

cranes & access

cranes & access

cranes & access

cranes & access

Vertikal.net
Subscribe online at www.vertikal.net

Subscribe to **cranes & access**

The only way to guarantee that you receive every issue

Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertikal Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8448 155900

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Zip/Postcode _____

Country _____

Telefax _____

Email _____

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertikal Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name _____

Card number _____

Expiry date _____

Security code _____

GOING UP IN THE WORLD

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

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

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

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

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

- Continental Europe €23 plus €6.50 postage & packing
- Rest of world \$31 plus \$10 shipping



Ordering Information

Forename: _____ Surname: _____

Address: _____

Post Code: _____

Email: _____ Telephone: _____

Please make all cheques payable to 'The Vertikal Press Ltd'

I enclose a cheque for £24 (£19.50 + £4.50 p&p)

I enclose a cheque for €29.50 (€23 + €6.50 p&p)

I enclose a cheque for \$41 (\$31 + \$10 p&p)

Please invoice me: _____

Please debit my card: _____

Card No: _____ Issue No: _____

Issue Date: _____ Expiry Date: _____ 3 Digit Security Code: _____

Signature: _____ Date: _____

Please send completed order form to: The Vertikal Press, Box 6998 Brackley, NN13 5WY, UK. Alternatively, fax it through on +44(0)1295 768223 or scan & email info@vertikal.net

Letters



A view on the activist investor

The following highly emotive and moving letter from industry veteran David Single was spurred by a comment/editorial we published on activist investors (Disruptive Investors as he refers to them) essentially asking if they were a force for good or evil. The editorial can be seen online and we are also running a poll on our Home page allowing readers to input their views. We did double check he really wanted to publish this letter, which also reminds us of part of the industry's history, and as he is brave enough to be so frank and open then the very least we can do is respect his wishes. In the meantime, we sincerely hope - more than anything - that he has more than a year or so to go, and that it will be as pain free as possible.

I have been in the work platform business continuously since 1979 and started with Crown Equipment in their access division. A great company and great Australian management, privately owned by the Dickie family in the USA I am proud to have been part of the organisation. Crown in fact helped save my life when I became ill with Aplastic anaemia in 1989. Ross Hogan was my direct boss from 1978 to 2004. He also wrote the cheque out to get the first EWPA association started in Australia. Great individuals had the foresight to get involved and start training and industry advocacy, standards development and product design testing with the regulators.

There are very few of these type individuals around, and the ones that are still in the business have retired and handed down their great companies to family, or sold to larger corporations.

In my time I saw Crown sell the Talon division to Snorkel, (Talon Snorkel under Art Moore and Figgie) and they had just bought Economy Engineering and moved the production to Elwood Kansas. Then in 1993 a flood damaged Snorkel in USA, but they were still committed owners and innovators. As Art Moore used to say, the financial figures are "big, black and beautiful, let's have lunch".

Then Omniquip under Enoch Stiff purchased Snorkel and they also understood the equipment business. Textron purchased Omniquip and there was a complete corporate change, but they still understood the cyclical nature of the work platform and telehandler business. But they sold off the great Snorkel fire business. They could NOT understand the Snorkel New Zealand manufacturing division and Ross Hogan and Stewart Thompson worked hard to weather that storm. Ross would be in Asia one week selling the product and the following week I would move in to do product, service, operation, familiarisation and sales training on the Snorkel NZ and USA products. My wife tells me that her calendar showed 16 weekends and four months away each year. My kids have never forgiven me for the time I put into work.

The rot started when Textron sold the business, the team that purchased it had NO regard for the business and would complain "why did we buy this business". Yet they sold it for millions, and wanted every pound of flesh from each employee. Disruptive investors?

It is interesting that they had the same regard when Ross 'retired' and I was overseas solving a critical big boom problem. I came home to NO job. Even more interesting

is that the guys that terminated me, also ended up in the same situation within a year or more. They then sold Snorkel to Upright and Darren Kell. A hard time for them and you know that story.

Snorkel transferred to Don Ahern and Xtreme and I am pleased to see my colleagues from Snorkel and some from JLG working for/with Don Ahern, a passionate person that took the investors on and WON!

In May 2004 I phoned JLG for a reference, as I had worked with them on EWPA guidance documents for training, transport, harnesses etc... and Standards development while at Snorkel. It was industry cooperation to make it safer and create self-regulation. They interviewed my and I started with them a couple of weeks later in 2004. A great company and a great management team. They respected my knowledge and market knowledge in Asia and Australia.

When Oshkosh purchased JLG it became even better and the Australian division flourished. Good changes from Andrew Satterly and then seamless continuation from Bob Mules, who is still the general manager.

Oshkosh helped JLG weather the financial crisis in the USA and both learned valuable product and reduction lessons. The USA JLG facilities and then Australian facilities became as slick and as smart as the European facilities. Great management and you were always proud to take customers to the factory. The Oshkosh team weathered the Carl Icahn storm and both JLG and Oshkosh products integrate very well.

So, why am I telling you this? It's just my take on the Disruptive Investor. From first hand, working with them, extreme hours over many years and not giving in, not backing down or being a yes man, I have a legitimate opinion on Disruptive Investors. They are shit. They don't care for the individual or the knowledge.

They can't do anything to harm me now, my body is dying from cancer medication and I have NO money. So 'Mortality salience' has kicked in and I intend to kick some backsides about safety before I kick the bucket by about the end of next year. I still have the passion and I am sitting up in hospital tonight trying to ignore some pain. If you wish to publish this, please feel free. Or you can wait till I'm dead. They can't sue dead people, or can they?

Regards

David Single



LiftEx 2016

EXHIBITION | CONFERENCE | INNOVATION



Have you booked yet!?

Vertikal readers get **15%** off conference entry – quote **VTK15***

23–24 NOVEMBER 2016

ABERDEEN EXHIBITION AND CONFERENCE CENTRE (UK)

visit www.liftex.org/register to book your place !

Speakers include:



Ian Simpson

HM Principal Specialist
Inspector of Health & Safety,
Mechanical Engineering
Health & Safety Executive (HSE)



Doug Stitt

President & CEO
The Caldwell Group, Inc.
and J.C. Rentroe.



Allen Smith

Facilitator and Educator
DROPS Global



Mike Ponsonby

Safety Consultant



Kevan Stokes

Technical Director
Augmentias Maritime & Offshore
Engineering Ltd.



Nadia MacArthur

Communications Specialist
Trekwerk

Conference entry includes networking drinks on 23rd November and 2-day access to LiftEx Exhibition.

*Vertikal readers reduced price is £84.15+vat (LEEA members) and £106.25+vat (non LEEA members)

ONLY A FEW STANDS REMAINING – DON'T MISS OUT!

to secure a stand or one of our few remaining sponsorship opportunities

Contact Leah Phelps on +44 (0)7795 110646 or email leah@liftex.org

+ LiftEx Conference and Networking sponsorship packages now available!

PLATINUM
SPONSOR



VISITOR GUIDE
SPONSOR



BADGE & LANYARD
SPONSOR



BAG
SPONSOR



Using platforms as material handlers

Hi Leigh

I am sending this to you under 'plain cover' as a point for consideration and maybe debate.

It seems that more and more aerial work platforms are being touted for work that is really blurring the lines between platforms, cranes and telehandlers. Self-propelled booms and scissors now routinely have pipe carriers as part of their regular equipment.

However, the distinction is more confused when considering large truck mounted work platforms. There is abundant evidence of the owners of these machines offering and even modifying them for lifting duties. One sees many advertisements offering winches and special cages for carrying loads. One look at social media will show, only too clearly, a plethora of weird and wonderful scaffold frames, lighting rigs, winching applications etc.

The main points that I think need to be raised are:

- Are these additional applications approved by the manufacturers?
- Have calculations been carried out to assess how the additions or modifications impact on routine operating specifications or safety implications? - Think wind effect, load/weight distribution.
- How do/would insurers view these changes to standard operating procedures and policies and are they being told?
- Do the modifications have any impact on the structural integrity of the machine?
- Has anybody involved the HSE to see how they view these changes?

There are very many more questions on this, but it may be a subject that you wish to obtain general feedback on from the Industry to form some conclusions.

Best regards

Gary Brady.

UK

Our correspondent does make some good and valid points, of course many of these winches and attachments are manufacturer options which one assumes are fully approved, tested and certified - however many are not. In addition local rules and regulations may affect how the attachments are used, the training involved for the operator and other considerations. We would welcome more feedback on this issue. On the other side of the equation platforms hanging from crane hooks always elicit strong feelings in the work platform community, and yet many of the same points apply, this also covers telehandlers of course.

Women and Children

I read with interest your editorial in the latest magazine and wanted to add another thought as to why more women are not working in top roles in the crane or access industry. So far it has not been attractive enough for either women or youngsters, and as an industry we've done nothing much to change that. The only information about our industry that non crane people have seen was the 'fly on the wall' program about Ainscough, which really didn't make us look like a female friendly place to work. It made us look like we all work in a bear pit of a place, rather than somewhere a keen young female manager might flourish. And while it pains me to say so we are not the most professional of industries are we? Before you scream and shout there are a lot of good people in the crane and access business, but more often it is 'seat of the pants' stuff, you only have to look at some of court cases and fines that have made the papers in the past few months to see that.

While I know this cannot be changed overnight we must sharpen up and get this industry into a place where youngsters of both sexes really want to work. That needs a lot of publicity and things and here is where the CPA could do things differently, getting a good team together that goes to schools with dramatic videos and interesting materials that inspires people. And you need to get parents to think it's a good job too. I think it is changing but too slowly, we do now have a lady MD (at Ainscough) and there are now some young girl crane drivers, but if this is to gain momentum we must make the industry more professional. So yes I support everything you say. Keep doing what you do you are the only ones who say it like it is.

PS I would prefer you did not use my real name for obvious reasons.

We thought that we might have seen a bit more response from the last editorial than we have. Not sure what that indicates. But at least this man - yes it is a man - has taken the time to put pen to paper and say what many in the industry feel. And he is right, this is a key area where associations can play a more robust role. Quite why he did not wish his name to me revealed is a mystery he did not explain. But we are thankful for the feedback

CPCS frustration

The following is the latest open letter from Mick Norton to Ian Sidney of the CITB, regarding the fact that a Hungarian website is selling the answers for written tests required to obtain the UK-based CPCS equipment operator certification and card.

Dear Ian,

At the time of writing, Mr C Toma's illegal website has continued to breach the CITB's copyright for their CPCS product for 210 days. The questions and model answers are now that widely disseminated across all sectors it has become farcical.

Must the construction sector now assume that despite several attempts to close Mr Toma down with due legal process, the CITB have totally failed?

Is the woefully inadequate timescale by which CITB have achieved no significant restraint on Toma's activities, due to the legal technicalities of closing him down, or have the CITB washed their hands on the matter knowing that the CPCS will be removed from the CITB portfolio by mid-2017 and the incoming consortium can have the problem?

An update would be appreciated.

Regards,

Mick Norton BEM

Who can help with my Compact Crane?

Rather than a letter or email, we had a call in late September from Bruce Harston, the owner of a 70 tonne Compact Truck CT3-70 city type All Terrain crane in the UK, asking for help to solve a technical issue. He had been unable to find anyone to work on it. The crane is used at boat yard/wharf in Wakefield, Yorkshire. Harston purchased the crane second hand several years ago and loves it, saying that it is perfect for the work that he does and has been exceptionally reliable. But it could use a good update of the electrics along with some repairs etc. We published his details on the Vertikal.net website as follows:

'We have had a call this morning from a reader who owns a three axle CTT city type All Terrain crane and is struggling to find anyone who can work on it. CTT - Compact Truck AG was a Swiss-based company that manufactured the first City type cranes in Europe at a plant in Ulm, Germany. The company was established by crane manufacturing veteran Franz Lutz in 1992, with Alexander Lutz becoming the managing director. The

company licensed its designs to Terex in 2000, but it failed to commercialise the product and abandoned the project after it acquired Demag in 2002. The company was eventually liquidated in 2004.'

'The particular machine in question is a 70 tonne CT3-70 which is used in a boat yard in Wakefield, Yorkshire. The owner is willing to fly an expert in from Germany or elsewhere if necessary. If anyone has any thoughts or knows who can work on

Bruce Harston's CTT3-70 when he purchased it



it, we would be delighted to put you in contact. Please email editor@vertikal.net. Harston says it is in excellent condition and perfect for the application - lifting boats, but needs some work done on the electrical system.'

The story resulted in several readers coming forward from Sweden, Italy, Germany and the UK offer help, support, information and even an offer to buy it. Mr Harston is very happy and now an avid reader.

LUXcranes

MTL 220-10
...the new luffer

- state of the art technology & design
- small out of service radius
- side wind resistant

MTI-LUX S.A.
mti-lux.com
info@mti-lux.com

Tel. 00352 26 72 94 46
Fax 00352 26 74 54 83

lift your image

Did you know ?

Cranes & Access is read in the following countries:

UK, Germany, United States, Netherlands, France, Italy, Australia, Canada, Belgium, Austria, Ireland, Sweden, Switzerland, Japan, Finland, Denmark, Poland, United Arab Emirates, China, Norway, Singapore, New Zealand, Spain, Russia, India, Morocco, Turkey, Malaysia, Czech Republic, South Korea, Hong Kong, South Africa, Brazil, Ukraine, Hungary, Saudi Arabia, Romania, Greece, Slovak Republic, Thailand, Qatar, Mexico, Serbia, Bulgaria, Chile, Israel, Portugal, Oman, Indonesia, Bahrain, Luxembourg, Vietnam, Pakistan, Taiwan, Slovenia, Philippines, Malta, Colombia, Latvia, Iran, Trinidad and Tobago, Croatia, Cyprus, Ethiopia, Iceland, Sri Lanka, Lithuania, Kuwait, Argentina, Algeria, Liechtenstein, Estonia, Sudan, Peru, Egypt, Jamaica, Ghana, Cape Verde, Iraq, Nigeria, Angola, Lebanon, Mongolia, Albania, Azerbaidjan, Kazakhstan, Jordan, Belarus, Tunisia, Guatemala, Bangladesh, Isle of Man, Moldova, Tanzania, Kyrgyzstan, Mauritius, Bosnia-Herzegovina, Venezuela, Macedonia, Dominican Republic, Uruguay, Kenya, British Virgin Islands, Ecuador, Bolivia, Democratic republic of Congo, Libya, Panama, Costa Rica, Jersey, Georgia, Uganda, Laos, Macau, Barbados, Cayman Islands, Puerto Rico, Paraguay, Yemen, Cambodia, Myanmar, Surinam, Guernsey, Palestinian Territories, Honduras, Guam, French Guyana, Botswana, Namibia, Mozambique, Faroe Islands, Maldives, Guyana, Somalia, Brunei Darussalam, Reunion, Turkmenistan, Papua New Guinea, Montenegro, Gambia, Armenia, Uzbekistan, Andorra, Mauritania, Monaco, El Salvador, Zambia, Bermuda, Falkland Islands, Fiji, Togo, Rwanda, Senegal, Congo, Cameroon, Virgin Islands, Belize Djibouti, Benin, Afghanistan, New Caledonia, Cuba, Nicaragua, Antigua and Barbuda, Liberia, Bahamas, Aland islands, Ivory Coast, Tadjikistan, Palau, Syria, Saint Vincent & Grenadines, Dominica, Gibraltar, Chad, Saint Kitts & Nevis Anguilla, Tokelau, Nepal, Cook Islands, Bhutan, Martinique, Haiti, Aruba, Zimbabwe.

Results are for January 2016 and include printed copies - currently posted to 83 countries - and digital copies downloaded from www.vertikal.net or the Magzter newsstand.