

cranes & access

January □ February 2006 Vol. 8 issue 1

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Electric
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On the cover:

A Genie GS2632 owned by Hampshire plant Ltd of Winchester on hire to contractors, Watson & Haig. The narrow lift was used to rewire a church in Wherewell near Andover.



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C&A comment

Bitter and twisted



Towards the end of last year most UK crane hirers are likely to have let out a cheer when the Chancellor and Treasury stated that it intends to retain the current exemption for mobile cranes from paying

the full duty on fuel. However at the same time it stated in strong terms that no matter what happens, it will not allow aerial work platforms to continue to use this "rebated fuel".

Who advises these people? Rarely has a government statement appeared so transparently vindictive and nasty. Clearly the strong CPA crane hire lobby has done a good job in changing the Treasury's mind for cranes or perhaps it has just flushed out an underlying reason behind the attempt to remove the exemption?

Anyone who knows the history will understand that the Treasury, along with HM Customs and Revenue, were seeking revenge for the defeat they suffered in the courts at the hands of Nationwide and PTP. These two firms, along with IPAF, managed to have truck-mounted aerial lifts' right to use the rebated fuel, re-instated.

British government from local councils to the Treasury, passionately detest being trumped by the common man. They have an arrogance rarely seen elsewhere and are happy to squander millions of taxpayers' pounds fighting any mere mortal who dares to question their decisions, no matter how misguided they may be. They fail to understand or accept the true meaning of the term "public servant".

There are several views on the use of rebated fuel in road-going construction equipment, such as cranes and truck-mounted aerial lifts, with merit on both sides of the debate. A clear case can be made to end it and a case can be made to maintain it. The one thing that cannot be defended is that mobile cranes and truck mounted aerial lifts should be treated differently!

It strikes us that the Treasury risks setting itself up for a further defeat, unless it believes that in a challenge, the courts will uphold the withdrawal of rebated fuel for lifts and rule that it is unfair to treat cranes differently. Thus opening the way to end it for cranes.

Perhaps the Treasury could better employ its time in banning the production of high-sulphur red diesel (initially on road vehicles and then on all vehicles) insisting that the oil industry introduce low-sulphur red diesel far sooner than is currently planned.

Please do email, fax, write or call and give us your views on this issue.

Leigh W Sparrow

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The new cranes for Arcomet will all be painted in the company's colours.

Arcomet target the UK

Arcomet, the Belgian based tower crane rental company, has targeted the UK for major expansion, in order to benefit from the growing adoption of tower cranes and the anticipated increase in demand as the UK prepares for the 2012 Olympics.

On January first, Arcomet took over the distribution of Potain tower cranes in England, Scotland and Wales, from company store, Manitowoc UK. The company has invested heavily in its new venture in order to convince Manitowoc to make the change.

First of all it lined up some of the most talented managers in the UK tower crane industry, head hunting Jerry Welford from Ladybird crane hire to set up a new company, Midland cranes, which will sell and rent Potain self erecting cranes. It then took Graham Baukham from

Select, to lead another new venture, Arcomet tower cranes, which will rent and sell Potain top slewers.

Arcomet are already present in the UK tower crane market, through its joint venture, Airtek.

To support this effort, it then set about placing orders for new tower cranes, including 230 new Potain tower cranes worth around £20/€30 million mostly for the new UK operations but also to help reduce the average age of its fleets in Germany, France and Benelux.

The order includes 100 self erectors, ranging from the Igo 13 to the GTMR 386B and 130 top slewing models, from the MC85B up to the MD365B.

Deliveries will be scheduled throughout 2006 and into 2007.

Arcomet says that it plans to be operating a fleet of between 300 and 400 cranes in the UK by 2008, split between 100 top-slewing tower cranes, and 200 to 300 self-erectors. All of the new units

will be painted in Arcomet's blue and orange house colours.

Arcomet also placed orders worth €25 million with Terex Peiner and Comedil for its North American joint venture.

Potain had been distributed by company store, Manitowoc Crane Group (UK) based in Uxbridge, led by Managing Director, Steve Barnett. Manitowoc UK will provide a support role to the new distribution companies and will retain a few key tower crane accounts.

Dirk Theyskens and Frans Wouters, managing directors of the Arcomet Group, said:

"With the upcoming Olympic Games in 2012 and a number of other major projects in the pipeline, the British market is one of the busiest in Europe at the moment. We're certain that our industry expertise and reputation, combined with the quality Potain product, will prove a winner with British contractors."

Manitou launch MT14

Manitou's new MT14, targeted specifically at the building industry, goes into production this month. The new model offers an improved load curve, with 600mm more lift height and the ability to extend a pallet 9.5 metres in front of its wheels.

The MT14 features the new "Load Place System" dual cross-gate control levers already fitted on 10 metre models, allowing the operator to control all fork or bucket

movements with one hand, resulting in improved productivity and safety.

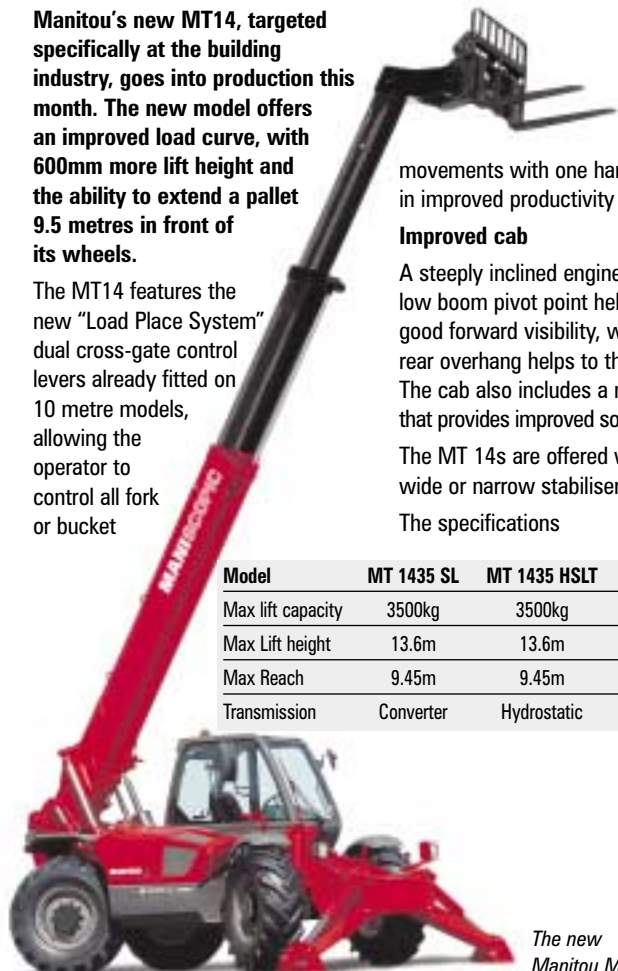
Improved cab

A steeply inclined engine cover and low boom pivot point help provide good forward visibility, while a low rear overhang helps to the rear. The cab also includes a new interior that provides improved soundproofing.

The MT 14s are offered with wide or narrow stabilisers.

The specifications

Model	MT 1435 SL	MT 1435 HSLT	MT 1440 SLT
Max lift capacity	3500kg	3500kg	4000kg
Max Lift height	13.6m	13.6m	13.6m
Max Reach	9.45m	9.45m	9.5m
Transmission	Converter	Hydrostatic	Converter



The new Manitou MT14

UpRight consolidates range and production

UpRight has announced that it is ending production of the boom lifts that it currently builds in Mexico and closing that facility. All production will in future be concentrated at its European plant in Park West Dublin.

In order to cope with worldwide supply, the company is expanding the Dublin facility by adding a further 4,000 square metres of space. The extra hall was built at the same time as the main plant but had been let on a three year lease which ended late last year.

UpRight will now focus all of its efforts on alloy scaffold towers, small scissor lifts, AB38 booms, trailer lifts and the Speed level. The AB38 and Trailers have always been built in Ireland, while small scissors have been dual sourced for some time. The company is currently setting up to build the Speed level and anticipates the first units shipping within the next 10 weeks.

Scaffold sales have been very strong for the company in recent years with production rising by over 40 percent in 2005. A new high speed automated frame production machine has been installed and was on test in December.



The Speed Level, TM12 and MX19 are three of the most popular UpRight products.



Tadano has donated a second 60tonne Rough Terrain crane to restoring the famous Moai figures on Easter Island.

Tadano to invest £36 million in production facilities

Tadano is to spend 7.5 billion yen (£36 million) on the expansion and refurbishment of its three production facilities in Japan.

The investment, which has already started, will be completed by 2008 and will increase its domestic manufacturing capacity by 30 percent. The changes will include a rationalisation of the products each plant builds. The Shido Plant will build the full line of construction cranes (largely mobiles), the Takamatsu Plant will build aerial work platforms and specialised equipment and the Tadotsu Plant, currently owned by Shikoku Kiko K.K, a Tadano subsidiary, will build truck loader cranes.

The transfer of production that is required between plants will be carried out gradually to minimise disruption. The investment will add a number of new buildings and production lines in order to raise capacity, while half the funds will be used to upgrade and refurbish tools and equipment in order to increase production efficiency. Tadano says that it will fund the capital expenditure mainly from its own funds.

.... And takes over its Chinese JV

At the same time Tadano has announced that it is investing \$10 million to increase its shareholding in its Chinese joint venture, BQ-Tadano (Beijing) Crane Co Ltd. In which it is a minority partner with Beijing Jingcheng Construction Machinery Co, Ltd (BJCM).

The \$10 million will be used to increase the company's paid up capital, which will boost Tadano's holding from 25 to 50 percent. Seiji Tadano has taken over as president from Yuan Xiaofeng, a BJCM employee, as part of this change.

Tadano aims to increase its share of the Chinese truck crane market. Demand in China for mobile cranes has grown rapidly over the past few years, from 4,000 units in 2001, to 6,300 in 2002, 9,500 in 2003 and 11,500 in 2004. 2005 is expected show a modest slow down to around 10,000 units. Tadano says that 90 percent of the market comprises locally produced truck cranes of under 25 tonnes. BQ-Tadano currently employs around 300 staff and completed 323 cranes in 2005 with a sales value of 200 million RMB.(£14.3 million).

Aerial on the comeback trail

The Tanfield group acquired Aerial Access in October 2004 as part of SEV. Since then it has transferred production to its 250,000sq ft factory in Stanley, county Durham and increased production to 70 units a month from 12 units when it took over.

It has now set off on a major growth strategy, having already doubled its international distribution network to 35 outlets up from 15 a year ago.

New distributors are based in Romania, Moscow, Turkey, Lithuania, Latvia, Greece, Cyprus and Saudi Arabia. Aerial currently exports around 90 percent of its production, with the USA and Australia being its largest markets. It is now intent on winning a share of the UK/Ireland access market, currently Europe's largest.

....And announces a JV in China

The Tanfield Group has signed a memorandum of understanding, setting up a joint venture agreement with Chinese access equipment manufacturer, Wuhan Fachman Industrial Limited.

Under the terms of the agreement a joint venture company, Aerial-Fachman, Ltd will be established in China, and will manufacture and market certain products from the range of Aerial access equipment. Whilst initially targeting the Chinese market, Tanfield says that it may ultimately source equipment for certain export markets, from the joint venture company, particularly where shipping costs make it advantageous to do so.

(See www.vertikal.net for full story)

The Tanfield group is expanding its Aerial business.



Grove launch new 80 tonne AT

Grove is launching a new 80 tonne four axle All Terrain crane, the GMK4080-1; the new model replaces the current GMK4075-1 on which its chassis is based.

The GMK4080-1 is more compact than the 4075, with a shorter overall length and less boom overhang, it incorporates a new Megaform six section 51 metre Twin Lock boom and will have all wheel drive and steer as standard.

The new crane will lift 6.6 tonnes on its 51 metre fully extended main boom, at a radius of 20 metres. A hydraulic 15 metre luffing swingaway and six metre extension, takes the maximum tip height to 75 metres.

The GMK4080-1 is configurable in both 'Taxi' and 'Maxi' modes. In 'Taxi' mode, it can carry 9.3 tonnes

of counterweight, the 15 metre hydraulic swingaway extension and hook block and still remain within 12 tonne axle loads.

In its 'Maxi' configuration, which is likely to be the one specified for the UK market, it can travel with its maximum 19.3 tonnes of counterweight, and the extra six metres of jib extension.

The 4080-1 runs on 16.00 R25 tyres and features the same ZF Fastronic transmission and Mercedes-Benz engine as the 4075-1 but with the addition of a two-step transfer case, to allow better agility at lower speeds.

The overall length is 12.5 metres with a front overhang of 1.8 metres. The first two units are destined for German haulier, Grohmann.

The new Grove GMK4080-1: further details will follow in the March issue.



MEC aerial platform sales Inc, the scissor lift producer, has purchased the assets and business rights to the telehandler range that Volvo has been developing.

Volvo, purchased the designs from UpRight in 2002 but latterly decided against entering the telehandler market. The assets include 10 finished units, and enough complete kits to build between 20 and 30 units, with partial kits for a further 20 to 30.

UpRight had engineered the products from scratch with both high and low, boom configurations. Volvo completely redesigned them, maintaining the basic structure and features, but converting the designs to metric and adding European componentry. They also revamped the cab and engine areas as well as improving "fit and finish".

The deal includes all production fixtures and tooling. Jim Tolle of MEC told Cranes&Access that, "essentially the telehandlers are now a European product that will work for the American market".

Models will be on display at the ARA/rental show in Orlando in

February and the range will initially include the TH60 and 80 with 6 and 8,000 lbs lift capacity and 41.75ft /12.7 metre lift heights. A 10,000lbs TH 100 will follow shortly afterwards with a smaller TH40 and 50 further down the road if demand justifies it.

The telehandlers will be assembled in the MEC plant in Selma, originally owned by UpRight.



The Volvo telehandler started off as an UpRight machine.

Nationwide 20 Arsenal 0

Arsenal football club, will move into its brand new 60,000 seat Emirates stadium for the 2006/2007 season, the project, unlike the Wembley stadium, is on schedule and has now reached the fitting-out stage. Nationwide Access has supplied a fleet of 20 platforms to the electrical contractors Goodmarriott and Hursthouse. The aerial lifts are also being used on the mechanical work and glazing.

A narrow scissor ideal for wiring lights on the new Arsenal stadium

The units include Genie and Upright diesel and electric powered scissor lifts with 26 to 33 ft working heights and 45ft Bi Energy articulated booms. They are being used to install electrical systems and containment and to assist with external remedial works, including fixing and snagging on the exterior glass panels.

The stadium, in Islington, was named the Emirates Stadium, after Arsenal signed the biggest club sponsorship agreement in English football history, with the Dubai-based international airline - worth £100 million. The main contractor is Sir Robert McAlpine Ltd.

In addition to electrical fitting out work, the units are working on glazing.



John Ball (L) and Harry McCardle (R) agree a new order for 42m Falck Schmidt Falcon lifts, which will be part of its new niche re-rent fleet.

Easi UpLifts to open in London

Easi UpLifts the Dublin based Access, telehandler and industrial crane rental company has told Cranes & Access that it plans to open a new location in the south of England within the next six months.

The company operates five locations in Ireland under the Height for Hire brand, while its sales and rehire division trades as Easi Uplifts as does its Scottish operation in Bellshill. The Southern location will concentrate on speciality equipment including large self propelled booms, of 80ft and over, and niche products such as its fleet of 42 metre tracked Falck-Schmidt Falcons and crawler mounted Aichi booms.

John Ball of Easi-UpLifts said that it plans to make its large inventory of new booms and speciality access equipment available to other rental companies in the UK on a re-hire basis, providing a service that allows local renters to offer such equipment without the need to invest in such specialised machines.

The company also hopes to step up its sales operation which is now offering used equipment as young as 2004. With plans to sell over 500 used lifts from its fleet in 2006. Easi-Uplifts has appointed an agent to find a suitable property and is currently recruiting staff to manage the Southern operation.

391 years of service

Long serving employees at Cork based William O'Brien crane hire, recently celebrated a combined service of 391 years.

Michael Ryan, John O'Leary, Michael Cotter, Gerard O'Keefe, John Keigher, Sean Hurley, Tony O'Connor, Pat Collins, Michael O'Sullivan, William O'Brien Jnr, William O'Brien Senior (in cab), missing from photo, Robert Kiely, and Joe McNamara.





The new Terex AC55-1 to be launched at Intermat.

Terex to launch AC55-1 at Intermat

Terex will launch an AC55-1 at Intermat in Paris next April, the improvements over the AC55 include a new boom telescope system, which retains its full power feature for fast extension but is substantially lighter. The lighter boom offers some handy lifting capacity improvements, particularly at mid range radii, along with lower axle weights.

The 40 metre boom length remains, but a new hydraulically offsettable swingaway boom extension, with a length of eight or 15 metres is now available.

Terex claim that its full power boom provides a 50 percent faster extension time to full height, compared to pinned booms. While also allowing full telescoping of the load.

The AC 55-1 with 16:00 tyres, can travel with 5.15 tonnes of counterweight, the 15 metre boom extension and hook blocks, while still offering 12 tonne axle weights.

Company owner gets 18 months

Construction company proprietor Wayne Davies of A & E Buildings, was sentenced on January 20th at Hereford Crown Court to 18 months in prison, after being found guilty of a breach of the Health and Safety at Work Act in failing to ensure the safety of employees. He also pleaded guilty to a single charge of providing a telehandler and equipment that was not properly maintained, breaching Regulation five of the Provision

and Use of Work Equipment Regulations (PUWER).

Employee, Mark Jones aged 40, from Ludlow, was working on the construction of a steel framed barn in Kinver, South Staffordshire. He was using a 'home-made' basket balanced on the forks of a telehandler both of which belonged to Davies. The telehandler toppled over, throwing Jones 7.5 metres to the ground, he died in hospital from his injuries, a few days later.

Full story on www.vertikal.net and page 12 of C&A December

Hird trains 15,000th

Peter Hird & Sons has recently trained its 15,000th operator since launching its training centre in 1990. The crane, access and machinery moving specialist offers a wide range of plant courses and serves a blue chip customer base including: MFI, Kimberly-Clark, Laing O'Rourke and BP Chemicals. It is accredited to offer CPCS/City & Guilds, IPAF, RTITB, eCITB CCNSG, CIEH and PASMA courses, covering aerial platforms, working at height, earthmoving, cranes, slinging and signaling, lifting management, health and safety and forklift trucks. The company also runs NVQ courses in specialised plant and machinery operations.



Peter Hird has trained 15,000 operators

Seven axle Spierings

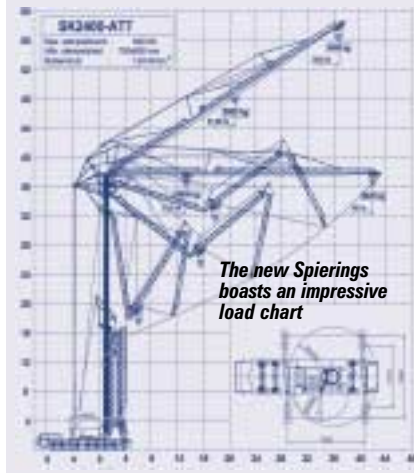
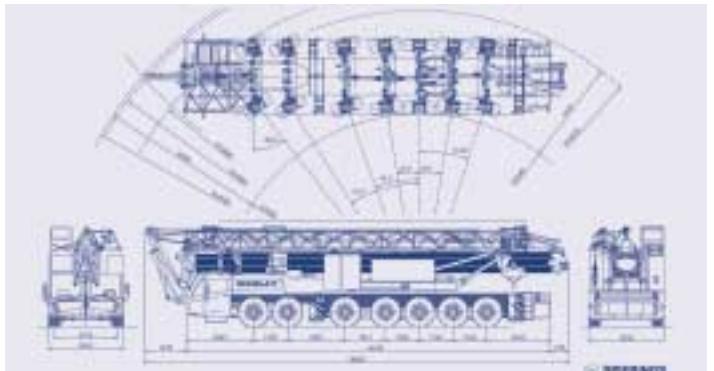
Spierings, the mobile self erecting tower crane specialist, is working on a new seven axle, heavy lift model, the first units of which are scheduled to ship at the end of the year.

The new crane will be designated the SK2400-AT7 and its key attributes will be lifting capacities almost double that of the company's current flagship, the six axle SK1265-AT6. The first units have already been sold, with Dutch based crane hirer Verschoor taking the first unit.

Much of the structure for the new crane has been taken from a design the company developed in 2001 for a crawler mounted model. That concept never saw the light of day, due to a lack of demand. However one of its key features was a shorter jib with higher lifting capacities and this has now been incorporated into the SK2400-AT7.

The new crane will offer five tonnes of lifting capacity at a 42 metres radius, with an under hook height of 36 metres. Or it will take five tonnes to a 56 metre height at 36 metres radius. The maximum lifting capacity is 18 tonnes at around 13.5 metres.

The new seven axle Spierings has similar dimensions to the current six axle model.



The new Spierings boasts an impressive load chart

It will handle up to nine tonnes at a 46 metres height and 22 metres radius. The lift chart is preliminary, but the company says that if it changes it will be to the positive.

The chassis is similar to the current six axle model, with the extra axle located in front of the current front axle. Axle loads will be 12 tonnes and the cranes overall length is only half a metre longer than the six axle unit, at 16.865 metres, thanks to a shorter front end boom overhang.

The first units are unlikely to ship much before year end 2006 but "the phone has hardly stopped since we announced this model on our 2006 calendar" said Bob Bruijsten of Spierings. So far over 50 units of the company's six axle unit have been shipped.

Two Liebherr LRS for Saigon

Liebherr has shipped two LRS 645 reach stackers to Saigon New Port's Cat Lai Container Terminal in Ho Chi Minh City, the first LRS in Asia.

The LRS 645 were chosen for their ability to stack containers up to six high and pick containers from second and third rows without removing containers in the front row.

The two machines are equipped with exact load and outreach indication, together with software that allows the operator to

automatically move the container on a fully horizontal and/or vertical load path.

A similarly spec'd LRS645 to the Vietnam units at work in St Petersburg.



Didcot select 60ft JLG

The Platform Company was called upon by Didcot Power Station in Oxfordshire when it was looking for a new aerial work platform. After a full site survey several solutions were proposed, after due consideration, a JLG 600AJ, self propelled articulated boom was purchased.



Platform and jib rotation has proved a useful feature.



External maintenance of enclosed cooling tower pipe-work at Didcot Power Station.

Didcot had a wide range of work at height requirements to satisfy. The JLG 600 has proved ideal with its rough terrain chassis and versatile working envelope, thanks to its telescopic riser, articulated jib and full platform rotation. The lift is used for a range of maintenance tasks on lighting, security cameras, and cooling stacks as well as gaining access to over head gantry cranes at the plant.

Paul Jackson, Mechanical Technical Officer for RWE npower says, "Until now we've always hired in powered access, but with the help of the Platform Company our maintenance programme has become even more cost effective. It's also hugely convenient to have the machine ready on site whenever we need it."

Skyjack launch new compact RT

Skyjack is to launch a new, two model, compact Rough Terrain scissor lift family when it celebrates its 20th anniversary at this years ARA convention and Rental Show in February. The new Compact 6826RT and 6832 RT models are both 1.7 metres wide, with platform heights of eight and 9.8 metres (26 and 32ft) respectively. Standard kit includes four wheel drive and a 1.5 metre roll-out deck extension. Options include independent leveling outriggers.

Key features are:

- Drivable at full height
- Cross over Symmetrical four wheel drive
- 90 degree swing out engine tray
- Up to 50% gradeability
- Low profile foam filled tires
- Tilt out hydraulic manifold
- Up to 550 kg. Platform capacity

CE versions of the new models will be available to ship during the third quarter of 2006.



The new Skyjack Compact 6826 with outrigger option

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Pierre Saubot gets a PAL

Facelift, the Hickstead based access specialist, had a special visitor in December in the form of Pierre Saubot, current president of the International Powered Access Federation and chairman of the Haulotte group, Europe's largest powered access manufacturer.

Saubot attended an IPAF scissor lift operator training course and scored high enough in the written and practical tests to qualify for his PAL card-operators licence!

At the same time he took the opportunity to hand over the first batch of Haulotte scissor lifts for Facelift. The company did not comment on any possible connection between the training course and purchase.

Gordon Leicester (L), managing director of Facelift and Pierre Saubot, with the new machines outside Facelift's Hickstead head office.



Catinot to open Riwal France

Jacques Catinot, who until late last year headed Genies sales, marketing and distribution in Europe, has joined Riwal, the Dutch based crane and access rental company, in order to set up Riwal France. The company is already operational, from shared premises near Chartres. The aim is to have the new business properly established by mid year, in a building and location specific to its needs and suitable for the long term.

At the same time the company announced that it is spending €80 million on new access equipment. The biggest slice of this order is €60 million (\$72 million) for new JLG lifts, one of the largest single orders JLG has ever had and certainly the largest it has ever received from a European company. Other orders include 40 large scissor lifts from Holland Lift and a mix of 100 booms and scissors from Genie, many of which are destined for France.

Doran Livnat and Dick Schalekamp told Vertikal.Net that the company "does not intend to create a storm in France", "there is enough room for us to find a place without unsettling anyone" they said "it is not our aim to 'buy-into' the market. France was not in our sights for this year but in Jacques Catinot we saw the type of person that we know will be successful as a partner in the Riwal family. France, like Denmark is also only a trucking day away from our base here at Dordrecht".

The two also stressed that it had worked with JLG to plan the deliveries into its production schedule to avoid causing supply problems for others, while meeting Riwal's expansion and fleet renewal plans. An exclusive interview with Doran Livnat and Dick Schalekamp is on page 41.

Palfinger launch new remote control system

Palfinger has launched two alternative new radio remote controllers for its loader cranes, in partnership with Scanreco and Hetronic.

Customers will be able to choose between the two mutually compatible systems. The company says that the Paltronic 50 system offers a full specification in a compact package and includes an easy-to-use LED module as standard.

Using its "Paldiag" crane software the operating levers can be assigned control functions according to individual preferences. With ability to define the maximum speeds of individual functions along with ramp up and down levels. Specific functions can be set up for "two-hand" operation for additional safety. The new

system has been designed to take a second receiver to enable additional equipment such as hydraulic extending outriggers to be incorporated. It also permanently monitors the digital status of the system, displaying an error code on the LED readout should any performance deviations be picked up. Palfinger is providing a full two year warranty, claiming to be the first manufacturer in the sector to do so.

The Scanreco version of the new Palfinger radio remote controller



Terex Telehandlers consolidated with Genie

The European TerexLift, telehandler business, is to move from the Terex construction group to the Aerial lift sector. The North American telehandler business has reported into Genie for over a year.

At the same time, Roger Brown, currently vice president North American sales for Terex Aerials, has been given the additional responsibility of overseeing the Strategic Accounts Group for Terex. The group is responsible for managing all activities with large international accounts. Brown will continue to be responsible for Genie and the Terex Construction products in North America, but will delegate more day to day activities to his management team.

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New Mini Heila crane

Italian crane and access company, Italmec will launch a new one tonne capacity mini crane, the Heila "HRC 999".

The crane is still going through its testing and evaluation programme but includes a four section full power boom, with a hook height of up to nine metres and a maximum radius of seven and a half metres.

It will weigh less than two tonnes and easily pass through a standard domestic doorway. Key specifications will be as follows:

Outrigger footprint 2.7 x 2.7 m

Overall length 3.1 metres

Overall width 780mm

Total weight 1800 kgs

The Heila HRC 999 mini crane



Deep frozen telehandler



A Merlo telehandler at the Dome-C base

The Dome-C Antarctic base, located at an altitude of 3,200 metres is home to the Italian scientific expedition to the South Pole. With average temperatures of -35°C dropping to as low as -75°C in winter, the base and its equipment has been specifically designed and developed to operate under extreme conditions. Among the range of machines used to help with the teams experiments is a new Merlo Panoramic P 40.14 K. Although the machine is based on the standard model, it features a host of modifications and attachments to cope with the working and climatic conditions that go with the permanently frozen ground, such as dual tyres. The machine is used for the assembly of basic structures and for the loading and unloading of air freight.

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Panther to the rescue

When aircraft rescue specialist, Support Air was commissioned to rescue a Boeing 767 stranded in the Dominican Republic, after crash landing. It called on Panther Platform rentals to provide a 23 metre Haulotte H23, boom lift and two 8.5metre Skyjack scissors from its Birmingham branch.

The fleet was air freighted on the day of hire to the scene of the immobilised aircraft to provide access for the repair team. The £60m passenger aircraft had sustained significant damage, the lifts worked in conjunction with a locally hired Tadano truck mounted crane.

The lifts remained on location for three months during which time they performed without a hitch, probably just as well given the distance involved for a service call out!



Platform Rental extends its territory to the Dominican Republic.

Nationwide Invest again

Nationwide Access, has announced a £14 million investment in new aerial lifts and support vehicles for the first half of 2006. The company has ordered 174 self-propelled booms, scissors and truck mounted lifts from Genie, Skyjack and CTE.

The 23 new CTE truck mounts, the first for Nationwide, are all on 3.5 tonne chassis, aimed at the self-drive market. The order is worth over £1 million. Two CTE Z-32, 32 metre truck mounts on 7.5 tonne chassis have also been ordered.

The self-propelled orders include 50 Skyjack diesel scissors, worth in excess of £1.5 million and 100 Genie booms and diesel scissor lifts with a value of around £4 million. Most of the new machines will expand the existing fleet. "Very few of these are replacements", said Nationwide's marketing manager Scott McCall. "We are growing the fleet by investing in the types of equipment that are in continuous demand and that customers struggle to source easily. These are mostly large machines aimed at the expanding construction and refurbishment markets".

The order includes four Genie 43 metre Z135/70 articulated boom lifts.

A further £2 million of the spend will go on special fleet refurbishment, upgrading units that are now four to five years old, with new control boxes, new baskets, and replacement of components that typically cause downtime as well as upgrading paintwork where necessary.

28 new purpose built DAF delivery trucks will consume a further £4.2 million. The trucks include a custom Shawtrack body, designed with input from 20 Nationwide drivers and incorporate real time tracking. The aim is to bring more deliveries in house to help with its "pre-10" "pre-12" and "evening" delivery plans. The balance of the investment is a £1 million spend on a new fleet of service engineers vans.



Nationwide is ramping up its investment plans.

Kavanagh add Spierings

Kavanagh Crane Hire of Wexford, Ireland has purchased its first new Spierings mobile self erecting tower crane a five axle SK599-AT5. The crane follows the earlier purchase and evaluation of a used four axle SK477-AT4.

Bob Bruijsten (L) hands the new crane to Paul Kavanagh.



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DENKA TRAILERS

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FALCK SCHMIDT SERIES

Truck mounted, total weight 3500kg with working heights up to 21m, as well as highly sophisticated utility platforms mounted on truck or van.

- **AMP Access Ltd**, the South West country powered access hirer has opened a fourth sales and rental depot in Gloucester.



The AMP Gloucester team

- **Red diesel duty rises 23%** The treasury increased the UK duty on red diesel from 5.22p a litre to 6.44p in December, an increase of 23.4%
- **US Marine Corps**, has ordered up to 130 special military **Terex** All-Terrain cranes based on the AC-50-1.
- **Kobelco cranes** up 35% Kobelco shipped 230 crawler cranes in the first half of 2005 compared to 170 in 2004, an increase of 35 percent.
- **Mark van Oosten** has sold his 50 percent share in **Omega lift** to Leen Stehouwer, his partner and owner of manufacturer **HTN**.
- The **MaxiKraft Group**, of Germany has ordered 73 mobile cranes from Liebherr, the largest German crane rental order in over 10 years.
- **IPAF** has appointed **Gil Male**, previously a principle inspector with the HSE as its Technical Officer.
- The inaugural meeting of the **European Rental Association (ERA)** was held in Brussels on January 24th.
- **Ramirent AB**, the Swedish affiliate of Ramirent plc, has agreed a sale and leaseback deal on 18 of its Swedish locations.
- **Brandon Hire** has given permission for **Charles Skinner** and **Chris Sims**, to "explore a management buy-out."
- **David James**, most recently with Nationwide, retired from the powered access industry at the end of December aged 62.
- **Genie** has appointed **Jim Otley** as managing director for Europe, North Africa and the Middle East.
- **A-Plant preferred by Morrisons.** A-Plant has won a 17 month preferred rental supplier deal with Morrisons construction, for a range of plant from telehandlers to tools and lifting gear
- **Instant Holland** of Badhoevordorp near Amsterdam, has acquired **Stammis BV** of Heerhugowaard in northern Holland.
- **Terex Cranes** has opened a new Benelux sales and support office in Moerdijk Holland.



Jim Otley

- **The Lavendon group**, owner of Nationwide Access, Zoom and Rapid Access has forecast revenues, roughly eight percent down on 2004 at £100 million.
- **Michael Falck Schmidt** resigned as managing director of **Worldlift Industries** effective December 31 2005. He has been replaced by **Ernest Fuller**.
- **IPAF** issued a record 53,646 **PAL** operators cards last year, almost 25 percent up on 2004.
- **Nationwide Access**, has appointed **Chris Wraith** to the newly-created position of safety, health and environment advisor.
- **Haulotte's**, Dakar 2006 attempt came to an end when the pick up driven by Miguel Prieto and Fédérico Montes crashed into a dune during stage 4 of the rally
- **JLG** has appointed **Joe Dixon** as president of **JLG Service Plus**.
- **Terex Corp** has appointed **Katia Facchetti** to a new position of senior vice president and chief marketing officer, reporting to **Ron DeFeo**.
- **Imperial Crane services** and **Lifting Gear Hire** joined forces to remove a Southwest Airlines plane from the intersection of West 55th Street and Central Avenue in Chicago, following a crash.



Imperial and LGH rescue plane from the streets of Chicago

- **JLG** has re-opened its 12,000 sq m facility in Bedford, Pennsylvania, with local government support. The plant will be home to the Commercial Solutions Group ("CSG") that focuses on producing and selling products for the commercial and industrial markets.
- In a change to its earlier decision, the **American Rental Association** has moved the venue for its 2007 convention and **Rental show** from New Orleans to Atlanta
- **Alimak-Hek** has acquired the manufacturing business of **Champion Elevators**, the Houston based manufacturer of rack and pinion construction hoists and industrial lifts.
- Low loader and trailer specialist **Nooteboom** has purchased the **Kennis Trailers** division of Pacton B.V. in Ommen, Holland.
- **Westbury Homes** was fined **£12,000** for failing to ensure the health and safety of one of its sub contractors.

- **Ainscough Crane Hire** has developed a new awards scheme for its depots. **Lee Sixsmith** of the Immingham depot won the award for 'Best Return on Capital Employed & Best Overall Depot'.

Lee Sixsmith accepts Immingham depot's award



- **GAM**, Spain's largest rental company has signed a €45 million contract with JCB, for the supply of Telescopic handlers, Robot skid steer loaders, mini excavators and rough terrain forklifts.
- **Hewden**, has won sole rental supplier status to the Wates Group, for the seventh year in a row.
- The EU Commission has indicated that May 2006 will be the deadline for the mandatory introduction of **digital tachographs** on new 'in scope' vehicles.
- **Manitowoc** has announced the appointment of three new regional senior vice presidents of operations: **Denis François**, will be responsible for Europe, the Middle East and Africa; **Chuck Mogg** for The Americas and **Derek Oh**, will manage operations in Asia-Pacific.
- **Samuel Walker goes into administration.** Samuel Walkers of Glasgow and Manchester has filed for protection, appointing an administrator on January 24th.
- The **LEA** Lifting Engineers Association has elected **Stuart Everitt** of **Carl Stahl Evita** to the post of Chairman.
- **Daniel Damart**, MD of **Haulotte France** and **LEV** has left the company, **Pierrick Lourdain** has taken over as MD for the two companies in addition Haulotte UK and **UK platforms**.
- **Segundo Fernandez** has been promoted to the role of assistant MD for the **Haulotte Group** and will seek a group sales and marketing director internally.
- **Manitou** will launch a 30 metre telehandler, the 360 degree MRT 3050 at Intermat in April.
- **Haulotte** has appointed **Chris Koch** to head up its North American operation.

See www.vertikal.net news archive for full versions of all these stories

2005 as usual passed all too quickly and yet it was an eventful year, and a good one overall for the industries that we cover. We take a look back at some of the key events in the lifting and wider world.

A look 20

January

Hewden combines Tool and Plant hire

Hewden Merged its tool and plant hire companies into a single entity. Cranes and access hire remain separate operations under Martin Hender. **Jan**

Terex Atlas wins BT order

Terex Atlas extends production capacity to meet an order from British Telecom for 217 - 85.2 knuckle boom crane. **Jan**

Loxam buy Ireland Access

Loxam purchased Ireland Access from Haulotte, which had acquired it along with UK Platforms in 2004. **Jan**

Oil&Steel appoint Platform Company

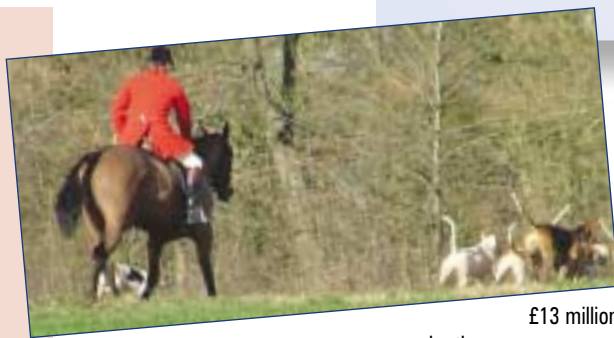
Oil&Steel closed its Henley, UK office, transferred distribution to the Platform Company and opened a major accounts office in London. **Jan**

JLG announce Liftlux relaunch

JLG announced the launch of JLG-Liftlux, with its first showing at Conexpo in March.



Liftlux at Conexpo



Hunting with dogs is banned in England, but hunting continues. **Feb**

February

Cox Plant call in administrators

Cox Plant headed by David Symon and Keith Price, is placed in administration with debts of over £13 million, only to emerge a week later as Cox Hire centres, under the same management. The new company failed to meet its promised repayments and fails again, but not before its assets had been sold off.

Manitou appoint Russon as UK rental dealer

Manitou appointed Russon Access to handle sales to rental companies in the UK. **Feb**

HSS buy into Spanish franchise

HSS, the UK tool hirer, purchased a 25% stake in Rentecnika Iberica its Spanish franchisee, with plans to expand its access rental fleet. **Feb**

Locatelli appoints Hird for the UK

Locatelli, the Italian crane producer, appoints Peter Hird and sons Ltd as its distributor for the UK market. **Feb**

CITB cut the price of test

The Construction Industry Training Board cut the price it charges for its Health and Safety awareness tests from £35 to £17.50. **Feb**

Coughlan exits UpRight

John Coughlan, president of UpRight suddenly left the company after barely 18 months with the company. **Feb**

Genie Launch Z135/70

Genie launch Z135/70 its largest boom to date, at the ARA in Las Vegas. **Feb**



Intervect becomes Alimak-Hek

Intervect AB the owner of mast climbing and hoist producers Hek BV of Holland and Alimak AB of Sweden changed its name to Alimak-Hek. **Feb**

ALIMAK HEK

ESTA appoints Martin Ainscough

The European Special Transport Association (E.S.T.A.) appoints Martin Ainscough as a vice president. **Feb**



Christian Jaques Vernazza congratulates Martin Ainscough

A tower crane collapsed, killing two employees.

A tower crane collapsed at Durrington High School in Worthing, West Sussex, hitting another, and killing two tower crane erectors as school children looked on. **Feb**



A tower crane collapsed killing two employees

back at 05

April

Work at height rules come into force

The Temporary Work at Height Directive came into UK law on April 6th as the Work at Height Regulations. The old Two metre rule becomes a thing of the past. **April**



Prince Charles marries Camilla. **April**

Kobelco cranes appoints new president

Kobelco Cranes Co appointed Yoshihiro Tanno (62) as president and CEO in late June, replacing Takashi Ishida. **April**

Böcker takes over Steinweg

The Böcker Group, owner of Albert Böcker and Robert Böcker, producers of aluminium trailer cranes, Hoists and lifts, purchases the hoist business of fellow German producer Steinweg. **April**



Kato UK becomes Kranlyft

Kato Parts & Service, the long established UK arm of the Swedish based Kranlyft group, changed its name to Kranlyft UK Ltd. **April**

Ainscough spend £30 million with Liebherr

Ainscough place the largest single All Terrain crane order ever placed in Europe, for 91 Liebherr All Terrain cranes worth over £30 million. **April**

Liebherr open new UK premises

Isolde and Stephanie Liebherr opened Liebherr GB's new headquarters in Biggleswade, Bedfordshire. **April**



New Liebherr Premises ribbon



Pope John Paul dies. **April**

Wear a harness on booms

IPAF issued a guidance note strongly urging operators to wear a harness when using a boom lift. **April**

March

Denka and Falck Schmidt merge

VT Holding A/S the owner of Denka Lift, purchased the aerial lift business of fellow Danish producer Falck Schmidt and merges the two into World-Lift Industries under the management of Brian and Michael Falck-Schmidt. **March**

Ainscough buy Vanguard

Ainscough Engineering services Ltd purchased Vanguard Industrial Ltd from administrators KPMG. **March**

Kobelco announce European deal with Manitowoc

Manitowoc announced an extension to its OEM supply agreement with Kobelco to Europe and Africa. **March**



A Falck-Schmidt Falcon.

JLG appoints new Head of JLG UK

JLG appointed Simon Cracknell as general manager of JLG UK, responsible for all activities within the UK and Irish markets. **March**



Ward Bushnell departs

After over a year of rumours, Ward Bushnell finally named April fools day 2005 as his final day at Genie. **March**

Hitachi Sumitomo launch new telescopic crawler

Hitachi Sumitomo announced the SCX400T, a 40 tonne telescopic crawler crane, the first unit was sold at SED in May.

May

IPAF summit at Whittlebury

The first IPAF summit and AGM at Whittlebury Hall was a success and returns to the same venue in 2006. **May**

Last Grove founder dies

Wayne A. Nicarry, the last surviving co-founder and past president of Grove Manufacturing, passed away on May 29th at the age of 85. **May**

Terex and Liebherr settle legal battle

The legal battle over the infringement of Terex Demag's Sideways Superlift patents by the Liebherr Y-Guy system was settled on a mutual basis and all litigation dropped. **May**

Tony Blair is re-elected with dramatically reduced majority

SED 2005 attracts record numbers

the last SED at Fen Farm was attended by over 22,000 visitors, an increase of just over 12.5 percent. SED 2006 will be held at Rockingham Speedway in Corby. **May**

Liverpool win the European cup for fifth time beating AC Milan after being 3 nil down



Nifty open German office

Milton Keynes based Nifty Lift established a direct sell business in Dresden, headed by Mark van Oosten. **May**

Management buy out at Sky Climber

A team of Sky Climber managers, including president George Anasis, Robert Eddy and Todd King purchase a majority interest in the suspended platform producer. **May**



June

Tadano-Faun ATF65G

Tadano-Faun launches new 65 tonner

Tadano-Faun launched the latest in its "G" All Terrain crane line, the 65 tonne, ATF 65G-4. The four axle crane replaced the ATF 60-4 and features a new 44 metre boom. **June**

Sherlock steps up at Hewden

Hewden promoted Brian Sherlock to "managing director of Hewden" and Martin Hender to general manager of Hewden contract services and lifting. **June**

All Access enters administration

All Access the three year old access rental company filed for voluntary administration, emerging as All Access Southern a day later. **June**

HSE report fails to identify cause of tower crane collapse

The UK'S Health & Safety Executive published its full report on the fatal tower crane accident in Canada square in May 2000, which killed three men. The investigation failed to identify the cause of the accident. **June**

Omme appoints APS

Omme lift the Danish producer of trailer and crawler mounted aerial lifts appointed APS of Huntingdon as its UK/Ireland distributor **June**

New MECs arrive in Europe

Platform Sales Europe trading as MEC Europe is established as European master distributor for MEC scissor lifts. **June**

Terex Demag launch AC160-2

Terex Demag launched the AC160-2, to replace the AC160-1, the new crane features significantly improved long reach lifting capacities. **June**

Zeppelin sells tower crane business to Arcomet

Arcomet the Belgian based tower Crane company, purchased 300 tower cranes from MVS-Zeppelin and took over its tower crane rental business. **June**

Palfinger buys Ratcliff

Palfinger AG acquired Ratcliff Tail Lifts Ltd, and with it market leadership of the UK tail lift market. The UK is now Palfinger's world wide tail-lift centre. **June**

Bison Palfinger launch 61 metre lift

Bison Palfinger extended its range with the TKA 61 KS, a 61 metre working height truck mounted lift, its largest unit to date. **June**

Godenhilm raises Dino stake to 100%

Dino Lift Oy, the Finnish aerial lift producer, purchased shares owned by Aboa Venture, giving managing director, Lars-Petter Godenhilm 100 percent ownership of the business. **June**

The England Cricket team beats Australia to win the ashes.

Michael Jackson acquitted of child abuse

July

Modulift and Hewden raise message to G8

Five Hewden mobile cranes using 130 metres of Modulift spreader beams lifted an eight metre high, 18 letter message to the G8 summit delegates in Edinburgh. **July**

Tower crane sleepwalker rescued

A 15 year old sleepwalker was rescued with an aerial lift, after being found asleep 40 metres up, on the counterweight of a top slewing tower crane in Dulwich, south London. **July**

Ten die in crane collapse

The Japanese chief engineer and his assistant were killed when a gantry crane, building the Thai-Lao Friendship Bridge on the Mekong River collapsed; eight others were swept away by strong currents. **July**

4 point lift systems sold

4 Point Lift Systems Inc is acquired by an investment group led by Bruce Forster of Rigging Gear Sales, following the retirement of founder, Gary Lorenz. **July**



A.M.P Access de-merges non powered access

South West based A.M.P Access, separated its non-powered access business into a new company called AMP Access Solutions Ltd. **July**

Liebherr launch 100 tonne telescopic crawler

Liebherr launched the LRT1100 a telescopic crawler crane, combining the LTM1100 superstructure with the undercarriage from the lattice boomed LR1100. **July**

AJ Access buys Lloyds Access

A.J.Access Platforms purchased Lloyds British Testing's 130 unit aerial lift Hire Fleet. **July**

Genie launches 51ft boom

Genie launched a stretched version of the popular Z45/25JRT articulated boom. Designated the Z-51/30J RT. **July**

London was attacked by four suicide bombers three on the underground and one on a bus.

July London awarded the 2012 Olympics



August

Tornado hits Birmingham

A freak tornado with winds of up to 136 Miles an hour struck Birmingham, causing significant structural damage. **Aug**



Birmingham tornado damage.

Wolffkran sold

The MAN Group sold Man Wolffkran GmbH, its heavy duty tower crane business, to a German-Swiss investment group. **Aug**

Gamble Sells

The Gamble family, led by Ian Gamble, sold Gamble-Jarvis Plant Ltd to a group of investors. **Aug**

August 30th, New Orleans: Hurricane Katrina devastates New Orleans



September

Haulotte storm APEX with new models

Every exhibit on the Haulotte stand at APEX was new, including its new truck mounted range, two big articulated booms and a new push around lift. The company also launched a new image. **Sept**



Grove builds cranes in Italy

A new Grove facility opened in Niella Tanaro, Italy, to build Rough Terrain cranes, beginning with the Grove RT530E. Further models, including smaller Grove All Terrains, are due to be added in 2006. **Sept**

John Hocking dies

John Hocking (70), technical director at PAC, the notified body and a veteran of the UK access industry passed away without warning. **Sept**

CTE takes over Effer/Bizzocchi

CTE acquires a controlling interest (80%) in Effer Holding, rescuing the company from administration.

Snorkel buys back plant

Snorkel purchased its main manufacturing facilities in Elwood Kansas from previous owner Textron. The acquisition included offices and the assembly and parts warehouses.

John Valla dies

John Valla who built up Valla cranes died at his home in the USA. **Sept**

Holland Lift opens in France

Holland Lift opened a facility in Northern France to distribute and support its products in the French market.



Michielsens and Van de Weghe merge fleets

Michielsens and Van de Weghe merged their crane hire businesses into a new crane company trading as Kranen Michielsens. **Sept**

October

RK and Cramo merge

RK of Finland and Cramo AB of Sweden, announced that they will merge, creating Europe's 5th largest rental company. **Oct**



Earthquakes in Kashmir kill tens of thousands.

Hewden spend £15 million on IT

Hewden spent £15 million on a new integrated Information Broadband and intranet system to help improve customer service.

Peiner production moves

Peiner crane production was moved to from Germany to the Terex plant in Willmington. **Oct**

JLG takes over CAT telehandlers

JLG and CAT agreed a global alliance, with JLG designing and producing a full Cat branded telehandler product line exclusively for Caterpillar dealers.



Skyking



November

King shareholding changes

Mark Carrington and Vinod Thakar acquired the outstanding shares in King held by 3i and others.

George Brumwell dies

George Brumwell, chair of CSCS, died suddenly aged 66 from an infection following a short illness. **Nov**

Brandon buys Light Hire

Brandon Hire purchased the tool hire business of Light Hire, the Devon based company managed by Brian Light. **Nov**



c&a 2005 review

Chinese crane company sold

The Carlyle Group of the USA purchased 85 percent in Xugong Group Construction Machinery Co., Ltd. (XCMC), for \$375 million in cash. **Nov**

MEC buys Volvo telehandler designs

MEC aerial platform sales Inc purchased the designs and tooling of Volvo's telehandler range that was never launched. **Nov**

Instant Access Australia sold

Rick Stowe's Griffin group sold Instant Access Australia to RMB Ventures and its senior managers for a\$40 million (£17/\$30 million). **Nov**

Liebherr announces 1,250 tonne crawler

Liebherr announced a new heavy lift crawler crane, the LR 11250 with a maximum lifting capacity of 1,250 tonnes. **Nov**



November 25th George Best dies

Terex Go Maximum

Terex unveiled plans, for a number of new and upgraded heavy lift crawler cranes to expand and enhance its range, starting with the 1,000 tonne CC5800.



December

Tadano realigns production in Japan and takes control of Chinese JV

Tadano announced a major investment in its three production plants in Japan and took control of its Joint Venture in Japan. **Dec**

Grove announce new 80 tonner

Grove announced a new 80 tonne four axle All Terrain crane, the GMK4080-1 to replace the GMK4075. **Dec**



Terex announce AC55-1

Terex will launch the AC55-1 at Intermat in Paris, the -1 includes a new telescoping system with some significant capacity increases and a lighter weight. **Dec**

Crane used to steal Henry Moore sculpture

Thieves used a Mercedes truck and loader Crane, to steal the two tonne Henry Moore sculpture, "A reclining figure". **Dec**



Arcomet take over UK Potain distribution

The Arcomet Group agreed to take over the distribution of Potain tower cranes in England, Scotland and Wales from January 1, 2006. Setting up two new companies to handle the business. **Dec**

European Rental Association

Gerard Deprez CEO of Loxam, proposed the inaugural meeting of a new European Rental Association for January 2006. **Dec**



BT extends Versalift contract

BT Fleet extended its supply contract with Versalift for van-mounted aerial work platforms for a further two years. **Dec**

Fire devastates Buncefield fuel storage depot in Hemel Hempstead



David Cameron is elected as leader of the Conservatives.

industrial rebirth

This Ormig 10tmE battery powered 10 tonner, working in the food industry. Is fitted with a 3 tonne hydraulic luffing jib demonstrates the replacement of a machinery part in very tight quarters.

In spite of all the gloom and doom about the UK losing its manufacturing base, as it becomes a service economy, the country still boasts a very significant industrial sector, ranging from steel works, currently going through "a purple patch", as one person we spoke to put it, to high tech aviation components and food production.

Moving across to Ireland, which in the south has not traditionally been an industrial economy, times have changed, with major inward investment in manufacturing. Particularly at the high tech end, but also into more conventional production.

In a quick and unscientific survey we found that while a number of industries are, without doubt, suffering, a good number of companies are experiencing their best periods in years. Challenges, such as the rising price of gas, which has caused a few high volume users to cut back on production this winter, the strength of Sterling and competition from emerging markets, such as China, is making life difficult and forcing companies to continually ramp up productivity. Most would agree though that while a large number of industrial companies have changed work practices beyond all recognition, there is still plenty to go for in the never ending quest for productivity improvements.

At this stage you may well be wondering why the "state of the nation" introduction? Given the challenges that the sector faces, it is interesting to look at how they are affecting trends when it comes to lifting in and around production facilities and other industrial sites.

The aim has of course, been to try and eliminate as much manned material handling as possible, by delivering inventory directly to production lines and using methods such as air glide tables and fixtures and wire guided transport buggies.

The Pick and carry crane is on a comeback

The old industrial crane, so prevalent 40 to 50 years ago...the Coles, Jones, Iron Fairy and Taylor jumbos are all long gone, although a

example we reported how Avon tyres had replaced forklifts with industrial cranes and there have been others more recently.

At least a part of the credit for the budding industrial crane resurgence must go to Hull based sales and rental company Peter Hird and sons. Having spotted the potential of the Valla pick and carry cranes, Peter Hird jnr, had the long term vision to import, stock and invest in promoting, what is in fact an old and almost forgotten concept, certainly an unfashionable one at the time. Initially looking at the industrial installation and removals market, Hird is now selling units into production applications on a regular basis.

95 percent are battery powered

After several years of investment in promoting the concept of electric powered pick and carry cranes, it looks as though it is beginning to pay off for Hird with a significant increase in both sales and rental. Hird told Cranes&Access that demand for industrial cranes on a self drive rental basis has more than trebled in the past year or so. An increasing number of companies are rediscovering the benefits of having a small crane around.



A Valla three wheeler crane is the ideal tool for installing an ejector seat at British aerospace.

Much of the lifting within the building is now handled by the vast array of Overhead crane products, which are increasingly designed for specific tasks and automated. Meanwhile forklifts dominate the mobile in and out handling.

surprising number remain in factory back yards and in boat or scrap yards. And yet.....Just when the industrial pick and carry crane seemed destined for the scrap yard, it seems to be making something of a come back. In September for

With industrial environments ever more focussed on noise and emissions reduction, not to mention cleanliness, the electric mobile crane is an ideal solution. Hird says that 95 percent of the Valla cranes he sells are battery powered. He cites a recent delivery of a 25 tonne pick and carry model to a Johnson Matthey production plant where the operators say that the crane can run all week on a single battery charge.

While the modern pick and carry crane looks the same as it did 30 years ago, the fact is that the running gear has changed beyond all recognition, with modern electronics and smooth motor control operation, much of it transferred from the forklift industry. Price is also a factor, a small to mid

installation market, Ainscough engineering services which probably runs the largest pick and carry fleet, purchased two 10 tonne models last year for a particular application. Ormig, which is distributed in the UK by Crowland cranes, sells more diesel powered units than electric and concentrates on larger models.

Grove and Shuttlelift both produce industrial cranes in the USA, with Grove selling some Shuttlelifts under an OEM agreement. Neither has invested in promoting their pick and carry cranes in Europe, although Grove is still testing the market for its latest "Yard Boss" crane in Germany.

Overhead technology rules

Looking briefly at overhead cranes, the range of options has never been wider with an amazing selection of cranes that can be easily fitted into existing facilities without major structural alterations to the building. Overheads have seen even more dramatic changes in technology than the pick and carry units. With sophisticated remote controls, ultra smooth functions and more rapid speeds, aided by anti sway devices to make such speed practical.

Rapid service support is also the order of the day, with any downtime



A 10 tonne Ormig 10tmE is used for handling part of an overhead cranes travelling equipment.



Grove is market testing its Yard boss models in Germany.

sized crane can cost as little as £35,000 and replace at least one fork truck. While covering much of the in plant lifting work that in the past would have been hired in.

Self drive hire on the rise

In fact at a time when end users are increasingly moving to contract lift terms for crane hire, passing on a large portion of the responsibility for a lift to the crane hirer. A counter trend is emerging with industrial company's to buying their own cranes and having one or two staff trained to operate it. Hird quotes sales of larger models to a catalytic converter producer and a marble producer among his recent successes.

While Valla is certainly leading the charge in the pick and carry market, it is not alone, fellow Italian producer, Ormig has also seen its sales to the UK improve, largely to the machinery

being a disaster, for productivity. All of the major suppliers are investing in rapid intervention teams, combined with maintenance contracts and 24 hour coverage. The whole aim to ensure that plants that depend on craneage for production, suffer as near zero downtime as possible. Kone cranes reports that it is seeing an increasing demand for crane refurbishment, modernisations and overhauls. With technology having progressed so rapidly, it can pay to upgrade

even relatively modern cranes in order to help boost productivity, improve reliability and add more user friendly and efficient remote controls or automation.

As usual we always have more to say than we have space, we will therefore come back to this subject in more depth later in the year. In the meantime we have a good number of practical applications illustrating some interesting applications and developments.

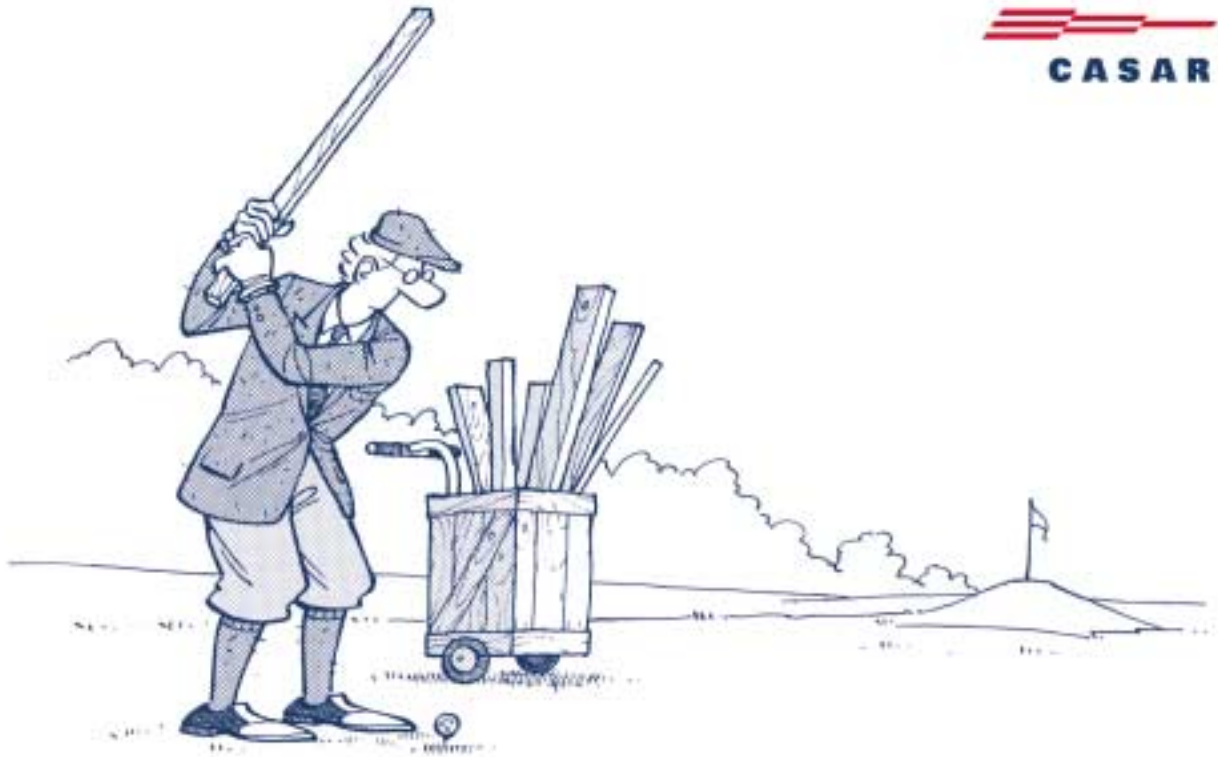
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Kone cranes UK modernisation team upgrade older cranes



Kone cranes modernisation workshops in East Kilbride.

Kone cranes UK of East Kilbride says that it is finding increasing demand for its modernisation service for older overhead cranes. The company offers to add its latest technology, such as automatic operation, and anti sway devices to existing cranes, regardless of make, saving the customer the cost and disruption of a full replacement.

Kone has recently won two new contracts for its modernisation team. The first, in Ireland, worth €520,000, is for the Irish Electricity Board and involves the upgrading of two 150 tonne turbine hall cranes operating at its Great Island and Moneypoint power stations. The cranes are to be fitted with new motors along with Kone's DynAhoist and DynAC inverter variable control systems. The work is due to be carried out in March.

The second contract, worth over

£400,000, is with Onyx Waste to Energy in Hampshire, where existing Kone semi-automatic waste handling cranes from 2003 and 04 are to be converted to fully automatic operation.

Gordon Adie, managing director of Kone cranes UK said, "When we started our modernisation service some years ago, it was on the basis that we had developed a number of innovative advanced technology components which could be fitted to older cranes, thereby improving its life and performance at a fraction of the cost of a brand new crane. Since then, we have developed so many more hi-tec products, for example our recently launched DynAPilot anti-sway control, that it has become more attractive for our customers to look at modernisation of an old crane. It is a very attractive alternative to new buy."

Chocolate removals

Peter Hird Machinery Removal Specialists has been employing a range of industrial cranes, including a Valla 180e - 18 tonne battery powered pick and carry crane to remove equipment such as this

chocolate holding tank, from Terry's Chocolate factory in York. Hird says that the crane has proved to be an ideal lifting tool, across the whole site. Particularly in the confined production areas,

thanks to its compact dimensions, manoeuvrability, non marking tyres and full pick and carry capability. Terry's is moving production of its All gold and chocolate oranges to eastern Europe. The company has been in the York premises since 1924.



From Royal Worcester to Wedgwood

The Royal Worcester porcelain factory in Worcester has sadly closed and its assets sold.

Among them a 20 tonne Kiln, measuring 8.5 metres long by 2.5 metres wide, that has been purchased by the Wedgwood pottery. Specialist machinery mover, Drayton Beaumont was contracted to relocate the kiln, which was located on the first floor of the old factory.

Having established that moving this bulky item to a location for loading presented significant challenges, it called in LGH Megalift. The only removal route available for the kiln was an access hole created in the first floor wall of an enclosed bridge over a narrow alleyway. At only six metres wide, with low headroom access, the alley was considered too restrictive for the size of mobile crane that would be required to lift the Kiln.

LGH therefore devised a solution to lift the kiln down into the alley

using hydraulic gantries. Two tracking rails were placed either side of the alleyway, elevated on 400mm blocks, to pass over raised manholes. Four hydraulic jacking units were placed onto the rails and connected with two 5.7 metre beams, which just fitted within the confines of the alley. The hydraulic jacks were then raised until the two beams were above the access hole in the first floor wall.

At this stage Drayton Beaumont began to push one end of the kiln through the hole until the leading edge sat under the leading beam, to which it was subsequently attached. The jacking units connected to that beam were then tracked along the rails pulling the kiln further out through the access hole until the rear end could be connected to the beam of the trailing gantry units.

The weight of the Kiln was taken up fully by the gantry and travelled clear of the building so that it could be lowered to the ground from where it was moved on skates to the removal vehicle.

'Clearly a project of this size and nature needed moving specialists and LGH Megalift was the perfect partners,' said John Tiplady, project manager at Drayton Beaumont.

The 20 tonne Kiln was attached to the leading jacking units, which then helped pull it out of the access hole, until the rear could be attached to the trailing beam.



Print installation

The printing industry has been changing at breakneck pace over the past 15 years with new technology forcing the regular update of equipment. Lifting these pieces of machinery, sometimes into awkward locations is an ideal task for the largest

pick and carry cranes. In this example a 60 tonne Ormig model 60tm, owned by Foltran of Milan is transporting and placing a 51 tonne machine onto a raised stand almost four metres high with limited headroom. *Note the fabricated platform used to fill the loading dock void, allowing the crane to move closer to the location.*





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A three dimensional challenge faced the crane driver placing this 8 tonne separator.

High speed industrial

When an eight tonne blower separation unit measuring six metres long by three metres wide had to be installed in a new hall at a Berlin recycling plant, space presented a major problem. Local crane company, Grohmann had therefore to choose the lifting equipment and plan the lift with care. It selected a new 55 tonne Liebherr LTC 1055-3.1, three axle "city" type All Terrain crane.

Crane driver Thomas Anke had to position his crane with absolute precision in the aisle adjacent to the final location for the blower. The delivery truck reversed into the

aisle way running between racking and existing machinery. The crane lifted the load off of the trailer and very carefully raised the almost fully retracted boom and slewed it through 90 degrees towards the placement point. Vertical stanchions and a ten metre overhead beam, combined with the relatively narrow aisle, left no room for error. Once over the side, Anke telescoped the load into place with barely an inch of space between the cranes counterweight and the racking behind. The unit, with a gross load of 9.5 tonnes, was successfully placed on its precise mounting points at a radius of 12 metres.

Bombardier contract crane responsibility

Morris Material Handling has been contracted by Bombardier to take responsibility for ensuring that the company meets all of its commitments under the LOLER regulations 1998, along with all other statutory inspections across its 330,000 square metre site in Derby. The company already provides round-the clock service, maintenance and emergency repair for Bombardier's crane, hoists and lifting equipment at the rail manufacturing facility and refurbishment centre.

The contract will be co-ordinated from Morris's regional service centre in Loughborough, where a team of seven technicians will remain on standby to provide an immediate response should breakdown or failure occur. It involves the statutory examination of Bombardier's 72 on-site cranes, both overhead and goliath, as well as other lifting equipment, hoist chain blocks, aerial work platforms, carriage lifting jacks, swing jibs, and all associated loose lifting equipment. Morris is also responsible for the bi-annual inspection of all below the hook equipment.

Bombardier has tasked Morris with managing the planned maintenance of its cranes and hoists an additional three times per annum, over and above the statutory requirement.



Morris material handling has invested in a new fleet of vans for its 80-strong team of technical support engineers, which is on call 24 hours a day 7 days a week, 365 days a year.

Bombardier's Services Engineer, Graham Moody, said; "Given the high levels of support that Morris already provides on a 24/7 basis at our Derby site, we are pleased to extend this to statutory inspections."

To Russia with glass cranes

UK Glass maker, Pilkington PLC, has constructed one of the most advanced glass plants in the world in the Ramenskoye district of Moscow. The new plant is part of a joint venture with Emerging Market Partnerships

(EMP). In order to safely and efficiently handle a throughput of 240,000 tonnes of float glass a year at the new facility, Pilkington has invested over a million Euros in advanced overhead cranes from UK specialist Street Crane Company.

Glass must be handled with care and precision at every stage of the production process. Street has designed the cranes with speed-controlled movement for greatest load stability and precise low-speed placement.

The Moscow contract included the supply, delivery and commissioning of 11 cranes, while, the installation was undertaken by Pilkington's own engineering teams. The cranes range in capacity from five to 25 tonnes safe working load and include double girder, single girder and wall travelling jib cranes. Some of the cranes span bays of 40 metres and all are equipped with radio remote controls.

All equipment was built in the UK and shipped overland to Russia. To meet Russian standards, Street had to have its company wide procedures audited and approved by GOST and each crane was evaluated from first principles



and certified as compliant with GGTN standards.

The Ramenskoye plant began operations in November 2005. Pilkington will operate the plant on behalf of the joint venture partners.

The glass is carried in a special lifting frame.

Flying Low

Peter Hird & Sons was called on to offload a 21.5 metre Nimrod aircraft fuselage weighing eight tonnes, from its road transporter and into mobile trolleys at a structural test facility at BAE Systems, Brough, East Yorkshire.

The lift was restricted by low head room and the need for cleanliness. Hird selected Valla 18 tonne and Valla 25 tonne battery powered industrial pick and carry Cranes for the lift. BAE systems will be assembling the section of the Nimrod fuselage to a new wing section to form an aircraft specimen for structural testing purposes.





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Vertically electric compacts

Of all the self propelled aerial work platforms sold worldwide, by far the largest number are electric powered scissor lifts. Most of them under 10 metres platform height. We take a look at what is available, what to look for and how technology is progressing.

The most popular scissor lifts are those that are narrow enough to pass through single doorways. Now widely available with platform heights of up to 10 metres for working up to 12 metres. The biggest sector are the 19ft (5.7metre) models. Why 19ft and not 20ft? Simple, the very desirable short overall length, ideally as low as 1.6 metres, limits the length of the scissor arms and thus the eventual height. Four sets of scissors equals 19ft - 23/24ft models have been built in Italy by using five scissor sets, but these are then higher in the closed position and display more mid-height side to side movement.

Right tool for the job

More importantly, a huge volume of work is located well below eight metres. In fact there is a strong argument that a four metre platform height lift would be more than adequate for over half the work currently done by higher scissor lifts.

How many times have you passed though an airport baggage hall with three to four metre high ceilings and seen nine metre working height scissors in use?

In Sweden and other Nordic countries thousands of four metre platform height, mast type lifts are in use. The rest of Europe says why? When they cost almost as much as a 5.7metre scissor? Well let's see, where shall we start?



"The original" UpRight TM12 has been updated but remains essentially the same and is highly popular in Nordic markets.



C&A electric scissors

The Haulotte Star 6 has been updated and improved for 2006 and offers a steel mast and carry platform.

1. They are lighter for floor loadings and small elevators
2. They are shorter, as low as 1.3 metres long, ideal for the smallest elevators
3. They are easier to deliver - more units on a truck or trailer.
4. They have a lower platform entry height
5. They can be driven through doorways from the platform
6. They have greater battery life

In the UK, Nationwide has been one of the few rental companies to invest significantly in this size of lift, when in 2005 it purchased 24 Genie Runabouts. Although this relates to less than two units per depot, the company has concentrated them in just a few locations.

Note: The following charts are not intended to be all inclusive, only models widely available throughout the EU have been included.

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Make	Model	Plat Ht	O/A Width	Lift capacity	O/A Length	GVW	Speed up/down
JLG +	SSV10	3.05m	750mm	160kg	1.52m	455kg	N/A
Genie +	GR12	3.5m	750mm	227kg	1.35m	717kg	18/20s
UpRight +	TM12	3.83m	760mm	227kg	1.36m	776kg	18/23s
Haulotte +	Star 6	4.0m	760mm	180kg	1.50m	800kg	17/30s
JLG Toucan +	Duo	4.0m	780mm	130kg	1.65m	1,000kg	N/A
JLG Toucan+	Jnr 6	4.0m	780mm	200kg	1.50m	870kg	N/A
Bravisol	Lui 400	4.1m	780mm	200kg	1.55m	1,080kg	N/A
Haulotte	Opt 6	4.45m	760mm	280kg	1.73m*	1,240kg	25/18s
MEC	1532ES	4.5m	810mm	272kg	1.68m*	1,225kg	14/18s
Holland Lift	Z-45EL8	4.5m	800mm	220kg	1.70m	1,100kg	15/24s
SkyJack	SJIII3215	4.6m	810mm	272kg	1.78m	1,100kg	23/25s
Genie	GS1530	4.6m	760mm	272kg	1.83m	1,223kg	16/17s
Genie	GS1532	4.6m	813mm	272kg	1.83m	1,238kg	16/17s
Itesco	IT4680	4.6m	785mm	270kg	1.63m*	1,290kg	16/20s
Airo	Micra460	4.65m	765mm	250kg	1.85m	1,320kg	17/19s
JLG +	15DVSP	4.65m	800mm	230kg	1.36m	960kg	N/A
JLG +	15DVL	4.67m	750mm	230kg	1.36m	950kg	N/A
Genie +	GR15	4.75m	750mm	227kg	1.35m	994kg	20/20s

*With access steps removed. + Mast type lift.

If you think that a 12 to 15ft lift would suit your work, you can choose between a traditional scissor lift, usually the a 19ft with one less set of scissor arms, giving a 15ft/4.5 metres platform height. Or a lift that uses a telescopic mast. A steel box section mast is generally preferred BUT platform heights tend to be limited to 4 to 4.3 metres. Today the majority of units sold have aluminium forklift type masts, borrowed from push around/portable lifts. The benefit is that these units offer platform heights of up to 20ft/6 metres. In the rental market the 15ft mast

is more popular, with its two man lift capacity and lighter weight. The 19/20ft market is dominated these days by compact scissor lifts. In an **ideal** world these are under 800mm wide, less than two metres high, no longer than 1.6 metres overall and weigh around 1,000kgs. In the **real** world a good number of units offer a 760mm width and most if not all will close down to less than two metres making them easy to pass through standard doorways, even doorways with fancy trim. The ideal overall length is possible... just about, usually after a quick release step

The Manitou D80ER is a special lift for industrial applications and features a rotating platform



has been removed. This allows the machine to use a number of passenger elevators with limited dimensions. The Gross Vehicle weight of 1,000kgs has long gone. Scissors in this category seem to put on weight every year, many are now in the 1,500kg region, the best push 1,250kgs. still making them too heavy for many smaller lifts. In such a case the alloy mast units will be your only option.

19fts are getting fatter

It is also interesting to note that some of the 19ft scissors have gained a few inches too, with a good number swelling to 820mm, making them a tight fit through some doorways. The importance of this appears to have diminished, certainly in the UK. When Genie put its latest 19ft model through CE approval a few years back it took its width out to 820mm and added

Micro scissors and lifts 5 to 6 metres (19ft)

Make	Model	Plat Ht	O/A Width	Lift capacity	O/A Length	GVW	Speed up/down
MEC	1932ES	5.71m	810mm	226kg	1.68m*	1,375kg	14/18s
Genie	GS1930	5.7m	760mm	227kg	1.83m	1,498kg	16/23s
Genie	GS1932	5.7m	813mm	227kg	1.83m	1,503kg	16/23s
JLG	1930ES	5.72m	760mm	230kg	1.87m	1,565kg	22/28s
Haulotte	Opt 8	5.76m	760mm	230kg	1.73m*	1,325kg	30/23s
Manitou	78XE	5.8m	810mm	230kg	1.89m	1,380kg	17/22s
SkyJack	SJIII3219	5.8m	810mm	249kg	1.78m	1,170kg	25/27s
UpRight	MX19	5.8m	760mm	227kg	1.6m*	1,406kg	19/18s
Snorkel	S1930	5.8m	762mm	227kg	1.68m*	1,380kg	12/24s
Iteco	IT5980	5.9m	785mm	230kg	1.63m*	1,545kg	22/25s
JLG +	20DVL	5.94m	750mm	160kg	1.36m	950kg	N/A
JLG toucan +	Jnr 8	6.0m	780mm	120kg	1.65m	970kg	N/A
Airo	Micra600	6.0m	765mm	250kg	1.85m	1,395kg	17/19s
Genie +	GR20	6.07m	800mm	159kg	1.35m	1,111kg	21/21s

+ Mast type lift.

Short and High

If the short length and narrow dimensions are an attraction regardless of total weight, you might be interested in recent developments from a number of Italian manufacturers, some of whom have added an extra scissor stack to their 19ft models to produce 22 to 24ft versions. IPM was the first to do this, while Iteco has been the most recent, with the launch last year of its IT7380 which features a 22ft (7.3m) platform height. Such models have been around now for three years, demand seems to have been such that no major manufacturer has deemed it necessary to follow this trend. The problem with them is that the lowered height tends to be in the 2.2 metre range, with a gross weight nudging two tonnes. On top of this their five sets of scissor arms inevitably lead to less platform rigidity. Which usually adds up to too many negatives for the gain of a 400mm shorter overall length.

a few pounds, in order to gain an outdoor rating. In Scandinavia users screamed No! And Genie quickly obtained CE approval for its

The Genie GS2632 narrow 26ft, demonstrates how these narrow units can squeeze into narrow places.



Mini scissors 6 to 7 metres (20fts) Narrow

Make	Model	Plat Ht	O/A Width	Lift capacity	O/A Length	GVW	Speed up/down
MEC	2033ES	5.98m	840mm	363kg	2.49m	1,737kg	18/35s
Genie	GS2032	6.1m	810mm	363kg	2.44m	1,825kg	30/26s
JLG	2030ES	6.1m	760mm	360kg	2.30m	2,020kg	30/30s
Haulotte	Com 8	6.18m	810mm	350kg	2.31m	1,650kg	30/29s
Manitou	81XE	6.1m	810mm	340kg	2.47m	1,700kg	N/A
SkyJack	3220	6.1m	810mm	408kg	2.32m	1,592kg	33/35s
UpRight	X20N	6.1m	820mm	340kg	2.35m	1,736kg	30/30s
Snorkel	S2033	6.1m	840mm	363kg	2.31m	1,701kg	20/28s
Iteco	IT6390	6.27m	892mm	450kg	2.27m*	1,880kg	N/A
Airo	SF630E	6.3m	850mm	400kg	2.51m	1,440kg	40/40s
Manitou	D80ER	6.0m	990mm	350kg	2.50m	2,320kg	N/A
Holland	Y-64EL8	6.4m	950mm	350kg	2.80m	1,860kg	36/33

GS1930 (retained in the USA) but limiting it to indoor use only. In the UK and Ireland most fleet buyers seem to have shrugged off the tight fit issue and taken the 1932. So perhaps passage through a single standard office door is less important than anticipated?

20ft Skinny Minis

At one time the 20ft narrow mini was the hottest market, with products such as UpRight's SL20 being the machine of choice in many European markets. While such units offer a longer platform and higher capacity, relatively few are purchased in Europe any more. It seems that a number of manufacturers have given up on the standard 825mm (33 inch) doorway on these units, a number of them have fattened out to as much as 890mm. JLG is one of the few that has **reduced** its widths to 760mm, ideal for passing through most doorways.

Holland Lift small scissors tend to be heavier duty than most.



Mini scissors 8 metres (26fts) Narrow

Make	Model	Plat Ht	O/A Width	Lift capacity	O/A Length	GVW	Speed up/down
MEC	2633ES	7.80m	840mm	226kg	2.49m	2,105kg	18/35s
Genie	GS2632	7.92m	813mm	227kg	2.44m	2,440kg	37/24s
JLG	2630ES	7.77m	760mm	227kg	2.30m	2,155kg	40/40s
Haulotte	Com 10N	8.14m	810mm	230kg	2.42m	2,150kg	45/45s
SkyJack	3226	7.9m	810mm	227kg	2.32m	1,876kg	56/NA
UpRight	X26UN	7.93m	820mm	340kg	2.35m	2,350kg	42/40s
Iteco	IT8290	8.15m	892mm	350kg	2.27m*	2,330kg	N/A
Airo	SF820IRE	8.24m	920mm	300kg	2.51m	1,780kg	50/35s

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The JLG DVL has an aluminium mast and offers a platform extension.

26ft Skinnies

Staying with doorway width machines, the choice of work heights has increased dramatically. Most producers have launched models with 26ft platform heights. For fleet owners this now offers an attractive split between the 19ft "elevator" models and the 26ft full length models. (rather than the old 19ft and 20ft) however the 26ft narrows do not seem to have taken off as rapidly as might have been expected. Iteco has gone one step further with its new range,

Mini scissors 26 and 32ft - 8 to 10 metres

Make	Model	Plat Ht	O/A Width	Lift capacity	O/A Length	GVW	Speed up/down
MEC	2647ES	7.80m	1,190mm	454kg	2.51m	2,404kg	18/35s
Genie	GS2646	7.92m	1,140mm	454kg	2.41m	2,055kg	30/24s
JLG	2646ES	7.92m	1,170mm	454kg	2.50m	2,550kg	40/40s
Haulotte	Com 10	8.14m	1,200mm	350kg	2.31m*	1,650kg	30/29s
Manitou	100XEL	8.2m	1,200mm	450kg	2.80m	2,420kg	N/A
SkyJack	4626	7.9m	1,160mm	454kg	2.31m	2,132kg	55/NA
UpRight	X26N	7.93m	1,220mm	454kg	2.35m	2,153kg	45/40s
Snorkel	S2646	7.9m	1,160mm	454kg	2.41m	2,359kg	20/28s
Holland	Y83EL12	8.3m	1,160mm	400kg	2.95m	2,400kg	38/26s
Airo	SF820E	8.2m	1,310mm	450kg	2.51m	2,000kg	50/35s
Haulotte	Com 12	10.0m	1,200mm	300kg	2.31m*	2,500kg	45/45s
MEC	3247ES	9.6m	1,190mm	318kg	2.51m	2,717kg	42/45
JLG	ES3246	9.68m	1,170mm	320kg	2.50m	2,725kg	50/50
Skyjack	4632	9.7m	1,170mm	318kg	2.31m	2,313kg	58/NA
Genie	GS3246	9.75m	1,170mm	318kg	2,44m	2,800kg	N/A
Snorkel	3246	9.75m	1,170mm	318kg	2.40m	3,003kg	44/48s
Iteco	10122	10.0m	1,220mm	450kg	2,27m	3,050kg	N/A
Airo	SF1000	10.1m	1,310mm	400kg	2.36m	2,610kg	70/60s
Manitou	120XEL	10.2m	1,120mm	320kg	2.80m	2,760kg	N/A
Holland	X105EL12	10.5m	1,160mm	500kg	3.50m	4,620kg	45/36

A 20ft scissor offers a long deck and better lift capacities than 19ft models.



The Skyjack3219, 19ft micro scissor, one of the top selling scissors in the UK in 2005.

introducing a 33ft model, the IT10090. However Iteco is one of the companies that have allowed their narrow scissors to fatten and its full length units are all 892mm. Limiting them to 36 inch (900mm) wide doors.

20ft wide minis

20ft wide mini scissors are so rarely imported into the European market these days that we are not covering them here; most producers offer a 1.2m wide chassis and platform, on their 20ft units, the main benefit being a higher lift capacity and more room. Most buyers prefer to buy a 26ft if they want more room. Don't expect wide 20ft scissors in stock.

26 and 32 ft minis

At the top end of the volume scissor market is the 26ft and 32ft platform height mini scissors, typically 1.2 metres wide and 2.2 metres long. The 26ft units offer working heights of up to 10 metres more than enough for most indoor applications. However the 32ft, offering up to 12 metres working height has taken over a good portion of the 26ft market, probably on the basis that a 32 can cover the 26ft work, while offering an extra two metres of height. However before buying a 32ft consider that it has a lower lifting capacity, and greater gross vehicle weight.

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Deck Extensions

The roll out deck extension is an essential addition to any scissor lift, and now generally standard. In fact buying a scissor lift without its roll out deck would be a huge mistake, when it comes to resale. The mast lift machines do not traditionally have a roll out deck, although they have been introduced on some models, many fleet owners think that this compromises what is intended to be a simple easy to use machine.



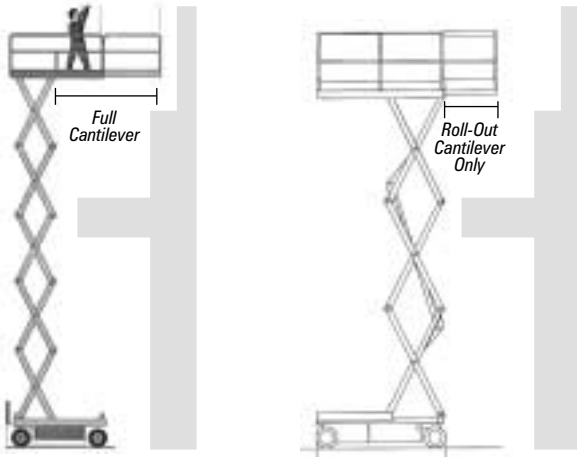
This Snorkel 1930 demonstrates a fulcantilever.

How long is your cantilever?

Staying with traditional scissors, one aspect of a deck extension that some users focus on is the direction that it extends. All small scissors have one set of arms in the scissor stack fixed to one end of the platform while the other end slides or rolls as the platform rises until the two ends are closest together in the fully elevated position producing a cantilever. If the deck extension rolls out in the same

direction the result is a very long cantilever which can prove to be useful when trying to reach over mid height obstacles where the chassis can pass underneath it and the platform over it. This feature, is a further argument for full length 20ft lifts, most of which offer this feature while many 19fts have the deck extension the other end as well as having a shorter cantilever on the fixed deck.

The direction of the extension can provide greater overreach for some applications.



Overload devices a 45 degree playing field?

During our research work covering electric scissors the question of overload devices was raised several times, and to be fair if it wasn't, we asked about it. The vast majority of those we spoke with confirmed that the lack of accuracy and unreliability of these items is causing problems. However an additional point surfaced, concerning inconsistency among notified bodies in the level of accuracy accepted for these systems.

Some manufacturers in particular, felt strongly that while they were fitting a costly system in a bid to provide the accuracy demanded by the letter

of the rules and their notified body. Other producers were gaining an unfair advantage by fitting a cheap and cheerful basic system that had precious little chance of providing any long term accuracy.

One thing that is for sure, no matter what the manufacturer tells you, whether the scissor is fitted with a cheap and nasty solution or a super deluxe one, none yet appear to do a solid reliable job. Most manufacturers complain that they add a significant cost, in percentage terms to small electric scissors while contributing little to scissor safety. In fact there is a view that they do exactly the opposite.

Most manufacturers use one of two basic methods to detect overloads. In the most sophisticated they fit load



JLG use four load pins to measure platform loading

sensing pins to the four platform connection points and feed the output into a microprocessor. The problem is that the pins are very sensitive and have to be handled very carefully even when installing. The second method is to measure the lift cylinder pressure and the scissor position, feeding the information into a microprocessor to compare the cylinder pressure at a given height with that allowed. The trouble is that to produce a system with any chance of accuracy, requires high quality sensors and a microprocessor with a full load curve. It is this latter method that is open to criticism, as some manufacturers are said to be using basic sensors and processors that stand little to no chance of such accuracy.

JLG has the most sophisticated installation that we saw, using four load pins to feed information into a central processor. The fact that at the time of our visit JLG was installing "revision 14" of the overload system tells you something!

UpRight was another company fitting an expensive system, choosing to use a highly sensitive pressure sensor and scissor position indicator and combining them into a full load curve microprocessor to detect overloads.

UpRight feed pressure and scissor position into a microprocessor to calculate platform loading.



C&a electric scissors



AFI has launched this simple lightweight pipe handler to help install sprinklers.

New Pipe handler

AFI the UK based access rental company has launched a device for scissor lifts that holds lengths of pipe or tubing in place so that they can be lifted safely to the installation point.

The aim is to avoid a number of bad practices including the balancing of long tubes on the guardrails and was developed with input from a sprinkler installation contractor. The pipe stand is constructed from aluminium and fits onto the deck

of the scissor lift; it has a simple easy to use design and weighs 74kg. It will take tubes with diameters of up to six inches (160mm) in special grooves with straps that keep them firmly held in place. The height of the stand is adjustable making it very easy to install long overhead runs of tubing. AFI says that while designed for larger diesel scissor lifts, it can also be used with some smaller electric powered scissor lifts.

Hospital Runabout

When Rotary (Yorkshire) was selecting access equipment for the new Oncology unit being built at the famous St James ("Jimmy's") Hospital in Leeds. It called in Nationwide Access, Julian Nixon, depot sales manager at Nationwide's Leeds branch, visited the site shortly after work began, in order to discuss requirements with main contractor Bovis Lend lease and its key subcontractors.

Specialist contractor Rotary is installing the overhead cabling and ductwork for the complex mechanical and electrical services in the new 66,500 sq metre wing. When completed, the new Oncology Wing will be Europe's largest cancer research hospital with teaching and patient care facilities located in the new building which is linked to four existing buildings.

"We advised Rotary to hire the

Genie GR15, "Runabouts" rather than the small scissors that Rotary's project manager Graham Rawlins originally had in mind. "The days of step ladders and trestles are long gone" commented Rawlins. "The small battery-powered scissor lifts are now the standard spec for this work, but on this occasion the compact nature of the GR15 provided access to more areas". The stowed height

The Runabouts can be driven through regular doorways from the platform.



The Genie GR15 is able to access areas too tight for conventional scissors.

Rawlins reports that they have proved the ideal solution for his team. "Most of the rooms within the building are already finished and some of them are quite small", he says. "Consequently, we have to manoeuvre in very tight spaces and are travelling from room to room all the time". The GR15's compact frame allows it to pass easily through a narrow doorway and its turning radius means that once inside a room it can quickly navigate its way into the right position.

"It's a superb machine" enthuses Rawlins. The eight Nationwide GR15's at St James Hospital are complemented by 10 small scissors. In addition to the hire contracts, Nationwide provided over 20 Rotary staff with operator training courses to help familiarise them with the equipment. Work at the new Oncology Wing is ongoing, and Rotary will be using the GR15s until May. The overall project is due for completion in December 2007.

of the Runabout is only 1.57 metres and the chassis 700mm wide by 1.35 metres long. "With a working height of six and a half metres this model provides access through both restricted entrances and between pipework at height" he continued.

Rotary began using the GR15's at St James' in September 2005 and

The smallest scissor in the world?

NSG has launched what it claims is the smallest scissor lift in the world, the Pop Up. Offering a 1.63 metres platform height, the Pop Up is not self propelled, but can be easily pushed around and the castors then locked. It offers a 240kg lift capacity and compact dimensions, with an overall width of only 700mm, by 1,130 mm long and a gross weight of only 270 kgs, it will fit in almost any elevator and offer minimal floor loadings. With a list price of £3,500 it is a good powered alternative to Podium steps. A single charge will provide up to 400 full load lift cycles.



The Pop Up was launched at the London Hire show in January

Go longer with Electric drive

Three years ago JLG introduced a radically new line up of small electric scissors, the ES range. The most groundbreaking feature was its direct electric drive. The company had developed a compact electric motor that fits onto the front stub axle. The benefits include significantly extended battery life and a much smaller hydraulic system. In fact the ES models hydraulic pump and reservoir is so compact that it is fitted directly to the machines lift cylinder.



Companies that operate ES machines such as Wakefield based UpLift, say that they can rent their ES scissors out for a premium to those users who are either working longer shifts or travelling greater distances with the scissor lifts.

While it is likely that all electric scissors will eventually adopt direct electric drive, just as most electric booms have. So far only one other manufacturer has followed JLG's lead, Iteco, which launched its IT80 and IT90 ranges late last year.





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Major cost or clean low cost power



Holland lift supply a battery hydrometer with every electric lift.

Modern battery powered aerial lifts are increasingly reliable, and easy to maintain. The past few years have seen huge improvements in every aspect of a lifts design. All except the main power source the humble battery and to a lesser extent the on board charger. In many fleets the batteries and charger are now the greatest annual cost and source of reliability issues.



Holland lift fits full traction batteries to most of its lifts.

We spoke with a number of battery manufacturers and suppliers and the fact is that while batteries have hardly changed in the past few years, a good regime of battery maintenance and care will not only eliminate most battery related call outs but also dramatically extend the life of a battery pack.

Most of the suppliers we talked with said that in spite of all the advice metered out over the years it is not unusual to find service engineers who are not equipped with any battery test equipment at all and in some cases mechanics responsible for battery powered lifts have no idea how to use the testing equipment anyway.

Holland Lift is unusual in that it includes a hydrometer with every battery powered lift it sells. It also fits the majority of its electric lifts with full traction forklift type battery packs, which while they can last for a very long time are also very expensive to replace if they are abused.

For many years it has been clear that American built deep cycle batteries are far better suited to aerial lift applications than most European equivalents. We include a technical overview of the reasons why American batteries might be better suited to lift applications. It is all, it seems, in the plate design. Yes the article is a little overly "techie" for our pages, but it is worth persevering with it.

Flat plates or Tubular?

Since the introduction of the lead acid batteries by Gaston Plante, in 1860, battery manufacturers have relentlessly sought better methods of storing greater amounts of electrical energy. Between 1881 and 1892, rapid development occurred in the area of grid design and active material formulation, it is generally accepted that tubular plate technology developed in the same time frame as flat plate. Both plate designs still exist today, with producers of the two types insisting that their technology is superior. As a general rule tubular plate technology is preferred in Europe and its old colonial outposts. While flat plate design is favoured in America and countries historically influenced by America.

While trying not to be overly technical, we look at the pros and cons for each design?

Positive Plate Construction

In a lead acid cell, the positive electrode or anode, is comprised of lead dioxide (PbO₂) and is the work horse of the battery. The negative plate is sponge lead (Pb). In both tubular and flat plate batteries, the negative plate is identical in appearance and function. It is the positive plate that differs in design and construction.

Figure 1 shows a typical tubular plate, the current collector consists of a series of spines that extend down from the top bar which is called a comb. The parallel tubes, or gauntlet, which surrounds the spine and holds the "active material", is made of a porous, inert fabric. Once filled, a cap is placed over the

opening at the bottom of the tube to prevent the active material escaping.

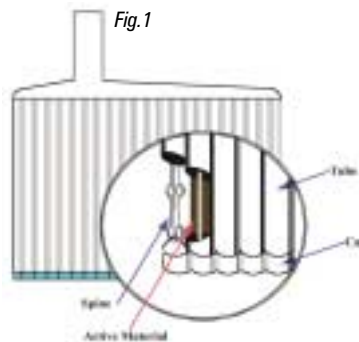
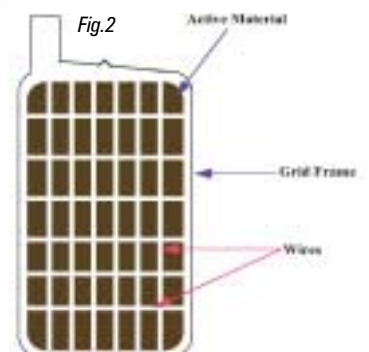


Figure 2 shows a flat plate, which is constructed of a grid, cast from an alloy of lead and antimony. The horizontal and vertical members are called wires and are connected to the frame. The "active material" is pressed into the grid, connecting

the grid wires and frame. This extrusion process results in flat surfaces on both sides of the plate. The primary objective of both plate constructions is the uniform distribution of the density of the "active material" throughout the plate. If the density is too high, performance will be reduced and

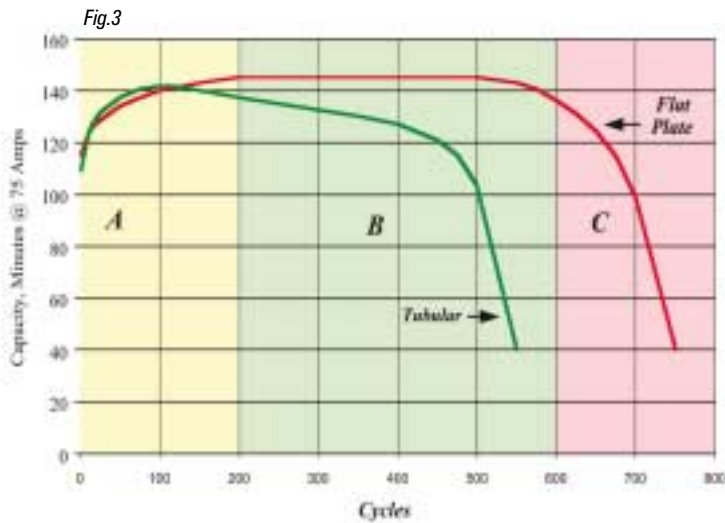


manufacturing costs increase, while low density results in premature capacity loss and short battery life.

When a lead acid battery is given its initial charge, the active material in the positive plate is converted to lead dioxide (PbO₂). Lead dioxide exists in two forms, Alpha and Beta. The ratio of Alpha and Beta PbO₂ in the charged plate is due in large part to the paste formulation and plate curing processes.

Battery life

Figure 3 shows the typical deterioration of a battery used in applications such as aerial lifts, where a battery is discharged and then recharged on a regular basis, unlike say a starter battery which has a short discharge and then an immediate recharge. The chart shows the increase in battery capacity which is typical in its early life and is characteristic of a high



concentration of Alpha-PbO₂. The tubular plate battery shows a rapid increase in capacity within a few cycles, and is typical of an active material formulation high in Beta-PbO₂ content. It should also be noted that after achieving its maximum performance, a gradual decline in capacity begins, continuing through section B of the graph. The flat plate battery, while slower to reach maximum capacity, maintains its full performance throughout this period, not experiencing age-related capacity loss until well into section C, by which time the tubular plate battery has reached the end of its useful life.

Failure characteristics

The typical end-of-life failure of a flat plate battery is a steady deterioration of the structural integrity of the active material due to consumption of Alpha-PbO₂, and grid failure resulting from corrosion caused by charging. A tubular battery tends to fail from a shedding

of its active material, with the physical stress placed on the tube from discharging and charging, eventually rupturing the tubes so that the active material is lost from the positive plate. This is why tubular plate batteries often have up to twice the space for sediment, compared to a flat plate battery.

Conclusions

Proponents of both designs have debated the virtual benefits of their favoured technology for decades. In essence tubular plate batteries offer a higher watt-hour per kilogram ratio, while Flat plate designs are generally more robust with heavier grids and more active material. They also tend to consume much less water and are better at sustaining their voltage under high rate discharges, such as the raising of a fully loaded platform. And thus better suited to aerial lifts. So next time you are offered a battery you are not familiar with, ask is it flat or tubular?

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So how do you lower your battery costs?

David Chambers of Trojan Batteries provides this simple check list.

1. Safety

- Always wear protective clothing, safety glasses, and gloves while performing battery maintenance
- Never add acid to battery
- Keep battery clean and dry
- Keep sparks, flames and cigarettes away from battery
- Keep vent caps tight except when checking electrolyte or adding water
- Charge only in well ventilated areas
- Skin contact with electrolyte should be avoided



A typical battery set up.

2. Charging

- Follow charger manufacturer instructions
- Charge after each use
- Ensure electrolyte level is above the plates
- Tighten vent caps before charging



An unusual European battery back from Varta..flat plate or Tubular?

- Do not interrupt charge cycle
- Never charge a frozen battery
- Avoid charging at temperatures above 120°F (49°C)

3. Watering (flooded batteries only)

- Add water only after fully charging the battery
- The proper electrolyte level is 1/8" below the bottom of the fill well
- Never allow the electrolyte level to fall below the plates
- Use distilled water or water with low mineral content

4. Cleaning

- Tighten all vent caps before cleaning
- Clean the battery and cable lugs with a solution of baking soda and water
- Do not allow anything to get inside the battery
- Rinse with water and dry
- Thinly coat all cable connections with petroleum jelly or anti-corrosion spray

5. Torque

- Tighten all wiring connections to the battery specifications
- Over-tightening can result in post breakage
- Under-tightening can result in post meltdown or fire
- Make sure there is good contact with the terminals

6. Equalizing

- Do not equalize Gel or AGM batteries
- Equalize when low or wide ranging specific gravity (+/- .015) is detected after a full charge
- Connect battery to charger, set to equalize mode, and start the charge cycle
- Take voltage readings every hour
- Equalization is complete when voltage no longer rises
- If charger does not have an equalization setting speak to your suppliers technical support department.

A better mousetrap?

In spite of dramatic developments in the design and reliability of battery powered lifts, on board battery chargers continue to be sensitive to the treatment dished out by many users. French company EFA has launched a new compact, high frequency battery charger which it claims offers a number of benefits over existing compact models.

Among the benefits claimed for the new charger are:

- A universal input voltage that will allow the same unit to be used anywhere in the world while also being very tolerant of steep voltage drops caused by very long extension leads. It is also not bothered by voltage fluctuations

of minus 15 to plus 10 percent during charge .

- An IP66 waterproof rating to ensure protection against pressure washers.
- A fully microprocessor controlled charging process, with curves for Lead Acid, Gel or VLRA type batteries.
- Built in protection against polarity inversion and short circuits.
- Will start charging almost totally empty batteries, without jump assistance.

The 24Volt 25Amp model is suitable for most small scissor lifts, with dimensions of only 28cm long x 18,5cm wide and nine centimeters high, it weighs only 4.5 Kg.



The new EFA charger



The signing ceremony between Manitowoc and Bank of Scotland. Seated (L-R) Steve Thompson, Grove Europe finance director, David Taylor, Bank of Scotland Corporate head of direct business. Standing (L-R) Simon Burns, director, Bank of Scotland Corporate – asset finance, construction division; Steve Barnett, managing director – sales/operations Manitowoc (UK); Jean-Francois Amet, regional trade finance director -Manitowoc; Karl Kirkpatrick, associate director, Bank of Scotland Corporate.

Finance for Cranes

Manitowoc Crane Group has recently been trumpeting the extension of its CraneCredit program to the UK through a venture with Bank of Scotland Corporate. Cranes & Access takes a look at what the company is offering UK buyers. While Steve Thompson of Manitowoc details the range of funding packages best suited to cranes.

There exists something of a dilemma in the crane rental market – how does a small crane hire firm grow without purchasing new cranes? And how does it afford new cranes without increasing its cost base? The expense of lifting machinery has always caused funding challenges, with companies forced to compromise on the quality and number of cranes, potentially losing out to competitors.

Manitowoc says that its CraneCredit financing program aims to provide customers with new opportunities. The company recently announced its expansion into the UK and established an association with Bank of Scotland Corporate. Together the two providers aim to offer a 'one-stop finance shop' for companies in the construction industry.

Cranes are one of the most expensive machines on site, so finance options are essential to end users as well as fleet owners. CraneCredit claims to offer specialist advice with staff that have market experience. It also offers the usual variety of packages such as finance leases, operating leases, hire-

purchase, fixed and variable rate loans, with a wide range of payment packages. However CraneCredit claims to offer more flexible programs than may be available elsewhere.

As part of the Manitowoc Crane Group, it has the advantage in understanding the economic challenges facing the crane industry. Bank of Scotland Corporate has worked directly with Manitowoc to compile a flexible set of finance schemes, each benefiting from the other's industry expertise.

"CraneCredit allows us to offer customers an opportunity to finance cranes without having to trawl through a long list of finance companies," said Steve Thompson, finance controller and director for Manitowoc in the UK.

"We can provide a one-stop shop – their choice of crane along with the financing to meet their needs. Customers can rely on an efficient and effective service, allowing them to concentrate on the performance of their business, with the confidence they have a repayment cost structure appropriate to their turnover."

Brynn Thomas first to use Crane Credit

Bryn Thomas Cranes, based in Flint, North Wales, was one of the first UK companies to sign up to CraneCredit. The business, founded in 1979, has grown steadily over the years and was 16th in the 2005 Cranes & Access Top 20 UK crane hirers. The latest additions to its fleet are two new 50 tonne capacity Grove GMK3050-1 units, which it purchased through CraneCredit. Derek Hook, finance director at Bryn Thomas, explained what attracted the

company to the programme.

"We like to continually update our fleet and we have always had a good working relationship with Grove. We chose a Hire-Purchase option and found that using CraneCredit was straightforward, especially as we were essentially dealing with one company, Manitowoc, the whole time," said Hook. "This simplified the application process and we were also able to secure terms tailored to meet the requirements of the company."



One of the new Grove GMK3050-1 cranes funded with a hire purchase deal through CraneCredit

What type of lease suits you?

Steve Thompson outlines the range of finance plans that are best suited to funding the acquisition of a crane.

Any Manitowoc, Grove or Potain product can be purchased through the CraneCredit programme, which looks upon each customer as an individual case and works to find the best 'fit'. Repayments can be tailored to a client's needs and income stream. It is possible to make payments annually, semi-annually, quarterly or monthly; or even make more sizeable payments during industrious periods, and opt not to pay during very quiet months. Tax benefits are available in some cases, as payments may be treated as off-balance sheet funding making them tax deductible. Most company needs can be covered by one of the standard schemes, which are:

Hire Purchase: Hire Purchase is on-balance sheet funding. It's simple to administer and quick to arrange – especially if you want to eventually own the asset. The option to purchase may also enable you to claim capital allowances. VAT is usually payable in full at the beginning of the agreement.

Operating Lease: These agreements allow many of the benefits of ownership, without the risks of actual ownership. Because of this, monthly payments are lower, and the machine may appear off balance sheet over the duration of the lease.



Steve Thompson

Finance Lease:

A Finance Lease allows use of the machine for a minimum deposit and a fixed monthly rental plus VAT. At the

end of the term the customer may opt to continue using the asset for an annual minimal rental.

The above finance structures may benefit from helpful features like low (or even zero) deposits, low start payments, payment holidays and balloon payments which can all help smooth the impact of acquiring the cranes a business needs to grow.

Riwal success based on people

C&A

face to face

Dutch based access rental company, Riwal is the largest privately owned access rental company in Europe and has been the largest European purchaser of aerial lifts for the past two years. In January the company placed its orders for 2006 to 2007, ordering over 2,000 new platforms, worth in excess of €80 million. At the same time It confirmed that it is setting up its fifth full service rental business, surprisingly in France. Cranes & Access visited Riwal's Dordrecht headquarters in mid January and spoke to owners Doron Livnat and Dick Schalekamp.



The Riwal team in Dordrecht

Riwal has expanded rapidly over the past few years, and established operations in Israel, Denmark and last year Slovenia. The company is now the leading powered access rental company in Holland, Israel and Denmark and it says that Slovenia will only be a matter of time. Its latest venture though is in France the biggest market that it has entered to date. Why France? we asked.

"France was not in our sights for this year but talking with Jacques Catinot we saw the type of person that we know will be successful as a partner in the Riwal family" said Livnat "and France, like Denmark, is also only a trucking day away from our base here at Dordrecht". Jacques Catinot was previously responsible for European sales and marketing at Genie, departing in December to set up the new venture.

"We are building our business around people, we will not open anywhere unless we have the right person, and that means someone who has been in the industry, someone who knows the bad times as well as the good times. You cannot easily instil this experience into people from outside the industry" He continued. "Our key partners must

also be able to do in their countries what we do here in Holland. We want to have the same spirit wherever we work. It is a serious business and requires 120 percent commitment".

Riwal France is already operational, from shared premises near Chartres. "The aim is to have the new operation properly established by mid year, eventually in a building and location specific to our needs and suitable for



The three owners of Riwal L-R Jaap Schalekamp, Doron Livnat and Dick Schalekamp.

the long term" said Schalekamp. In France the fleet will not be as JLG orientated as it is in Holland, we have ordered Genie, Holland Lift and Aichi for

France" He continued.

The two said that Riwal "does not intend to create a storm in France, there is enough room in the market for us to find a place without unsettling anyone. While we like to lead a market, we do not expect to be a market leader in France, it is a big country. It is also not our aim to 'buy-into' the market". When it comes to rental rates Schalekamp

was very firm that Riwal is not a rate cutter. "We have never started a price war nor will we. It is not what we do. "We trade on service and quality".

"We have increased our actual net rental income per unit by four to five percent in each of the past five years. Who else can honestly say they have done that?"

In addition to the massive fleet investment the company is also investing in new buildings such as a tripling of its workshop space in Dordrecht, purpose built premises for the new French operation and €1.5 million on a new IT system that will integrate everything the company does.

With the fleet growing to over 5,500 units by the end of the year, the largest single aerial lift rental location in Europe if not the world (1,500 units based in Dordrecht) and consistent growth now for over 10 years what is the company's secret or Philosophy for success we asked?

"We are a lean company, we have a maximum of three layers of staff from the man that cleans the machines to us and every employee is fully empowered. For example we run 25 trucks in Dordrecht and yet have no transport or logistics department".

"The Process is important, from the first call we get to the payment of the invoice. Between these two there are many steps and many opportunities to screw up. We want our people to simply say YES! The customer is not interested in why or why not, He is not interested in excuses and reasons, he just wants



One of a batch of six 22m Tadano Super-Decks, demonstrates the increase in specialist machines for the fleet.

to hear "yes it will be taken care of" and know that it will". "The answer is always Yes! The question is just how? "is it OK if we deliver between these times or those? If a certain machine is not available can we substitute it with this one or that? Saying YES is our philosophy, end of story!" "Yes we will take care of it".

"The markets might be a little different but the principles are the same, the processes are the same. It might need some slight fine tuning but the basics are the same everywhere. We expect our Partners to have the same exact values as we do, they can then easily make decisions because they now what we would do, there is a Riwal way and



One of the workshops where Rival prepares new machines for sale or for the fleet.

it must be instinctive". "We must simply help them to manage the process"

The two claim that there is very little employee turnover at Rival, "when we recruit new people everyone who will work with that person takes part in the selection process and must be happy. It means that out of 10 candidates only one or two will be suitable. Once on board new "team members spend time getting to know all aspects of the business, for example all new sales

staff (internal or external) must spend the first few weeks getting to know the company. "They must spend a few days on the delivery trucks, including the early morning shifts! then in the service area, with the dispatchers etc. This way they understand all aspects of delivering our service, all steps of the Rival process if you like" said Livnat. "If someone lasts the first three months then they usually stay for the long term".

The company has been working on a new integrated Information system for well over a year now and hopes to have it fully operational during the first half of 2006.

"Our new IT system is taking longer to implement than we had hoped", said Livnat "but this is because we are making the software work around what our people do, they know very well how to do their job, the system must work for them, rather than them working for the system."

Schalekamp adds "The aim is to bring together all the different IT programmes we are running into an integrated system so that all of our partners can see what is going on throughout the company, they can see what stock or what machines are available". "We also want to avoid all duplication of effort, if the dispatcher has entered a customers name when he books the order, we don't want the accounts or any other person to have to enter it again. Doing work that another member of the team has already done frustrates our people".

Rival has 170 employees in Holland, 35 in Denmark, 55 in Israel, with Slovenia and France added in they expect to top 300 later this year.

So how do you decide what to buy and when we asked?

"We are continually lowering the average age of our fleet, it is already under three years old. There are only two people in the company who purchase machines, (indicating the two of them) although everyone has their input, all of our partners input their plans, needs and wishes, we then roll this into an overall shopping list and work with manufacturers to schedule the units in a way that works both for them and for us". C&A



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Operators' Forum A loader crane users group within ALLMI

The Association of Lorry Loader Manufacturers and Importers (ALLMI) is the only trade association devoted exclusively to the lorry loader industry and until now its membership has consisted of manufacturers, importers and independent service companies.

ALLMI is currently establishing an Operators' Forum, a new division of the Association dedicated specifically to owners of lorry loaders. The Forum will benefit its members by encouraging the communication of a wide range of opinions and by facilitating contact of a non-commercial nature between both operators and manufacturers/ service providers to the benefit of all concerned.

In addition, thanks to ALLMI's role as a consultative body for proposed changes to legislation affecting the industry, member companies will benefit from having the opportunity to express an opinion and possibly influence such issues and will be kept fully informed of any forthcoming changes in this area, as well as being given guidance on how to comply with such changes.

An inaugural meeting of the Operators' Forum has already been held with several interested parties. However, due to the level of interest from numerous companies representing a broad range of industries, the time is right to organise a meeting on a larger scale to give all interested parties the opportunity to become a founder member of the Forum. It is the intention that the forthcoming meeting will allow key issues to be identified, subscriptions to be agreed and an Executive Committee to be elected.

ALLMI is confident that as the Operators' Forum develops and members express their views, further needs will be identified and addressed. It has already been established that a Code of Practice needs to be developed by members, which will demonstrate Best Practice for the various applications of lorry loader use and associated activities.

The first meeting is set for February 9th

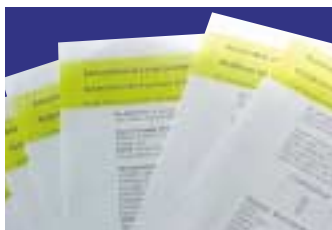
The first Operators' Forum Meeting will take place on the 9th February 2006 at the Strawberry Bank Hotel, Meriden, Coventry. Should you be interested and able to attend, or if you would like further information on the Operators' Forum and the benefits of becoming a member, you can call Tom Wakefield on 01249 659150, or email tom@allmi.com

New Guidance Notes

The ALLMI Technical Sub-Committee has produced two further Guidance notes, which are available for download, free of charge from the association's web site. The new Guidance notes cover the following subjects:

- Thorough Examination & Testing of Loader Cranes
 - In-Service Structural Inspections
- These are added to the nine existing guidance notes:-
- Life Expectancy of a Lorry Loader
 - Second Hand Lorry Loaders
 - Second Hand Lifting Attachments

- Regulations & Standards
- Installation & Operation
- Hiring Lorry Loaders
- Lorry Loader Purchase
- Bridge Bashing
- Trailer Mounted Knuckle Boom Cranes



The new Operators forum is targeted at companies that operate Loader cranes.

A single ALLMI

On the 1st February the Association of Lorry Loader Manufacturers and Importers (ALLMI) will merge with ALLMI Training Ltd to form a single limited company ALLMI Ltd. A new identity has been developed along with the change that includes a new logo and deeper blue colour scheme.

ALLMI was founded in 1978 at the request of the UK Health & Safety Executive and has been heavily involved in forming and influencing "Best Practice" within the lorry loader industry. The association has been successfully involved in a number of issues, but members were polled in 2003 with regard to their feelings towards their association, its activities and its overall profile. The overriding response was a call for a much higher profile and a call for the association to offer a number of additional services to its members.

The merger of ALLMI with ALLMI Training Ltd has arisen out of that survey and will simplify the association's identity with a single point contact, in addition to creating the opportunity for a stronger industry presence.

This change is just one part of a 24-month programme of implementing some major changes.

These include: -

- Replacing the Executive Committee of ALLMI and the Board of ALLMI Training Ltd with a management board for the newly merged organisation. All officers have been elected and include representatives from three of the biggest loader crane Manufacturers.
- Introducing a Buyers Co-operative to enable all Members, particularly the smaller ones, to buy core items such as steel, oil, hoses, insurance and so on, through collective bargaining.
- Introducing a certificated training scheme and ultimately a recognised qualification for people who carry out Examination & Testing of Lorry Loaders.
- Re-writing and updating the ALLMI Code of Practice to incorporate all the more recent product innovations and legislative requirements.
- Establishing a new division of the Association specifically for owners of Lorry Loaders.

ALLMI clearly has a very busy agenda. You can keep up to date with the changes and expansion of activities by visiting www.allmi.com





The summit.



2006

Bookings open for the **access event** of the year

Book early for the **IPAF AGM and Access Summit** and enjoy a discount. The **Summit** is open to non-members and will feature speakers addressing a variety of topics on powered access. To register, e-mail your details to **info@ipaf.org**

The event will be held on 4 April 2006 at Whittlebury Hall, near Towcester in the Northamptonshire countryside.

Whittlebury Hall is close to the Silverstone racing track and offers excellent accommodation and golf facilities, with a gym and health spa. Don't miss this great event that will bring together the powered access industry in a relaxed setting! Watch this space for more details or visit www.ipaf.org. Call 01327 857857 to reserve your rooms. Ask for the **IPAF** rate.

Preliminary programme

Monday, 3 April 2006

IPAF Golf Challenge, IPAF Board and Committee Meetings

Tuesday, 4 April 2006

IPAF Council Meeting, IPAF AGM, Access Summit, IPAF Annual Dinner

Wednesday, 5 April 2006

IPAF Committee Meetings

New IPAF Technical Officer

IPAF has appointed Gil Male as its Technical Officer, starting 6 February 2006. Male will focus on providing advice on the technical and regulatory issues on the use of powered access equipment. He will work closely with the **IPAF** Manufacturers' Technical Committee and the Powered Access Interest Group on matters relevant to the industry.

Until recently Male was HM principal specialist inspector and head of the Engineering Plant Group at the Health and Safety Executive's Technology Unit. He played a key role in formulating and providing practical input and comment on health and safety regulations related to the use of mobile equipment. He continues to be closely involved in developing the new British standard code of practice for the safe use of MEWPs.

A chartered engineer and a Fellow of the Institution of Mechanical Engineers, Male's

career with the HSE spans more than 10 years. His key achievements include: formulating Approved Codes of Practice and guidance on mobile work equipment that implement the Provision and Use of Work of Equipment Regulations (PUWER); representing the UK in formulating the European standard on risk assessment for machinery designers and formulating technical guidance to promote improvements in agricultural machinery safety under the Machinery Directive.



Gil Male joins IPAF

"Gil brings a wealth of experience in mechanical engineering," said Tim Whiteman. "His expertise will be a strong boost for IPAF's ongoing work in addressing the technical and legal issues facing the industry."

Commenting on his new role, Male said: "These are interesting times for the powered access industry. The Work at Height Regulations 2005 have certainly given much impetus to the need to identify and follow safe working practices when working at height. In the coming year we will be focusing on the revision of EN 280 to further develop design requirements under the Machinery Directive and on formulating two British standards, i.e. BS 8460 on the safe use of MEWPs and BS 8454 on the delivery of training for work at height. I much look forward to meeting these challenges with IPAF."



Whittlebury Hall: A perfect location.

PAL Card breaks new record

The number of PAL Cards (Powered Access Licences) issued by IPAF in 2005 passed the 50,000 target for the first time.

"The Work at Height Regulations have definitely made employers more conscious of the need to ensure that their platform operators are properly trained," said IPAF managing director Tim Whiteman. "IPAF's training

programme is compact and addresses industry needs, which

explains its increasing popularity. Experienced operators who have undergone training often say that it has made them more aware of safety issues in the daily use of these machines. All this feeds back to our goal of promoting safety and best practice in the powered access industry." IPAF's PAL Card is accepted by the Major Contractors Group (MCG) and recognised across industries as proof of training in the use of mobile elevating work platforms. The IPAF training programme for MEWP operators has been certified as conforming to ISO 18878.

Want to join the growing numbers of PAL Card holders? Take advantage of these promotions to get trained to work safely and correctly with MEWPs. The HSE is distributing vouchers to SME firms that give course participants a £10 discount at participating IPAF-approved training centres (www.ipaf.org/hse.htm).

Scottish Enterprise is subsidising 50 per cent of the IPAF operator course fees to help Scottish employees acquire new skills in the use of powered access (www.ipaf.org/scottish.htm).



Revision of EN280 to include over-riding of load and motion sensing systems and provision of anchor points

The revised EN280 standard for MEWPs is expected to allow an over-ride of load and moment sensing systems to rescue trapped operators in an emergency. Anchor points should be marked as "fall restraint only", and the relevant clauses from the Canadian and ISO standards are to be incorporated into the standard. These were some of the points discussed at the CEN TG98 WG1 meeting in London in November 2005.

On platform levelling, the committee agreed that manual levelling of the work platform is permitted, providing that the extending structure is stationary and that the speed of platform movement does not exceed that during normal operations. Requirements for the design of hydraulic levelling cylinders are to be drafted for inclusion in the standard, which will also be revised to take into account locking and dynamic

oscillating axles, by ensuring that the "worst case" positions are considered when undertaking kerb tests.

The topics of activation of a slope (tilt) sensor to cut motions rather than merely warn the operator and the adoption of electronic scissor guards are still open for discussion. The next TG98 WG1 meeting will be held in Barcelona from 7 to 9 March.

Do show examples of good practice at exhibitions

IPAF has produced an Exhibition Guidelines leaflet. The Guidelines recommend, among others, that high-traffic areas be cordoned off when moving and setting up machines, and that spreader pads be used beneath all outriggers. Free copies can be obtained from IPAF or at www.ipaf.org.

"Exhibitions are a great place to show the benefits of powered access and how platforms can be used effectively and safely," said Tim Whiteman, IPAF managing director. "IPAF has produced these simple and handy guidelines as a reminder of best practice during exhibitions."

Examples of best practice will be on display during the Intermat show from 24 to 29 April in Paris, at the powered access zone hosted by IPAF under an exclusive arrangement with the Intermat organisers.

When and where to use ladders

Ladders should only be used for low risk, short duration work, recommends the Health and Safety Executive in its new guides to improve ladder safety. If a ladder is assessed as the right piece of equipment to use, it should be in good condition, prevented from slipping and used by competent people. There should always be a handhold available.

"Nearly a third of major injuries from falls from height each year are caused by falls from ladders," said Dr. Elizabeth Gibby, Director of the Injuries Reduction Programme at the HSE. "These falls are preventable if people plan work properly, assess the risks and choose the right work equipment when working at height."

In 2004, 13 people died from falls while working on a ladder, and more than 1,200 people suffered major injuries.

The HSE's guidance builds on the Work at Height Regulations, which came into force in April 2005.

The guidance comprises:

- Safe use of ladders and stepladders – an employers' guide
- A toolbox talk on leaning ladder and stepladder safety, for employers giving refresher training to ladder users
- Top tips for ladder and stepladder safety, a pocket card for workers, giving key messages on ladder use.



The guides are available at the HSE website (www.hse.gov.uk) and also as hard copy documents from HSE Books, Tel: 01787 881165.



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Hook Block kit cuts downtime

One cause of expensive 'downtime' on overhead cranes could be a thing of the past, if a new replacement hook block system from Crosby is half as good as UK distributor Certex UK claims.

The McKissick Quic-Kit is a compact, kit designed to provide a customised replacement block within minutes of a failure, saving hours, even weeks of valuable production time. The system can easily be configured to replace over 80 percent of overhead crane block applications, and is ready for use in less than five minutes. It covers wire rope diameters from 6.5mm to 26mm and also has adjustable sheave spacing allowing a user to match their exact requirements.

Nigel Edwards of Certex UK, explains, "Most overhead cranes operate without block spares, and if the block fails, the crane is out of action. Specific replacement blocks can take up to six weeks to arrive causing severe disruption. "The McKissick Quic-Kit fits the majority of overhead cranes, and is available off the shelf with next day delivery and a full fitting service,"

Supplied in a portable case, complete with easy-to-follow assembly instructions and tools, the kit also includes a software package that creates a printable dimensional

An assembled McKissick Quic-block.



drawing of the exact crane block required, together with specific assembly instructions, a list of replacement parts and inspection information.

Kits come in 10 sizes allowing users to produce hundreds of different single or double sheave blocks. The 751 (single sheave) series has four sizes with working load limits of 2, 3, 5, 7.5 and 10 tonnes; while the 752 (double sheave) series provides working load limits of 3, 5, 7.5, 10 and 15 tonnes. Sheave bearings are maintenance free and sealed for life (10,000 hours), the removable housing allows the block to be easily reeved without complete disassembly, and there is an option to attach an 'anti two-block' device.

The McKissick kit comes complete in a special case



Explosion proof booms

SkyHigh, the Belgian based producer of specialist boom, trailer and vehicle mounted lifts, has launched a range of ATEX95 certified boom lifts. With a choice of 10, 12 or 13 metres working heights, all of which are self propelled and offer up to six metres of outreach. The lifts are certified for work in Zone One Gas explosion risks and Zone 22 fine dust explosion risk, categories 2G and 3D.

SkyHigh has worked with Explosion proofing experts Pyroban, but unusually it has retained full control of the engineering and also the product



All areas that present any risk of causing a spark are contained in special Pyroban enclosures.

support. Typically manufacturers send their standard machines to Pyroban in the UK, for conversion to an explosion proof version. Skyhigh however has designed its booms with Pyroban and purchases the specialised componentry from it, installing, testing and certifying the end product in its own plant near Antwerp.

The units are aimed at the Petrochemical, industrial spraying and milling industries. The first units were delivered to RJ Reynolds for work in a Zone 22 application, where highly inflammable tobacco dust is present.

The 12 metre explosion proofed boom



AFI teamed up with MobileSOS to provide a custom emergency alert for employees.



Protection for Employees Working Alone

AFI Aerial Platforms has adopted a new emergency SOS service for employees working alone. Over 100 of the company's engineers, drivers and hire desk controllers working on their own will be registered with a new personal security service that works on any mobile phone, provided by MobileSOS Ltd.

Employees can press a panic button on their mobile phone to summon help from colleagues. The call goes through to the MobileSOS offices; their location determined and then, along with a pre-recorded message, sent out to a given list of contacts via voice, text and email, raising the alarm. In the event of the "emergency passing" there is a preset "I am OK" button confirming that they are safe. Employees can also activate a timer that will trigger an emergency alert if it is not cancelled before the timer runs out.

Gilliaume Oosthuizen, chief technical officer at MobileSOS said: "AFI came to us with a particular set of needs and is working with us to extend our normal services with added features relevant to its business. Of course, we hope that the emergency response service will never have to be used, but by having it in place, AFI is giving employees the reassurance of knowing that they can quickly summon help in the event of an incident, accident or medical condition."

Austin Baker of AFI said: "AFI wanted to provide added security and reassurance to members of our team who have to work alone, whether it's a hire desk controller alone in an office or a service engineer working late at night on a construction site."

"This initiative is also very much in line with Health and Safety at Work legislation requiring employers to identify work hazards, assess the risks involved and put measures in place to avoid or control them," he added.

enquiries ↓

To contact any of these companies simply visit the "Industry Links" section of www.vertikal.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the "Innovations" section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley NN13 5WY, or alternatively by e-mail to: info@vertikal.net with "Innovations" typed in the subject box.

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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

Was this man trained?



This is a very unusual incident, on the one hand one of the worst pieces of machine abuse is taking place, the operator is using the platform to lift a suspended load. As if that is not bad enough, it is a load of an unknown weight and is attached to the worst possible point, the thin finger guard rail which is not only the furthest distance from the centre of rotation, but also as it is attached to a plastic bucket, hardly likely to be strong enough!

The immediate reaction is that such an operator cannot possibly have been trained?

Yet one thing he is doing absolutely correctly is that he is wearing a full body harness with a short lanyard! The wearing of which probably saved his life.

Otherwise it is quite possible that he would have been ejected from the platform and could easily have crashed into the castle walls.



So surely he must have been trained?

Sadly, it is likely that his company Amey, kindly donated the use of the machine to help erect the Christmas tree at Carlisle Castle, which was funded by donations.

The episode is though a good example of what to do and what not to do.

The full sequence of photographs can be seen on www.vertikal.net

Note: The employer and owner of the lift, Amey, provided us with the following statement: "This incident happened whilst attempting to install a christmas tree at Carlisle Castle for English Heritage. The incident did not result in any injury to our employee due to the fact he was following the correct procedure and wearing a safety harness. Amey duly informed the HSE and an investigation is ongoing to determine the cause of the incident"

Exit to safety thanks to a harness

c&a

training

Safety and Health awareness day

Active Rentals, The Hamilton based telehandler and Access Specialist, has assisted the Health & Safety Executive with a construction Safety and Health Awareness Day (SHAD). The SHAD was attended by representatives of small to medium sizes companies, covering all areas of the construction industry.



Jeanette Reuben, Chairperson of the Site Safety Scotland Committee said "Feedback from attendees has been extremely positive. An aim of the event is to make the scenarios as practical as possible. Active Rentals supplied various machines and contributed greatly to the working at height and mechanical handling demonstrations." she continued "The reaction to the equipment from delegates showed that they had absorbed the information, and many of them stated that the use of equipment demonstrated and the benefits of its use would be the first thing they would review and update upon returning to their business".



SHAD's are a key element in the HSE's armoury for promoting awareness of health and safety issues and are usually combined with initiatives such as the "Working Well Together Campaigns".

Attendance at SHAD's within the construction industry has been high, something the HSE hopes to maintain through 2006. Supporting the HSE with such events can be very productive for access and lifting hirers. Andrew McCusker managing director of Active Rentals said "This is just another characteristic of our company's full and steadfast commitment to a safer work environment".

Fabricator hit for £20,000

Thomas Deighton, trading as ATD Fabrications, of Monk Bretton, Barnsley was fined £14,000 plus costs of £6,000 at Sheffield Crown Court for failing to provide a safe system of work for an employee after an incident on 18 May 2004.

The construction worker sustained broken bones and serious facial injuries after falling around five metres, through a mezzanine floor he was helping to build.

David Redman, Construction Principal Inspector with the HSE said:

"The injuries sustained in this particular incident were severe and indeed could have been fatal. Falls from height continue to be the greatest cause of fatal and serious injuries within the workplace and it is a particular problem for a construction industry in which the accident toll is already too high." He went on to give some general advice about working at height: "Don't start the work until you have properly planned how you are going to do it, and you have fully considered, assessed and controlled the risks involved. Don't underestimate these, simply 'taking care' is not enough and proper precautions must be in place.

"Choose the right work equipment and give serious thought as to whether it will serve to actually prevent a fall, like a guardrail or a working platform, rather than simply lessen its consequences, like a net or an airbag". "Making do without the right equipment can lead to injury or death, as well as prosecution."

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Access & Lifting Equipment directory - Go direct to these sites!

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Genie TZ34/20

Trailer mounted hoist. Battery powered.
40ft work height (12m). Rotating Jib. Choice
2005 - POA

NiftyLift 170

Trailer mounted hoist. 56ft work height (17m).
Hyd. Jacks. Kubota diesel and battery. Choice
Aug 2003 - POA
2004 - POA

Scanlift SL185

4wd all terrain hoist. Crab steer. 60ft work height
(18.5m) Hyd. Jacks. Kubota diesel. Choice
1999 - £ 15,000 (€21,750)
2000 - £ 19,500 (€28,000)

Denka DL22

Narrow access hoist. 72ft work height.
Hyd. Jacks. Choice
Aug 2001 - £ 29,500 (€42,500)
2002 - £ 34,000 (€39,000)

Spider FS370

Specialised Hoist. 122ft work height (37m) Battery &
diesel. Hyd. Outriggers. Fully spec'd.
2003 - POA

Manitou BT420

4wd Perkins diesel teleporter. 4m work height.
2 tonnes max lift. Choice
2000 - £ 12,000 (€17,500)
2002 - £ 15,000 (€22,000)

Manitou MT1637

4wd Perkins diesel teleporter. 13m work height. 3.5
tonnes max lift. Hyd. Jacks. Choice
2002 - £ 28,950 (€42,000)



Contact: Ronan MacLennan
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Year 1998



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Year 1998



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Year 1998

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Year 1998



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Years 1998/2000

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Grove Toucan 800
Years 1999/2000



JLG 2658
Year 2000



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Hitachi CR450 18 ton - 1998



Hitachi CR200 50 ton - 1999



Hitachi BR550 190 ton - 1996



Kobelco CR2500 250 ton - 2001

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25' working height. Battery.
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Due to promotion, an opportunity has arisen for an Assistant to join our busy Purchasing Department. This role is ideal for someone who is early into their career or wanting to make their first move into Purchasing.

YOU WILL have the opportunity to get involved in all purchasing functions; however, your main responsibilities will be: ordering, checking data, filing and entering data onto our computer system.

YOU WILL BE computer literate and self-motivated, having a high attention to detail and an excellent telephone manner.

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YOU WILL be responsible for handling customer enquiries, opening contracts on the computer system and working with the sales department to generate sales.

YOU WILL HAVE at least 12 months experience of working in a technical sales department. Experience of working within the Access Industry is desirable, however not essential.

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YOU WILL HAVE at least 12 months experience of working in a technical sales department. Experience of working within the Access Industry is desirable, however not essential.

These roles offer exciting employment packages. If you are interested in the above positions, please send your CV with a covering letter quoting the relevant reference number to: **The HR Manager**, IPS Audley Avenue Enterprise Park Newport, Shropshire. TF10 7DW **Tel: 01952 815720** or **e-mail: hr@ips-ltd.biz**

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Due to our success and continued expansion developments, we are currently looking for enthusiastic and capable individuals across the United Kingdom and Continental Europe to join our team in several positions. The initial vacant opportunities are for Regional Sales Managers and Field Service Engineers.

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The successful candidates will be instrumental in achieving regional and national sales targets by developing new client relationships whilst nurturing our existing customer base.

Candidates will have a proven track record in Equipment Sales and will be able to travel on a frequent basis.

Field Service Engineers

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