a minimum



Largest high capacity crane is the X-HiPro 1058

improved significantly over the past two years or so. Parent group Cargotec - which also includes Kalmar and MacGregor - reported a strong third quarter for all three operations, including a doubling of profits at Hiab. Its revenues for the nine months to the end of September were €679 million, up eight percent on last year, with order intake increasing six percent to €717 million. Operating profits for the period more than doubled, from €30.1 million to €68.6 million.

This year Hiab UK has seen its orders increase by 30 percent, helped by large orders from the likes of Travis Perkins at the end of last year for delivery this year and in 2016. The UK is the currently the best performing division for Hiab

in terms of units sold and growth over the past two years. Historically the best performing countries have been Germany, France and the Netherlands. The UK though is also boosted by other divisions - as well as loader cranes it has the truck mounting business, Truck Mounted Forklifts (Moffett), Multilift, Loglift and Jonsered - all contributing to its revenues.

Hiab UK has direct sales team of 10, selling Hiab, Multilift and Moffett across the whole of the UK, while a separate importer handles Southern Ireland. It mounts a high percentage of the cranes it sells - around 250 to 300 a year - at its head office facility in Shropshire, a figure that is expected to increase with demand. It also has a number of dealers

based in Scotland, the North East and South Wales for customers with preferred body builders. This strategy can also save costs by reducing vehicle movements.

This direct sales and mounting strategy is only shared with the Netherlands which also has a large in-house installation capacity. Hiab France for example has direct sales only in Paris region, with the rest of the country handled through an extensive dealer network. Germany has a similar model.

UK market

Currently Hiab is probably number two in the UK, behind market leader Palfinger, (with Fassi and HMF not far behind). As we have mentioned the lack of a dedicated muck-away crane means that it misses out on much of the 600 or so cranes said to go into that sector each year. Countries such as France, the Netherlands and Belgium prefer to use a Z type crane that folds away completely behind the cab, so Hiab recently launched the 17 and 19 tonne/metre Z-Pro 171 and Z-Pro 191 which folds

completely behind the cab with the clamshell attachment still in place. The new cranes are aimed at applications where speed, efficiency and a high number of load cycles are required such as digging, filling, waste handling and other light tool operations. The new design also allows the driver to fully cover the load during transportation to comply with the latest legislation.

Unfortunately this is not a crane that will sell in the UK. It is too big - the UK customer wants 12 or 13 tonne/metre capacity - and there is a general preference for a straight rather than Z folding boom, leaving the boom down the body with the bucket to cover the last three



Countries such as France, the Netherlands and Belgium prefer to use a Z type crane that folds away completely behind the cab

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quarters of the load.

"The UK market was always thought of as a nation that prefers direct hydraulic controls, however we are now seeing 50 to 60 percent of all cranes being ordered with remote controls compared to around 20 percent in 2000. Now every builders' merchants' crane has remote controls, primarily for increased safety by moving the operator away from the lift, where he also has greater visibility."

Big cranes

Hiab's largest crane is the 94 tonne metre X-HiPro 1058 crane which for the UK market is generally big enough. However Evans hopes that one day Hiab will extend the range possibly to 150 and even 200 tonne metres.

"The market sector for very big cranes is very small and the cost of developing a large crane has

not generally been worth the investment," he said. "When you get to 200 tonne/metres the challenge is finding the right truck to mount it to. In the UK we have an axle weight of 32 tonnes for a four wheeler, the Netherlands it is 37 tonnes, so cranes of 200 tonne/metres and above is a dream. Up to 150 tonne metres would be more feasible and would cover the majority of sales. Core markets for big cranes are Germany, France, Benelux and Scandinavia. Spain was once one of the leaders and is beginning to come back, there are good signs of growth from Hiab Spain."

Surprisingly Cargotec's main market for its forestry cranes is Japan, with the Middle East, Far East and Asia also strong markets for various types of crane.

"Price is a large purchasing factor and we are perceived to be at the top end of the scale. Our big cranes only come with one control system, the premium HiPro system with the advanced V200 variable pump. While it is more costly, it is a superior control system. To gain market share we need to look at the price difference between us and the competition. We are closer to Palfinger but some percentage points higher than Fassi. By closing the gap we can hopefully gain some market share. In the 30 to 50 tonne/metre range we offer two control systems so by offering the simpler, less expensive system - the HiDuo - it helps us compete."

Product support critical

Service is critical for loader cranes, due to the huge fleets which are highly utilised with uptime absolutely critical. Hiab has 12 of its own service engineers as well as 23 service agents at approved centres around the country, which gives more than 80 additional engineers if and when required. Many of the larger fleets demand after hours' service provision, bringing equipment in at weekends

for routine servicing and repair. This side of the business is a key to the success in this market, and has grown steadily over the years.

"A lot of customers are moving towards the longer seven, eight and nine year contracts, whereas previously this was three, four or five year contracts," he said. "10 to 12 years is a normal loader life span for a crane in this type of application, although many run the cranes between five to seven years before replacing both the crane and truck at the same time. Customers

any given time.

The latest system - VSL+ - automatically regulates the crane's capacity in relation to the vehicle's actual stability, by sensing the position of each stabiliser leg/outrigger and whether there is a load on the truck. Three of the four legs have to be in full contact with the ground.

"There can be problems caused when an operator working at height brings the load down at speed which can have a dynamic effect, increasing the load moment



The 17 tonne/metre Z-Pro 171

focus on whole life running costs and want fixed costs for the period."

But what is the true life-span of a crane?

"Only on the newer cranes with computer systems can we tell if the crane has exceeded its life expectancy which is based on lift cycles and how the operator works the crane," he said. "We have seen customers with two identical cranes carrying out the same work, where one has a short life and the other possibly double the lifespan purely because of the skill or lack of from the operator. Jerky movements can reduce a crane's life by half or more."

"One of our features - LSS (Load Stabilisation System) smooths out the vertical movements so is certainly worth specifying as it speeds up operations as well as prolonging the life of the crane, particularly if the company has a large fleet and a mixed bag of operators."

Hiab also offers the Variable Stability Limit (VSL) which measures how far each individual leg or outrigger is extended and whether it is in contact with the ground. The analogue sensor in the slew mechanism, knows exactly the position of the crane and via the pressure in the main outrigger cylinder it works out the stability at

and therefore the stability of the crane. We now have high boom logic where the crane reduces the function speed when the boom is lowered too rapidly to maintain stability."

Refuse collector

Other new products include Hiab S-HiPro 130 refuse collector aimed at underground waste container systems which are popular in many European cities. The system keeps waste out of sight, prevents litter blowing around and reduces possible smells. Increased capacity bins - up to six times the normal 1,100 litre bins - also minimise collections and therefore helps ease road congestion.

The crane is mounted on top of the compactor rather than behind the cab, saving space and allowing room for a larger capacity compactor. The system is currently used extensively in continental Europe but at the moment only one County Council is looking like specifying a system in the UK.

"Single lever, semi-automatic controls result in fast and accurate cycles which lift the bin, then one lever automatically replaces it and one button to fold back up. This type of system needs a different mentality and a change in the philosophy of councils to put in the correct infrastructure," he said.



Hiab's largest crane is the 94 tonne metre X-HiPro 1058

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Global domination?

Globally Hiab claims to be number two behind Palfinger, however its strategy is to regain global market leadership over the next couple of years or so.

"We have the brand name and the products to be number one," he said. "In truck mounted forklifts we are clearly number one, but number two to Palfinger in cranes, but we do need a full product line to move back into the top spot."

"We see some growth in the UK for next year in the loader crane market, particularly in the first six months but we are not so sure about the second half of 2016. Customers are looking to purchase new cranes and are placing orders for March/April next year. Growth for Hiab may not be quite as much as we saw between 2012 and 2015, although we can maintain these levels if we

succeed in taking more market share in specific sectors where we have been weak in the past."

If Hiab can continue to regain its focus and expand its product line as it has done over the past two years, it looks set to at the very least give Palfinger a good run for global market supremacy.



The Hiab S-HiPro 130 refuse collector is aimed at underground waste container systems which are popular in many European cities



Hiab's trials and tribulations

Hydrauliska Industri AB, was founded in Hudiksvall, Sweden 1944 by Eric Sundin, a ski manufacturer who realised that he could use the PTO of a timber truck to power a hydraulic crane to load and unload wood for his works. In 1985 Finland's Partek Corporation - which already owned Multilift - acquired Hiab and started rebranding it. Then in 2002 Partek was acquired by Kone Corporation which in 2004 rebranded the entire load handling business as Hiab, given that it was its most valuable brand name and product line. In 2005 Kone spun off Hiab and some of its other transport/shipping related businesses into a new publicly quoted Finnish corporation, Cargotec, which today comprises Hiab along with Kalmar and MacGregor marine cargo handling solutions.

In recent years the business has undergone constant back and forth restructuring with a

major centralisation programme, a rebranding with the Hiab name changing to Cargotec, followed by a merger of Hiab and Kalmar at the operating level. And then then even before the paint was dry on the new strategy and structure it reverted to Hiab again and a major decentralisation programme launched!

The almost constant restructuring has clearly caused a distractions and a lack of continuity, disrupting the company and its staff from normal everyday business activities and customer focus. Thankfully the past few years have seen a stable, more logical approach, with the benefits of that stability really beginning to kick in over the last year or two. The challenge now is to build on that momentum with the aim to win back market leadership after several years in second or third place.



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New lightweight Fassi

Fassi has launched its latest addition to the XE range - the F545RA - a completely new crane which completes the line between the F485RA and F560RA xe-dynamic. The 53 tonne/metre crane offers a 10 percent greater lifting capacity over the smaller F485RA with only a three percent weight increase thanks partly to the increased outrigger spread of 7.8 metres. Fassi says the crane is light enough to be installed on a three axle chassis. The installation width is just 85mm wider than the F485RA maintaining its compact dimensions.

A continuous slew crane it has an optional dual motor drive and uses the tried and tested FX500 control system, D850 hydraulic distributor, Scanreco RCS radio control and FSC-S stability control. It will be offered with up to eight hydraulic extensions and a full range of jib and hoist options.

In the UK, Fassi's Leigh Carter said: "This is the crane that the UK market has been eagerly awaiting. With the availability of 10 tonne front axles, the F545RA maximises the possibilities offered by the latest generation of three axle chassis.

Orders are being booked now with the first deliveries due in March 2016."

In its 50th year in business Fassi UK has exceeded the previous record for crane sales set in 2007 by 18 percent. It has also been expanding its authorised dealer network with new additions, including APM Hydraulics covering Hertfordshire, Bedfordshire and Buckinghamshire and Bristol's Avon Crane & Commercial Repairs which become official Fassi main dealers from January 2016.



Fassi has launched its latest addition to the XE range - the 53 tonne/metre F545RA

PM launches heavy duty range

PM has launched three heavy duty loader cranes - the PM 210SP, the PM 150SP and the PM 100SP - with load moments of 150, 108 and 84 tonne/metres respectively.

Largest of the trio, the PM 210SP with jib has a maximum lift capacity of 21.84 tonnes, horizontal reach of 45.4 metres and a 49 metre maximum tip height. On the main boom only the maximum height is 30 metres. PM says that the crane's integrated structural frame has been designed to be installed directly onto the truck chassis, providing a significant weight reduction, compact dimensions and good stability thanks to a lower centre of gravity. Features include E-soft Stop and the Hydraulic Brake Soft Stop.

The mid-sized PM 150SP has a greater lift capacity at 24.5 tonnes but has a maximum vertical and horizontal reach of 42.15 and 38.4 metres. Available with up to nine hydraulic extensions and up to six jib extensions with 25 degrees above horizontal luffing angle.

Smallest in the range, the PM 100SP has a 19.150 tonne maximum capacity and 37.35



The smallest of PM's three heavy duty loader cranes - the 84 tonne/metre PM 100SP

metre tip height, but features a new compact design with reduced stowed height and width even when fitted with a jib. The basic crane is available with four, six, eight and nine extensions with either a four or six extension jib. Its octagonal boom profile with thinner higher tensile steel adds to the performance, while reducing the overall weight.



The mid-sized PM 150SP has a capacity of 24.5 tonnes and a maximum vertical and horizontal reach of 42.15 and 38.4 metres



The 150 tonne/metre PM 210SP with jib has a maximum lift capacity of 21.84 tonnes, horizontal reach of 45.4 metres and a 49 metre maximum tip height



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A clear view

Frankfurt's futuristic-looking 'Main Triangel' building is considered an architectural highlight of the city's south bank. The triangular complex consists of two buildings, one high rise and one low rise with a glass and steel atrium roof between the two that spans the freely accessible courtyard. While architecturally stunning, replacing some of the glass panels can be a real challenge. The first time any replacement work was carried out all traffic on the road at the front of the building had to be diverted for one week. When another pane needed to be replaced in the atrium roof, such disruption was ruled out.

So an alternative method was found which allowed the pane - measuring 3.6 metres by 2.4 metres and weighing 450kg - to be installed in the atrium roof at a height of 38 metres by equipment working from inside the atrium itself, thus avoiding any traffic diversion issues at the front of the building. Dieburg-based crane and heavy-duty transport company Meister supplied a truck mounted Palfinger PK 200002 L SH loader crane which joined forces with a 53 metre Palfinger WT 530 truck mounted platform.

The company prepared the ground by laying heavy steel spreader plates to spread the load for the

PK 200002 L SH to drive in and work from, particularly as the basement car park was only one floor below.

After setting up the crane in its working position a multi-axis glass manipulator developed by Meister was attached. Climbers working on the outside of the building then loosened the old pane before the PK 200002 was extended 38 metres and using the vacuum lifter, removed the defective pane and set it down on the floor. It then lifted the new pane into position for installation. The WT 530 platform was used to raise the crane operator to a position close to the roof for a clearer view of the work.



The PK 200002 was extended 38 metres and using the vacuum lifter, removed the defective pane



Climbers working on the outside of the building loosened the old pane before being removed



Meister supplied a truck mounted Palfinger PK 200002 L SH loader crane which joined forces with a 53 metre Palfinger WT 530 truck mounted platform

Palfinger expands global leadership

After setting new sales records in 2014 - exceeding €1 billion for the first time - Palfinger is expecting to do even better this year, possibly reaching €1.2 billion. Claiming a global share of the loader crane market of more than 30 percent, the market leader credits its 'internationalisation strategy' and diverse array of new products for its success.

The company's latest new product is the 125 tonne/metre PK 165.002 TEC 7 - a new

generation of heavy-duty crane - launched this summer. Designed for 32 tonne trucks, it is a tonne lighter than the model it replaces, the PK 150002, yet boasts 15 percent more lifting capacity and 20 percent on the jib. The new model has a maximum capacity with jib of 8.2 tonnes - up from the previous 6.5 tonnes - and a maximum lift height of 35 metres or 40 metres depending on which jib is selected. The over-centre linkage allows the jib articulate up to 15 degrees above the horizontal boom.





Effer introduced the E55 with mechanical foldable jib in 1966



The revolutionary C22LW truck side excavator launched in 1968 - some units are still in use today

Effer celebrates 50 years

Last month Italian loader crane manufacturer Effer celebrated 50 years at its headquarters in Minerbio near Bologna. Established in 1965 the company has been at the forefront of many loader crane developments and innovations since then.

The year after the company was formed it introduced the E55 with mechanical foldable jib and forks for carrying boards. This was followed a couple of years later by the revolutionary C22LW truck side excavator, some units of which are still in use today.

In 1972 the company introduced a 50 tonne/metre crane. With a three section main boom and hydraulically operated three section jib it could reach its 27 metre maximum height in just 28 seconds. In the early 1980's Effer made its debut in China, a market where it is still well established, particularly with its large loader crane range.

Over the years Effer has gained a reputation for producing special solutions to lifting challenges. In 1985 a large underbridge crane named 'America' was built for the USA which could move in its work position, using wheeled stabilisers. The company's marine division also introduced a 400 tonne/metre version completely certified for offshore applications in 1986.

Effer cranes have set many records for the largest loader cranes. When introduced in 1998 the 200 tonne/

metre model 2200 was the biggest loader type truck crane ever built and is still operating in Bologna today.

Technical developments have included decagonal profile boom sections with a single weld in 2001, the CroSStab stabilisation system in 2010, followed four years later by the V-Stab for maximum stability through a full 360 degrees and that same year, 2014, launched the 2055, the biggest truck crane in the world on a 32 tonne truck. Development continues with the introduction this year of the 20 tonne/metre Icon 215 which it claims is the next evolution of the traditional loader crane concept.

At the 50th anniversary celebrations several cranes were on show including the tracked 525 6s + 6s HD mounted on a crawler chassis by Italian partner Brennero Gru. The compact remote controlled machine can gain access to and work in areas with very little space.

As well as its main facility in Bologna, Effer also has a production plant in Taranto in the south of Italy. Opened in 2001 it produces the company's light and medium range cranes.

At the 50th anniversary celebrations Effer showed its new tracked 525 6s + 6s HD mounted on a crawler chassis by Italian partner Brennero Gru



In 1972 the company introduced a 50 tonne/metre crane. With a three section main boom and hydraulically operated three section jib it could reach its 27 metre maximum height in just 28 seconds



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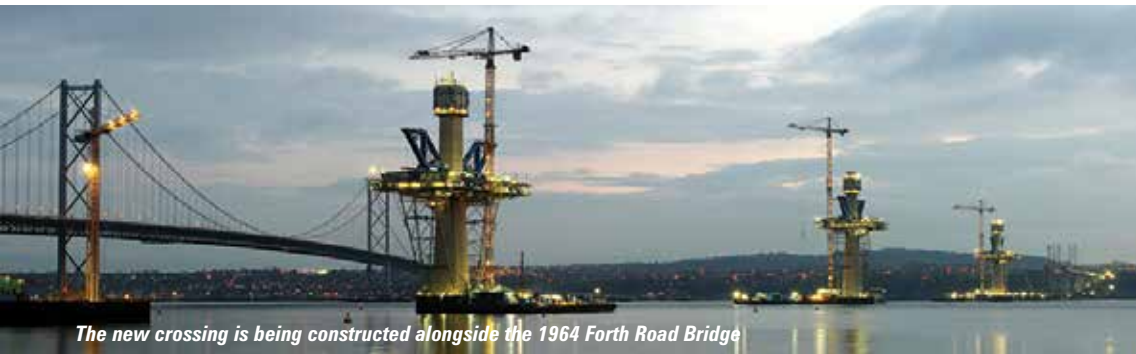
CraneStar Diag delivers remote maintenance monitoring

Other ways to lift and shift

Last month we looked at heavy lifting with mobile cranes, with a focus on developments in the 500 tonne capacity and above sector. However there are numerous occasions when heavy items need to be lifted, when for whatever reason, a mobile crane is impractical or a less efficient method. It may relate to the location of the load, its size or its weight? Or there might be a simpler, safer or more practical method for a particular lift. Large loads also need transporting prior to being lifted into position and this in itself can be a huge challenge. We look at some of the alternatives used in various applications.

New Queensferry Crossing

Perhaps the most high-profile alternative lifting contract currently underway is that of the new bridge across the Firth of Forth - the Queensferry Crossing - in Scotland, being constructed alongside the existing Forth Road Bridge which was built in 1964. The new bridge is intended to safeguard the M90 motorway Forth crossing, following concerns about the long-term viability of the current bridge.



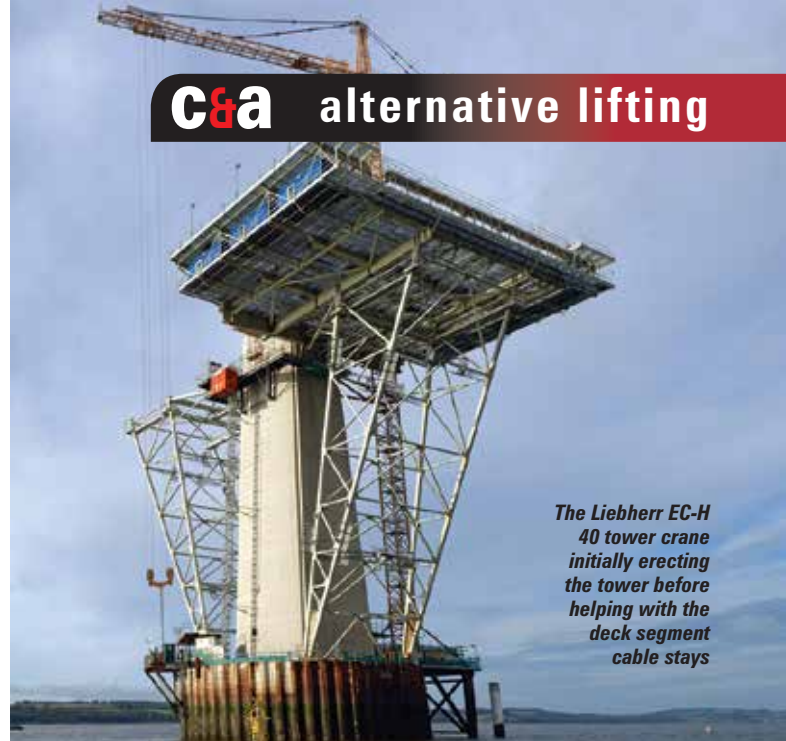
The new crossing is being constructed alongside the 1964 Forth Road Bridge

For those of you not familiar with it, the Firth of Forth is an estuary on the east coast of Scotland and also the mouth of the River Forth to the North Sea. The Queensferry Crossing will therefore be a main transport artery between Edinburgh and the northern regions of Scotland.

When completed for client Transport Scotland - the Scottish transport authority - by the end of 2016, the 2.7km long bridge will be the world's longest cable stayed bridge with three towers. During its construction there have been a wide variety of lifts using conventional mobile cranes up to 500 tonnes, three of the UK's tallest tower cranes and a barge mounted crane, while skidding techniques have been used for the

approach road viaducts and strand jacks employed to lift the bridge segments into place.

The principal elements of the bridge are the three main towers which have now been constructed, the north and south approach viaducts and the cable stayed bridge decks supported by the towers. In the estuary, work has been concentrating on erecting the three main towers each of which is equipped with its own Liebherr 630 EC-H 40 tower crane. Standing 235 metres high, they are now at full height, having climbed the bridge pylons as work progressed. Each crane stands on a steel foundation (caisson) in the water and were installed using a crawler crane on a barge. A particular challenge of the



The Liebherr EC-H 40 tower crane initially erecting the tower before helping with the deck segment cable stays

crossing is the capacity required to handle 30,000 tonnes of steel. The tower cranes can lift up to 180 tonnes and take 40 tonnes out to a radius of 18 metres.

Lifting the deck segments

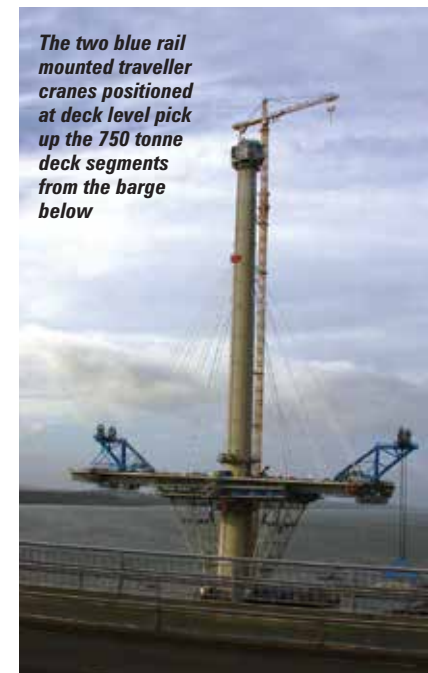
Once the towers were completed the next stage involved the installation of the bridge deck segments and the stay cables - one of the most technically challenging stages. A total of 110 segments

welding around the entire steel box structure and the internal beams within. Finally a reinforced concrete 'stich' is poured on top of the structure along the weld lines, securing the segment to its neighbour.

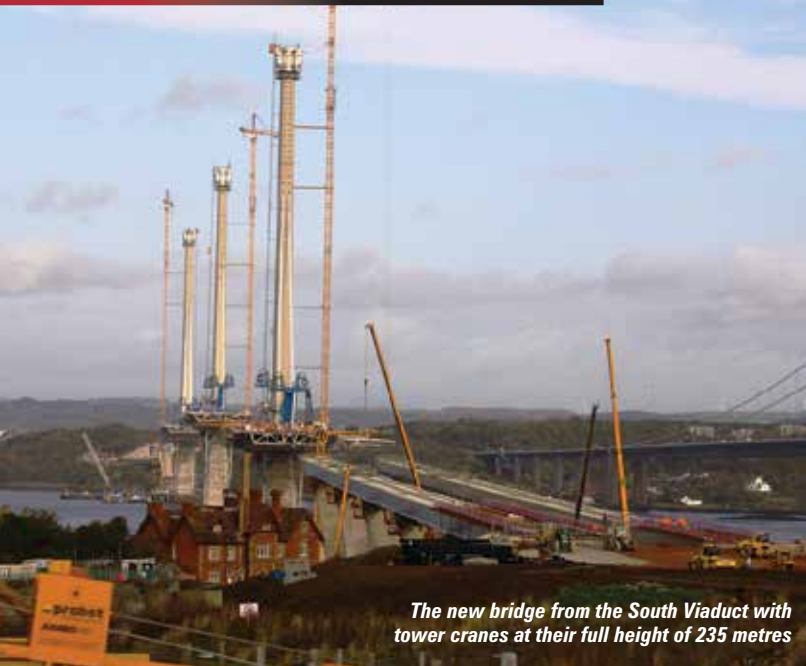
The cantilevered segments are then supported by the stay cables with segments erected one side of the tower and then the other to maintain a balanced weight distribution on the tower. The stay cables which comprise up to 109 strands - each made up of seven high tensile galvanised wires 5.2mm in diameter - are installed using the tower crane. Once the segment is fully secured the hydraulically powered, traveller crane moves forward on its rails to the leading edge of the newly installed segment ready to lift the next segment into place.

have to be lifted into place, filling the gaps and creating the road deck between the towers. Weighing on average of around 750 tonnes, each prefabricated steel segment, topped with reinforced concrete, is transported from the dockside fabrication yard to the tower by a barge, positioned by tugs. The barge is then anchored into position - with a 200mm tolerance - beneath 250 tonne rail mounted traveller cranes positioned at deck level, which complete the 55 metre lifts in around two hours depending on wind, sea and tide conditions. Each segment has to be rotated a few degrees to match the final geometry of the completed bridge deck.

Once in position the new segment is fixed permanently into place by



The two blue rail mounted traveller cranes positioned at deck level pick up the 750 tonne deck segments from the barge below



The new bridge from the South Viaduct with tower cranes at their full height of 235 metres



The 543m, 7,000 tonne South Viaduct was skidded over each support in turn

Skidding the viaducts

The cable stayed bridge is just one element of the new Queensferry Crossing. To gain access to the bridge there has been an enormous amount of work connecting the crossing to the existing road network. Both North and South Approach Viaducts - connecting the land to the bridge - are now well underway, with the south side further advanced. At 543 metres in length and weighing over 7,000 tonnes, installing the Approach Viaduct South was a major civil engineering project in its own right. Consisting of steel sections welded together on land, the structure is launched using hydraulic strand jacks to pull them out over the newly installed concrete piers. Cables attached to the king posts - rising at right angles to the steel sections - lift the front edge of the structure to counteract the effects of gravity and ensure the end is kept at the correct height to meet the lateral guides positioned on top of each pier. This also ensures the steel sections remain in alignment as they head towards the main bridge. This is thought to be a

first time that this method has been used in the UK.

In total 12 such launches are needed to complete the South Viaduct, with one being carried out each month. In June the completion of Pier S3 on the south-side triggered the last launch completing the south viaduct.

On the north side, works are on schedule for a launch of the 5,600 tonne viaduct over two piers in a single operation. The north will employ a very different operation to the south in that it will involve 'pivoting' the structure as it moves along, so that the trailing edge is lowered by about two metres to create the correct profile to allow the structure to pass over the pier N1 and be at the correct angle to meet the main crossing deck segments suspended from the North Tower.

When completed there will be three bridges over the Forth, spanning three centuries - the iconic Forth Bridge, now a World Heritage Site - opened to rail traffic in 1890, the Forth Road Bridge - the UK's first long-span suspension bridge - opened in 1964 and now the Queensferry Crossing, due for completion in 2016.

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40m jack-up and skid for Malikai platform

UK-based international lifting and heavy transport group ALE was challenged with lifting and placing the 13,800 tonne fully assembled topside structure onto the 40 metre high legs which form the upper part of the hull of the Malikai Tension Leg Platform, in Johor Darul Takzim, Malaysia.



The modular Mega Jack system lifted the topside to a height of 40 metres

The new fully-manned platform is operated by Shell which co-owns it along with ConocoPhillips Sabah and Petronas Carigal, and is part of the Malikai Deepwater Oilfield Project, 100km offshore from Sabah. The platform has the facilities to process 60,000 barrels of oil and 1.4 million cubic metres of gas a day.

ALE started to mobilise the equipment required, including its computer controlled skidding system, its mast and Mega Jack systems, weighing cells and strand jacks, around four months prior to starting the move and lift.

It began by skidding the 13,800 tonne topside 85 metres over the top of the base of its Mega Jack system set up alongside the legs. The modular Mega Jack system then lifted the topside to a height of 40 metres. The combined weight at this point was 17,300 tonnes. The topside was then skidded on rails at this height, a distance of 90 metres until it was directly above the four legs of the Hull. The topside was then lowered and the two parts connected. ALE also removed all equipment using its

900 tonne strand jacks which were pre-installed onto the main deck of the topside.

Edwin Blösser, ALE project manager from the Netherlands branch said: "We are always willing to push the boundaries in order to offer a bespoke solution for the client. This lift would not have been possible without a great crew and the Mega Jack system. With its capacity to easily lift the topside to the desired height, the Mega Jack enabled the client to work on both the topside and the hull at ground level therefore optimising the logistics needed for such a build. As both the Mega Jack and skidding systems are operated remotely via fail-safe computerised controls in a control room it provides a very safe way of working."



The Malikai TLP site in Malaysia

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Skidding an aircraft carrier

ALE has also skidded its heaviest item ever, the forward section of the aircraft carrier HMS Prince of Wales weighing 26,500 tonnes in Rosyth Dockyard, Scotland.

Working for Babcock International on behalf of the Aircraft Carrier Alliance, the operation involved jacking-up and then skidding two sections weighing 13,050 tonnes and 26,500 tonnes respectively, skidding the lighter section about 94 metres and the heavier section 18 metres.

The skid-shoes used a built-in jacking system that could be

easily installed under the specially designed supports, placed on five rows of dock blocks to prevent sagging and provide easy access under the sections. A total of 35 skid-shoes were used for the lighter module and 58 skid-shoes for the heavier, with a minimum capacity of 500 tonnes. 800 metres of skid track was then required to skid the lighter section and 650 metres for



The largest hull section is attached during the skidding to three other sections of HMS Prince of Wales at Rosyth Naval Dockyard

the heavier section. 1,000 tonnes of spreader plates were fabricated to suit the skid shoes, with the ability

of the wings on the bow to be taken off in an earlier stage to speed up the lead time of the project.



Songdo Bridge solution

Enerpac used four HSL8500 strand jacks to simultaneously lift and position the two 2,000 tonne sections of each of the two main pylons on the Songdo Bridge in South Korea.

The 12.3 kilometre long bridge - also known as The Incheon Bridge - is the fifth longest bridge of its kind in the world, and provides a vital link between Incheon International Airport and New Songdo City. Construction was made more difficult because it is located in a seismically-active region and the cable-stayed section runs 74 metres above the main shipping route into Incheon Port,

The cable-stayed section of the bridge was the most challenging, with two main 230.5 metres high pylons/towers, supporting the 800 metre centre span and side spans of 260 metres and 80 metres. The two 2,000 tonne upper parts of the inverted Y pylons were cast on either side of the pylon base, which supports the road deck and then had to be lifted upright to join above the deck.

In order to prevent counter-balance problems while lifting, both pylon sections had to be



raised simultaneously, even the slightest loss of balance would have created intolerable stress levels on the center pillar which is built on flexible expansion joints to cope with earthquakes. The lack of a good footprint and a lifting height of 100 metres made it impossible to use two cranes or other alternative heavy lift solutions.

Enerpac therefore proposed using a four legged temporary steel tower and four HSL8500 strand jacks, driven by high pressure hydraulic power-packs, incorporating its SCC software programme which synchronised the strand jacks, precisely adjusting the load at each of the four lifting points. Each strand jack - lifting 850 tonnes - was installed at the top of the temporary tower while the base of the each pylon section pivoted on the pylon base. The whole process went without a hitch and was completed in just two days.

New SL400 gantry

Enerpac has launched the SL400 hydraulic gantry its highest capacity bare cylinder gantry to date. Equipped with three stage lifting cylinders, the SL400 lifts up to 9.1 metres and can take to 400 tonnes to the top of the second stage.

Featuring an Intellilift wireless control system, the SL400 allows for unobstructed views of the load and allows users to operate the lift locally at each leg or via remote control. The system ensures automatic lift synchronisation to within an accuracy of 25mm and automatic travel synchronisation to within a tolerance of 15mm. The SL400 can also be equipped with a powered side shift for easy operation.

Peter Crisci of Enerpac said: "The SL400 hydraulic gantry offers many new features such as a wireless control system and integrated self-propelled drive system. Allowing our customers to satisfy their complicated lifting applications safely and reliably.



The Enerpac SL400 hydraulic gantry features wireless control and integrated self-propelled drive systems.

New All Terrain Transporters

ALE has introduced an All-Terrain Transporter - a cross between a trailer and SPMT - which allows the fast transportation of large and heavy loads on minimally prepared roads. The company's R&D department has worked with a third party manufacturer to develop the new transporter.

Ronald Hoefmans, ALE's technical director said: "Currently, a lot of road preparation has to be done to bring large loads into newly developed areas on deep inland locations when using conventional trucks and trailers. We looked for a solution that would solve the

problem more effectively and came up with the All-Terrain Transporters which can perform the task at higher levels of safety and save clients a huge amount of money on road preparation."

"These transporters are almost as quick as conventional trucks, but



What the new All Terrain Transporter may look like

have the flexibility of an SPMT. In addition, their large wheels and the number of drive axles enable cross country operations. They will also be able to travel longer distances, climb steep slopes and traverse minimally

prepared roads. We think they will revolutionise the way we transport heavy loads, offering a more time and cost effective solution for clients in many locations."

Fold-away trailer

Sterett Crane & Rigging of Owensboro, Kentucky has successfully transported a 127 tonne vessel from Tennessee to Michigan using a combination of a 6+8 axle Scheuerle Highway Giant with 136 tonne capacity bolsters. A special feature on the Highway Giant is the integrated folding mechanism which allows the modules to be loaded on standard trailers for the unloaded return. The approval-free empty runs will provide substantial cost-savings.



The Highway Giant has an integrated folding mechanism

Tres Sterett, owner of Sterett Crane & Rigging, said: "This concept has put us ahead of the competition. We can react faster to customer requests and pass on our savings to the customer."

The Highway Giant Dual Lane Trailer has been approved for use in most US states and not only

accommodates the variable vehicle widths 16, 18 and 20 feet /4.8, 5.4, and six metres, but it can be safely widened while under load. A PowerBooster also allows the trailer to be used as a self-propelled vehicle, ideal for moving into final positions in confined spaces.



Halfway through folding



Collett delivered two 200 tonne transformers using its girder bridge trailer. Here a 14 axle modular flat top trailer moves one transformer to its holding location

Big transformers

UK specialist haulage company Collett has used its girder bridge trailer to deliver two 200 tonne transformers measuring 11.4 metres long by 4.4 metres wide and 4.75 metres high, from the port to the onshore substation at Burbo Bank. Once constructed, the substation will connect the 32 turbine offshore wind farm to the national grid, generating power for over 180,000 homes.

The transformers were unloaded from the delivery ship at the Port of Mostyn with a 1,200 tonne crane and placed onto a 14 axle modular hydraulic flat top trailer and moved to a holding position at the port until required.

To exit the port the load had to travel over a level crossing. However due to the weight and the size Collett had to obtain official track possession before travelling over the level crossing with a 12 axle modular trailer. They then stopped at a layby about a mile from the Port, before being transferred to the 550 tonne capacity Girder Bridge trailer for onward transportation. This was not a simple task of lifting from one to the other. The transformer had

to be unloaded onto stools and the modular Girder Bridge then built up around the load.

The route planning highlighted a weak bridge, too fragile to accommodate the Girder Bridge and transformer. The team therefore managed to obtain a temporary traffic restriction order to contraflow the A55 dual carriageway thus avoiding the bridge.

Once on site the team unloaded the transformer using its own jacking and hydraulic skidding system and manoeuvred it into position on a plinth and aligned onto anti vibration pads. Five days later the exact same procedure was used for the second transformer.



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Italy alive and kicking at GIS

GIS (Giornate Italiane del Sollevamento) - the Italian Cranes & Access Show - proved that the Italian market is coming to life again as more than 6,000 visitors attended the event in Piacenza over three days last month.

Exhibitor numbers were double that seen at the last event in 2013 with 130 companies participating from the crane, access, industrial port handling and heavy transport industries. Speaking to exhibitors, there was a general feeling that in terms of lifting equipment, the event has now taken over from SAIE in Bologna, rather just alternating with it and the facts would seem to support this with 'interest and bookings for the next event already indicating the need for a second hall' according to Mediapoint's Fabio Potesta, the show owner and organiser.

The mood was relaxed and positive with some new products on display and orders placed for others in development. Talk of Bauma was also prominent, with manufacturers keeping new product details under wraps until next year but already excited about 2016.



The outside area was impressive - the Grove stand featured its GMK2500L



Teupen's Tim Renk with Aiman Ait from Oxley, the manufacturer's new partner for Italy



Simone Scalabrini of Cela and Brennero Gru with the new 30 metre Cela DT30 Spiderlift



A Genie 360 degree telehandler with large integrated work platform.



Diego Peluso of Italian crawler and foundation crane manufacturer MAIT with the new 28 tonne T28 telescopic crawler crane. The company also launched the 90 tonne 90T heavy duty cycle crane



Teupen unveiled details of its new 19 metre Leo19T spider lift that weighs less than three tonnes, offers up to 14.5 metres outreach and up to 250kg platform capacity.



A Liebherr Reachstacker



The first Jekko SPK60 - due to be launched at Bauma - was sold to Germany's NordKran. (L-R) Carsten Bielefeld and Willi Buchtmann of NordKran with Alberto Franceschini and Diego Tomasella of Jekko



Imer did not exhibit any new models, but plans to unveil several at Bauma



The big Astor stand with its ultra-light, low-level platforms



The Palfinger Platforms stand



A scale model of Ground Zero, New York, took Ennio Moretto two years to create



JMG showed this pick & carry crane with fork attachment

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Storm clouds on the horizon

Verticaaldagen - a good move?

This year's Verticaaldagen, the Dutch crane and access show was certainly been the biggest yet, after combining with two existing construction events - Bouw Compleet and Interieurbouw - and relocating to Gorinchem.

Previously held at the Beekse Bergen Safari Park in Hilvarenbeek, the event was held on a 12,000 square metre plot to the rear of the Evenmentenhal exhibition centre. Although visitor numbers seemed to be on the low side, this might have more to do with the show being spread over three days - as opposed to its usual two - and the erratic weather.

That being said, the majority of exhibitors were optimistic, said the mood was very positive and that there was a good number of 'decision makers' serious about purchasing, with plenty of sales completed.

There were plenty of big machines on display, including a 180ft Genie SX-180, a 90 metre Palfinger P900 truck mounted lift, a five tonne/35 metre Magni RTG5.35 telehandler and a 7.5 tonne Jekko SPX1275CDH tracked mini crane. There was also a good proportion of recently launched machines and the first public showing of Omega's tracked boom lift.



The world premier of the 16 metre Omega TB1601 tracked boom lift



Runshare launched its new European subsidiary by showcasing a range of battery scissor lifts



A 25 metre Klaas Theo 25 - the company's first truck mounted lift



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The largest truck mounted lift at the show was Collé's Palfinger P900



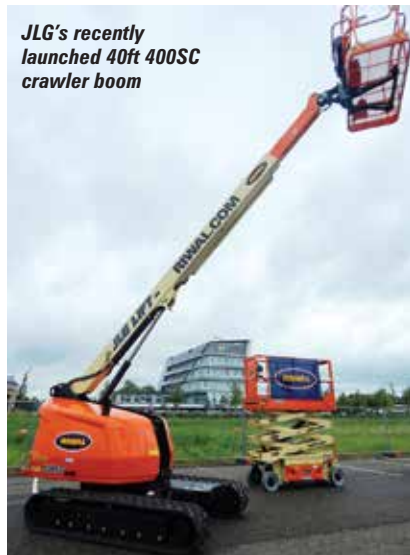
Genie, represented by HWD Nederland with a 180ft SX180 and 150ft SX150 on show



Holland Lift's new 90ft hybrid M-250HYL25 4WD scissor lift



Magni telehandlers



JLG's recently launched 40ft 400SC crawler boom



Bronto attracted visitors with its S56XR truck mount and virtual training simulator



A number of Niftylift booms were displayed on the Eurosupply stand



The Skyjack stand included the compact hybrid SJ6832RTE Rough Terrain scissor lift



A Hinowa 26.14 spider lift and Airo X14 EW scissor lift in front of the IPAF igloo

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Are offenders the solution to the skills shortage?

At the Construction Plant-hire Association's (CPA) annual conference earlier this month, one of the subjects covered was the 'rehabilitation of young offenders through training' and how a new scheme is assisting participants to secure employment within construction thanks to partnerships with business.

Police Constable Sonya Hill of the West Midlands Police is a full-time coordinator for an initiative known as the 'Prince's Trust Team Programme'. As a result of her work on this, together with 30 years police service she was recognised with an MBE in the Queen's Birthday Honours. She spoke to Cranes & Access about the programme.

Hill knew nothing about the construction industry until recent media coverage of the skills shortages within the sector caught her attention. Construction currently employs 2.6 million in the UK and is set to grow by a further 224,000 over the next five years. This prompted her to contact the Construction Industry Training Board to discuss how the young offenders training programme might help address the skills shortages.

Prince's Trust

West Midlands Police has worked with the Prince's Trust since 2006. Its Team Programme is a 12 week youth engagement course aimed at getting 16 to 25 year olds back into employment, or education through personal development and mentoring. It also offers work experience and the opportunity to gain qualifications and practical skills. Participants also get involved with community projects such as fund raising, helping the elderly and assisting the homeless etc. The course also includes a residential week to encourage team work. All of this is supported by help with CV/resumé writing, job applications and mock interviews. More than 70 percent of unemployed participants



PC Sonya Hill MBE of West Midlands Police

obtain jobs, training or education within three months of completing the programme.

"West Midlands Police constables and community support officers are responsible for the day to day running of the programme from police stations across 10 local units, while the Trust also works in partnership with four colleges within the area. We refer to the colleges as Delivery Partners," says Hill. "Although we work in partnership with the Prince's Trust - the work placement relationship is between the police and businesses, because having worked with an individual for eight hours a day over 12 weeks we are in the best position to identify their readiness for work and progression."

Cost saving implications

"We use the Team Programme as an offender management/youth engagement tool, focusing on offenders, ex-offenders and those considered to be on the cusp of offending. We also engage with vulnerable young people including

those in or leaving care, education underachievers and the long term unemployed. We have to be careful of the mix within each team to ensure the greatest chance of success. A team made up entirely of offenders, for example would not be appropriate. Successful outcomes can help reduce demand for services, essential given the budget cuts we are currently experiencing and with a further reduction of £130 million expected over the next four years."

Partnerships with business

"Team members also take part in work placements to help prepare them for work, partnerships with a business have a huge impact on the success of a programme, which then helps increase the number of referrals. This enables us to be more selective and retain more participants for the full 12 week programme. Our aim is for the most disaffected young people to become positive role models for others, while contributing to their local communities. When we have a business engaged with a particular programme we see participant retention rates of between 80 and 90 percent and a re-offending rate of just 31 percent."

Partnerships with Hawk Plant, Amey and BAM Construction are already underway, while the West Midlands Police is also working with organisations such as the CPA to help solve skills shortages while giving disaffected young people a real opportunity.

Hawk Plant general manager Paul Allman said: "The plant hire sector is facing a huge shortage of operators and fulfilling the requirements of planned infrastructure projects will be a challenge. Working with Sonya Hill at the West Midlands Police and the Prince's Trust is a great opportunity to train young people for the plant hire sector and help meet current demand. It also provides a very positive message for the industry and will hopefully give young people from difficult backgrounds a chance to build a career in an expanding marketplace."

Hawk Plant is also participating in a pilot programme with prisoners with the aim of developing their skills and routes to employment as operators. The police hope that this pilot scheme will also be a route

into its Team Programme. It is also looking to expand the programme to offenders and ex-offenders, currently too old to participate in the Team Programme.

Achieving ambitions

Will Tyas of Amey said: "By working together, we are helping some of the most disaffected young people build a career and achieve their ambitions. Those that complete placements under this scheme often become candidates for apprenticeships and other roles within Amey, and the confidence they gain from the experience really stands out."

PC Hill added: "It is not just large companies we want to work with, we are encouraging smaller companies to participate. We have the potential to fill some of the thousands of vacancies with previously undiscovered talent. Everyone deserves a break and a second chance to realise their potential."

Hawk Plant Hire is an active participant in the programme



Haydn Steele, CPA training & safety manager said: "We think this is a great initiative and would encourage our members to speak with Sonya Hill and the Prince's Trust to help fill the skills gap to meet industry demand. We need to give young people from disadvantaged backgrounds a chance to build a career and why not in the plant hire sector where we are facing a huge shortage of operators and mechanics."


PC Sonya Hill can be contacted on 07747 476426.



(Front L-R) Connor Brannan and Stephen Jeffries. (Middle) PCSO's Martin Kennedy and Carly Bladen (Back) Teresa Byrnn of Solihull College, PC Lee Soanes, Dave Nolan a former Prince's Trust graduate and apprentice, and Amey's Will Tyas



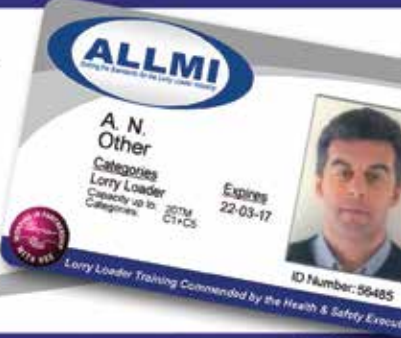
Participants also help out on local community work




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Renovation within reach

The problem of painting the clock tower on Hayes Hall at the State University of New York, Buffalo was solved with a 185ft JLG 1850SJ boom lift. The platform gave contractor Shades of Color the outreach and height needed to get over the lower surrounding buildings and other obstructions that prevented using other types of access equipment.

The white belfry and clock tower atop Hayes Hall has been an area landmark since it was installed in 1928. Sprucing it up and its restoration of the gold finial topper is part of a \$21 million renovation of the building that houses the University's School of Architecture and Planning, and part of a \$50 million refurb of the school's 154 acres South Campus.

The painted spire on the top of the clock tower is around 47 metres high but reaching it is more difficult as it is set back from the face of the building. Access is further compromised by steel girders that brace exterior walls while structural alterations go on inside and out.

Shades of Color lift operator and painter John Stoll said: "Some crew members were initially nervous about the height, but the stability of the 1850SJ was reassuring. It is very smooth and not much different from a 60 footer."

With the 1850SJ positioned safely away from the primary structure and

the foundation supports, Stoll is able to extend the boom and utilise the machine's full working envelope. The company uses the machines with a crew of two, several large buckets of paint, paint rollers, brushes and accessories to minimise the number of times they extend and retract the boom.

The vast working envelope and the jib access of the 1850SJ proved critical for another reason. Because the bell tower has to be coated with primer plus two coats of paint a machine with a smaller working area would require repositioning more frequently. In a congested jobsite, more moving means less working.

The painted spire on the top of the clock tower is around 47 metres high but reaching it is more difficult as it is set back from the face of the building.



The problem of painting the clock tower on Hayes Hall at the State University of New York, Buffalo was solved with a 185ft JLG 1850SJ boom lift



The thrill is back

After 18 months planning and preparation the 'The Oath of Karenan' - one of the three highest roller coasters Europe has ever seen - roared into action at the Hansa Park on Germany's Baltic coast. Erection of the new generation hyper roller coaster was helped by a 180ft Genie SX-180 and 85ft S-85 boom lift.

Designed and built by Gerstlauer Amusement Rides the attraction's main tower is 79 metres high, while its start lift is 73 metre high. Taking about three and a half minutes to complete the 1,235 metre ride - including a passage in the dark - it reaches speeds of up to 79 mph.

To erect and bolt the complex steel framework and intricate tracks in time for the grand opening, Gerstlauer needed access equipment with good reach and height as well as being able to work in confined spaces. "On this type of project, the more progress we make, the more complex the job gets, as we work among a growing forest of pillars and overhead beams," said project manager Franz Maier.

With up to 57 metres of working height and an outreach of 24.4 metres, rental specialists Rieckermann & Sohn recommended the Genie SX-180 provided by Schickling Rental. The on-board generator and power to the platform made the unit particularly suited to the job.

The S-85 worked on the lower framework, where its 28 metre working height and 23.3 metres of outreach proved ideal. The machines worked in conjunction with a number of mobile cranes which lifted the ride's heavy steel components into position. Gerstlauer's operators found the boom's compact dimensions and manoeuvrability a great alternative to truck mounted platforms.

"These machines are self-propelled so there is no need for a driver which, by comparison, makes them an extremely cost-efficient solution," said Maier. The big machines' 340kg platform capacity was also an advantage that provided sufficient space for two men to work comfortably with their heavy 50Nm wrenches, chain hoists and up to 50kg of additional material."

"On this type of project, the more progress we make, the more complex the job gets"



Erection of the new generation hyper roller coaster was helped by a 180ft Genie SX-180 and 85ft S-85 boom lift



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ALLMI will survey members on the details of an online accident reporting system

Accident Reporting System

ALLMI is working on an Accident Reporting System using the association's website, which will facilitate the confidential filing/submission of information. The forthcoming project was announced and warmly welcomed at the association's recent general meetings.

The first stage in the process will involve a survey of members on how the new initiative might work and what it should include etc, in order to ensure maximum uptake from within the loader crane industry.

The survey is due to take place between now and the end of the year, with the website development expected to be well underway by early 2016. The system will generate a broad range of statistics from the information submitted, allowing the association to create targeted safety campaigns and training programmes, therefore improving standards for all.

ALLMI chief executive Tom Wakefield said: "Any details provided will of course be treated in the strictest confidence, or can be submitted on an anonymous basis. The information will lead to the periodic production and publication of statistics that will not only raise awareness and educate industry stakeholders, but will also allow us to focus our resources in the most effective way possible. We are looking forward to gaining members' support for this important initiative and reaping the rewards in terms of helping to reduce accidents and incidents throughout the industry."

ALLMI surveys instructors on future CPD events

Further to the success of its Continuing Professional Development (CPD) events held for instructors during the summer, ALLMI surveyed attendees in August in order to gather feedback and to obtain suggestions for future meetings of this type.

A common thread identified as a result of the survey was the desire from instructors to receive manufacturer specific training, as a result the association has taken the subject up with loader crane producers.

Technical director, Alan Johnson of ALLMI said: "Having received a positive initial response from manufacturers, our next step is to identify and prioritise the main needs and wishes of instructors in this regard. This will then allow us to submit a detailed proposal to the manufacturers in question. With this in mind,

a brief online survey has recently been launched in order to assist in collating the required information, and all instructors have been asked to participate. We are looking forward to receiving some detailed feedback and subsequently building on the content and quality of the 2015 CPD events."



ALLMI Smartphone App

Having undertaken an extensive planning exercise throughout 2015, development work on the ALLMI Smartphone App has now commenced. Initially being designed for iPhone and Android operating systems, the App will contain a suite of features that should appeal to a wide range of loader crane users.

Features will include details of various ALLMI training courses through to guidance documents and safety videos, as well as member and training provider search functions, and the latest industry news. It will also contain an Operator Course Booking Facility, which should prove to be a very handy and practical tool for accredited instructors.

In addition, the App will contain a range of calculator tools, which are intended to assist users in carrying out various roles within the industry. These include tools for calculating the vertical loadings placed on stabiliser legs and the mat sizes required for a particular lifting operation. In addition, there will be a tool for assisting with sling selection when handling cabins or containers, as well as one for determining the sail effect of wind



on any given load. Tools will also be available to help users determine whether a lift falls into the hired and managed, or contract lift category, and whether a site visit is required in advance of the lifting operation.

Look out for further updates as the development of the Smartphone App progresses. Should you wish to contribute ideas or suggestions please contact the association.

Market statistics released

ALLMI has published its loader crane industry sales figures for the first half of 2015. Compiled by an independent third party and with the involvement of the majority of manufacturers, the statistics show that invoiced sales in the first six months of the year increased almost 14 percent compared to the same period in 2014.





Vertikal
Press

Thank you for your support

We would like to thank all of our readers, sponsors and contributors, for the fantastic support that you have given us this year, all of which helps to make this and our other publications and events what they are.

Wishing you all a very happy Holiday season and a happy, healthy and prosperous year in 2016.

From all of us at the Vertikal Press

How you can prevent a third of all incidents

Recent data collected by IPAF from UK rental company members has highlighted the risks to delivery drivers. Since January 2013, all UK rental members are required to report all aerial lift related incidents involving their own staff to the IPAF accident reporting database (www.ipaf.org/accident). Analysis of the 2014 data confirms some trends identified from the previous year and highlights specific situations that involve a significant proportion of drivers.

A total of 428 incidents were reported in 2014. Of these, 35.5 percent (152) involved delivery drivers and 24.5 percent (105) involved service engineers. Operators, including contractors, truck-mount operators and employed operators, were involved in 28.7 percent (123) of the incidents reported. A majority of the incidents - 44.2 percent or 189 - took place on site, with another 25.7 percent (110) occurring in the depot/yard, 13.6 percent (58) occurring in the workshop and 11.2 percent (48) occurred on the public roadway. The most common types of injuries were cuts and bruising of the upper limb, lower limb and head.

Most of the incidents involving delivery drivers occurred during loading and unloading - 48.7 percent or 74 of 152). The main causes of driver-related incidents

were identified as insecure load (18) and the machine falling between ramps (14). Closer analysis of the incidents caused by insecure load revealed that these were mainly due to the canopy becoming detached from the machine during transport (9 of 18 cases). Almost all the machines that fell off between ramps (11 of 14 cases) were small electric machines (mobile verticals, 3a).

IPAF working groups are currently drafting several Good Practice Guides relating to drivers and the management of safe loading and unloading of aerial work platforms:

- Guidance to identify the responsibilities of contractors, rental companies, transporters and drivers when planning and carrying out loading/unloading activities
- Guidance for loading and unloading lifts on the public highway
- Guidance on operating lifts on public highways

These documents will help clarify exactly what is expected of different parties in the delivery/load/unload process.



Strong Europlatform in Copenhagen

The Europlatform access rental conference on 7th October 2015 in Copenhagen, Denmark, was well attended, with a strong line-up of speakers providing valuable advice for access rental companies under the theme "Securing the Future".

Xavier du Boÿs of Kiloutou, set the tone on creating value in the aerial lift rental business. One key strategy he highlighted was to increase the economic life of equipment. "We create more value in renting than in selling equipment," he said, adding that his company kept machines for as long as possible. "You can avoid refurbishment if you do maintenance during the life of the machine."

He also advised rental managers to correctly size their fleets, to find the best compromise between growth and profitability, and sell quality of service. "Propose the usual services such as transportation, cleaning and repairs, but dare to invoice for them."

Karel Huijser of JLG, delivered an interesting and entertaining afternoon talk that looked at competition and collaboration in the access industry and which included

a tongue twister to illustrate the tangled web of access equipment manufacturing, distribution and rental. He encouraged the industry to "become ambidextrous" in the sense of collaborating with diverse suppliers who might at the same time be competitors. He gave an example of how JLG sells platforms manufactured by Hinowa under the JLG brand in North America, but competes directly with the company for market share in Italy.

He also gave insights into JLG's recent purchase of low-level access specialist Power Towers explaining how he manages the "suffocation index" i.e. balancing the operational and entrepreneurial streaks of its highly innovative partner so that it continues to develop within a large group.

More about the conference at www.europlatform.info



IPAF Rental+ update

Steven Gerrard from Lifterz is the new chairman of the IPAF Rental+ committee. His nomination was unopposed and unanimously agreed by the committee:

- Barry Brady, Elavation
- Melanie Emmington, Riwal
- Keith John, 2 Cousins
- Gordon Leicester, Facelift
- Chris Nightingale, Nationwide Platforms
- Brian Parker, AFI
- Andy Pearson, Prolift
- Gary Whittaker, Horizon

consider how it can be of more value to Rental+ members and contractors.

IPAF Rental+ is an independent quality mark, awarded to members that have been audited against defined standards in customer service, safety, staff training, contract terms and machine inspection.

The committee has set up a working group to review the current IPAF Rental+ audit criteria and



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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.



Dropped load costs \$393,500

OSHA has fined Timken Steel \$395,000 following an incident at its Gambrinus plant, in Canton, Ohio in May, in which a 500kg load was dropped onto an employee due to the failure of a hook safety latch. The man was left seriously injured with a fractured left foot and several broken bones. The fine is a result four safety citations, one wilful, one repeated and two serious.

This is the company's second serious OSHA violation this year and as a result it has been placed in the agency's Severe Violator Enforcement Programme. Howard Eberts, OSHA's area director said: "This worker is lucky to be alive. We also observed conditions where workers could have fallen or lost limbs. It is unacceptable that the company has repeatedly been cited for the same hazards. Timken Steel's

safety and health programme has major deficiencies that need to be addressed immediately."

Timken spokesman Joe Milicia said: "We have no higher priority than workplace safety. Our goal is for every employee to return home safely at the end of each day, so we have moved quickly to take corrective actions and will work closely with OSHA to eliminate all issues."

Genie apprentice programme kicks off

The Genie Academy apprentice programme has started in the UK with its first two recruits. Teenagers Bradley Mason and William Marshall were selected from among thirty-six candidates from colleges across the UK.

They are the first apprentice field technicians to benefit from the support of the academy as part of their three-year National Vocational Qualification Level 2 apprenticeship course in Plant Maintenance. The academy plans to recruit two new candidates every two years.



William Marshall with Dave Stretch and Andy Sutton of Genie and fellow apprentice Bradley Mason

Mutual certification recognition

Canada's BC Association for Crane Safety and the Irish further education and training authority An tSeirbhís Oideachais Leanúnaigh agus Scileanna (SOLAS), have signed a Memorandum of Understanding for the mutual recognition of each other's crane operator certifications. The initiative is intended to improve the mobility of crane operators between Ireland and British Columbia and other Canadian provinces that accept the BC certification.



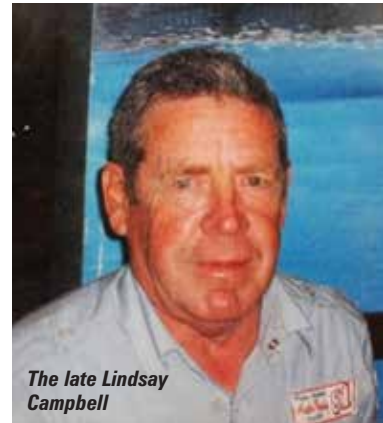
Working from a bucket costs £200,000

Fines and costs approaching £200,000 have been awarded against South Coast Skips Ltd after two of its employees - Lindsay Campbell, 66 and Adam Markowski, 25 - were dumped out of a bucket they were working from in 2012. The company's sole shareholder Kevin Hoare, 65, of Fareham was also given a suspended prison sentence.

Campbell died from his injuries while Markowski broke both legs in the fall. The two were working at the company's premises in Ford, West Sussex, and had been lifted in a loader bucket to around nine metres to carry out electrical work when the bucket tipped forward, dropping them onto the concrete yard.

A boom lift was on site but out of service, while an attempt to use a basket on a forklift truck failed because it couldn't reach. The investigation found that health and safety documents and risk assessments had not been updated since 2006, while employees had not received any form of safety training making the documents that did exist redundant. Employees said commenting on unsafe working practices was likely to lose you your job. On one occasion Hoare had been driving a forklift truck with employees in a basket six metres up when it slipped, but no one fell out that time. One witness claimed that Hoare's attitude was "just get on with it, if you don't like it then get out."

In his defence Hoare said that Campbell was in charge at the time of his death and that he had not been on the site. He added that £100,000 has since been spent on improving health and safety. The judge handed down a £65,000 fine plus £25,000 costs along with a £106,000 towards the prosecution's costs. He also gave Hoare a 12 month prison sentence, suspended for 18 months. He added: "While Campbell had taken the unsafe decision to use the digger, his death would not have happened without a culture of unsafety running through this business".



The late Lindsay Campbell



Who trained them then?

Spotted in San Jose, California, a man using the old fork lift and a stack of eight pallets to carry out work on a sign. They have a further seven pallets ready to add extra height if and when needed.

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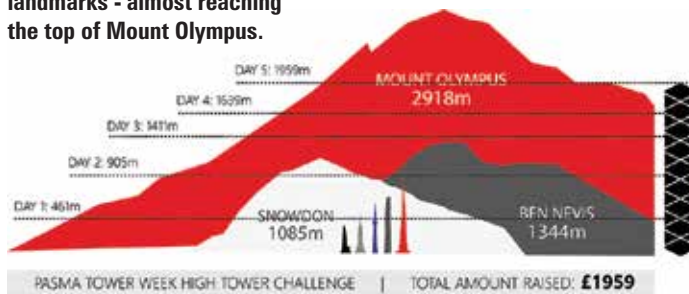
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High Tower Challenge

A group of high-flying PASMA members signed up to the latest addition to the campaign, the High Tower Challenge. Using the figures they supplied, the association added up the total height of all the towers assembled over the course of the week and compared it with famous landmarks - almost reaching the top of Mount Olympus.



The total height of the towers assembled during Tower Week was 1,959 metres

The sponsored initiative raised £1,959, and at the request of Hi-Point Access - who won the draw to decide the chosen charity - the money was donated to Cancer Research.

PASMA marketing and communication's officer, Gary Chudleigh said: "This aspect of the campaign attracted a lot of attention and, in particular, it was great to see the interest it generated on social media. We plan to blow this year's total sky high in 2016!"

Tower Week success

This year's PASMA Tower Safety Week was the best campaign so far, according to the association. The week ran from November 2nd to 6th and enjoyed the support of members throughout the UK and Ireland, together with the backing of the British Safety Industry Federation (BSIF), the Hire Association Europe (HAE), the International Institute of Risk and Safety Management (IIRSM) and Working Well Together (WWT). It also raised £1,959 for Cancer Research.

Tower Week - Online Seminar

The flexibility of towers was one of the principal themes of PASMA's first ever online seminar, which kicked off this year's event, making an impressive start to the week. The seminar featured PASMA's technical director, Don Aers, together with council vice chairman, John Bungay, sharing their tower knowledge and expertise with all those who checked in.



In addition to exploring the flexibility and versatility of towers and the way in which they are being used in an increasingly diverse range of industry sectors, the event also focused on the risks and dangers of using mobile access towers and low level access equipment - such as pulpits and podiums - that do not comply with EN 1004 and PAS 250 respectively. The seminar concluded with a lively question and answer session.

A Tower a Day!

Each day of the campaign showcased the features and benefits of different types of mobile access tower. Starting with low level access using pulpits and podiums, Tower Week then turned the spotlight on one-man towers, followed by narrow towers, standard towers and finally, towers on stairs and bridging units.

At events across the country, manufacturing members, hire/assembly and training members delivered a series of events showcasing these different types of towers, highlighting their safe and practical use, not just in construction, but in other industry sectors such as facilities management, retailing and filling station forecourt maintenance.

BuzzFeed articles

Each day during Tower Week, PASMA published a BuzzFeed-style article to coincide with a featured tower. One of the most popular was eight things we think you should know about one-man towers which covered everything from their design, advantages and benefits, to who uses them, and for what applications. In every case the articles focused on safety and best practice and signposted the reader to the relevant product standards - EN 1004 in the case of one-man towers.

PASMA chairman, Carl Evans said: "Mobile access towers are a safe, versatile and flexible way to work at height in many different sectors.

The campaign has shown what can be achieved using towers and provided a broader understanding of their application."

Tower Week test

As in previous years, the online Tower Week test proved to be extremely popular and was attempted by hundreds of users keen to check out their basic knowledge and understanding of mobile access towers. With the emphasis very much on safety and best practice, just 22 people succeeded in getting every question correct and were rewarded with a Tower Week pack containing pocket cards, posters and information leaflets.

See a tower: take a selfie!

With thousands of towers in daily use up and down the country, lots of people took the opportunity to put themselves in the picture and send in a tower selfie.

PASMA commended Tees Valley Wildlife Trust for the originality of their selfie.

The winner was Bekka Batchelor from Southend and Chelmsford-based Mark One Training, an approved PASMA training centre. A special commendation also went to Tees Valley Wildlife Trust for the inventiveness of their enthusiastic selfie.



For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: www.pasma.co.uk

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New paddle joystick

Curtiss Wright has launched the Penny & Giles JC1200, a next-generation, paddle type joystick controller for use in control panels and armrests where heavy use over a long period is required.

The new controller uses a long-life bearing system and non-contact Hall-effect sensing technology, as a result the JC1200 has passed a 25 million cycle test, during which it has remained functional, smooth and easy to use.

Other features include an under-panel depth of just 9mm, a spring-loaded return-to-centre or return-to-end paddle movement, an integrated panel seal and IP67 protection for outside use. The company also offers a choice of nine colour for the paddle 'Tabs', which can be factory fitted or supplied separately and added as part of the final customer installation process.

The JC1200 has a 5Vdc supply voltage and the option for factory-programmable electronics, configured to one of two analogue voltage output ranges (0.5-4.5V or 1.0-4.0V).

The joystick also provides safety functionality via dual outputs, which can be set to positive or negative ramps, or a combination of both. This offers system designers the option to compare the output signals for error checking.



The new Penny & Giles heavy use paddle type joysticks can be colour coded



The new joysticks have an in panel depth of just 9mm

People and machine detection

French safety solutions provider Arcure has launched the Blaxtair VCAS anti-collision system which uses electromagnetic technology to detect pedestrians and surrounding vehicles. The system detects and locates electronic badges or fobs, worn by people or similar devices fitted to other equipment on site.



Pedestrians on site carry or wear a fob

Sensors mounted on the vehicle are able to detect the badge's electromagnetic wave within a range of 300mm to 200 metres, and provide the driver with an audible and visible alarm. The system is easy to install onto mobile machinery, and accurately locates pedestrians or other vehicles as soon as they



The in cab screen shows pedestrians and other vehicles in addition to emitting an audio alarm

enter a precisely defined area around the machine. In the event of a person or another vehicle entering the danger zone, a visual and sound signal will alert the driver and the pedestrian. A screen in the cab provides a clear view of the position of other vehicles or pedestrians allowing the driver to react.

The system comprises, antenna, a main box and in cab screen

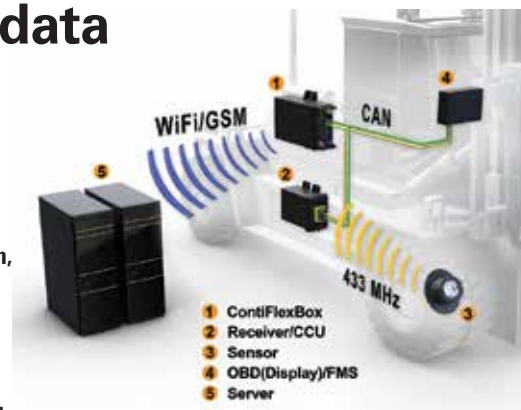


Tyre pressure data transmission

Tyre manufacturer Continental CST has launched the ContiFlexBox to work in conjunction with its tyre pressure monitoring system ContiPressureCheck. The new system, which will be available from 2016, collects the tyre pressure and temperature etc...and transmits it along with other vehicle data via a telematics system to a central server.

All parts of the tyre pressure monitoring system can be retro-fitted to almost any industrial vehicle and is suitable for all types and makes of pneumatic tyres. Sensors mounted to the inside of the tyre continuously and automatically monitor the inflation pressure and temperature and transmits it to a communication/processing receiver which is wired to an in-cab screen for the operator to monitor and to the ContiFlexBox which transmits it to a central server.

By fitting the sensors to the inside of the tyre it not only protects them, but also eliminates inaccurate readings which can occur with externally mounted devices, through heat from the brakes. The difference between the stipulated and actual tyre pressures can be seen by the operator as well, while the new ContiFlexBox allows office or maintenance staff to keep an eye on the situation, as well as recording it for future reference.



1 ContiFlexBox
2 Receiver/CCU
3 Sensor
4 OBD(Display)/FMS
5 Server

The ContiFlexBox collects the data for onward transmission



The ContiPressureCheck sensors are mounted inside the tyre and transmit information wirelessly to a receiver/processor that is wired into an in-cab display



The full system

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.

GOING UP IN THE WORLD

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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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Genie SX-180

When introduced at bauma 2013, the Genie SX-180 was the world's largest self-propelled boom lift ever built, with a platform height of 180ft/54.9 metres. This scale model by NZG is 1:32 scale, which is a scale often chosen for powered access models. It comes in a large box, although there is no information about the model or real machine.

The level of detail is not high. Underneath it is purely functional, although the rubber tyres have a realistic tread pattern and they are mounted on plastic wheels which are detailed on the outer faces. There are no hydraulic hoses running to the wheel motors.

The chassis can be posed in transport or operating mode. The beams at each end of the carrier are interlocked so they open and close together. Each wheel has independent steering so all modes of the real machine can be replicated, and the wheels roll well.

The superstructure captures the general shape of the real machine and the indented Genie logo looks good, although there are few other details.

The lower boom section is metal with very sharp graphics and the boom lift cylinder has a plastic jacket. The inner three sections are plastic with a very good colour match. However the cable power track on the side of the boom is not modelled at all.

The boom cylinder is reasonably stiff and holds most poses. There is a major compromise in that the inner

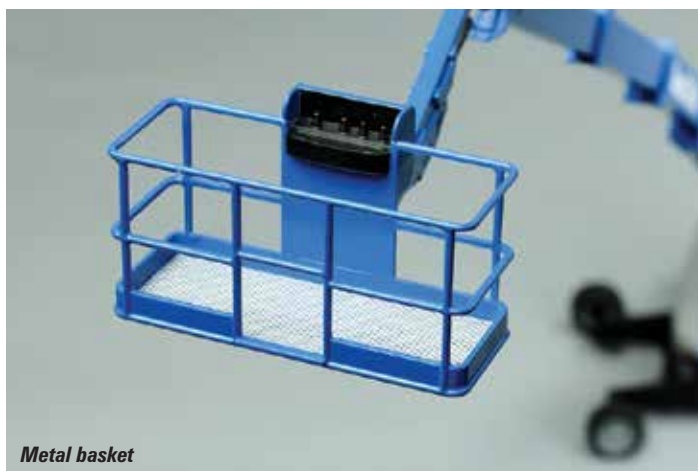
sections have limited extension so the model can only represent around 60 percent of the full height of the real machine.

The rotating jib is metal with detail in the casting. At the end the basket is metal with metal guardrails and a nice mesh floor. A simple control console is modelled in plastic. The rotating jib has a full range of movement, and the basket rotation works fully.

This is a heavy and robust model. However the major modelling compromise is disappointing and it seems odd that the model was not made to represent the full height of the SX-180 realistically. However it costs £55 from the Genie webshop which is good value for a large model.

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

Cranes Ect Model Rating	
Packaging (max 10)	7
Detail (max 30)	15
Features (max 20)	13
Quality (max 25)	19
Price (max 15)	12
Overall (max 100)	66%



Metal basket



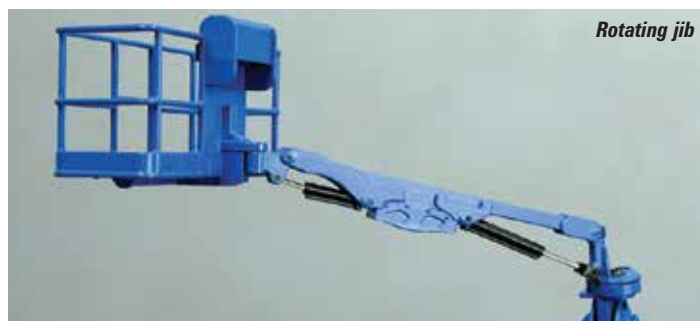
The Genie SX180 retracted for transport



Chassis spread to operating position for stability



Boom fully extended



Rotating jib

Readers Letters



New standards in New Zealand

November 18th 2015

Dear Members

The EWPA are pleased to advise industry that the REVOCATION of the Approved Code of Practice for Power-Operated Elevating Work Platforms is now complete. The ACOP was superseded by the Best Practice Guidelines for Mobile Elevating Work Platforms in August 2014. It is important all of industry recognise this important change and the existence of the Industry Best Practice Guidelines. Please share this announcement when and where appropriate.

A copy of the official notice of revocation can be viewed here - <https://gazette.govt.nz/notice/id/2015-au6655>

Best Regards,

Phil

P D Tindle | CEO

Elevating Work Platform Association of New Zealand (Inc.)

Web: www.ewpa.org.nz

Nice finance

Liked the finance article in the latest mag - Mr Eisenberg is infamous and has been around the block a few times - but the fact that he has had as many failures should not be held against him as this is when you learn the most. Those that have never failed or faced the depressing choices that business failure usually offers are short on experience and not fully rounded. One thing I do know is that he has managed to get finance many times that others could not and sadly to say in the past for some who should not have had it at all. But on the one side that shows skill, maybe misdirected but skill all the same. I think he has benefited from all that and is the better for it. But most of all I thought that this was a good article - simple to read, thought provoking and useful. I would like to see more simple guides to subjects like this.

We responded to this asking if we might use the email in our letters section and was told that we could but that he would rather that we not disclose his identity as he did not want to "get those people who hold a different view on Mr Eisenberg on his back". While we did not have his full details anyway we did ascertain that it was not from the articles author.

Oh and we do plan to run more articles like this so if you have any ideas on content please do let us know. Ed

Cranes recovered?

Dear Sir,

I was wondering if the two cranes that collapsed in Holland last month have been recovered yet? Would you happen to know how the recovery was undertaken? It would make a very interesting story for your website.

The two All Terrain cranes that went over in Alphen aan den Rijn in August, were finally recovered in October. A large floating crane was brought in, along with three large telescopic All Terrains from Mammoet. The two stricken cranes were then cut into sections and lifted on to barges by the floating crane. We are still hoping to receive more details on this recovery and will publish it in the magazine when we do. Ed

Better training for instructors

Dear Sir,

I have only just found time to catch up with my reading and my eye was caught by a letter in the September magazine from Craig A Ihde on the training of operators and his words struck a chord. I think he is right in much of what he says and I wonder how many of those who could change the system took notice? I would just like to add my voice to his call. Manufacturer's need to have training courses for instructors with tough practical and written tests at the end for instructors on a train the trainer basis but a test with real teeth. Those 'passing out' from the course would have a certification that really meant something. This would raise the standards throughout the industry. They also ought to be looking at tough courses for delivery drivers on safe loading and unloading and on conducting a proper handover.

If manufacturers provided these types of courses rather than duplicating the sort of training that rental companies already do, they would not only provide a very valuable service, but also learn a great deal about their machines in the process. Imagine if they had to put their reputations on the line to instruct drivers on safe unloading, tie-downs and other such things - they might also learn a little more about their own equipment and discover some points on their machines?

It strikes me that it has been a long time since we have seen any real progress in this area just more of the same thing. Anyway I just wanted to say I agree with Craig. Both about the above and also what he said about the magazine - nice work, always a good read.

Winston Henry

Charlotte, NC

Mr Henry makes a good point it. It would help though if manufacturers pooled their knowledge on this and ensured that their training and testing was as rigorous as each other, or rather it met a minimum standard. This is where one of the associations such as IPAF, ESTA and EWPA can make a very valid contribution.

Ed

Dear Ed,

Great cover picture on the latest Cranes & Access, shame the ones inside are so small, but good issue, keep up the good work.

Finn K



Patrick Van Seumeren

Patrick Van Seumeren R.I.P

The former chief operating officer of Mammoet, Patrick Van Seumeren, passed away on November 4th after a fight with cancer.

His mother, Henneke van Seumeren, was one of Jan van Seumeren's four children, which also included the boys Frans, Jan Jr and Roderik. Jan van Seumeren founded Van Seumeren Kraanbedrijf in 1966, which took over Mammoet in 2000 and eventually adopted the Mammoet name for the whole group. Frans Van Seumeren took over as chief executive from his father and when he was preparing to retire he appointed Patrick as chief executive describing him as "a commercial wizard, able to combine the technical with sales, making him a cornerstone of the business".

Patrick quit Mammoet along with his uncle and cousins in 2011. More recently he founded a charity for cancer sufferers - 'Stichting Weg Met Kanker' - or 'Out with Cancer'/'Away With Cancer' - a play on words, which among other things supported those suffering from the disease by treating them to weekend breaks away in order to help them try and forget their illness for a few days.

In an interview he said: "Last year I was diagnosed with

cancer and I soon had the idea to do something positive with this bad situation, as the physical and mental pressure from the disease is very big. Suddenly everything seemed to be about treatments and results, while daily life continues uninterrupted around you."

"I found that taking a break away from it all was the best remedy for me, it was as though I was leaving the sickness behind me and found new energy for the next round of chemo. Not everyone is in a position to be able to afford what I did, so for those young and old, I started my foundation 'Stichting Weg Met Kanker'. The name says it all. Beyond the fact that we are working to fight to banish the cancer from our body, I would like others who otherwise would not have the means to get away from it for a few days to take a holiday trip. To get away from the environment of the hospital, away from the daily grind, together with loved ones to enjoy a fully catered weekend in one of the participating hotels. To recharge and gain the much-needed positive energy and strength."

We believe he was still in his 40s. His passing was certainly premature.

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50 t. Terex Demag AC 50-1	2004	6x6x6	40,00m + 17,60m + runner
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60 t. Faun ATF 60-3	2003	6x6x6	40,00m
80 t. Faun ATF 80-4	2003	8x8x8	48,50m + 2,00m + runner
60 t. Liebherr LTM 1060/2	2000	8x8x8	42,00m + 17,00m
70 t. Liebherr LTM 1070/1	1997	8x8x8	40,00m + 16,00m
90 t. Liebherr LTM 1090/2	2002	8x8x8	52,00m + 19,00m
100 t. Grove GMK 5100	2005	10x6x10	51,00m + 18,00m + 2,50m-runner
130 t. Grove GMK 5130-1	2005	10x8x10	60,00m + 18,00m
160 t. Tadano Faun ATF 160G-5	2009	10x8x8	60,00m + 37,00m
200 t. Terex-Demag AC 200-1	2005	10x8x8	68,00m + 33,00m + 1,50m
220 t. Liebherr LTM 1220-5.1	2005	10x8x8	60,00m + 22,00m
300 t. Liebherr LTM 1300	1999	14x8x10	60,00m + 42,00m + 70,00m

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115 t. Link-Belt HC 238	1982	10x6x6	48,00m + 18,00m

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Make / Type	y. o. m.	Drive	Boom / Fly Jib
40 t. Sennebogen 640 M	2000	4x2x2	22,00m

YARD-CRANES

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12 t. Liebherr LJ 1012	1990	4x2x2	12,00

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180 t. Link Belt LS 248 H	1997		57,90m / 48,70m

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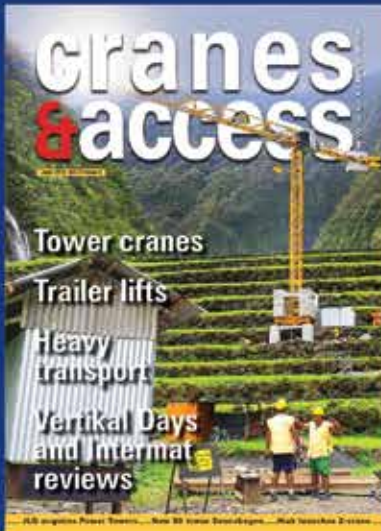


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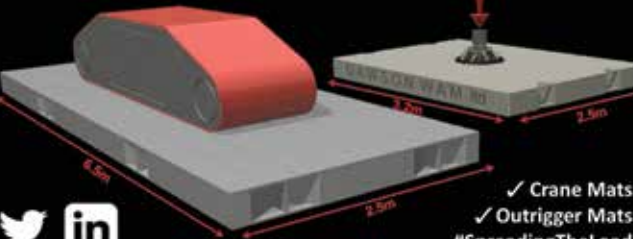
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J&M Crane Hire	www.jandmcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk

Tower Cranes

Electrogen Int	www.electrogen.ie
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Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

DWLS	www.dwls.com
HCI Consulting	www.hiconsulting.com

Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Ritchie Brothers	www.rbaction.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
Trojan Battery	www.trojanbattery.com
Platinum Batteries (Europe) Ltd	www.platinumbatteries.co.uk

Load Cells & Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
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Control Systems

MOBA Automation	www.moba.de
Intercontrol	www.intercontrol.de

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
JMS Plant Hire	www.jms-planthire.co.uk

Insurance

Specialist Insurance	www.cover1.com
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
Eco power pads	www.outriggerpads.co.uk
GreenTek	www.greensward.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nylacast	www.nylacast.com
Solum	www.thesolum.com
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Rental	www.welexrental.co.uk

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Caunton - Access	www.caunton-access.com
Chaintech (UK)	www.chaintec.co.uk
Crowland Cranes	www.crowlandcranes.co.uk
C-Tech Industries	www.ctech-ind.com
Davis Access Platforms	www.davisaccess.co.uk
Electrogen Int	www.electrogen.ie
IAPS	www.iapsgroup.com
JLG	www.jlgeurope.com
Lift-Manager	www.lift-manager.com
TVH - Group Thermote & Vanhalst	www.tvh.be
Unified Parts	www.unifiedparts.com
Vertimac	www.vertimac.com

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Inspire	www.inspire.com
MCS Rental Software	www.mcs.co.uk
Replacement Filters	
Plant Filters	www.plantfilters.co.uk

Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Heaton Irestle	www.heatonproducts.co.uk
Handrail System	
Heaton	www.heatonproducts.co.uk
Scaffold Towers	

Load Systems UK Ltd	www.loadsystems.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
inspire	www.inspire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk

Training Associations & Networks

ALLMI	www.allmi.com
AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk

Training Centres & Trainers

Access	www.accessplatformsdirect.co.uk
Platforms Direct	
Astra Access	www.astratraining.co.uk
IAPS	www.iapsgroup.co.uk
Active Safety	www.active rentals.co.uk
Advanced	www.accessplatformsuk.com
Access Platforms	
UTN	www.utntraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
APL	www.apl-aerialplatforms.co.uk
Approved Safety Training - Ca	www.approvedsafetytraining.com
GT Access	www.gtaccess.co.uk
Lift-Manager	www.lift-manager.com
LTC Training Services	www.ltc trainingservices.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
Transloader Services	www.transloaderservices.co.uk

Safety Training

Atlas Cranes UK	www.atlasgmbh.com
Avon Crane	www.avoncrane.co.uk
Brogan Group	www.brogangroup.com
Davis Access	www.davisaccess.co.uk
Easi-UpLifts	www.easiuplifts.com
Emerson	www.emersontrainingservices.co.uk

Training Services

Facelift	www.facelift.co.uk
HCS	www.hydrauliccraneservices.co.uk
Hewden Training	www.hewden.co.uk/training
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Horizon Platforms	www.ipaftrainingcourses.co.uk
JLG Training	www.jlgeurope.com
L&B Transport	www.lbtransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Loxam	www.loxam-access.co.uk
Lyte	www.lyteladders.co.uk
Mainline Access	www.mainline-access.co.uk
Mentor Training	www.mentortraining.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk

Traffic Management Services

Sun Traffic Ltd	www.suntraffic.com
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Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre suppliers

Mitas Tyres	www.mitas-tyres.com
OTR Wheel Engineering - OTR Europe	www.otrwheel.com

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November 2015



V18805 - Genie GS2032 - 2003
Electric - 8,1 Mtr. - 708 Hrs.
€ 3.500



V17197 - JLG 2030ES - 2006
Electric - 8,1 Mtr. - 321 Hrs.
€ 4.950



V18059 - Genie GS2646 - 2007
Electric - 9,92 Mtr. - 270 Hrs.
€ 5.750



V17595 - Mec 3247ES - 2008
Electric - 11,75 Mtr. - 136 Hrs.
€ 6.500



V18025 - JLG 3369LE - 2001
Electric - 12,06 Mtr. - 716 Hrs.
€ 6.950



V17704 - JLG 3394RT - 2005
Diesel 4x4 - 12,06 Mtr. - 2658 Hrs.
€ 12.950



V17355 - Mec 3772RT - 2006
Diesel 4x4 - 13,28 Mtr. - 1237 Hrs.
€ 10.500



J18373 - Airo SF1200 - 2004
Diesel 4x4 - 14 Mtr. - 2932 Hrs.
€ 11.500



V18365 - JLG 4394RT - 2003
Diesel 4x4 - 15,11 Mtr. - 2857 Hrs.
€ 12.500



V17037 - Haulotte H18 5XL - 2006
Diesel 4x4 - 18 Mtr. - 1871 Hrs.
€ 16.500



V17519 - Manitou 100VJR - 2011
Electric - 9,9 Mtr. - 148 Hrs.
€ 13.500



V16746 - Genie Z30-20N - 2000
Electric - 11,14 Mtr. - 1021 Hrs.
€ 9.500 - New wheels



V18275 - Genie Z40-23NRJ - 2011
Electric - 14,32 Mtr. - 137 Hrs.
€ 27.950 - Demo



V18069 - JLG E450AJ - 2008
Electric - 15,72 Mtr. - 523 Hrs.
€ 21.000



V17674 - Genie Z45-25JDC - 1999
Electric - 15,8 Mtr. - / Hrs.
€ 9.950



V18103 - Genie Z45-25JRT - 2007
Diesel 4x4 - 16 Mtr. - 2395 Hrs.
€ 20.750



V17790 - Haulotte HA16SPX - 2006
Diesel 4x4 - 16 Mtr. - 1745 Hrs.
€ 16.500



J18815 - JLG 510AJ - 2007
Diesel 4x4 - 17,81 Mtr. - 1917 Hrs.
€ 24.500



J17903 - Airo SG1850 - 2007
Diesel 4x4 - 20,55 Mtr. - 914 Hrs.
€ 29.500



V17237 - Haulotte HA41PX - 2006
Diesel 4x4 - 41 Mtr. - 2658 Hrs.
€ 55.000



V17854 - Genie S45 - 2001
Diesel 4x4 - 15,7 Mtr. - 5748 Hrs.
€ 8.950



J18371 - JLG 660SJ - 2005
Diesel 4x4 - 22,32 Mtr. - 3391 Hrs.
€ 25.500



V18211 - Genie S85 - 2000
Diesel 4x2 - 27,9 Mtr. - 5214 Hrs.
€ 15.500



V18819 - JLG 860SJ - 2007
Diesel 4x4 - 28,21 Mtr. - 3234 Hrs.
€ 47.500



V18081 - JLG 12005JP - 2008
Diesel 4x4 - 38,58 Mtr. - 3217 Hrs.
€ 85.000

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2005 €16500

12.52 metre
650 hours
6 units available
4WD

 battery



Genie Z-80/60
2005 €49000

25.60 metre
3000 hours
1 unit available
4WD

 diesel



Skyjack SJ-7135 RT
2007 €13500

12.50 metre
2000 hours
12 units available
4WD

 diesel



Genie GS-2646
2004 €6900

9.75 metre
400 hours
11 units available
2WD

 battery



Genie S-45
2006 €25000

15.54 metre
3000 hours
8 units available
4WD

 diesel



Omme 3000 RBD
2007 €49000

29.70 metre
5000 hours
2 units available
Tracked

 diesel



JLG 860 SJ
2008 €64000

28.04 metre
2500 hours
6 units available
4WD

 diesel



Maeda MC 405 CRM - E
2009 €89000

16.80 metre
1200 hours
3 units available
Tracked

 diesel



CTE Traccess 135
2010 €25000

13.00 metre
2000 hours
2 units available
Tracked

 bi-energy



Manitou MT 1030
2008 €29000

9.98 metre
2500 hours
2 units available
4WD

 diesel



Manitou MRT 3050
2008 €149000

29.70 metre
3800 hours
1 unit available
4WD

 diesel



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SJ45 T



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SJ63 AJ



SJ61/66 T



SJ86 T

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