

cranes & access



November □ December 2005 Vol. 7 issue 7

dDieci
expansion
plans **P43**

Knuckle booms/
Loader cranes **P29**

Self Propelled **P37**
articulated booms

2005 P21
Hire Rates
Survey



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on the cover:

Leigh Sparrow test drives a Hiab-Unimog crane over a punishing off road course. See polished knuckles for the full story.



Last months cover:

The answer to our challenge to identify the machine on the front cover of the October issue, you all failed except, Menno Koel of Holland lift, of course, Allan Russon of Russon Access, (we think Menno told him) and Mark van Oosten of Omega lift. So what was it? It was a **Holland Lift Q-135DL24-TR scissor lift**.

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We report on the new products and events at the big Italian show



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We publish our annual review of UK and Ireland rental rates, this years results vary widely between crane and access hirers. We have also added Telescopic handlers for the first time.

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Articulated self propelled booms 37

We take our most in depth look at self propelled articulated booms of all types, the range of product offerings has grown so wide that in spite of adding space we still needed more. This year's review is intended as a mini buyers guide to what is available.

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C & a comment



When will we ever learn?

From my very earliest days I have been aware of the heated and often emotional subject of rental rates. Even before I started school the subject was a hot one in our house as frustration was expressed over

those who simply undercut on rates rather than offer a first class fairly priced service. Few things caused more joy than the return of a customer that had gone elsewhere to save a few pounds on the hire rate. The usual reason for a "return to the fold" was poor service which ended up costing way more than the few pounds on the hire price.

In those days meetings were held to try and prevent such undercutting, a practice well beyond the pale these days. The worst expressions were reserved for those who after agreeing not to cut rates, returned to doing so at the first sign of difficulty. Usually a day or two later!

Here we are, I won't tell you how many years later and the same moaning and finger pointing is still with us. And don't think that such antics are a peculiarly British thing, my experiences elsewhere, including Ireland, Germany, Belgium, Denmark and other markets are very similar. However in the USA, Holland and Sweden, while rate discounting does go on, especially on large contracts, there appears to be some rationale to it.

In the UK a simple word from a prospective client that the same piece of equipment cost less down the road, all too often results in acceptance, capitulation and a lower rate. You don't find such eagerness to throw away profits when hiring a car, or buying airline seats or hotel rooms.

Surely the time is right for the crane and access hire industries to sharpen up in this area and build some logic and consistency into discounting policies, there is nothing wrong with offering lower prices during quieter periods, as long as they are higher during busier periods. It is called Yield management: we do it in the publishing world, which by the way can be as bad or even worse than the equipment hire business. Companies need to focus more on the quality of service for which a fair and economical price is charged and make sure that potential customers know what they are getting for their money.

Customers are getting more sophisticated and do understand the importance of a good quality service, and well maintained, good quality equipment. They understand that buying on rate alone is a risky business that can easily blow up in their face. Salesmen should be banned from calling on sites simply to offer a lower rate if the contractor switches supplier halfway through a job. The time to sell is when the customer is looking for equipment not after he has already hired it!

This month we publish our annual hire rate survey, and all in all it shows an industry in pretty good shape, in spite of concerns among many crane hirers. However the good times are tenuous and while rates are OK, there is not much "fat" in them, they either need to go higher to reflect increased costs or sales practices need to be sharpened to make sure that rates do not collapse when a slower patch comes along.

I am not holding my breath.

Leigh W. Sparrow

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TOWER CRANES 70 – 10000 METER TONS



October issue stirs emotions

c&a

news

We had a record number of responses to the editorial that we ran in our October issue, raising concerns over the monopoly created by the Major Contractors Group in terms of training cards and the poor way in which other training programmes are vetted and co-opted.

While wishing to present a balanced view in these pages, all of the input received so far has condemned the situation and supported the editorial. We would very much appreciate maintaining a level of balance and would welcome letters or emails expressing an alternative view. We publish a letter here that best sums up both the written and verbal responses received.

Dear Sir,

Many congratulations for having the courage to print your editorial "Worse than bureaucracy" in the October issue, highlighting an unsatisfactory situation which has confused, complicated and disgusted most, if not all, of those who believe in the benefits of fair competition in the commercial world.

Whilst it has always been difficult to really comprehend the purpose of the Major Contractors Group (MCG), or why it seeks to support the aims of that complex conglomeration of bodies promoted by CITB under the acronyms CSCS and CPCS, there can be absolutely no valid reason – either on safety or commercial grounds – for either MCG or, indeed, any other body seeking to encourage this incompetent monopoly.

There are already too many examples of perfectly acceptable training bodies having their businesses interfered with or seriously damaged by the bullying tactics of these organisations, whose activities fly in the face of European legislation on human rights, the freedom of the individual and anti-competition legislation, to name but three.

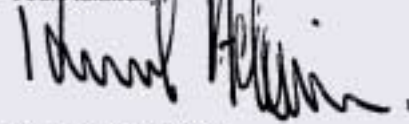
The requirements for operator training, both within and outside of the construction industry, are more than adequately encompassed by UK and EC law and fully explained in the Provision and Use of Work Equipment Regulations 1998 and Lifting Operations and Lifting Equipment Regulations 1998 and as you so rightly imply, ISO approval of a training scheme is worth a thousand times more than that of either MCG, CITB, CSCS or CPCS – all of whom need to take a long, hard look at their own operations before they start telling other, better managed organisations what they can and cannot do.

Europe and the UK, in particular, already suffer from an excess of bureaucratic enforcing interference from Government, which is having an ever more restrictive effect on the ability of those with entrepreneurial flair to grow existing and new businesses, on which the country depends for the creation of continuing employment.

No-one needs the interfering bureaucratic and restrictive practices which MCG have sought to promote and we should not forget the horrendous plans of the "3C's" to use their cards as a means of placing responsibility on the construction industry to control illegal immigration – a scheme they attempted to hatch with Tony Blair's "Big Brother" Department.

This distasteful scheme could be the thin end of the wedge, which, hopefully, will ultimately sever its own roots!

Yours faithfully,



PAUL A ADORIAN



JLG sign CAT telehandler deal

JLG and Caterpillar have agreed a global alliance that involves JLG buying the designs and tooling for CAT's telehandler range, with JLG designing and producing a full CAT branded telehandler product line exclusively for Caterpillar dealers.

JLG will acquire the key assets of CAT's telehandler group. The purchase price for these assets, which includes tooling and intellectual property, is \$51.4 million, with \$46.4 million paid at closing and \$5 million upon transition

of Cat branded telehandler sales to JLG.

The transition period is estimated at around 12 months. In addition, JLG expects to invest an additional \$30 million during this period in the development of the North American Caterpillar product line and for capacity improvements in both Belgium and Pennsylvania to accommodate the additional volume.

Under the terms of the 20-year strategic alliance agreement, JLG will provide, Caterpillar dealers with a full line up of Cat branded telehandler

products, these are likely to include the current CAT B-series models along with Cat versions of existing JLG models, (but not Lull or Trak). The Company will support the North American and Latin American markets from its McConnellsburg, Pennsylvania facility, and the markets in Europe and the rest of the world from its Maasmechelen, Belgium facility. First year sales are forecast in the \$325 to \$350 million range and should increase JLG 2006 revenues by 15 to 20 percent.

Full story: see www.vertikal.net

More new crawler cranes

In our last issue we asked if this was the dawning of a new age for crawler cranes, no sooner had the print dried than a new Bendini telescopic crawler popped up, a week later Kobelco announced a new 250 tonner and then Liebherr disclosed details of a new 1,250 tonner, followed by Terex Demag, which unveiled its "Go Maximum" plans for extending its CC-800 series, which include a massive R&D investment in new heavy lift crawler cranes. Here are a few of the details.

New 1,250 tonner from Liebherr

Liebherr has announced a new heavy lift crane, the LR 11250, with a maximum lifting capacity of 1,250 tonnes at a radius of 14 metres and a maximum load moment of 21,714 tonne/metres. Liebherr claim that the LR 11250 is the most powerful crawler crane on the market with a transport width of 3.5 metres.

Liebherr says that the LR11250 will be the largest crawler with transport widths of 3.5m or less.



The new 1250 tonner offers a combination lift height of up to 228 metres with a main boom of 114

metres and a luffing fly jib also 114 metres in length. The LR11250 can, thanks to its conventional A-Frame design, erect main boom lengths of up to 102 metres without a derrick system. When a derrick mast is used, Main boom lengths of as long as 150 metres can be achieved.

A counterweight trolley with hydraulically continuous radius adjustment is available for the derrick mast, with up to 600 tonnes of counterweight. A fully suspended derrick counterweight system is available as an alternative.

Liebherr has spent a great deal of time at the design phase of the LR 11250, on cost-effective, easy transportation. The result is that no parts of the crane exceed a transport width of 3.5 metres or maximum transport weight of 45 tonnes.

The intermediate jib sections can be inserted into the intermediate sections of the main boom with the aid of rollers, while the cranes drive unit, with engine, hydraulics, electrics and crane cab can be transported as a complete unit.

The first unit out of production is currently being tested at the Liebherr plant in Ehingen. It is expected to ship in early 2006 to China where it will be used in the construction of chemical plants.

Liebherr ships first units from new plant

A heavy backlog has caused Liebherr to ship the first units from the additional production facility it has established for maritime cranes in the Rostock harbour area, on the Baltic Sea.

The first cranes off the line are three rail-mounted slewing cranes type TCC CBS 3100-60, mounted on travelling gantries with a maximum lifting capacity of 60 tonnes at a radius of 18 metres and 20 tonnes at 40 metres.

The three cranes are heading for the Dianca Shipyard in Puerto Cabello, Venezuela. The gantry design on these units has been modified to enable them to travel round curves and carry out tandem lifts of up to 120 tonnes.

The new plant has a total area of 220,000 square metres, fabrication, assembly and painting are currently carried out in a single building. A large assembly shop and the administration building are under construction and are due for completion by the end of the year. A total of 214 employees are already at work in Rostock, with additional staff undergoing training in Nenzing/Austria.



First cranes from the New Liebherr plant in Rostock.



The new CKE2500-2 offers improvements all round.

Kobelco overhaul the CKE 2500

Kobelco Cranes has launched a new version of its 250 tonne CKE2500 designated the CKE2500-2; the first units will be available in Europe and North America during the first quarter of 2006.

The key benefit of the new model is a 15 percent improvement in lifting capability to 1,177 tonne/metres, thanks to a number of structural changes and 10 percent more counterweight.

The increased capacity flows through most of the load chart and thanks to weight savings in the undercarriage and other areas, comes without an increase in weight. In fact the new model is easier to transport than the model it replaces.

The changes include:

- A modified superstructure frame with a higher capacity slew ring.
- A new counterweight system, increased from 100 tonnes to 110 tonnes with identical universal slabs.
- A reduced transport width, now 3.4 metres compared to 3.5m metres on the current model. The gain comes without the need for a swing away cab.
- Longer crawler frames with a considerably increased square foot print.
- Lighter weight crawler frames, reduced from 23.5 tonnes to 20.7 tonnes.
- A new, stronger, luffing jib.
- The Introduction of a tapered jib section, so that the luffing jib can also be used for long boom configurations, increasing versatility;
- Greatly increased boom and jib combinations, the maximum 'long' main boom length is 91.4metres. The maximum standard crane boom plus fixed jib is 76 + 30 metres, and the maximum luffing jib combination is 61+61metres, with a supplementary mid-support strut.
- The cranes power unit has been upgraded by five percent with a new engine that complies with stage 3 emission standards. Refinements to the hydraulic system, include independent winch-pump drives, and 'super-fine' filtration with 1,000-hour service intervals.

Over 200 units of the CKE2500/CK2500 and related models have been sold since its introduction in 2000.

New Telescopic crawler

Terex-Bendini the Italian producer of Rough Terrain cranes, is launching a new 45 tonne telescopic crawler crane (see SAIE report) with 37 metre main boom. The new unit will begin production next year and is only three metres wide when the undercarriage is retracted.

The new
1,000 tonne
CC5800

Terex unveil major big crawler crane programme

Terex has announced a massive programme to develop its 1,000 tonne plus crawler crane range.



Swing out legs attach the slewing tub to track frames

On display at the event was the first Terex-Demag CC5800, 1,000 tonner which was officially handed over to its Chinese owners. The CC5800 was covered in the last issue of Cranes&Access, the new model features Quadro drive, which thanks to its four motor drive system provides up to 526 tonnes pulling force. It also features a new "starfish carbody design with pin on, fold out legs, which connect the slewing bearing tub to the crawler side frames. Alternatively, the tracks can be substituted with telescopic outriggers to provide a pedestal base.

Terex believes that with current energy shortages, demand for big crawler cranes over the next few years will be strong, particularly for construction of ever larger windmills, new oil refining capacity, and new nuclear power

stations, 40 of which are already planned around the world, with a further 79 proposed.

The development programme which will expand what Terex is calling its 800 series will include:

- A CC6800 which is based on the new CC5800, but with a 3.5 metre wide boom, which the company says will increase some capacities by as much as 100 percent. It will have a nominal capacity of 1,250 tonnes and a load moment of 13,800 tonne/metres.
- The CC8800 will be re-engineered to increase its lift capacities, with the maximum rating rising to 1,600 tonnes and maximum load moment to 23,500 tonne/metres
- The CC12800 will be developed from the CC12600 with a 2,000 tonne maximum capacity and massive 40,000 tonne/metres load moment.

Finally topping out the 800 range in terms of its maximum lift capacity will

- be a CC8800 Twin with 2,500 tonnes lift capacity and 34,000 tonne metre load moment. It will be capable of lifting 1,500 tonnes to a height of 100 metres. The 8800Twin has been designed to allow an existing CC8800 to be upgraded into the Twin. The new model will add a second boom, it uses the same tracks with 3.5metre inserts to extend their length. A new carbody will retain the current cranes centre section and it will use the existing upper components which will fit into a new extended superstructure frame. A second counterweight trolley will be added, on a modular basis.



The new
1,000 tonne
CC5800

In addition to its impressive plans for the larger models in the 800 series, Terex is also planning some developments to its smaller models, with a Narrow track (NT) version of its 600 tonne CC2800-1 and a "power kit" for the boom which adds stronger boom sections near the base.

The unit which is designed for the narrow roads found on wind farms, will have an overall track width of 3.8metres with 1.2metre track shoes. A clever outrigger design uses the carbody as part of the outrigger structure to the front and rear, while two stubby outriggers fold down on each side. With power kit fitted the CC2800-1NT will feature a 125 tonne lift capacity at 90 metres height.

80 tonne Ormig for rigging

Franz Bracht of Erwitte, Germany, has taken delivery of a new 80 tonne capacity Ormig 804AC, crane mounted on a MAN TGA 41.4H0 four axle 8x4x4 commercial tractor unit. The total weight of the tractor unit complete with its fully equipped 80 tonne crane is only 32 tonnes. The benefits of the crane is that it can tow a four axle trailer to site with boom or jib sections and counterweight, and then once there be used as the erection crane. Its towing capability is not just a sideline job, Ormig says that it will pull up to 140 tonnes!

The 80tonne Ormig 804C is fast, light and ideal for rigging big cranes.



Terex sell 300th IHI

On October 24th representatives from Terex Cranes and IHI Construction Machinery Limited gathered in Tokyo to celebrate the completion of the 300th crawler crane produced and sold to Terex cranes. Discussions regarding the purchase of crawler cranes began in 1998 with the first unit a prototype HC 80 Luffer for display at ConExpo 1999, shipping from IHI in 1999.

The product line has been extended to the HC 110, HC 50, HC 60 and HC 275, and then in late 2003 the HC 165 was introduced to the North American market.

The 300th unit produced for Terex is an HC 110. This crane was sold to RTL Equipment of Des Moines, Iowa.

Terex is currently working with IHI on the development of a new model with a lifting capacity between the HC 165 and the HC 275.

The 300th Terex branded IHI crawler crane.



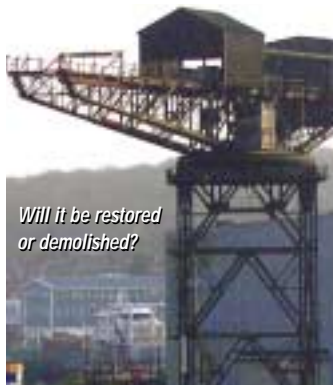
A 95 year old giant may be restored

The Giant cantilever crane, which towers above Cowes, on the Isle of Wight could soon be restored at a cost of £750,000, but only if a planning application for an adjoining £80 million development goes ahead. The crane, designed by Babcock and Wilcox and built in its Renfrew plant in 1911, can lift up to 80 tonnes and was located on the fitting-out quay at the J S. White shipyard. It is the only Giant Cantilever (hammerhead) crane ever built by Babcock's.

The Peter Harrison Family Trust, which owns the site, has applied for listed building consent to carry out work on the crane while also looking at de-listing it so that it can be demolished.

The Trust wants to build 386 houses, a riverside walkway, with the crane as a

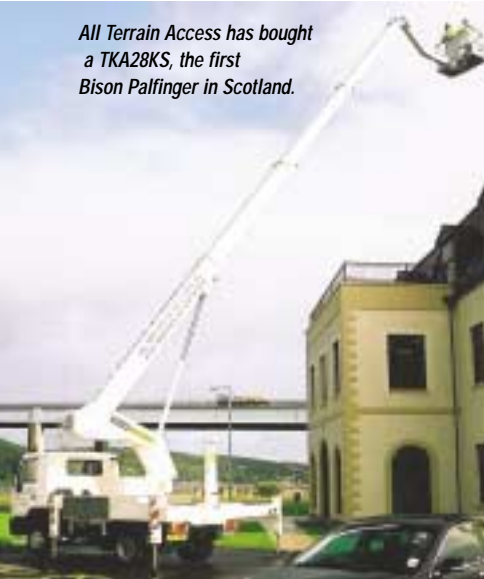
centrepiece, a pub, restaurant and small hotel. The development would provide around 100 jobs. However, the Isle of White council says that this is contrary to planning guidance for the site which is zoned for marine employment, not a mixed development.



Will it be restored or demolished?

First Bison-Palfinger in Scotland

All Terrain Access has bought a TKA28KS, the first Bison Palfinger in Scotland.



Outreach Plc has sold and delivered its first Bison Palfinger truck mounted lift to All Terrain Access of Fortrose, near Inverness. Outreach is the Palfinger dealer for Scotland for both loader cranes and Bison aerial lifts. The unit supplied is a TKA 28KS a 28 metre truck mounted lift with 20 metres of outreach, featuring the unique Bison counter rotating slewing mechanism. Bill Taylor, managing director of All Terrain Access, said that he bought the TKA28 for its compact design, Palfinger's build quality and the fact that Falkirk based Outreach can provide local after sales support.

Manitou boom lifts selling fast

Manitou has had a record six months in the UK with a number of significant orders, including a follow up order from the Platform Company, making it well over 70 this year and further orders from AFI and the first units to Hird Higher Platforms.

Peter Hird with two of his new Manitou's.



CTE Confirm Effer/Bizzochi Purchase

Mr Giampaolo Piovani, commercial director CTE, Lorenzo Cippriani CEO of CTE, Roberto Meneghinello CFO of Effer and Kelly Furlan communications manager CTE at the Announcement in Bologna.

As we predicted in the last issue of Cranes&Access CTE has purchased the assets and ongoing business of the Effer group. The purchase has been made through a new company, SOL.GE, which is 80 percent owned by CTE and 20 percent by Altri partners, a consortium of investors which includes the chief financial officer of Effer-holding Roberto Meneghinello.

SOL.GE paid €30 million for the assets, which includes designs, tools, fixtures and brand names etc. It includes a payment of €25 million to the receivers of Effer Holding, plus €5 million in further tooling investments. The old debts will remain with Effer Holding, which will go into liquidation.

Effer failed, due to its inability to meet a repayment deadline on a capital investment debt. Heavy losses on deals in the UK, Germany and Switzerland caused a cash crisis, which prevented it re-financing the loan without an increase in share capital. Something the shareholders were unwilling to do. Meneghinello stressed that Effer still had a positive EBITDA and was trading profitably at the operational level.

The purchase includes Effer USA, but not Effer Denmark or Effer Greece, discussions will be held with those entities regarding distribution potential.

The group will be restructured into four divisions, Self Propelled aerial lifts; Truck mounted lifts and fire fighting, Loader and marine cranes and Material handling elevators.

Lionlift appoints UK Distributor

Lionlift, the Italian manufacturer of Galaxy branded truck and track mounted boom lifts has appointed a new company, IJ access as its sole distributor for the UK and Ireland. IJ Access is jointly owned by Mike Jones of Forklift & Access Sales and Keith Irvine owner of K.Irvine Plant, a distributor of forestry products. The new venture will both hire and sell the Lion lift range, which includes truck mounted boom lifts to 22 metres and crawler mounted boom lifts from 12 metres up arrive at IJ Access.

The new 15m Lionlift self propelled crawler boom is the first unit to arrive.



Manitou buy Chinese Forktruck producer

Manitou has acquired a 90 percent interest in Hangzhou Irisman MH Equipment Corp, which specialises in the manufacture and distribution of industrial, IC forklift trucks and is established in Hangzhou, in Zhejiang province, one of China's most dynamic regions, 150 km south of Shanghai.

It manufactures and markets a range of diesel and Petrol/LPG powered forklifts with capacities of 1.5 to 3.5 tonnes. Complementing Manitou's existing range of mast forklifts. The "Irisman" brand trucks will be converted to Manitou livery and branding for all countries where Manitou is not already linked with other manufacturers.

This acquisition includes a 6,800 square metre factory on a 21 hectare site and a supply base for sourcing local

components. The company also plans to establish a commercial entity, in order to accelerate the sales of Manitou products in China. The current managing director will retain a 10 percent holding, and the company will be renamed Manitou Hangzhou Material Handling Co Ltd.

Manitou is looking to expand its fork truck sales in China.



The new SED site taken from the Grandstand in November the Cranes&Access area is in the left hand foreground.



SED announces new site

SED the UK's largest construction equipment show, Has announced that its new home will be Rockingham Speedway (now Rockingham Performance Park) located north east of Corby, Northamptonshire, some 45 miles from the Fen Farm site.

The new ground, is slightly larger than Fen farm, and is being developed for the long term with tarmac paths and roads, and a heavy duty hard-standing for cranes. The area is subject to an aggressive development plan which includes a new dual carriageway to connect the site with the A14; it offers significant potential for expansion and has some impressive facilities.

The first show will be the 40th in May 2006. Parking for over 8,000 cars a day has been reserved for SED. With up to 50,000 visitors a day, for some events at the site, the traffic problems seen at Fen farm should be eliminated.

The Organisers say that the inside space costs will remain at last years levels with a one percent increase outside. The sites hardcore surface should save on stand preparation costs, while the tarmac paths, should reduce the dust problems experienced at Fen farm.

The Cranes and Access village, for which the Vertikal Press is the official publication, is extremely well located close to a main entrance, the main road into the facility and the grandstand facilities.

Rami buy Alimak-Hek Poland

Ramirent S.A, the Polish wholly-owned subsidiary of Finnish based Ramirent, has purchased the rental business of Alimak Hek Polska. The deal includes all contracts and rental assets. The company is estimated have annual revenues of around a million euros, and is a subsidiary of the Alimak Hek Group AB, mast climber/ hoist manufacturer

Ownership changes at King

The King Group has announced that managing director Mark Carrington and finance director, Vinod Thakar have acquired the shares in King held by venture capital company, 3i and other directors, and now own 100% of the company between them. The King Group comprises, King trailer, Traiload, Skyking and Kingrail.

The company is also investing in after sales services with the following appointments:

Andy Madeley has joined from Faun UK Ltd as group service manager, Mathew Pell also from Faun as a field service engineer and Gary Perkins rejoins as a field service engineer.

Full story see www.vertikal.net

Hewden spend £15 million on new IT system

Hewden, Europe's largest equipment rental company, has announced that it is investing £14.8 million in a new IT, broadband and intranet system to improve customer service. The investment, largely with Intenia, is claimed to set a new record for spending on customer service systems within the UK construction hire sector and is intended to significantly improve the quality of customer information and services, while reducing transaction costs.



Doug Sprout of Hewden (left) and Tom Slavin Account Manager Intenia

Crane Ladies

Once again Ainscough has supported the 'ladies Driving Challenge' in aid of 'Marie Curie Cancer Care' where ladies have the opportunity to drive various machines and trucks. Ainscough provided a crane, for the participants to drive "under supervision" around a test track.

This year the crane was the most popular vehicle, 49 ladies took up the challenge, each of them sponsored. So far over £434,000 has been raised from driving challenges in the Northern Region.

Snorkel buys facility

Snorkel has completed the purchase of its main manufacturing facilities in Elwood Kansas from previous owner Textron. The acquisition includes offices and the assembly and parts buildings. "This has been our long-term plan since restarting the company," said Frank Scarborough, executive vice president and COO. "It's just another stage of our comeback as we revitalize the company. This investment also indicates the confidence our investors have in the future of the company and the management team."

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K-Lift has purchased six Spierings tower cranes.

K-Lift add more Spierings

K-Lift the fast growing Manchester based crane hirer, is expanding its fleet of mobile self erecting tower cranes. The company says that the units have proven a major hit with its roofing customers. So far three out of six units ordered have been delivered, a six axle 1265-AT6, a four axle 488-AT4 and a five axle SK599-AT5. A second six axle unit is due for delivery in February, with two more later in the year.

Work at Height abuse costs builder £21,000

A Peterborough based builder was fined a total of £8,000 and ordered to pay costs of £13,151 at Peterborough Magistrates' Court for unsafe work at height practices. Optima (Cambridge) Ltd of 62 Park Road, Peterborough, pleaded not guilty to three charges of breaching health and safety regulations. The case followed an investigation, prompted by an anonymous complaint.

An HSE inspector visited the site and found unsafe working at height with a

significant risk of persons being injured. The inspector observed mobile access towers bridged by scaffold boards and unsecured ladder accesses. Key health and safety documentation was not displayed on site and could not be produced.

Magistrates found the three charges proved beyond all reasonable doubt and convicted the company. HSE inspector Stephen Hartley, said: "Contractors are expected to organise and plan work at height effectively, and take appropriate measures to prevent people falling. Where standards are poor HSE will prosecute those responsible, even if there has been no injury as in this case."

Chinese crane maker sold

The Carlyle Group has agreed to purchase an 85 percent shareholding in Xugong Group Construction Machinery Co., Ltd. (XCMC), the largest construction machinery manufacturer and distributor in China, for \$375 million in cash.

XCMC is currently owned by Xuzhou Construction Machinery Group (XCMG), a wholly owned company of the city government of Xuzhou, it will retain a 15 percent holding in the business.

The agreement follows an auction, with two rounds and six international bidders. XCMC the worlds, largest manufacturer of truck cranes, which confusingly carry the XCMG brand, produced around 4,500 units last year, more than double that of its nearest rival. It also has joint ventures with Caterpillar for excavators and Liebherr for concrete mixer trucks. Its 2004 sales were RMB 17 billion, approximately \$2 billion. XCMC also manufactured three Liebherr All Terrain models under a 1995 license.



an XCMG truck crane at this years Conexpo

Boss found guilty of Manslaughter

Wayne Davies, 36, of The Meadows, Leominster, who owns Knighton based A&E Buildings Ltd, was found guilty of unlawfully killing Mark Jones, 40, who fell around seven metres from a makeshift work platform attached to a telescopic handler on February 28th 2004. The court heard that the telehandler Davies used to support the platform had a string of faults, including a brake which did not work properly.

During the trial it emerged that Davies also ignored concerns expressed by Jones's wife about his working conditions. "Wayne Davis

showed total contempt for the safety of his employees and ignored health and safety guidelines," said Detective Inspector Bob Tittley, who led the inquiry into the tragedy.

Davies claimed that Jones and other employees were working without his consent on the day of the accident. He admitted failing to maintain the handler and was convicted of two health and safety offences and cleared of a third.

Davies is out on bail while pre-sentence reports are prepared and he is due to be sentenced in mid December.

Ainscough bailed following arrest

Yes it is true, James Ainscough was reported to Manchester police by those working with him for abusive behaviour, including excessive door slamming, loud swearing, mumbling and messing up Barbara's desk.



James Ainscough in the dock wearing his favourite Elvis suit

The arrest was made on Friday October 7th he was then taken in and finger printed, before appearing at Manchester Police Museum's Magistrates Court.

After which he was held in the "slammer" with a phone until he had raised his bail money from friends and supporters. The event was part of the "Lock up your boss day" to raise money for St Anne's Hospice; Ainscough was one of nine participants. He raised over £3,000 which goes towards the cost of running the hospice. It is still possible to add to James efforts by going on line and making a donation to this worthy cause www.st-anns-hospice.org.uk/luyb/suspects.htm

Data company hit for £47,000

The UK arm of Iron Mountain, the global data company, was fined £40,000 plus £7,400 costs at the City of London Magistrates Court, after an employee suffered serious injuries from a 3.5 m fall from a makeshift work platform, at the company's premises on North Woolwich Road, Silvertown.

Tristan Arkless, 22, was seriously injured with crushed vertebrae and a fractured pelvis after he fell 3.5 metres from a temporary platform, erected between two racking units in a warehouse on 27 July 2003. Arkless and three temporary workers were attempting to remove archive boxes from the higher shelves in the warehouse, with no effective measures to prevent the fall.

HSE Inspector John Crookes, said: "This is an example of what can happen when work at height is not properly planned and when young, inexperienced workers are not supervised. It highlights the need for companies to make sure safety procedures are in place whenever their employees are at work, not just during normal hours.

"The company should have made a proper risk assessment prior to commencing the job and provided a system of work incorporating a safe means of access, such as a tower scaffold, order picker or cherry picker, together with appropriate training tailored to the equipment chosen. At no stage should employees have been required to climb the racking itself.

IPAF announce Summit dates

The International Powered Access Federation has announced that its 2006 Summit will be held on Tuesday April 4th, at Whittlebury Hall, adjoining the Silverstone formula one racetrack.



Unsafe access costs developer £20,000

Bedfordshire company, Cowlgrove Developers Ltd of Aragon Lodge, 1 The Avenue, Flitwick, was fined a total of £16,000 with costs of £4,000 at Bedford Magistrates' Court, after admitting ten breaches of health and safety regulations by using unsafe methods to gain access to work at height. A roofing contractor, H. McIntyre & Sons Ltd, of 4A Heron Business Park, Whitfield Avenue, Sundown Park, Luton, the workmen's employer, was also charged over £5,000.

Cowlgrove was the client and principal contractor involved and had instructed

roofing sub-contractor McIntyres to install the roof of a bay window. On 17th March 2005, an HSE inspector observed two men working unsafely inside a scaffold, provided by Cowlgrove.

The absence of suitable handrails meant there was an inadequately controlled risk of the individuals falling about five metres. The two workmen had gained access using an unsecured, extending ladder. The inspector also saw one of the roofers balance on scaffold tubes with nothing to stop him falling.



An HSE inspector spotted this unsafe scaffolding and it cost the developer £20,000

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New company enters Self-Erector market

E F Weaving Machinery of Chadbury, near Evesham has entered the self erecting tower crane market as sole UK distributor for the Cattaneo range of self-erecting tower cranes. Weavings managing director, Edward Weaving, told C&A that he has ordered an initial 20 units for the UK, 12 units of which are already sold or allocated to the company's rental fleet. The cranes are produced by Luigi Cattaneo S.p.A. of Magnago near Milan, the company was founded in 1954 and produces a wide range of small tower cranes. Weaving has decided to offer just one model, the top of the range CM90S4.



Edward Weaving of EF Weaving machinery

Italy serves withdrawal notices on two manufacturers

The Italian authorities have published withdrawal notices against two manufacturers of aerial lifts. The first against Zelig SpA of 9 via Monte San Genesio, 20158 Milan, for its F800EN and F800 ES scissor lifts, on the basis that they do not meet the Essential Health and Safety Requirements of the machinery directive.

The reason given is that the machines have no form of load control, and the manufacturers technical documentation does not indicate that the lifts are safe throughout the lift cycle. The products are also for indoor use only yet this fact is not posted on the machine.

The second lift to be withdrawn from use is the 26 metre, K260 truck mounted platform built by Scala Universal Pistoia (SUP) Piattaforme Aeree S.r.l., 51/53 via Provinciale Lucchese, 51030 Serravalle Pistoiese

In the case of the SUP K260, the recall notice states that units were found with cracks and fractures on the jib, and suggests that the units are liable to fail in normal use. Further more, the notice states that the platform has a fraudulent EC declaration of conformity. See www.vertikal.net for full story

Follow up note: a company called SUP Elevant SRL, at the same address and with similar contact details, has written to us, stating that SUP is in liquidation, and that it has "absolutely nothing to do with that manufacturer" The K260 was built before 2003.

Light Hire sells non access business

Brandon Hire has purchased the tool hire assets of Light Hire; the Devon based company owned by Brian Light. The purchase is a cash deal worth £500,000. Light hire operated from branches in Exeter, Exmouth and Okehampton.

The deal does not include the powered access rental business, this will remain with Light hire and will relocate to a new site close by. Brian Light and Richard Philpott will stay with the access business, which they now intend to expand from a single location.

See vertikal.net for full story

Thomas buy into telehandler market...

Thomas Equipment Inc. the Canadian based skid steer producer has announced that it is acquiring the assets of Tovel manufacturing, a Canadian producer of rough terrain forklifts, including "Tovelazer" telehandlers.

Thomas has also agreed to expand its strategic OEM agreement with Hyundai Heavy Industries, Ltd, to include the Tovel line of products. Hyundai purchases Thomas products to market under its own brand. Tovel, which is based in Concord near Toronto, was founded in 1970 to build 4x4 Rough Terrain masted forklifts and entered the telehandler market in 1990.



A Tovelazer telehandler

... and opens a European base

Thomas also announced that it will open a new European sales and logistics centre in a suburb of Brussels. The new 7,000 square metre facility will have showrooms and a demonstration area where customers can test drive the full line of Thomas products, including the Telehandlers.

SGB Holland pay £3.7 million to injured man

A UK High court has awarded compensation of £3.7 million, to Wayne Ashley Moore, 38 from Norfolk for the "very severe brain injury" he suffered after falling around 12 metres, while working at the Corus steel plant in Ijmuiden, Holland, in 2000. A hand rail on the scaffolding platform had come out its socket, causing the accident. SGB Holland BV, which supplied the scaffolding, agreed to pay the £3.7m

Manitowoc sells fridge maker

Manitowoc Company, Inc has sold the assets of its Diversified Refrigeration Inc. subsidiary to Monogram Refrigeration, LLC, part of General Electric.

The transaction will close at year end. No details have been disclosed, but Manitowoc expects to realise a gain on the sale of the assets in its fourth quarter.

Full story on www.vertikal.net

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- **Bob Elcome has joined Panther Platforms Rentals** to head up the company's sales efforts.
- **Nationwide Access has appointed David Roebuck** as business director based at group headquarters in Lutterworth, Leicestershire.
- The **2007 ARA convention and Rental show** will go ahead in New Orleans as originally planned.
- **Martin Davies Departs:** Martin Davies, European sales director for Skyjack, has decided to make a career change in 2006 and will leave the company in January. His departure is an amicable one on both sides. In more than 10 years with the company, Davies has helped Skyjack take a significant share of the scissor lift market in a good number of European countries.



Martin Davies

- **Terex has obtained a waiver from its principle senior lenders** to delay the filing of its 2004 year end and interim 2005 accounts until February 15, 2006.
- **Terex launch new telehandlers.** Terex has unveiled a range of new telehandlers, including three new 360 degree models and one fixed chassis model. See SAIE review.
- **H&E sell shares:** H&E Equipment Services, the crane and access rental company from Baton Rouge Louisiana, is planning an IPO to raise over \$200 million.
- **ABB win Rotterdam contract:** ABB has won the contract to supply automation and electrical systems for 76 terminal cranes at the new Euromax container terminal in Rotterdam
- **Bigge Crane and Rigging has acquired American Heavy Rigging & Hauling Co** of Richmond, Virginia.
- **Sunbelt, the American subsidiary of the Ashtead Group** has acquired **Northridge Equipment**, with five locations in California.
- **Tony Havercroft joins UpLift:** Tony Havercroft is to leave Genie at the end of November, and join UpLift, the Wakefield based access rental company, as sales director.
- **Cramo of Sweden and RK of Finland are to merge,** creating Europe's fifth largest rental company. Cramo shareholder PON will be the largest single shareholder in combined business while Caterpillar are exiting.
- **Kiloutou sold:** Franky Mulliez, the founder of Kiloutou, France's second largest rental company, has sold 51% of the business to Sagard for €170 million.
- **All change at Haulotte USA:** Tom Stachurski who until recently headed the Haulotte team in North America, has departed along with a number of other members of the sales team.
- **Peiner move to Wilmington:** Production of Terex-Peiner tower cranes is being moved from Germany to the Terex plant in Wilmington, Delaware in the USA.
- **Parker Hannifin,** has announced that it has acquired UK based **Sterling Hydraulics**, for an undisclosed cash sum.
- **Glyn Goodwin has joined Genie** as a UK regional sales manager, he was previously with AJ Access
- **JLG and Genie to increase prices:** Both JLG and Genie have said that they will increase prices in the new year, JLG by two percent and Genie by four percent.
- **George Brumwell,** chair of **CSCS** and former general secretary of the UK construction union Ucat, died suddenly on Nov/8th, aged 66 following a short illness.
- **Terex has announced the promotion of Colin Robertson** to the position of executive vice president - operations, effective January 1, 2006
- **Caterpillar** has opened its first European engine remanufacturing plant in Shrewsbury, Shropshire.
- **VP (Vibroplant)** has paid up to £19.5 million for **Trax Portable Access Ltd**, the temporary roadway and barrier specialist.
- **A-Plant,** the UK rental division of **Ashtead**, has agreed a five year sole supply deal with the **Birse group**.
- Gantry crane maker, **Morris Material Handling and Bacou-Dalloz** have concluded a strategic partnership in the UK Morris will promote **Söll Fall Protection Systems** and **Miller PPE** products through its Morris Institute and nationwide network of Service Centres.
- **Unic Cranes Europe** has appointed **B&B Plant and Equipment** as its distributor in South Africa. For its full range of mini crawler cranes.
- An employee at the **JCB** plant in Cheadle Staffordshire, was killed in an accident at the facility in November.
- **IPAF** has appointed **Hans Aarse** as its representative for the Benelux.
- **Kurt Ospeth,** managing director of **Bautas**, Norway's largest rental company, owned by **Ramirent**, is leaving at the end of the year. **Eivind Bøe**, 39, will take over.
- **Dino Lift,** the Finnish based aerial lift producer has appointed **Mikael Paulin**, 43, to the new post of marketing and sales director for the Dino Lift Group.
- **David Smith** of **Kier Construction** has joined **Empower training services** as construction training consultant.
- **Ashtead** group's US subsidiary, **Sunbelt** has accepted a \$20 million settlement from **Head & Engquist**, ending a long standing legal battle over the large scale poaching of staff.
- **VP,** the rental company that owns **UK Forks**, has purchased the business and assets of the **Dudley Vale Piling** division of **GE equipment** services
- The **Griffin group** has sold **Instant Access Australia**, its Australian sales and rental business to RMB ventures and its management for A\$40 million.
- **Tutt Bryant Crane hire,** one of Australia's largest crawler crane hirers, has launched the prospectus for its Initial Public Offering of its shares.
- **Tadano to invest £36/\$68 million** to upgrade and realign its production facilities in Japan, to boost capacity by 30 percent.
- **Tadano pays \$10 million** to increase its stake in Chinese joint venture to 50 percent.
- **Haulotte launch Dakar 2006 bid,** and are entering a three vehicle team, which includes a Mercedes Unimog and Mercedes 6x6 support truck.
- **China Joint venture for Aerial:** The **Tanfield group** has signed an agreement, to set up a joint venture company with a Chinese access equipment producer, to produce Aerial access models in China for the local market.
- **Winterlift open depot in Gateshead.** The fast growing crane hirer Winterlift, which would have been 16th in this years Top 20 crane UK/Ireland crane hirers, if we hadn't missed them, has opened a new Newcastle region depot, at a location recently vacated by Duncan aka Cox, crane hire
- **Easy UpLifts,** has ordered four new **Bronto** truck mounted lifts, including the first 70 metre S70XDT and three more 46 metre, S46XDT from UK/Ireland distributor **BlueLine access**
- **Gulliver Truck hire Ltd** of Bristol, has opened a new access division with 15 **SkyKing** 12.5 metre 125RA van mounts.
- **Independent Parts and Service (IPS)** has launched a new website, www.ips-ltd.biz which includes an on-line parts ordering from over 30,000 parts references.
- **Correction:** on page 10 of the October issue we reported that each Geda suspended platform needed 26 tonnes of water ballast! We meant of course that the 26 tonnes was for all six platforms.
- **Late news:** **Arcomet** will take over the UK distribution of **Potain Tower Cranes** from January 1st 2006 with two new companies: **Midland Cranes** for self-erectors and **Arcomet Tower Cranes** for top slewers.



Mikael Paulin



a Guliver SkyKing 125RA

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

SAIE 2005, note the massive Cormagh's in the foreground.

With a 32 metre maximum tip height, a maximum working radius of 24 metres, compact dimensions (6.4 x 2.35 x 2.9 metres), a basket and a luffing jib attachment, it is a useful crane and perhaps a sign of the future?

Grove had a number of mobile cranes on display, with the main feature being the first RT530E off of the new Italian production line. The company also confirmed that it will start small. All-Terrain production in Italy from next year.

TCM, the Italian telescopic crawler crane producer showed further models in its growing range, including a very attractive compact 40 tonner, with multiple position outriggers. The company also showed designs for a 135 tonne telescopic crawler, also using outriggers for levelling and to keep base dimensions compact. The first unit has already been sold.

Ormig's new 25 tonne electric pick and carry crane lived up to its pre show

Bologna surprises

This years SAIE show in Bologna while a little quieter than usual, due to it being an "off year" for tower cranes and earthmoving, still attracted some 220,000 visitors and produced several surprises in terms of new products.



The biggest surprise of all perhaps was found on the Terex Demag stand. After telling us not to expect any new cranes, the first thing we saw on the stand was an exceptionally good looking all-new telescopic crawler crane!

The new model designated, the TCC45, offers a maximum 44 tonnes lifting capacity at 2.5 metres, 40 tonnes at

three metres, with a five section 37.4 metre boom, borrowed from the Bendini RC45 rough Terrain crane. The TCC45 has a retractable undercarriage that allows the 4.5 metre operational width to be reduced from the cab to a handy three metres transport width.

The counterweight is under 10 tonnes and the fully equipped machine has a GVW of only 42 tonnes. Its compact

Terex Surprised with a brand new 44 tonne telescopic Crawler from the Bendini stable.



The Eco-power city crane offers a luffing 3 section jib and a basket attachment.

Mister Gru displayed a very neat looking battery/diesel powered 20 tonne city crane.

dimensions, including an overall height of less than three metres, make the new model very easy to transport.

Another new crane that caught our attention at the show was the Eco-power 20 City crane made by Tadano-Faun dealer, Mister Gru. The unit is a 20 tonne ultra compact city crane, equipped with both battery Electric and diesel power units.

This allows the crane to work quietly when located in sensitive areas.

publicity: the unit looked very solid, possibly over built for a 25 tonne crane?

The widest array of new products came from the Telehandler and lorry loader camps. All of the Italian based telehandler producers we spoke to are doing very well. Merlo will soon open its new production facility that, it says, will increase production by over 45 percent to over 6,000 units a year. dDieci is also building a brand new

Terex launched four new telehandlers.



plant (see face to face page 43) which will eventually double its production from the current 1,200 units and Terex, has seen its Italian telehandler production more than double as the benefits of its improved distribution and Genie association come on stream.

Telehandler novelties

When it comes to new telehandlers, Merlo, as usual for SAIE, offered the widest range of novelties, with two new product ranges. The mid range Panoramic models with lift heights of 12 to 14 metres are replaced with four new base models with higher powered "Plus" versions of each, making a total of eight new models. Merlo says that the new models are not just a facelift, but are completely new, both inside and out. A number of the improvements follow on from those introduced earlier this year on the six to 10 metres Panoramic range at SED.



Merlo's new chassis frame for its compact 2m wide units, eliminates the usual side plates.

The booms have been made lighter and more compact with faster extension and lift speeds, this has provided space for a wider cab, Merlo claim that it offers the most generous dimensions in the industry. Other in cab improvements include more ergonomically positioned controls, better visibility and multi outlet air conditioning. All units offer the Merlo boom side shifting, the entire chassis rotates by a few degrees either side of centre, providing around 660mm of total lateral movement of the load.

The most radical new design was reserved for two new compact Panoramic models, Only two metres wide, they



The massive J2385 from Pagliero offers exceptional jib rotation and a near vertical main boom.

offer lift heights of 6.4 and 8.2 metres, with 3,200 and 2,800 kgs maximum lift capacity. The major breakthrough is a radically new chassis design that eliminates the normal structural side plates that sit either side of the stowed boom.

In order to maintain and even improve on the structural rigidity, without these side plates, a boom like, box section chassis has been used. As it sits under the stowed boom, it also helps provide a lower centre of gravity. The space saved

by eliminating the side channels/plates has allowed Merlo to fit a full width cab on this narrow aisle machine.



The smallest telehandler, the Cingo from Merlo

Terex also chose SAIE to launch several new telehandlers, while branded as Terex at the show, they will also be marketed in some areas as Genie's. Topping out the new launches are three new Gyro 360 degree models, with heights of 18, 20 and 25 metres. The new 6025 is the largest Terex/Genie telehandler to date, with 25 metre maximum fork height and 6,000kg maximum lift capacity. It is powered by Cummins and comes fully equipped with an integrated load management system that monitors both the outrigger and fork loadings along with slew position to offer a comprehensive overload system that includes a data logger.

The two smaller units share most components and add to the already wide 360 degree Terex range, but depart from existing models in that they use Deutz power in place of Perkins.

One new model has been added to the fixed frame product range, the 13 metre/4,000kg Telelift 4013. No technical specifications were released on this unit at the show.

The smallest telehandler on display was located on a separate Merlo stand, the company has designed a telescopic boom to fit onto its Cingo rubber tracked mini tool carrier chassis.

With just under three metres of lift height and 200kg capacity, its potential is limited, but given new restrictions on manual handling etc it could prove to be a useful tool on home refurbishment applications.

Loader crane overload

As we predicted, the loader crane producers were out in force at SAIE, the big news on the corporate front was of course the takeover of the Effer business by CTE. While technically still in administration, Effer dazzled visitors with its range of new product introductions. Leading the way was the 275 and 305 models offering 25 and 28 tonne/metres of lift capacity. The new models, which are based on Effer's modular "Octopus project",



How's this for cranes and access and all on a telehandler

bristled with new design features, including a maximum main boom angle of 98 degrees, yes beyond vertical! And a fly jib angle of 200 degrees, providing 20 degrees above horizontal. Both units are equipped with an oversized slew ring and planetary reduction drive, unusual on this size of crane. with a choice of Effer's 600 degree slew or 360 continuous.

Other new models included a further three additions to the light weight Easy power range, launched last year and two prototypes in the 13 tonne metre class, the 1550J-Power and 1750 Heavy duty.



Effer surprised everyone with the number of new products it launched, this is the 305.

Regardless of whether loader cranes are your bag, the models on the Cormagh stand could not but capture your attention. Well known for its over centre designs the company has taken the concept to the extreme in its larger products with up to 160 tonne/metres lift capacity. The units are targeted largely at the machinery moving market. A new mid range model, the 34 tonne/metre, 34000EA.SC was also announced, but will not be available until mid April, the unit uses the same massive two arm superstructure design as the 125, and offers up to 30 metres of height with an optional six section fly jib that can articulate up to 20 degrees above horizontal.

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Sophistication on a truck

Fassi, the Italian market leader is celebrating its 40th anniversary and used the show to launch a new series of cranes for the future, dubbed "Evolution". The first two models in a range that will eventually cover all of its cranes under 45 tonne/metres are the F240B and the F260BXP. They feature double con rods and Prolink linkage providing consistent lift capacity through the full articulation, while allowing the boom to rise 15 degrees above horizontal. Other features of the new Evolution models are the can bus electronics and "IMC" continuous interchange software, a new S800 valve block, complete with integrated pressure transducer, the ADC dynamic control and new interactive remote control system. All in all a very sophisticated crane.

Other Fassi launches included the F800BXP 80 tonne unit that incorporates many of the new Evolution features, and a new "light" range of cranes, the F22A and F38A replace the F20A and F30A offering 10 percent higher lift



Amco Veba and Ferrari showed a new one hand low cost remote control developed with Hetric.

capacities and up to 7.55 metres reach, all in a 575kg total weight. In the same

theme, the F50A and F65A replace the old F45 and F60A from late November.

Ferrari the loader crane company, saved last year by fellow Italian, Amco-Veba, was celebrating the fact that production

Galaxy Lion lift showed a new straight telescopic 18 metre, the 18.12.



has grown by over 50 percent this year and the model range is being rapidly extended. It seems that Ferrari will overlap its range with Amco-Veba as it adds larger units to its traditional lower capacity units. Ferrari announced a new 990A10 unit it is developing to top out its line, with a ten section boom, this unit though is not likely to be seen for another 12 months. Both Ferrari and Amco Veba have developed a new one handed, lower cost radio remote controller in partnership with Hetric. Aside from projects like this and pooled purchasing power, it seems the two companies will operate entirely separately. Ferrari is currently looking for UK dealers.

Extending the TJ range GSR's new TJ22 offers 280kg lift capacity at 17 metres radius.





New Fassi products included the first "Evolution" models and the new F800XP

New access products were thin on the ground

New powered access products were a little thin on the ground, with APEX having stolen the thunder barely three weeks earlier. The completely new products on display were largely limited to truck mounts. Lion lift showed a new Galaxy18.12 straight telescopic 18 metre truck mount, with up to 12 metres outreach and larger versions of its crawler mounted booms.

GSR, sold in the UK as Sky King, had its new TJ 22 truck mounted unit on display promoting the fact that it offers a 280 kg unlimited lift capacity right out to 17 metres, a very useful full size 22 metre lift.

Manitou had some interesting attachments including its boom mounted platform and an RSJ grab.



Faraone had a number of new models in its self propelled mast lift range, including a unit with a 90 degree platform rotation and a new model that can be transported in a low roof line van.

The major producers, such as Genie, JLG and Haulotte were all out in force, with the new products launched at APEX, all reported strong interest at the show, in spite of a quiet first day.



Basket's 16 metre Electron battery powered boom

On the electronics side, there was quite a bit to see, one piece of news was that Rental group Rent Up has teamed up with 3B6 to form a new jointly held company, 3B³, to commercialise the groups tracking and remote diagnostics device and software. The device integrates fully with its rental software, allowing a wide range of remote machine management tasks.

Hetronic, with its radio remote controls was well represented, not only on its own stand but on many of the crane and telehandler ones too.

The dates for SAIE 2006 will be October 26th to October 29th, we would highly recommend a visit next year.

Pagliari had its new impressive J2385, 85 metre truck mount, on display, towering over the showground, its lower boom has a maximum angle of almost 90 degrees, allowing it to get right in close to a building for fantastic up and over reach. The new 3.5 tonne dual boom low profile MX200 first seen at APEX was also on display in a very sleek black and aluminium colour scheme.

Several of Haulotte's new products from APEX were on show including the new truck mount.



happy Christmas

This is our last issue in 2005, all of us at the Vertical press would like to thank our readers and all of you who have supported us in 2005.

Whether it be with subscriptions, advertising or editorial input you have all helped us to improve the magazine and online news service.

We wish all of you a very happy holiday and a fantastically prosperous year in 2006.

Many thanks and best wishes,
The Vertical Team

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Hire Rates Survey

Once again we have further refined our annual hire rates survey in order to better reflect the UK/Ireland fleet and incorporate some of the suggestions we received last year. We have also added a new section covering Telehandlers, which we plan to expand over the next few years.



Obtaining input from hire companies, has proved to be a major challenge this year! But we have persevered, even though it has delayed our publication date by almost 10 days. Crane companies are worst offenders than access hirers, but neither win awards. In terms of the information that we have gathered, The biggest surprise is the variance between Crane and the Access hirers. A downturn in activity back in September has spoilt a reasonable year for the crane hire industry, and many companies have cut rates, which they have failed to reign-in the months since, in spite of many reporting improving utilisation. If we had carried out the survey in the summer we would almost certainly have had a completely different result

crane rates

We asked what has happened to UK and Ireland crane hire rates over the past 12 months, and what companies expect to happen over the next 12 months.

● Reduced ● Stayed the same ● Increased

Fig 1. Crane hire rates over the past 12 months

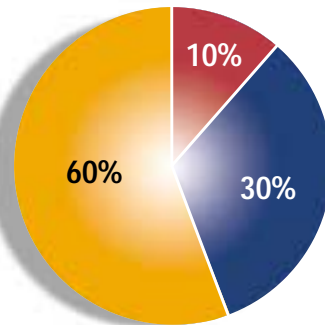
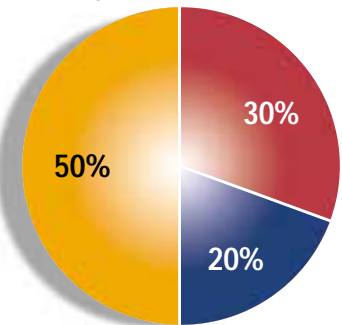


Fig 2. Crane hire rates during the next 12 months



Comment: The input on hire rates is not significantly different from that of 2004, but is very different from most company's expectations for 2005. Last year 78 percent of companies expected rates to rise this year, with 22 percent expecting them to remain the same, no one anticipated a fall. However as we have already said, if we had carried out this survey in July, it would have been different, and perhaps if we were to do it again in March 2006 it would be different. Not one company we interviewed by phone could explain the poor performance of the past three to four months. Most agreed that there is still plenty of work on the horizon.

Our numbers for the next 12 months have been affected by an error on the questionnaire, which has resulted in a smaller sample for this part of the survey.

● Reduced ● Stayed the same ● Increased

Fig 3. Crane fleet size over the past 12 months

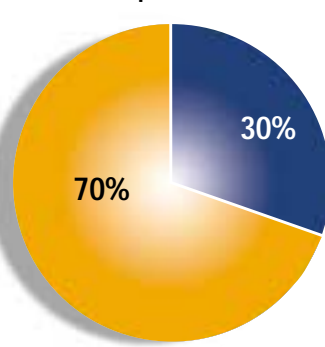
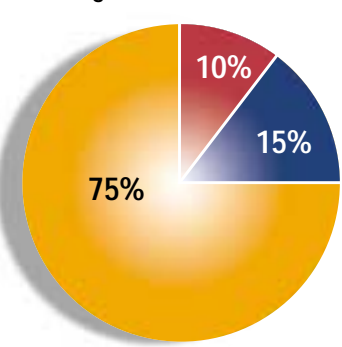


Fig 4. Crane fleet size during the next 12 months



Comment: The fleet size survey is the exact opposite of last years input, where a number of fleets had downsized, but all intended to stay the same or expand in 2005. No one admitted this year to having reduced their fleet, but a few companies said that they are considering it for 2006.

Fig 5. Cranes giving best physical return

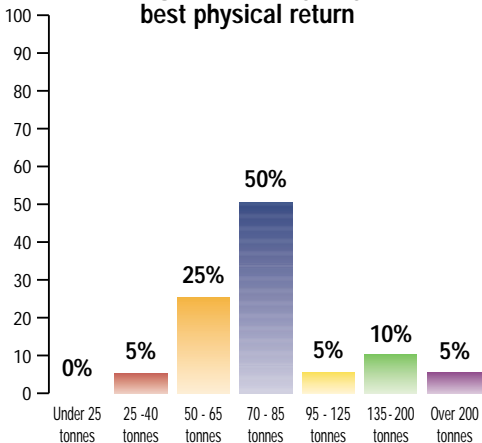
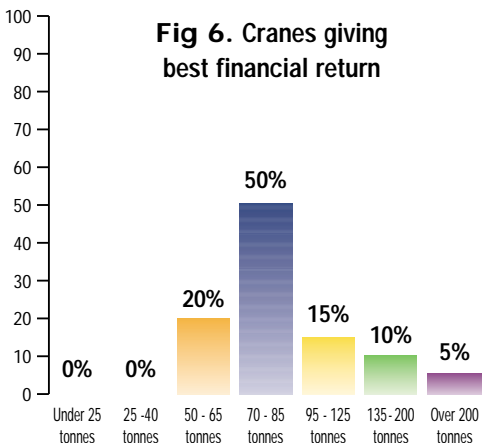


Fig 6. Cranes giving best financial return





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industry comments

"The two largest companies are driving rates down to maintain their market share. Smaller companies are following this trend"

Crane industry professional

"There are some company's which buy work or go for cheapness we don't recommend this as service is far more important and safer"

Crane industry professional

"A tough competitive market has resulted in the rates reducing slightly to ensure market share is maintained. Smaller privately owed companies are very aggressive which is resulting in a price war in a number of regions".

Crane industry professional

"Rates are strong, if you have quality, state of the art equipment with good staff you can achieve the targets set".

Crane industry professional

"Rates are just too low, salesmen are always ready to cut rates rather than sell service and quality. It is about time owners stood firm"

Crane industry professional

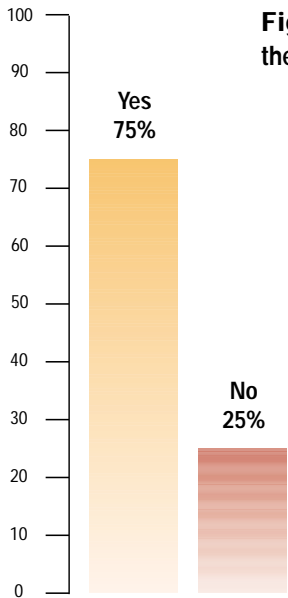
"If you work with your customers and keep your fleet up to date and have specialist cranes you can still make a good profit....big is not always beautiful".

Crane industry professional

"Hire rates have fallen due to large national companies playing silly games to gain major share of market to no avail, but they "did" achieve a lower rate "very good sales technique"."

Crane industry professional

Fig 7. Would you recommend the crane hire industry to your children?



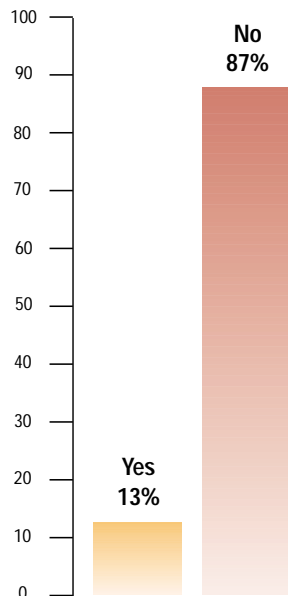
Comment: This is a surprise, last year when the atmosphere seemed more optimistic, 67% of our respondents said NO, and yet this year in the midst of a blue mood, 75% said YES!?! The most positive response to this question in years? And yes, we did go back and check that we had not made a mistake with the input sheets. This suggests that overall, in spite of recent difficulties; most crane hirers feel that the industry is in better shape and better able to provide a future career choice.

Fig 8. Average crane rates

Capacity	Lowest daily rate	Highest daily rate	Average daily rate
Under 25 tonnes	£220	£305	£271
25 to 45	£290	£450	£347
50 to 65	£462	£650	£556
70 to 85	£700	£800	£742
95 to 125	£850	£1,200	£1018
135 to 200	£1,300	£2,300	£1,895
Over 200	£2,300	£9,000	£4,075

Comment: This year we have moved to a daily hire rate after several years of publishing a weekly rate, this is more in tune with industry practice. It does though make it difficult to make a meaningful comparison with last year. For the categories where it is possible, the input suggests that most rates have not changed that much year on year in spite of all the gloom and doom.

Fig 9. Do you employ any Female drivers?



Comment: This was a new question for this year and the results surprised us, we expected a 100% No. just goes to show what we know



We were surprised to find that there really are some lady crane drivers several companies said that they would hire female drivers.

Fig 10. What Percentage of your lifts are

	Lowest	Highest	Average
Pure crane hire	30%	90%	68%
Contract lift	10%	70%	32%

Comment: Another new question and one that is increasingly relevant. We were surprised to find that most cranes continue to go out under CPA crane hire terms. Only one or two companies reported a majority of their business being contract hire.

access rates

Once again we have added to the Access survey, better defining the various categories, and aiming to make the survey an overall more useful tool for the industry and our readers. Powered Access is currently going through one of its better periods, a "purple period" as one of our respondents referred to it, with rates generally firming and utilisation strong. However increasing costs, particularly new equipment prices, have not yet been reflected in the rental rates, the industry still has a problem demanding a rate that truly reflects the costs of providing a quality service. Interestingly companies in Ireland appear to do better at flexing rates upwards when supply and demand allows, than those in the UK.



Fig 11. Access hire rates over past 12 months

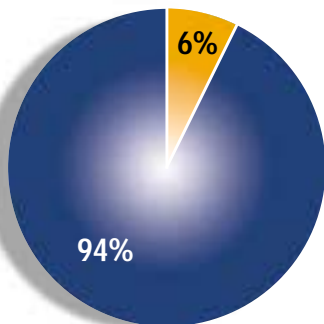
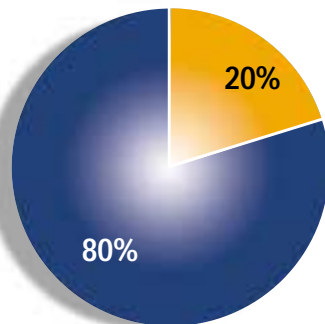


Fig 12. Access hire rates during next 12 months



Comment: No surprise here, a very similar result from last year, with the vast majority of companies seeing rates improve, a far more positive outlook though for 2006, as most companies look to increase rates in the face of long lead times for new equipment. Interestingly the year turned out better than most had anticipated at this stage last year.



Fig 13. Access fleet sizes during past 12 months

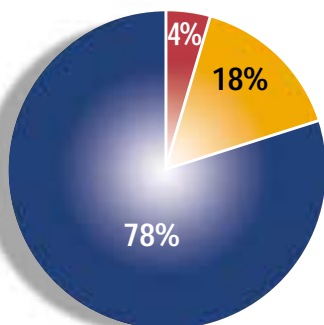
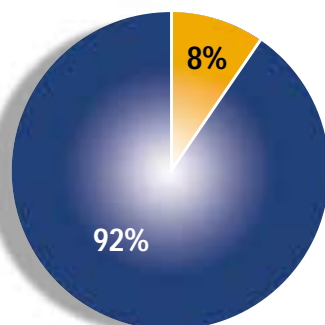


Fig 14. Access fleet sizes during next 12 months



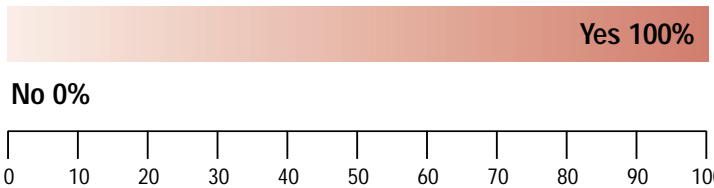
Comment: Fewer companies increased their fleets this year than last, and for the first time in three years some companies reported a fall in fleet size. The outlook for next year indicates that most access rental companies will expand their fleets.

Fig 15. Best Utilisation rates: 1 = best 10= worst

Category	Best Physical Utilisation	Best Financial Return
Small Electric scissors	1	1
Big Electric Scissors 12m +	7	8
Compact diesel Scissors	6	10
Big Diesel scissors 12m +	5	9
Small Electric booms	7	3
45ft articulated booms	2	3
Big articulated booms	3	2
Straight telescopics	4	7
Trailer lifts	9	6
Mast booms	10	5

Comment: As usual it is the small electric scissors that bring in the best utilisation, and best return on investment. Surprisingly it is large articulating booms that come in second in terms of return on investment. Compact diesel scissors, an area that manufacturers have invested heavily in over the past five years, are considered to be the worst.

Fig 16. Would you recommend the access industry to your children?



Comment: For the first time ever, every respondent said that they would recommend the business to their children, last year 20% said No.

industry comment

"Going forward we will be looking to offer hire rates which are in line with inflation rates. As our high average utilisation continues from last year (80%+) hire rates have continued to increase, furthermore our suppliers prices are increasing by about 7% because of general steel shortages. However, some companies continue to offer discounted rates, particularly on large diesel powered scissor lifts to the Roofing and Cladding sector. Large booms and small electric scissors are making excellent returns as there appears to be a shortage in the market, perhaps aided by the manufacturers delivery problems. I therefore foresee a buoyant market moving into next year and beyond."
 Andrew Spencer, Head of Access at Hewden

Fig 17. average weekly access rental rates

Category	Lowest	Highest	Average
5m and under	£95	£120	£109
6 metres (19/20ft)	£90	£205	£122
8 metres (26ft)	£115	£245	£149
10m compact (32ft narrow)	£140	£250	£163
10m plus	£145	£325	£206
Diesel/Bi Energy			
8 to 10 metres 26/33ft)	£135	£170	£153
10 to 14 metres	£180	£345	£223
over 14 metres	£200	£300	£250
Electric Booms			
under 11 metres	£185	£225	£206
10 to 14metres (32-40ft)	£200	£355	£256
14 metres (45ft plus)	£200	£430	£272
Mast booms			
6 metres	£100	£120	£112
8 metres	£125	£155	£144
RT articulating booms			
15 to 16 metres (45/51ft)	£190	£430	£266
20 to 23 m (60/70ft)	£320	£450	£367
24 to 26m (80/85fts)	£600	£625	£618
Straight Booms			
Under 17m (40fts)	£190	£250	£225
20 to 23m (60/70ft)	£340	£400	£364
24m to 26m (80/86ft)	£500	£675	£578
Over 27m	£1,200	£1,252	£1,228
Trailer lifts			
12/13m (30/38ft)	£180	£245	£203
17m (50ft)	£245	£355	£295
over 20 m	£505	£545	£525
Spiders			
12/13m	£375	£395	£388
16m	£455	£495	£477
over 18m	£1,395	£1,550	£1,474

Fig 18. Average truck mounted rates

Truck Mounts	Daily S Drive	Weekly S Drive	Daily W/Driver
Under 22 m(3,5 kg chassis)	£125	£750	£320
20 to 35m (7.5 tonne)	£425	-	-
36 metres plus	£645	-	-

industry comments

"Anybody who can't make decent money and be able to afford to run a professional access business in today's market place" should seriously consider an alternative career! And you know who you are!!"

Access professional

"Whilst hire rates have somewhat improved in each of the last two years, typically customers are still expecting to pay around 20% less than what most would consider to be a fair market price and one which would see a distinct improvement in the levels of investment within the industry".

Access professional

"Rates in Scotland have generally increased over the last 12 months. This is not necessarily due to harder working salesmen or a certain faction in the regional hire business working harder. Unfortunately we still have a couple of cowboys in our area, but I firmly believe that over the next few years we should be rid of this sort. The steady increase I think is due to big jobs like T5 having a draw off from other areas, coupled with a general increase in demand from the construction industry".

Access professional from Scotland

"We have always kept our rates high and it works if you can back it up with good service"

Access professional

"Hire rates have strengthened for shorter term hires in particular We still see very heavy discounting from some companies for longer or volume hires resulting in many jobs being bought. Frustration arises in the small scissor market where many companies are using 1% of machine value as the weekly rate, but £55/£60 per week does not cover service and overheads, so it is a worry how these machines will be maintained.

Overall it still seems a buyers market in the volume and construction sectors and as an industry we continue to discount at the buyers request"

Access professional

"We are definitely enjoying a purple patch at the moment, and we have ordered a considerable amount of new equipment. One thing that may affect rate in Scotland is more competition, AFI, Panther Platforms, A-Plant, Platform Co and the like are planning a move on the Central Scotland market, a market that is already over subscribed. Customers in Scotland are fiercely patriotic, Southern based access companies do well with southern based customers working nationally, but would struggle in Scotland. This I fear would lead to incomers cutting rate to buy business so as to protect their investment".

Access professional

telescopic handlers

For the first time in the history of this survey we include rates for telescopic handlers, This year it is a relatively rudimentary survey, but we plan to develop it over the next few years.



Fig 19. Telehandler rates in past 12 months

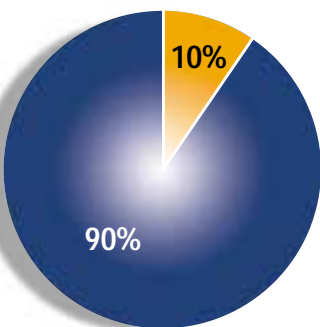
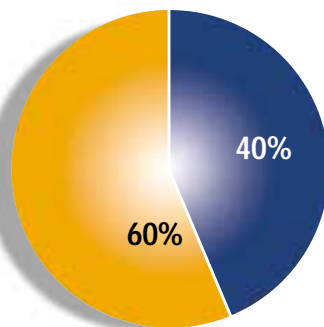


Fig 20. Telehandler rates in next 12 months



Comment: with no history to these numbers there is little we can say, the results for this year are as might be expected with demand outstripping supply in terms of telehandler production and rental fleet utilisation remaining very high.

Fig 21. Best utilization rates 1=best 6=worst

Utilisation	Best Physical Utilisation	Best Return on Investment
Fixed frame		
Under 10 metres	3	4
10 to 12.5 metres	3	3
13 to 15.5 metres	1	2
over 16 metres	2	1
360 degree		
Under 20metres	5	5
Over 20 metres	Input too low	Input too low

Comment: the input for which machines gave the best utilisation was all over the place, possibly. Varying by the type of customer base each company serves. Averaging the numbers out over all the respondents has produced the above results. This is quite different to the inputs from the crane and access companies, which tend to be far more consistent in this area.

Fig 22. Average rates for Telescopic handlers

	Weekly	Monthly
Fixed frame		
Under 10 metres	£229.75	£951.45
10 to 12.5 metres	£245.30	£1,154
13 to 15.5 metres	£287.23	£1,236.70
over 16 metres	£411.29	£1741.16
360 degree		
Under 20metres	355.15	£1,396.82

Comment: While the input on which machines gave the best utilisation varied widely, the average rental rates were extremely consistent across all respondents. The vast majority of our survey inputs varied within a 10% band, this is quite alien to what we find in the other two categories..

industry comments

From the returns we had it seems that Telescopic handler people are a great deal less verbose than crane and access hirers: Most returns had no comments on them. Here are the few we did receive.

"The weekly rates have varied up and down throughout the year"

Rental professional

"This is still a growing business, but rates are pretty stable"

Rental professional

"Hire rates are too low compared with other equipment, but there is no sign that it will change any time soon"

Rental professional

"It is a good steady business with great utilisation and longer term hire contracts but compared to a piece of access kit the return is poor"

Rental professional

When we solicited comments for our rental guide, most contributors preferred to remain anonymous. Nationwide, Europe's largest powered access hirer, said that it would be happy to make a public comment highlighting its views. David Roebuck, Business Director of Nationwide Access, makes the point that rental rates need to reflect the true costs of running aerial lifts, and that current supply and demand suggests that now is the time to make it happen.

Now is the time to stop the rot and raise our game!



David Roebuck Business Director of Nationwide

The ever decreasing trend in hire rates of the past few years has reduced profit levels for most companies, and yet as equipment gets older, repair and maintenance costs increase, at some point this cost needs to be met out of rental income. Nationwide Access incurred these costs earlier than most due to its rapid expansion seven years ago and has been working to reduce costs. If the industry is to attract further investment to refurbish or replace fleets, it must show better returns, which would be best generated from more stable hire rates rather than through more cost cutting.

With utilisation throughout the industry running at consistently high levels and the construction order book for 2006 looking healthy, now is the best time to review rates and create a pricing structure that at least reflects the increases in costs we are experiencing. Consumers are now used to paying a premium as a result of supply and demand, in construction steel prices have soared due to the economic boom in China. The access industry currently has this opportunity, but only if it is brave or professional enough to take it.

The first step is to understand that we are no longer in a buyer's market; the over-supply has been taken up by a number of

large projects such as Heathrow Terminal Five and the increasingly stringent health and safety regulations. Secondly we are selling a safety product, a high percentage of accidents in the workplace occur while working at height. Consumers need to see the value in what they are buying and understand the overall package not just the weekly price of the machine.

Historically the industry has recruited from within the plant hire sector, which has suffered from similar problems, the result has been too many sales people selling on price alone. Nationwide Access has worked very hard over the past few years to develop a team of sales people, many from outside the hire industry, who are capable of selling on service rather than price. The challenge is where do we find more people like this, the access industry is unique, rigger boots and hard hat in the morning then a suit and brogues in the afternoon, attracting the right people who are comfortable with this is hard, but the rewards are readily available for those who want to take up the challenge.

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Polished knuckles

When it comes to product development in the lifting market, few sectors can match the Knuckle boom loader crane market for the pace of development and high levels of sophisticated engineering. **Cranes&Access** takes a look.

The UK and Irish market for Knuckle boom/loader cranes is relatively stable and mature in terms of numbers, as it is in most of Western Europe. However with annual estimated deliveries of between 3,000 and 4,000 units for the two countries it is a sizeable market. The largest single sector, that of Brick and block handling, has undergone major changes in the past few years thanks to the consolidation among builder's merchants. The industry is now dominated by large chains, who increasingly tend to standardise or "partner" with a particular manufacturer

from which there is a natural reluctance to change.

In addition of there has been a move towards more bulk supply of loose materials, such as sand and cement. This has eroded work for loader cranes on the larger sites but increased it significantly on smaller builds, where bulk bags have largely replaced the old paper sacks.

With an ever more competitive market, and strict enforcement of manual handling, loader cranes or piggy back fork lifts, are at least now obligatory for building supply deliveries.

Large units such as this are increasingly used as rigging cranes on large crawlers.



Here is one excellent application for the above horizontal capability provided by the extra linkage.

UK market leader Atlas Terex cites its national, directly employed, network of service engineers as one of its major attractions for the national chains. The fact that its product line is also focussed on this mid capacity market sector also helps.

While the consolidation among builders merchants has perhaps resulted in a lower overall requirement for loader cranes in this sector, other applications for knuckle boom cranes has expanded their use elsewhere. The rapidly growing telecoms market and private utilities contractors have emerged as substantial users. In many of these applications the cranes are mounted on specialised off road vehicles, such as the Unimog. We test drove a new Unimog loader crane rig earlier this month and carry a short report later in this feature.

While Atlas is the market leader in the UK, Palfinger is the world wide market leader, (and possibly of the combined UK/Irish market). TH White sells and services Palfinger in England, with Outreach in Scotland and Palfinger Ireland in the emerald isle. Palfinger has benefited from the increase in sales of larger cranes, thanks to its strong showing in the 20 to 60 tonne/metre range, although the company says that it is gaining market share across the board.

When asked how, Mark Rigby of TH White says "Palfinger simply builds a better crane" he would say that

wouldn't be. However it is clear that Palfinger with its heavy investment in new products and a broader product line, coupled with a similar commitment to production investment is "on a roll".

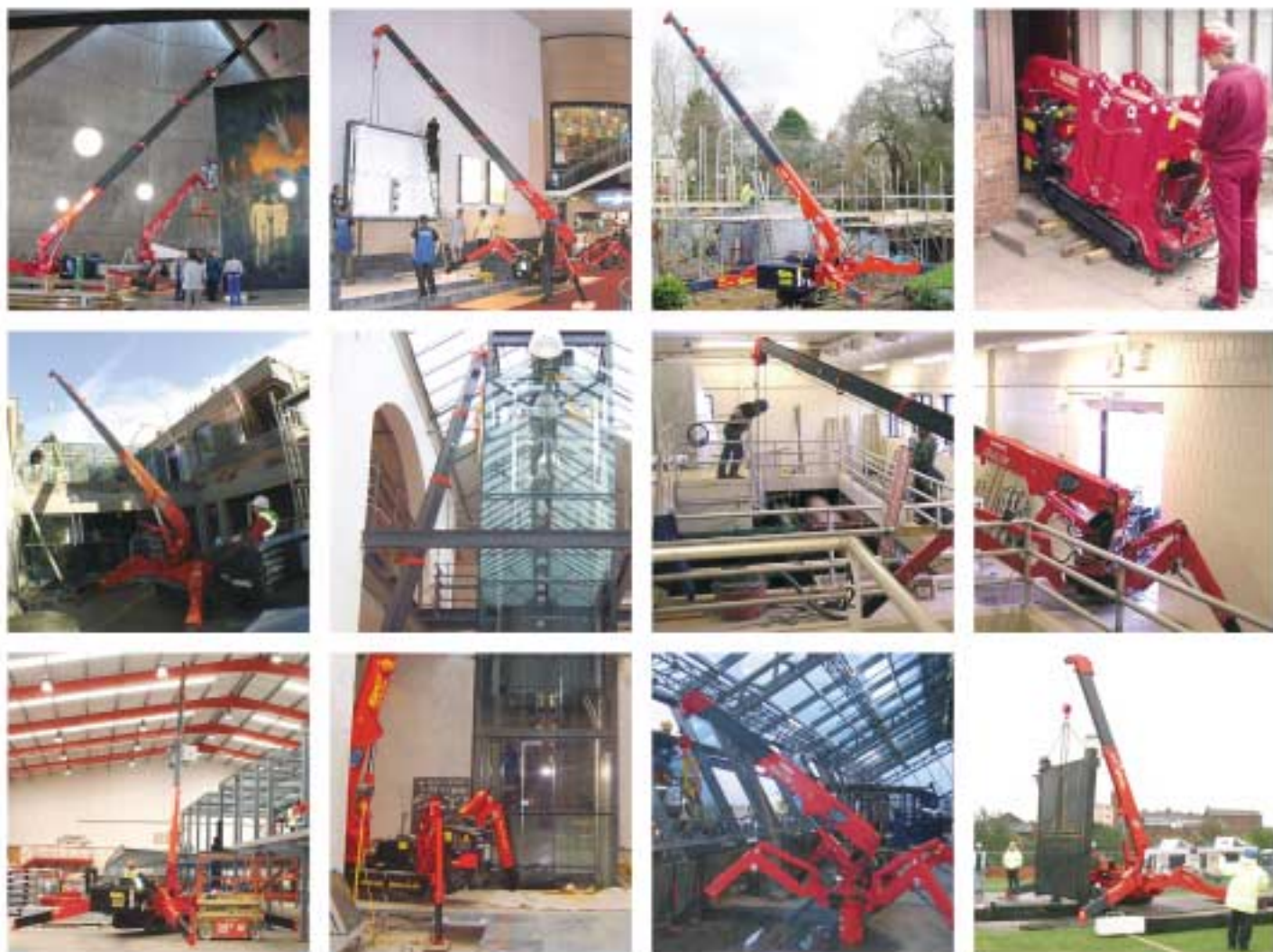
Hiab the name synonymous with lorry loaders, the Hoover and JCB of the sector, is investing in regaining its position after a trying period under Partek, where the famous Hiab brand name and image was diluted. Hiab along with Kalmar is now a major part of the newly formed Cargotec group, which is focussing its resources on building up its loader crane business.

The 125 tonne/metre Cormagh 125000, offers up to 36 metres of height.



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Brick and block handling is a major market in the UK

Technical development

As we have already said in our introduction the pace of loader crane development is staggering, ranging from the increasing use of high strength speciality steels, for light, multi section booms to full logic controls and diagnostics, not to mention the ingenuity of the lifting geometry.

More recent developments however have included the use of such links between the boom and fly jib or between lower boom and upper boom, to provide jib articulation of up to 200 degrees. This allows the jib to be raised up to 20 degrees above the horizontal lower boom. A number of people we spoke to questioned the need for such a feature in most applications and saw it as just another cost and maintenance issue. Although recognising that for some jobs, such as equipment moving, where a crane might need to reach into a building, it does provide a tangible benefit.



Linkage between cylinder and boom, allow 15 to 20 degrees over centre reach.

The "fashion" of recent years has been the adoption of an extra linkage between lift cylinders and booms or jibs. The initial idea was to provide a consistent pressure and lift capability throughout the booms full lifting arc, a positive benefit for those who need to lift heavy loads close in to the vehicle.

Our discussions with manufacturers and users did tend to throw up a common theme, that the industry seems to be moving towards the introduction of features and developments simply for the need to have something new to talk about, rather than concentrating on developments that bring real benefits to a wider user base.

While this criticism may have some merit, one thing is for sure. Knuckle booms are becoming lighter, faster, smoother, and more controllable, with higher reach, bigger capacities and a substantially wider range of models.

Who supplies Knuckle booms in the UK and Ireland?

Producer	Light/Medium	Heavy	UK/Irish dealers
Amco Veba	Yes	Yes	Yes
Copma	Yes	Yes	Ireland
Cormagh	Yes	Yes	Yes
Effer	Yes	Yes	No
Hiab	Yes	No	Direct
Hmf	Yes	Yes	Direct
Fassi	Yes	Yes	Direct
Ferrari	Yes	No	Seeking dealers
Palfinger	Yes	Yes	Yes
Pesci	Yes	Yes	Yes
PM	Yes	No	Direct

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This Fassi on twin line lifts demonstrates how loader cranes are used on large and complex lifts



on larger cranes, and load moments moving towards 200 tonne/metres, there is understandably pressure for loader cranes to be grouped in with mobile cranes and be subject to the same rules, regarding crane hire or contract lift and appointed persons etc. Technically they already are, however there is no question that in the real world loader cranes are treated differently, and there is a case with the vast majority of them that they should be. Heaven forbid if every builder's merchant's lorry loader was subject to the same bureaucracy as large mobile cranes. If users don't get



This Pesci crane is unusual in that it uses a minimal open base section.

Boom lengths in excess of 30m are not uncommon



Remote control developments

One area that is providing massive benefits for users, and rapidly becoming a "must have", is radio remote controls. The latest product offerings focus on single handed control, smooth proportional operation and at the top end, the provision of load information on the controller. Many of them also include outrigger operation.

At the recent SAIE show, sister companies Ferrari and Amco Veba unveiled their latest remotes, the result of a development with Hetric, using a simple gun like design, with a trigger that serves as a deadman while producing the proportional control. It allows true single handed operation. Amco Veba has made its version standard across its product line, a trend that will surely grow as the cost of these items falls.

The choice of controllers is now wide, with the compact console with neck strap seeming to be the preferred choice, especially for the larger



This new one-hand lightweight radio control is ideal for smaller cranes.

machines or those with complex attachments. The new Hiab XS-Drive controller, for example, offers up to 24 functions with mini joystick operation.

Crane Safety and training

With well over 20,000 loader cranes in regular operation in the UK and Ireland, it is fairly certain that the vast majority of operators have had little or no formal training. In the past a lorry loader was fairly simple and quite forgiving, with short booms, and low capacity to weight ratios. As the more modern, lighter and larger cranes start to move down the chain into the used crane market, the "drive by the seat of your pants" method will become an increasingly dangerous habit. A number of companies now offer training courses for loader crane operators. The Association of Lorry Loader Manufacturers and Importers (ALLMI) has developed some first



The new Fassi 850 part of a new Evolution series note its "Prolink"

class courses and is rapidly extending its network of approved training centres around the country. A steep rise in the number of employees attending these courses is needed though, if we are to come anywhere close to a point where most, if not all, operators are properly trained. So far less than a quarter of the nation's full time operators have taken such courses.

With boom lengths and outreaches of over 30 metres now quite common

their house in order though it will come to this. There are far too many accidents such as bridge bashing, outrigger retention and lack of shoring on soft ground.

RCS issues warning after M4 accident

RCS, a division of Balfour Beatty has issued a safety alert to all of its staff following an accident on the M4 in July. A loader crane was loading maintenance plant on the hard shoulder when it toppled over. The outriggers were not fully extended, which on the model concerned should have automatically derated the cranes lift capacity. However the overload system had been tampered with, resulting in the accident. The alert warns that a full briefing must be given to all operators on the operation of the crane and the safety devices fitted, it warns that no override switches should be tampered with. It concludes by saying "Tampering with any safety devices is a disciplinary matter and a criminal act"



How's this for a Bavarian look crane? A Ferrari at SAIE.

The new 10501
tops out the Palfinger
Performance light
crane range.



Palfinger add models in mid range

Palfinger has added two new models to the top of its light series of PK Performance cranes. The PK8501 with 7.9 metre/tonnes lifting moment and the PK10501 with 10.1 metre tonnes. Both offer up to five powered boom sections for up to 14 metres of outreach.

The PK8501 has been developed from the PK 7501 and is suited to a 7.5 tonne truck for general lifting duties. The PK10501 has been developed from the 9501 for what the company calls Municipal duties, and as such is well suited to attachments such as grabs, augers and work platforms, it requires a truck of at least nine tonnes.

These two cranes are the first Palfinger cranes in the eight to 10 metre/tonne class to be equipped with its HPLS technology, which increase the cranes lifting capacity by up to 10 percent at reduced working speeds.

Let there be light

Palfinger has provided a number of PK4501 cranes for a most unusual application. Japan's police service is bringing light into the dark. Whenever the circumstances and light conditions require, they move in with the special units. Until now telescopic cranes were used for similar applications, but they are restricted by limited manoeuvrability. Thanks to its knuckle boom design the PK 4501 makes it possible, to illuminate the dark areas under bridges from the road above.

In an emergency every police officer with a normal driving license must be able to drive the vehicle so the maximum weight of the truck was limited to a maximum of four tonnes. The PK 4501 was able to meet this requirement complete with floodlights and a working height of 10 metres.

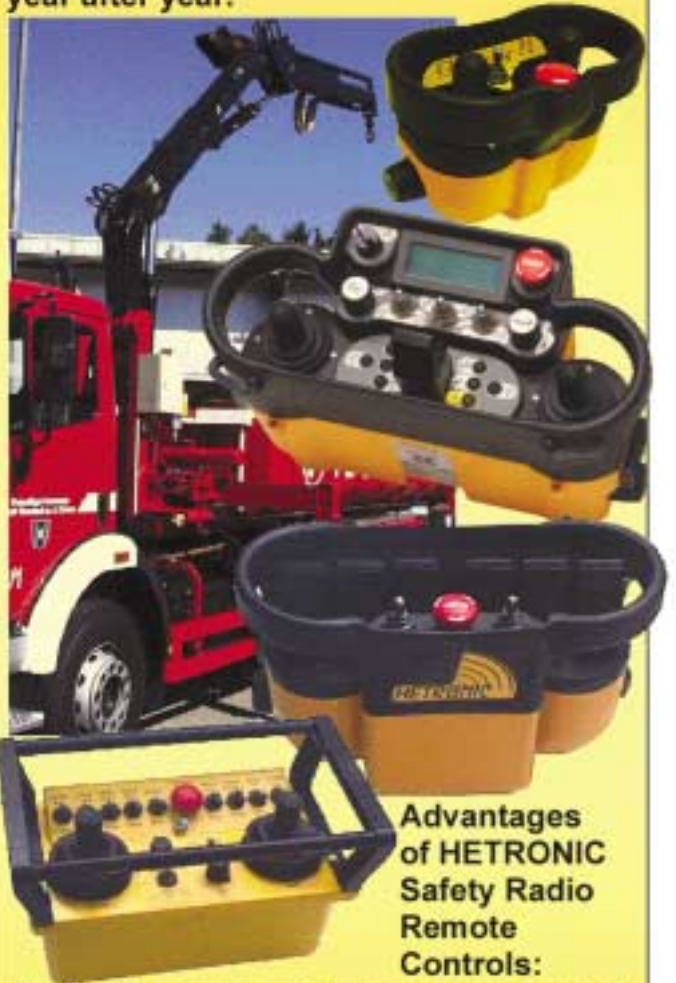
Palfinger's partner in Japan, Unic Corporation based in Tokyo has delivered seven of the special vehicles so far to locations throughout the country.



*Palfinger
has supplied
PK4501 cranes
with floodlights
as rapid
intervention
lighting
towers.*

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knuckle booms C&a

Kent fire department is keeping its Unimog-Hiab crane busy with several call outs a week.



Sales Manager goes the extra mile

You have heard of keen sales people going that extra mile, few though take it as far as Derek Owen of Mercedes-Benz Unimog. He volunteered to jump into treacherous mud flats on the Thames estuary, so that a local Fire Brigade could simulate a rescue with its new Unimog U400.

Owen has been selling Unimog's for over 30 years and was invited to the rescue simulation exercise by Kent Fire Service, unaware that he would be the 'lucky' person to be rescued. On the cold, windswept and bleak mud flats of the River Swale he was fitted with a one-piece dry suit to keep out the water. His instructions were simple: "Run as fast as you can across the mud; when you start to sink, dive forward and crawl like a Commando as far as you can; then stand up. When you start to sink into the mud, we will come and rescue you!"

Thankfully the fire team lived up to their reputation and rescued him before he was swallowed up by the soft ground. The Unimog fitted with a Hiab crane, is the first U400 series to

be specified as a dedicated animal rescue vehicle. Its unrivalled off-road capabilities, as well as high road speeds, make it ideal for reaching accidents where animals have slipped into ponds and rivers, as well as mud. By lifting the animals out vertically rather than dragging them with a winch, trauma is minimised and safety enhanced.

Lifting animals rather than dragging them through the mud significantly reduces the trauma.



Wolseley go all Hiab

Wolseley UK prides itself on its highly advanced delivery and logistics strategy for its various businesses. Thousands of deliveries are made every day, from its trading companies such as Plumb Center, Build Center, Drain Center and many others. Efficiency is essential and operator safety is absolutely critical. To this end the company has been working on a standardisation of policies and practices. As part of this process it prefers to use a single supplier for equipment such as loader cranes.

Over the past five years Wolseley has built up a strong relationship with Hiab, the Company now operates over 350 Hiab cranes, mainly 122 and 144 models, including many specialist remote controlled units within its glass division.

The benefit according to Wolseley is that "once operators are trained they can work across the fleet making it a safer more sustainable way to operate"

"Exceptional care has to be taken when establishing with a single supplier, you have to be totally confident that they can deliver exactly the right package says Roy McCrudden, national fleet manager.

"This must include service levels, customer care engineering, design and the ability to provide a bespoke service. Hiab is taking care of our needs reliably and efficiently".

Wolseley now run a 350 all Hiab crane fleet.



Crane or mountain goat?

Mercedes Unimog has teamed up with Hiab to produce a crane which will go almost anywhere. Markets targeted include of course fire, search and rescue applications as well as local authorities, forestry and certain types of construction such as pipeline work etc. Vertikal's, Leigh Sparrow takes a closer look.

notice is the great view from the forward mounted cab. The transmission is manual but with a Telligent gearshift and no clutch. Essentially when you want to change gear you simply click and tap the gearshift forward (or back) and the transmission does the rest, very smooth, very easy and very forgiving, believe me!

The Hiab 085-2 can lift up to 4,000kgs at two metres or 1,100kgs at 7.5 metres radius.



The Unimog 5000 is matched to a Hiab 085-2 crane, giving 1,110 kgs lift capacity at 7.5 metres and a tip height of around nine metres. The cranes compact, profile takes up less than 700mm of space, ideal for the Unimog's short (3.85m) wheelbase, leaving a reasonable amount of space for cargo. Its low height of 2.1 metres, is also important, given that this vehicle already stands tall, thanks to its over generous ground clearance.

The crane is mounted on a special three point triangular mounting, as the wishbone style chassis flexes to maintain four point tyre contact on really rough ground.

A benefit of this, is that the crane has a high degree of isolation from the punishing impacts on severe terrain.

The package comes with Hiab's "Space" load sensing and management system which helps control the crane and warn as a potential overload situation is approached. The Hiab Combi-drive radio remote control, includes all of the cranes functions, including the winch. I had the opportunity to take this crane around an extreme off road course to see its potential myself.

The first thing you

With three diff locks, and plenty of power, the Unimog handled steep, soft, muddy slopes with ease, and coped with ruts that were more like trenches. Ground clearance is amazing.

Faced with descending slopes that resembled cliff faces rather than hills, the two stage exhaust brake became my favourite gadget, fabulous!

Off the end of the course and the Unimog performs like a road vehicle, reaching a maximum speed of 55 mph in relative comfort and quietness. Very impressive.

It will come as no surprise to those who know them, that I failed to get the Unimog stuck or even to break into a sweat. If anything I can see that with this vehicle you are likely to get "Volvo driver syndrome" gone mad, and feel invulnerable to any terrain. As you probably can tell, I was impressed with this piece of kit, Oh and the crane was pretty good too!

A true mountain goat of a crane



Scissor Lift overload devices **c&a** for the record are **Dangerous**

A few weeks ago we published a web editorial regarding the dangers of Scissor lift overload devices, which arose from user feedback in recent weeks about the unreliability being caused by manufacturer's attempts to meet the overload requirement of EN280. Since its publication we have received an overwhelming flood of input on this issue confirming the dangers we highlighted. We are therefore publishing an edited version here and renewing our call for this dangerous situation to be dealt with.

When EN280 was at the final stages of its approval process, the French government refused to accept practical compromise proposals regarding overload devices for aerial lifts insisting that full overload systems became a mandatory requirement of the new standard.

In spite of the fact that the industry unanimously insisted that overload devices were simply not "state of the art" at that time. The rest of Europe capitulated to prevent years of work on EN280 being lost. Manufacturers had to quickly find ways to fit systems to their new machines, for booms, this was not difficult, thanks to smaller platforms and the fact that a number of suppliers had been working on these products for many years to satisfy an earlier requirement in France.

On scissor lifts, though it has been a disaster. The challenge is far more daunting due to larger platforms, the cantilever effect of roll-out deck extensions with their restricted capacities, huge variations in lift cylinder pressure through the lift cycle and continually changing friction levels within the scissor stack pivot points.

Until now manufacturers have had two choices, either to fit a pressure gauge on the lift cylinder and a platform height detector on the scissor stack, feeding the two pieces of data into a micro processor which then attempts to detect an overload. OR Fit load pins into the four upper points that connect the platform to the scissor stack and feed that data into a processor.

The problem with the first option is that certain point loadings or friction spikes cause false readings that then shut down the machine, often leaving the operator stranded on the platform. The latter design provides a more consistent performance thanks to the fact that it eliminates scissor stack friction from the equation. However it is still subject to point load variations that cause false readings and is disproportionately expensive.

The fact is, that placing too much weight in an elevated scissor lift (most scissors already incorporated pressure relief preventing lift off with an overload) has



It is light but large objects that cause the most danger to a scissor lifts stability, such as this huge banner.

rarely, caused an accident. On the other hand, loading an item that is light and bulky and catches the wind, does cause instability and does cause accidents. In these instances overload devices provide little or no help with this real situation.

When the platform lift capacity is exceeded on a scissor lift, the lift actually becomes more stable (depending on scissor stack rigidity) as the load generally falls within the machine's base area, thus adding to the counterweight effect.

The scissor arms and lift cylinder have no problem coping with the load at this height, as structurally they are hardly stressed compared to the lift off position. As an overloaded scissor platform is lowered it reaches a point near the

closed position where the arms may well bend, damaging the machine, but it's rarely a life-threatening situation.

On the other hand, we know of countless cases where the platform has detected a false (or real) overload reading and locked out. Most machines do not then allow the operator to do anything, so he is stuck in the raised position, as far as the machine knows, with an overload on the platform!

Imagine the case where a platform is overloaded, possibly with bulky items and it is blowing a gale; the scissor starts to sway, possibly moving outside of the machine's base, this is hardly safe. Far better to have been able to lower the machine to safety as in the past.

And what of the scenario of an overload connected with an accident in the platform, perhaps an occupant with a heart attack? The machine locks out and cannot be lowered by a co-worker in the platform, nor on some units, from the base until a mechanic resets the overload device.

Or imagine the situation that the UK's HSE has warned about (see page 51.) where an operator hits an overhead beam while lifting, pressing him onto the controls, and preventing him from releasing the controller. The overload device is likely to lock out, preventing the platform from being lowered to save the man's life.

There is an argument that the repeated, excessive overloading of a scissor lift, will cause structural damage and fatigue, resulting in a failure at a later date when the machine might not be overloaded. This can easily be solved by recording any excessive pressures in the lift cylinder, which could create a lockout when lowered, forcing the owner to carry out a structural inspection.

This situation is so dangerous, that a national safety body, such as the HSE, should immediately issue a European machinery directive "Safeguard notification", suspending the overload lockout requirement for scissor lifts, until practical cost effective systems are perfected.

Varying cantilevers and joint friction make reliable overload measurement difficult.

Dear Sir.....

"People should be aware of the fact that in many cases, access hire companies already have immobilized the LS (load sensing) systems because of too many service calls, for non functioning platforms. With the, still, too low rental rates, they can not afford too many service calls and disconnect the systems. Now we have a false safety; another user might think the unit gives a warning when overloaded and not realise that the system is not functioning".

"On booms it sometimes works, on scissors???

And yes, in spite of all promises of vendors of several systems, so far I did not come across a good system".

Typical email responses to our Web editorial



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Up and Over



A Genie Z135/70 working on an apartment complex for Bellway homes in Cardiff. Apart from versatility and cost-effectiveness, security is also an issue especially if the apartments are occupied

When it comes to self propelled booms, in Europe unless you work on ships or are a steel erector, then it is articulated booms that come to mind. In the past 20 years the sector has emerged and grown out of all proportion. Today the choice facing a buyer or user is daunting, to say the least, with a range of widths, heights, power sources, jibs, weights, drive configurations and up & over capability.

As the range of offerings continues to grow and develop we once again attempt to sort the wheat from the chaff in the form of an update and basic buyers guide, while highlighting some interesting or unusual applications.

Since in this issue we are covering both Electric, Slab and Rough Terrain models, we have grouped the wide range of offerings into a six loose categories.

The Bottom End

The lower end of the market is a fascinating one, within the range of 10 to 14 metres working height is a wide selection of offerings, with manufacturers taking widely differing views of what the market is looking for. In the UK and Ireland, as in several other European markets, the lightweight, single riser, 1.5 metre wide battery or Bi-Energy powered, boom is very popular. Users

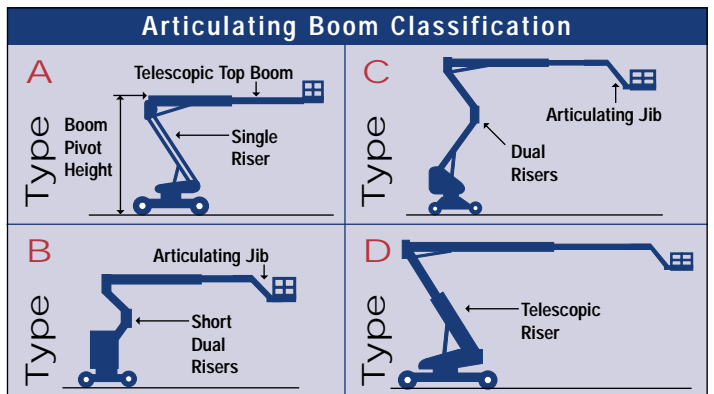
appreciate its compact dimensions, easy controls, light weight and low cost.

In spite of its enduring popularity, the worlds three largest aerial lift producers do not contest this market. Why not? You might ask. Well for one, the concept originated in the UK, rather than the USA, and thus on the surface there is no domestic market. What many producers do not seem to appreciate is that a surprising number of these machines do find their way into the American market, in spite of limited market coverage by those who make them. Nifty Lift must take the credit for establishing this product type, with its original Height Rider range. Nifty has continually refined

Rough Terrain is by far the most popular form of articulated boom, raising the jib for travel provides better visibility



1. Lightweight general purpose models, normally under 40ft and 4,000 kgs
2. Narrow Aisle industrial units under 40ft
3. The 45ft sector, split between Electric and Diesel
4. The 60ft sector
5. The 80 ft sector
6. The Top End - over 100ft



the product over the years but the current 10 and 12 metre models are still very close to the originals, at least in concept and appearance.

Rental companies appreciated the fact

that with total transport weights as low as 2.5 tonnes, they are easy to deliver, with a 4x4 and trailer or 3.5 tonne truck. Their low cost compared to the other 30ft offerings, particularly when they

1. Lightweight General purpose booms - Type A

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Jib	GWV kg	Drive	Power
Nifty HR10	8m	3.9m	4.1m	1.5m	No	1,930	4x2	24v/BE
Nifty HR10N	8m	3.9m	4.1m	1.4m	No	2,150	4x2	24v/BE
Sky-High 100	8m	4m	4.5m	1.5m	No	2,050	4x2	24v/BE
Airo SG1000E	10m	5.8m	4.45m	1.5m	No	3,900	4x2	48v/BE
Sky-High 120	10m	5.5m	4.5m	1.5m	No	2,850	4x2	24v/BE
Manitou 120AE	10.1m	4.9m	6m	1.75m	No	2,910	4x2	24v
Nifty HR12	10.2m	5.6m	4.1m	1.8m	No	2,400	4x2	24v/BE
Nifty HR12N	10.2m	5.6m	4.1m	1.5m	No	2,950	4x2	24v/BE
Matilsa	11.2m	5.5m	5.5m	1.5m	No	3,315	4x2	48v/D
UpRight AB38N	11.5m	5.6m	5.4m	1.5m	No	3,550	4x2	48v/BE
UpRight AB38L	11.5m	4.6m	5.4m	1.71m	No	2,950	4x2	48v/BE



Largest of them all is the basket 48 and 50 ALJE seen here from the basket

were first introduced, was of course also a significant factor. As was the fact that they were very reliable, low tech and easy to maintain. Users like the fact that with a single riser and two section telescopic boom, they are also very easy to operate.

UpRight entered this market in the mid 90's with the SP37 and then AB38, other companies joining the market include, Sky High from Belgium, Manitou,

no-more include, the Simon/Terex 120, an excellent unit under Terex, but now discontinued. Go-Industries and Aerial which offered a unit with both tele-boom and jib. The word is that Aerial may soon re-enter this market with its new owners.

Basket and Airo both offer machines that almost squeeze in to this sector, but are simply too heavy and are closer to 45ft booms.

2. industrial booms - Type B

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Jib	GVW kg	Drive	Power
Genie Z30/20NRJ	8.9m	6.25m	3.86m	1.19m	Y	6,450	4X2	48V
Iteco	9m	6.4m	3.7m	1.2m	y	6,600	4x2	48v
Genie Z30/20N	9.1m	6.5m	3.86m	1.19m	Y	6,425	4x2	48V
JLG 300AJ	9.14m	6.1m	3.99m	1.22m	Y	6,735	4x2	48v
JLG300AJP	9.14m	6.25m	3.99m	1.22m	y	7,052	4x2m	48v
Haulotte HA12IP	10m	6.2m	5.25m	1.34m	Y	5,800	4x2	48v
Manitou120AETJ	10.1m	6.5m	4.8m	1.2m	y	6,550	4x2	48v
Haulotte 12PX	10.3m	6.1m	5.45	1.85m	y	5,540	4x4	Diesel
Genie Z34N	10.5m	6.8m	4.6m	1.47m	Y	5,170	4x2	48v
Genie Z34RT	10.5m	6.8m	4.6m	1.78m	y	4,740	4x4	Diesel
Genie Z34	10.5m	6.8m	4.6m	1.73m	y	5,450	4x2	48v/BE
Basket 12AJN	10.5	5m	4.4m	1.2m	y	4,900	4x2	24v

although the lack of a telescopic boom has limited its offering, and Matilsa. Those that have dropped out of this sector include: JLG and Skyjack whose offerings were also limited by the lack of a telescopic top boom. Others that are

While a surprising number of these light weight "mini booms" are still sold, this sector has been eroded by a number of different products, including mast booms and small 12 metre crawler mounted booms,

3. 45ft Electric boom sector - Type C

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Jib	GVW kg	Drive	Power
Basket 13A	11m	6.5m	3.5m	1.8m	No	5,800	4x2	24v
Airo SG1100JE/D	11.1m	7.5m		1.5m	Yes	5,400	4x2	48v/BE
Basket 14AJ	12m	6.2m	6.6m	1.8m	Yes	6,900	4	
JLG E400A	12.19m	6.45m	6.55m	1.75m	No	6,037	4x2	48v/BE
JLG E400n	12.19m	6.45m	6.55m	1.50m	No	5,942	4x2	48v/BE
JLG E400AJP	12.19m	6.83m	6.55m	1.75m	Yes	6,214	4x2	48v/BE
JLG E400AJPh	12.19m	6.83m	6.55m	1.50m	Yes	6,759	4x2	48v/BE
Haulotte HA15IP	13.0m	8.0m	6.5m	1.5m	Yes	7,100	4x2	48v
Manitou 150AET	13.0m	8.8m	5.0m	1.5m	No	7,090	4x2	48v
Nifty HR15N	13.6m	9.0m	5.5m	1.5m	Yes	6,400	4x2	BE
JLG E450A	13.7m	7.04m	7.49m	1.75m	No	5,940	4x2	48v/BE
JLG E450AJ	13.7m	7.24m	7.7m	1.75m	Yes	6,670	4x2	48v/BE
Genie Z45/25	13.87m	7.62m	7.06m	1.75m	No	6,777	4x2	48v/BE
Genie Z45/25J	13.92m	7.65m	7.0m	1.75m	Yes	6,867	4x2	48v/BE
Haulotte	14.0m	8.6m	6.5m	1.83m	Yes	7,885	4x2	48v/BE
Airo SG1400JE/D	14m	7.5m		1.76m	Yes	7,300	4x2	48v/BE
Basket 1600Electron	14m	7.1m	6.1m	1.8m	No	5,800	4x2	48v/BE
Manitou	15m	11.0m#	5.0m	1.5m	Yes	7,500	4x2	48V
Airo SG 1600J/D	15.75m	9.4m		1.76m	Yes	8,250	4x2	48v/BE
Basket 17AJ	14.7m	9.3m	6.0m	1.8m	Yes	6,900	4x2	48v/BE



The new Genie Z51/30

Reduced lift capacity max 9.1m with full capacity

such as the Octopussy. These small crawlers offer an even lower transport weight, the ability to pass through a single doorway and to set up on rough or uneven ground.

It is also true that some buyers have migrated to the heavier and much more complex narrow aisle industrial models, the "dustbin on wheels" as one wag referred to them. This market is dominated by Genie and JLG, although Manitou, with its 120AETJ and Haulotte with its HA12 and 15 ranges also do well on this side of the Atlantic.

Weighing as much as a 45ft boom, these 30 or 34ft boom lifts, offer overall widths of between 1.2 and 1.5 metres, with a dual riser, two section telescopic boom and articulating jib. Many are also specified with 180 degrees of jib rotation for additional versatility in tight quarters.

So which of these first two types is best for you? Well. If gross vehicle weight is not an issue, and you are working in tight conditions, the industrial type units will appeal with their narrower widths, zero tail swing in all configurations, more outreach and the end of boom manoeuvrability of a double jointed circus performer.

If low cost, simple reliability, ease of use and low weight are factors that appeal to you, then the first category is likely to appeal. They both have their place and many rental companies run both types.

The heart of the matter

Moving up to the heart of the articulated boom market we come to the 45ft sector, this market sector has for many years been by far and away the most popular size of boom throughout Europe, regardless of type. The Genie Z45/22 did much to create this market, with the term "Genie 45" strongly heading towards the same status of JCB and Hoover at one stage, at least among regular boom users. Today there are at least



43 different product offerings in this sector, with many additional variants. So wide is the choice that we have divided it between Electric and Diesel powered. Bi-Energy models are included in the Electric charts, as increasingly they are Electric models with diesel powered DC generators for use outdoors.

45 to 51 and 25 to 30

An interesting thing is happening within the 45 ft sector, it is 51ft.

Snorkel started the whole thing off as long ago as 1998 with its AB50J, later



A number of articulated booms now offer rotating jibs like this JLG E300

3. 45ft Diesel sector - Type C

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Jib	GVW kg	Drive	Power
Snorkel UNO41	12.4m	7.2m	6.6m	2.2m	No	5,080	4x4	Diesel
Manitou A50ATS	13.0m	8.0m	6.6m	2.0m	No	7,800	4x4	Diesel
Haulotte HA16X	13.45	8.0m	6.6m	2.25m	No	6,500	4x4	Diesel
JLG 450A	13.7m	7.47m	7.67m	1.98m	No	7,000	4x4*	Diesel
JLG450AJ	13.7m	7.47m	7.67m	1.98m	Yes	7,100	4x4*	Diesel
Nifty HR15	13.75m	9.0m	5.5m	1.98m	Yes	5,800	4x4*	Diesel
Genie Z45/25N	13.87m	7.62m	7.06m	1.75m	No	7,530	4x4	Diesel
Genie Z45/25JN	13.92m	6.65m	7.0m	1.75m	Yes	7,620	4x4	Diesel
Genie Z45/25RT	13.94m	7.62m	7.16m	2.29m	No	6,255	4x4*	Diesel
Airo 1400JD4wd	14m	7.6m	7.9m	2.0m	yes	7,160	4x4	Diesel
Genie Z45/25JRT	14m	7.65m	7.06m	2.29m	Yes	6,600	4x4*	Diesel
Haulotte HA16SPX	14m	8.6m	6.0m	2.25m	Yes	6,700	4x4	Diesel
Basket 16AX	14m	7.1m	6.0m	2.1m	No	7,400	4x4	Diesel
Haulotte HA16PX	14m	9.7m	6.6m	2.30m	Yes	7,240	4x4	Diesel
Manitou 165ATJS	14.6m	8.0m	7.1m	2.30m	Yes	7,450	4x4	Diesel
Matlisa Parma 16	14m	7.1m	7.1m	2.30m	No	7,918m	4x4	Diesel
Basket 17AJX	14.8m	9.0m	6.0m	2.1m	Yes	8,000	4x4	Diesel
Nifty HR17	15.2m	9.0m	7.1m	2.0m	Yes	6,140	4x4	Diesel
Snorkel AB50J	15.2m	8.5m	7.4m	2.3m	Yes	6,795	4x4	Diesel
Haulotte HA18PX	15.3m	10.1m	6.5m	2.2m	Yes	8,120	4x4	Diesel
Haulotte HA18SPX	15.3m	10.1m	6.0m	2.25m	Yes	7,500	4x4	Diesel
AiroSG1600J4WD	15.75m	9.4m	7.9m	2.0m	Yes	8,005	4x4	Diesel
Genie Z51/30JRT	15.6m	9.2m	7.0m	2.29m	Yes	7,210	4x4	Diesel
Manitou 180ATJ	15.7m	10.04m	7.15m	2.3m	Yes	8,090	4x4	Diesel
JLG 510AJ	15.8m	9.48m	7.63m	2.34m	Yes	7,300	4x4	Diesel

* 4x2 available

on Manitou introduced its 50 ft, 170 as a differentiation and then JLG introduced the 51ft- 510AJ, essentially a 45ft with a slightly longer top boom, giving more height and more outreach, albeit in a slight longer stowed package.

So why 51ft height or 30ft of outreach?

No one was able to tell us definitively, it seems that as it was "doable" it came to be. Genie, although they will deny it, eventually decided they needed one too, and introduced the Z51/30 earlier this year, but only for Europe! Manitou with

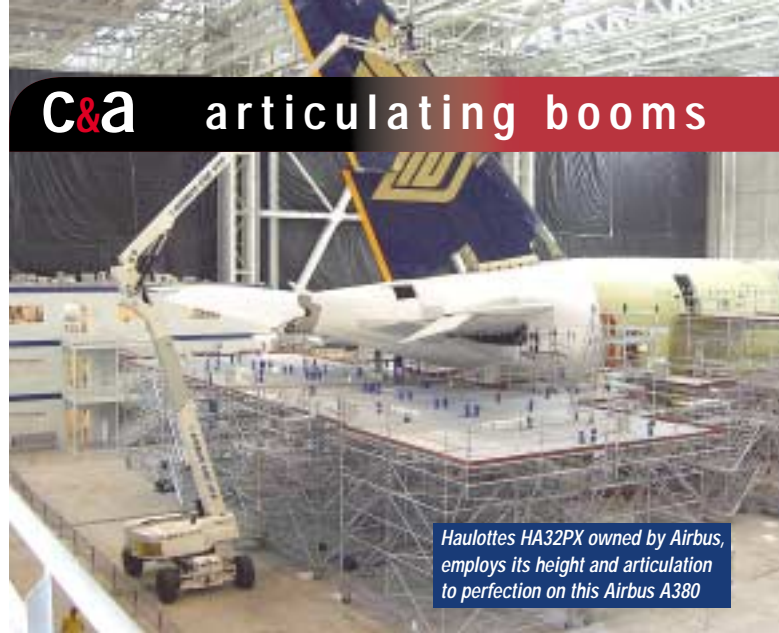
its long tradition of introducing articulating booms with slightly different platform heights than the mainstream market replaced the 170 with the 51 ft 180ATJ.

Most users and hirers we spoke with said that most 51ft booms are rented out at 45ft rates and the volume market remains 45ft. However there will be some users who may previously have had to use a 60ft boom for specific applications, who will now benefit from the lower cost and more compact dimensions of a 51.

4. 60ft sector - Types C/D

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Jib	GVW kg	Drive	Power
Basket 19AX	17.0M	10.0m	6.7m	2.1m	No	8,200	4x4	Diesel/BE
Basket 20AJX	18.0m	12.0m	6.7m	2.1m	Yes	9,500	4x4	Diesel/BE
JLG 600A	18.29m	12.07m	8.05m	2.44m	No	10,330	4x4*	Diesel
JLG 600An	18.29m	12.07m	8.05m	2.13m	No	9,616	4x2	Diesel
JLG600AJ	18.29m	12.12m	8.05m	2.44m	Yes	10,650	4x4*	Diesel
JLG600AJn	18.29m	12.12m	8.05m	2.13m	Yes	10,183	4x2	Diesel
Genie Z60/34	18.39m	10.36m	8.23m	2.46m	Yes	10,215	4x4*	Diesel
JLG E600J	18.29m	13.06m	4.0m	2.44m	Yes	7,000	4x4	48v/BE
Snorkel AB60J	18.3m	13.1m	6.0m	2.4m	Yes	11,158	4x4	Diesel
Airo 1850JE4WD	18.5m	10.7m	8.0m	2.40m	Yes	13,000	4x4	48v
Airo SG1850JD	18.55M	10.75m		2.4m	Yes	12,250	4x4	Diesel
Haulotte HA20PX	18.65m	13.5m	6.8m	2.38m	Yes	12,260	4x4	Diesel
Nifty HR21	19.2m	12.5m	7.0m	2.15m	Yes	6,100	4x4	Diesel
Basket 22AX	20.2m	12.0m	7.67m	2.45m	No	12,000	4x4	Diesel
Airo SG2100JD	21.1m	13.4m		2.4m	Yes	14,300	4x4	Diesel
Basket 23AJX	21.2m	13.6m	6.7m	2.4m	Yes	12,000	4x4	Diesel

In this mainstream 45 ft sector, a wide choice of specification is available, most units now incorporate a jib which offers up to 140 degrees of articulation, with the option of the 180 degrees of jib rotation. A jib not only offers the ability to reach behind obstacles but also provides a lower platform entry height, always a desirable feature. When travelling with the boom stowed, visibility can be dramatically improved by raising the



C&A articulating booms

Haulottes HA32PX owned by Airbus, employs its height and articulation to perfection on this Airbus A380

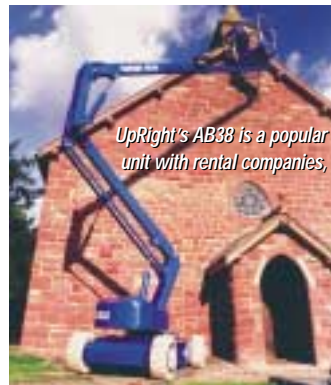
jib to its maximum height in order to see over the lifts superstructure.

When it comes to power and drive, 4x4 diesel, rough terrains have taken over from the battery or bi-energy preferences of the past. Clearly these two former options are still highly desirable for

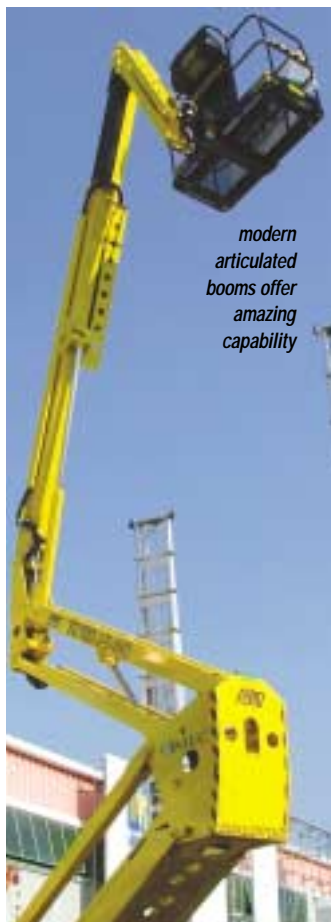
certain applications, but the majority of units sold today have large balloon tyres, four wheel, high gradeability drive, with oscillating axles and four wheel steer. Haulotte is one company that has chosen not to follow the "All singing All dancing" route in this sector and has done very well with it's no nonsense, more basic yet husky machines.

The swinging 60's

The 60ft articulated market only came into being 19 years ago, when Grove launched its AMZ66, since then it has become a major sector, with a wide choice of offerings. As with the 45's. Most products now include an articulating jib, and most are four wheel drive. JLG though offers a model with a difference, its E600J a lightweight electric boom with back up generator, has carved out a place for itself, although it is still seen as a niche product. With its short single riser it does not offer the same up and over reach as most other 60 ft units, but with a GVW of just over 7,000kgs, a metre more outreach and its quiet, clean battery power, it is a perfect tool for many jobs.



UpRight's AB38 is a popular unit with rental companies,



modern articulated booms offer amazing capability



The Nifty HR21 offers major outreach in a lightweight compact package



The unusual JLG E600 a 60ft electric, half articulated, half straight boom

Another company daring to be different and perhaps not getting the credit it deserves for it, is Nifty, its recently introduced HR21, with its 63ft platform height, very low GVW at just over six tonnes, narrow 2.2m width and exceptional outreach of 12.5metres to the platform edge, it seems to defy gravity! However it is highly unusual in that it uses a three section top boom, which may help to keep weight closer in to the machine?

5. 80ft sector - Types C/D

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Jib	GVW kg	Drive	Riser
Haulotte HA260PX	23.6m	15.1m	6.8m	2.38m	Yes	15,950	4x4	Knuckle
Haulotte HA26PX	24m	14.6m	6.8m	2.38m	Yes	14,150	4x4	Knuckle
JLG 800A	24.38m	16.15m	9.78m	2.44m	No	15,030	4x4*	Telescopic
JLG 800AJ	24.38m	15.74m	9.78m	2.44m	Yes	15,030	4x4*	Telescopic
Genie Z80/60	24.4m	18.3m	8.83m	2.49m	Yes	17,010	4x4*	Telescopic
Haulotte HA32PX	30m	20.5m	11.35m	2.53m	Yes	20,900	4x4	Telescopic

The other thing to look for in the 60ft range is the type of riser used, this is where JLG change over to a two section telescopic riser, while Haulotte, Genie, Manitou and others use the traditional dual arm riser. Snorkel and the JLG600 employ single arm risers, which give more outreach but less up and over capability.

Top of the line

When we reach the 80ft sector the number of producers starts to drop off dramatically, Haulotte now offers more models in this range than anyone, since its recent

without requiring a massive base machine that becomes very challenging to move around, outreach needs to be restricted. And any way, there is little or no requirement for outreaches in excess of 22 metres on self propelled lifts.

If outreach is not critical then an articulated or two boom concept is the best way to go, as it naturally restricts outreach, while keeping weight down and offering the added benefit of up and over reach. All models in this class use the telescopic riser design. The latest additions to this category include the remarkably

6. 100ft sector - Type D

Make & Model	Platform Height	Outreach	Boom Pivot Ht.	O/A Width	Min Width	Jib	GVW KG	Drive
JLG 1250AJP	38.1m	19.25m	18.44m	3.81m	2.49m	Yes	19,958	4x4
Haulotte HA41PX	39m	18.7m	16.5m	2.53m	2.53m	Yes	22,500	4x4
Genie Z135/70	41.15m	21.26m#	23.1m	3.94m	2.46m	Yes	20,366	4x4
JLG 150HAX	45.7m	24.16m+	24.4m	5.49m	3.51m	Yes	25,900	4x4
Basket 48ALJE	46m	24m ~	23.5m	5.4m	3.5m	Yes	23,200	4x4
Basket 50ALJE	48m	24m ~	25m	5.5m	3.5m	Yes	24,500	4x4

Outreach with riser extended: # = 18.13m: + = 22m : ~ = 21m

announcement of the new HA260PX at APEX, which will replace the HA26PX. These two units are the only ones now that use the traditional two arm knuckle boom riser. Both Genie and JLG have chosen telescopic risers, as does Haulotte with its top of the class HA32PX.

Rarefied space

Once we are over 100ft, we reach articulated booms that owe their articulation as much to necessity as being application driven. In order to reach the heights of 120ft or more



The Heavy duty Snorkel AB50J kicked off the 50/51ft sector

innovative Genie Z135/70 and the Haulotte HA41PX, along with JLG's long standing 150HAX.

Surprisingly it is not one of the major producers, but Italian based Basket, that boasts the largest models with its 48 and 50 ALJE. Demand for these massive machines, which have an operating width of over five metres, and are a pain to transport, is very limited. Meanwhile the more practical 38 to 42metre units are becoming quite popular for larger jobs.



The SkyHigh 120 with rail attachment



The Platform company recently spent £2 million on Nifty lift articulated booms

Levelling up on slopes?

Boom manufacturers are often asked if they can equip self propelled booms with outriggers in order to provide levelling on slopes, most large manufacturers turn this business away, as without question it is a small niche market. Many users who need this facility can choose a

machine from the wide range of spider type boom lifts, (See Cranes&Access October) or the self propelled booms with outriggers such as those made by Dino and Kesla.

However a couple of companies do offer outriggers on their standard self propelled booms. The leader in this field is Matilsa, the Spanish based lift producer. It recently delivered the first of its Parma 16's in the UK to Rapid Platforms. Alistair Jordan of Rapid said "Our customers absolutely love it; it has simple technology and allows

the user to level up when he wants to and yet is a fully self propelled unit"

Sky High of Belgium, also offers an outrigger option on its 12 metre working height 120. As with the Parma, the outriggers are not required to be used, and the



However a couple of companies do offer outriggers on their standard self propelled booms. The leader in this field is Matilsa, the Spanish based lift producer. It recently delivered the first of its Parma 16's in the UK to Rapid Platforms. Alistair Jordan of Rapid said "Our customers absolutely love it; it has simple technology and allows

Matilsa recently delivered a Parma 16 to Rapid Platforms in Genie colours.

machine can travel in the fully raised position, however when working on a slope it offers the ability to level up, while most booms should be used on "firm level ground"

New booms on the way

Skyjack plan to re-enter the boom market next year, we understand that prototypes are already on test, with models in the 30 and 45 ft sectors, expected. The first units will be on display as pre-production units at the ARA in February. As we have already said, Aerial might also be looking at booms again. Finally Iteco, intend to launch further articulating boom models next year.

Manitou announced a new electric boom range at APEX, expected to launch in final form at Intermat in April. Also

Beware of wet grass

The modern Rough Terrain boom, is a rugged go anywhere piece of kit. However driving it off road still requires a great deal of care, it is possible to turn them over if you start rallying, although it takes some doing.

In late November a worker in Bodmin, "borrowed" a Genie Z45/25 articulated boom from a company that had hired it to put up Christmas lights. He went off down

a wet grass slope, lost control and rolled it! Lucky for him, only his pride was hurt. He was of course also caught taking and using a machine without permission, our guess is that he was not properly trained either. The unit was on hire from Nationwide.

This Genie Z45/25 was rolled on a steep wet grass bank.



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Flying high with cool wings

Italy's dDieci SpA is one of the fastest growing producers of telescopic handlers. The company's commitment to R&D has seen a rapid broadening of its product lines fostering growth in sales that has seen revenues more than quadruple since 2000. C&A recently interviewed the firm's owner and chief executive **Ciro Correggi**.

C&A: Can you begin by briefly outlining the history of your company.

Ciro Correggi: Certainly. The company was founded more than 40 years ago in 1962 by the three Dieci brothers, in the small town of Montecchio Emilia just north of Modena, under the name F.lli dDieci SpA. Montecchio remains our home. The first products were small concrete mixers, access equipment and pre-fabricated houses. Then in 1986 the company developed its first telescopic handler. This was well received by the market and led to an increased focus on this new product line. However, during the '90's a very serious downturn in Italy caused by the corruption scandal involving a number of large contractors, made life very difficult for Dieci and other Italian construction equipment makers; growth stalled.

C&A: When did you become involved in Dieci?

CC: In September 1997, Francesco Manghi and I bought the company which had sales of about €6 million. We renamed the business dDieci S.r.l. and one of the first things we did was to eliminate the prefabricated housing business and focus on developing telescopic handlers. We made a big commitment to R&D and within two years we developed our first 360-degree rotating handler which we named the Pegasus.

C&A: How has the business developed since then?

dDieci expect to produce over 1,400 telehandlers this year



*dDieci owner & chief executive **Ciro Correggi***

CC: By the year 2000 sales had tripled to about €15 million and this year we will achieve a new record of about €65 million. In 2004 we made approximately 1,000 machines but this year our production has increased by 40 percent, to over 1,400 units. Of this 1,200 are telescopic handlers and 200 are truck-mounted concrete mixers and dumper trucks.

C&A: Could you summarize your current product line?

CC: We manufacture about 100 different models. Including a line of 10 all wheel drive dumper trucks of up to seven cubic metres. Then we have a line of small all-wheel drive and steer, self-loading truck-mounted concrete mixers. We also make special machines for tunneling, rock drilling, mining and other unusual jobs. The link is that they are all small wheel-mounted machines.

Telescopic Handlers are by far our most important product line, representing 85 percent of revenues. The line comprises six different series with a total of 33 models from 2.6 to seven tonnes lifting capacity and with maximum lift heights ranging from six to 25-metres. Next year we will introduce four new models.

We offer different series of Telehandler for construction, industrial and agricultural applications. All available with a choice of over 40 attachments including fork carriages; large personnel platforms; crane jibs with and without

hoists; excavating and loading shovels; grabs and grapples for everything from logs and rocks to fertiliser; as well as clamps and tongs etc. In addition we offer hydraulic articulating jibs for personnel, including under-bridge inspection work. We also develop special attachments to suit customers' needs.

C&A: How important are the 360-degree models to Dieci?

CC: Demand for our 'Pegasus' series continues to grow. Last year we sold about 200 and expect this to take an ever-larger share of our output. We now have seven different models with lifting heights ranging from 13 to 24.5-metres and lifting capacities ranging from three to 4.5-tonnes.

C&A: To what do you attribute the growing popularity of these 360 degree models?

CC: Increasingly, we see them replacing telescopic cranes on job sites. They offer greater rental earning and utilisation potential because of the flexibility provided by the quick-change between forks, personnel platforms, crane hooks, etc. They can work either like a crane - lifting and placing materials from a stationary position - or operate like a conventional handler picking and carrying loads.

Importantly, these units are equipped as standard with hydraulic outriggers at both ends, allowing the machine's tyres to be lifted clear of the ground for greater stability than fixed handlers and therefore greater lifting heights and capacities. For example, our largest 'non-swing' machine, the 'Icarus' 40.17 is a four tonne capacity machine with a maximum lifting height of 16.9 metres. In comparison our largest 360 model, the 'Pegasus' 40.25 offers four tonnes capacity and 24.5 metres lift height (4.5 t on the 45.21). These units can work at up to 18.4 metres radius - over 40% more than the 12.7 metres maximum on our fixed models.

C&A: Do you see demand for even larger 360 degree handlers?

CC: Certainly. 30-metres height seems quite likely.

C&A: What proportion of our production is exported?

CC: We export about 75 percent. Our main markets are in Western Europe but we also sell in North Africa, the Middle East, Latin America and Australia where we've already sold about 250 handlers. We have also recently entered the U.S. market in partnership with Xtreme Manufacturing, of Las Vegas, as our master distributor. They have already placed a good number of units in California, Utah, the Carolinas and Nevada.



Dieci will move into this new plant in 2006

C&A: What are your growth plans?

CC: We are fast out-growing our existing factory. Today we employ about 140 people and although our factory covers some 22,000 square metres under roof, it has grown through various extensions and is not efficiently laid-out. We are building a brand new 28,000 square metre factory on a 100,000 square metre site, about a kilometre from the existing facility. This will be fully operational next year. Our plan is to double our revenues by 2010 and we believe that the new factory will accommodate this.



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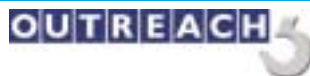
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The Life Expectancy of a Lorry Loader



As with all types of mechanical handling equipment, Loader cranes do not last forever and life expectancy should be a key consideration when buying either a new or second hand crane.

A Loader crane is designed around the fatigue life of the materials used in its manufacture and the life expectancy of the equipment can be expressed in terms of load cycles. Loader crane designs fall into three categories, which are dependent on their mode of operation and with each having different life expectancies in terms of load cycles.

Loading Group	Typical operation	Average load cycles	Full rated load cycles
B2	Hook Duty	60,000	20,000
B3	Grab or Bucket	200,000	60,000
B4	Timber or Scrap	600,000	200,000

A method for calculating the remaining life of a loader crane is shown below, using Brick and Block application. It is worth noting that loader cranes equipped for bucket or grab operation will almost certainly have performed a much greater number of load cycles than a crane equipped with just a hook.

While the formula below is a useful means of estimating the remaining life of a crane, it is not an exact science, many of the load cycles completed will have been less than fully rated, and a truck is often not fully loaded. There are though, systems available which provide a more accurate calculation.

Data acquisition (Data Monitoring /logging) systems are available which store information about the lifting duties that the crane has been subjected to in terms of percentage of rated capacity used and number of lifts performed. This enables the remaining life of the crane to be calculated more accurately. The data can then be downloaded and analysed by the manufacturer. The use of such systems obviously provides additional safety for the users as the correct time to replace the machine can be more accurately determined. It can also help to

identify whether the crane being used is too small or, too big for the job it is performing. This information can be invaluable to crane hirers, allowing them to examine the usage to which the crane has been put by each customer.

However, when calculating life expectancy, even with data monitoring, other factors come into play. The remaining life expectancy is partly dependent on the quality of the crane's service history. This issue was discussed on this page in the October edition, highlighting how operator training can be an important factor. In fact, the operator's ability to look after the crane doesn't only apply to basic preventative maintenance, but also the way in which the equipment is operated. For example, a key part of an ALLMI training course is to stress the importance of lifting loads with the correct boom geometry. Where this is not performed, the operator may overload either the inner or outer boom cylinders, which is detrimental to the life of the crane. In fact, when buying a used loader crane it might be prudent to investigate the training level of its operators, as badly trained operators may affect any pre-purchase life expectancy calculations.

Example of life expectancy calculation

The following example demonstrates the method for calculating the remaining life of a loader crane using Brick and Block application:

Crane	10 Tonne/metre crane
Crane class	B3, 60,000 full load cycles
Chassis	26 Tonne GVM (GVW)
Chassis	7250kg kerb weight
Body	1000kg
Subframe	300kg
Grab and Rotator	300kg
Age of Loader	5 Years
Weight of Brick Pack	1100kg
Working days per Year	260 days

This example assumes that the vehicle is loaded with a fork truck and that two full trips are made every working day. Be aware that if a lorry self loads, as well as off loads, then the number of load cycles will be double that shown. Each load is considered a full rated load. It should also be noted that a number of other operational and demographic factors could further influence the accuracy of the calculation.

Step One

Add all the component weights of the vehicle and subtract from the GVW to obtain the vehicle's Payload.

	Weight
Chassis kerb (inc. fuel)	7250kg
Crane	1500kg
Body	1000kg
Subframe	300kg
Grab + Rotator	300kg
Total	10350kg
Gross Vehicle Weight	26000kg
Payload	15650kg

Step Two

To calculate the maximum number of packs of bricks the vehicle can carry. Divide the Payload figure by the weight of a single pack of bricks.

$$\frac{15650}{1100} = 14 \text{ Packs}$$

Step Three

To calculate the number of packs carried in one day. Multiply the maximum number of packs that can be carried by the maximum Number of trips made per day.

$$14 \times 2 = 28 \text{ Packs per day}$$

Step Four

To calculate how many fully rated load cycles that the crane would have expended during its life.

Multiply the number of packs carried per day, by the number of working days in a year, and the age of the loader crane in years.

$$28 \text{ Packs a day} \times 260 \text{ days a year} \times 5 \text{ years} = 36,400 \text{ completed cycles}$$

Step Five

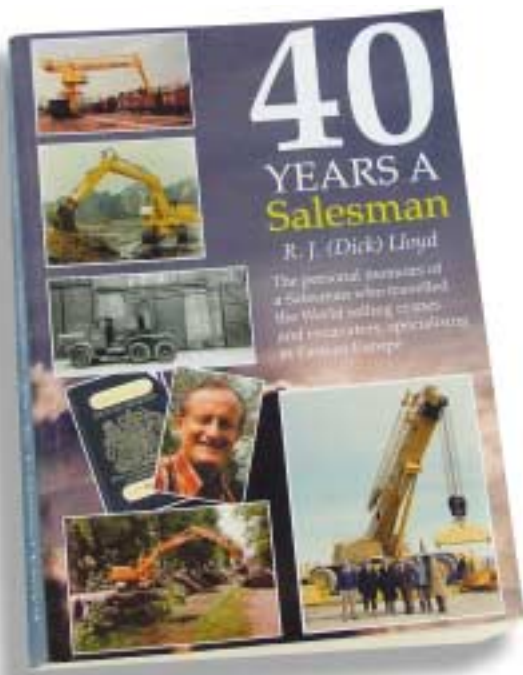
Calculate the remaining load cycles by subtracting completed load cycles from total number of fully rated load cycles as specified in the loader cranes loading group, i.e. B3

$$60,000 - 36400 = 23600 \text{ cycles remaining}$$

Step Six

To calculate the maximum life remaining in the loader crane. Divide the number of fully rated load cycles remaining by the number of packs carried per year.

$$\frac{23600}{28 \times 260} = 3.2 \text{ years life remaining}$$



Forty years a rebel

Dick Lloyd joined Coles Cranes way back in 1957 when it was a major force. Arnold Hallsworth was then managing director and James Steel had recently taken over at the Steel group (Coles' parent company) following the premature death of his brother Eric.

The Coles diesel electric era was at its peak and mild-steel lattice booms were the order of the day. The hydraulic telescopic crane was still a novelty and not considered a commercial proposition.

The young Lloyd, fresh from Oxford, entered an industry that was on the verge of a golden era of growth and change as post war rebuilding really began to gather steam. After moving to export sales, Dick's career took him from Coles, to Hymac, to Priestman, to Sennebogen and finally into his own business, Grabcranex, which became the Grove, Manitou and Sennebogen dealer in Poland.

To say that Dick had a colourful career is to paint a dull picture of his business life. Always passionate, always rebellious, always highly opinionated, his memoirs are written from the heart. He has views on everything and everyone and unashamedly gives them, in this detailed account of his life as a crane and excavator salesman.

He wastes no time on sugar coating his views; if he thought a particular person

was incompetent, unpleasant or crooked he just comes out and says so. One finds oneself taking his side and warming to him, only to switch views a few pages later. At times he comes across as egotistical and rebellious. He must have been an awkward person to manage during certain periods of his working life. The expression "loose cannon" comes to mind. However, at all times it's clear that Dick cared passionately for his customers and the reputation of the company he was representing. He was a consummate professional and mastered trading in the Comecon region.

One feels for his long-suffering wife, Audrey, who in the early days was stranded at home with three young children while Dick disappeared on business trips, often for months at a time.

Anyone who has been involved in selling cranes or plant will love this book. Veterans of the industry will recognise many of the characters that Lloyd comments upon in his inimitable way. And while one or two of his facts and assumptions may not be totally accurate, it's a great read. It's also stacked full of photographs and printed on high-quality paper.

This is a book not to be missed.

40 Years a Salesman is published by Dick Lloyd and priced at £20

Telephone 01548 531068 to order.

Ladder guides

With the advent of the Work At Height Regulations earlier this year, there has been much talk about the future of ladders as a form of safe access to work at height. Employers have been so concerned about the use of ladders that many have virtually banned their use.

In the past few months a number of new guides have appeared that aim to help clarify the situation and provide clear details on the safe use of ladders, along with when and where they are an appropriate form of access. We review two of them below.

The BLMA Leaning Ladder and Stepladder users guide

The first is a booklet from the British ladder manufacturers association, The BLMA Leaning Ladder & Stepladder Users Guide. The book is an excellent guide to the safe use of ladders, with clear diagrams, charts and straightforward text on when, where and how to use various ladders. It shows very simply how to carry out a risk assessment, how to set up a ladder properly and use it safely, how to store and inspect and when not to use ladders.



The BLMA guide ladder users guide

It is a first class common sense guide to the subject and very useful handbook for anyone using ladders, no matter how experienced they might be.

The guide is available from the BMLA, box 183, Leeds, LS11 1AG for £5.

The Safe use of Ladders and Stepladders

This guide, published by the HSE, covers much of the same ground as the BLMA, but is not as comprehensive, however it does include some excellent coloured illustrations that clearly demonstrate ladder do's and don'ts. It is intended as a guide to employers

on the safe use of ladders. The guide has been published along with a "Toolbox talk" on ladder safety, complete with anecdotes, illustrations, facts and everything you need to put on a very comprehensive presentation, or talk, to employees on the safe use of ladders. It is very well done and should prove a useful tool for those employers who need to use ladders in their business.



The HSE employers guide to ladder use.

To go along with the two HSE publications is a pocket, or wallet, guide Top tips for ladder and stepladder safety.

The HSE publications can be downloaded from the HSE website, or ordered from HSE books, PO Box 1999, Sudbury, Suffolk CO10 2WA.

In summary, given all the fuss about the use of ladders, anyone sitting down with the above publications for a couple of hours will come away with a very good grounding on what the new rules say and allow, how to carry out a risk assessment, and how to generally use ladders safely.

Illustrations in the HSE guide are excellent





What the General Product Safety Regulations mean for the access industry

The new General Product Safety Regulations, the UK implementation of the General Product Safety Directive 2001/95/EC, came into force on 1 October 2005. While the regulations are aimed at consumer products rather than those used in the workplace, they also cover products that are designed for professional use but "migrate" to the consumer market. Consumer products generally require a higher safety standard than products supplied to professionals. The powered access industry has a small but significant amount of equipment that is offered for hire to consumers through high street rental outlets. Manufacturers of professional products such as MEWPs may therefore need to carry out additional risk assessments and implement additional control measures if their products are likely to migrate to the consumer market.

Under the new regulations, producers and distributors are obliged to supply products that are safe, and ensure that a product remains safe throughout its reasonably foreseeable period of use. This means that producers and distributors have to consider the

particular hazards and risks associated with use by a consumer rather than by an experienced professional user. Additional markings and instructions on a MEWP may be needed.

Producers and distributors are obliged to inform the enforcing authorities when a product in the market is potentially dangerous and of the action being taken to prevent further risks to consumers. They must initiate a product recall if other measures are insufficient to protect consumers. Distributors also have an obligation to monitor safety of products and are required to maintain detailed traceability information for all products they supply or fit. Producers are obliged to take steps to examine the risks products might pose. This includes regular testing and auditing of product safety and maintaining a register of customer complaints.

In light of the regulations, the IPAF Manufacturers' Technical Committee has formed a working group to formulate procedures for manufacturer members in the issuing of product alerts. IPAF has also started a tool for information sharing at www.ipaf.org/alerts.htm, where users can view available product advisories.

Inadvertent operation of controls: IPAF works with the HSE on machine safety

IPAF and its manufacturer members are working with the Health and Safety Executive (HSE) to examine how powered access equipment and their use can be made even safer. The HSE issued a warning to the construction industry in early October on the potential dangers of two types of equipment—mobile elevating work platforms (MEWPs) and telehandlers. The HSE pointed out two specific risks that have led to accidents. The first is the danger of the operator falling onto and inadvertently activating controls on a MEWP, and eventually being trapped or crushed against an overhead or adjacent structure. The second is the danger of reversing a telehandler, with limited driver visibility, and hitting persons on site.

At the same time, the HSE stressed that CE-marked machines are legitimate and that users should always contact the manufacturer before considering any physical modifications to machines. Most modern equipment already features "deadman" systems that prevent inadvertent use.

IPAF supports the HSE's plan to provide more details of the accidents and the use situations. IPAF also welcomes the HSE's emphasis on the need to train operators and site managers, including the operation of controls and emergency lowering from the ground. The issue of controls designed to prevent inadvertent operation is being further discussed as part of the review of EN 280, in which IPAF is actively participating.

First aid course

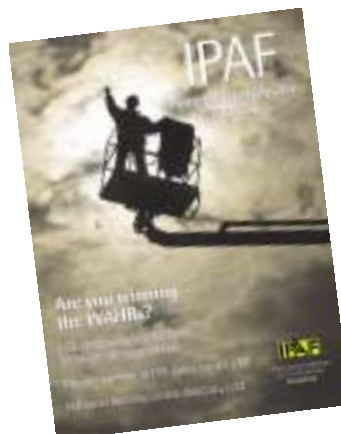
Find yourself having to take charge of first aid equipment during an emergency without a qualified first aider on site? Several IPAF-approved training centres now offer the Appointed Persons' First Aid (APFA) course, which aims to provide participants with sufficient knowledge and confidence to deal with an accident until a qualified first aider or the emergency services take charge of the situation.

It is a one-day, non-assessed course that provides basic first aid training. This follows the HSE's recommendation in the Approved Code of Practice and Guidance L74, First aid at work, as the minimum level of training for persons in low-risk workplace environments. On completion of the training, participants should have knowledge and understanding of first aid principles, action to be taken in the event of an emergency, basic life support, typical major injuries and how to deal with them. The APFA course is currently available at: HSS Hire Service, Instant Training, Kingfisher Access Services, and Shropshire County Training.

Read all about it in the Powered Access Review

The IPAF annual journal, the Powered Access Review, is out this month, with features on the Work at

Height Regulations and industry trends, plus a full training centre directory. Free copies can be obtained from the Milnthorpe office.



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BOOK THIS DATE: The next IPAF AGM and Access Summit will be held on 4 April 2006 at Whittlebury Hall near Milton Keynes.

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The Loadwise rated capacity indicator fitted to a Hetronic wireless remote control.

Full load information remotely

Loadwise, working with Hetronic, has introduced a new system for wireless remote controls for cranes. The system provides a full suite of information to the operator, within a small LED window on the Hetronic shoulder strap controller. This fully satisfies the latest standards that demand that rated capacity indicator data is continuously available to the operator, including a warning of approaching overload, given in terms of percentage of rated capacity and allowable radius with given load.

One size covers fit most

Non marking tyres are increasingly required when working indoors, and in a growing number of establishments even white or grey non marking tyres are not accepted, as they still tend to leave a rubber deposit on the floor. The solution is to fit tyre covers or "socks", however until now, most of the products on the market had a number of failings. 1. They wear through very quickly and sometimes don't last a single hire. 2. They are custom made, so you need to have the exact dimensions for each tyre size. Invariably the wrong one will be in stock, when the call from site comes, as the machine is being delivered. Yet delivery on a custom made cover can be several days at best.

A British company believes that it has found the solution with a new design, for which it has applied for a patent. Coverall Ltd makes its tyre covers from grade "A" 610 gsm PVC, which it says will normally last for several hires and contains no dyes that might transfer to critical floor surfaces. Its principal feature though is the fact that thanks to an ingenious industrial strength Velcro fastening system and heavily elasticated sides, One size will fit a wide range of different tyres. For example it says that the mid sized cover, in its range of three, will fit almost any aerial lift tyre. This of course makes it practical for a rental company to keep a few in stock. Coverall can also deliver overnight or even same day. The standard product range covers tyres of all widths from diameters of 580mm/23" to 1,300mm/52".



The coverall tyre cover adjusts to fit a wide range of tyre sizes.

Safer Roof Ladder wins idea of the year



David Storey has won the Health & Safety trophy with his roof ladder idea, the first Access product to win this award

For the first time, an access product has appeared and won the national Idea of the Year contest. "Idea of the Year" is run by ideasUK, the national association of suggestion scheme managers, and is supported by a number of captains of industry. The ideas which reach the shortlist are usually concerned with improved or safer ways of doing things, and almost invariably result in major cost savings for employers. In one recent year, it was estimated that industry saved £90million by putting employees' ideas into effect.

The access idea comes from David Storey, a health and safety adviser with British Gas. He has been working to improve conditions for gas staff working on conventional house roofs, and has invented a new way of securing access ladders.

"Our current situation uses both an access ladder and a roof ladder," says David Storey. "Engineers climb the access ladder, step on to the roof ladder, and go up to the chimney stack. They drop a running line over the stack, attach it to the front of their safety harness, and they're anchored.

"The difficulty is that not all houses have chimney stacks, and if you come across a combination stack, as is often the case in London, it's impossible to put a running line over it. So the system only works fifty per cent of the time."

In the new system, the anchor point is not on the chimney stack, but on the roof ladder.

"The procedure is this. You erect the access ladder, and then the roof ladder with the running line already attached to the anchor point. Then you climb the access ladder and anchor the two ladders together with a bracket.

"You can then step from the access ladder on to the roof ladder and attach the running line on to the front of the harness. You are now safe to continue your work.

"So the system works regardless of the chimney stack."

The advantages of the new system, according to British Gas, are many. The bracket used to anchor the two ladders together has a positive lock. The overlap between the ladders is nine inches, which makes the whole system semi-rigid, eliminating ladder-bounce. This makes the process of stepping from the access ladder to the roof ladder much safer.

Both brackets are adjustable and the anchor points are secured by a pin through any rung of the ladders, on either side.

The system is also quicker to erect, taking only about two and a half minutes. Tests of the new system, with weights up to 270kg., showed that the ladder would bend before the ladder bracket failed.



The connecting bracket and sliding harness anchor point are the key components

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

We are adding a new regular feature this month, placed purposely alongside these training pages. We plan to highlight and report on incidents where proper training would have saved a life or lives, or prevented life changing injuries. In order to emphasise the importance that good training plays in reducing death and injury, not to mention costs and all the personal heartache and misery for the families of those killed or injured in such incidents. This month's main story comes from Canada.

Canadian company hit for £62,000 for not training driver

All Canada Aerials Ltd., a crane and access rental company, from Mississauga, Ontario, was fined C\$125,000 (£62,000) along with a company supervisor, who was fined C\$10,000 (£5,000). Each was charged with a single violation of Canada's Occupational Health and Safety Act that resulted in the death of a new employee, according to the Ontario Ministry of Labour.

On Feb. 18, 2004, a new delivery driver, whose duties involved collecting and delivering aerial lifts, was at a customer's site to pick up a "Genie Boom". He was in the booms basket attempting to load the machine onto his trailer, when it "accelerated backwards off of the trailer". Tilting sideways it threw the driver out of the cage and into a tanker standing alongside the truck.

The driver was not wearing a harness!

He sustained serious head injuries when he hit the tanker and was taken by ambulance to St. Michael's Hospital in Toronto, where he died ten days later. The incident occurred at Castrol North America in Etobicoke, Ontario

It was the driver's sixth day on the job, and a Ministry of Labour investigation determined that he had no training for, or experience in, operating the boom prior to being employed by All Canada Aerials Ltd. on Feb. 12, 2004. The ministry also found that operation of the boom or other lifts was not covered by the brief training sessions provided to the driver by the company. All Canada Aerials Ltd. pleaded guilty, as an employer, to failing to ensure the driver was competent to operate the lift, as required by local regulations. In addition, a supervisor pleaded guilty to failing to ensure the driver was competent to operate the boom.



C&a

training

Beware of overhead obstacles

HSE warn of Telehandler and aerial lift dangers

The UK, HSE has highlighted two specific dangers when using Telescopic handlers or Aerial lifts. The first involves the blind spots when reversing telehandlers, which result in a risk of hitting a pedestrian. This has been a nagging issue for the HSE for some time, with talk of mirrors and cameras being fitted. However much of the risk it originally highlighted concerns older telehandlers with rear mounted engines, few of which remain in the national fleet.

The other warning concerns the risk with aerial lifts of operators hitting an overhead obstruction, such as a beam. If the operator is then pinned against the controls, it can be powered up crushing him against the obstacle. There are around three or four deaths a year from such incidents, and it is a real hazard, which can be avoided by proper training and alerting those on the ground to emergency descent procedures.

HSE to enforce alloy tower rules



"Through the trap" one method of safely erecting a tower according to PASMA.

The UK's Health & Safety Executive has said that it will start to enforce the recommended erection procedures for alloy towers, agreed earlier this year with PASMA, the Prefabricated Access Suppliers' and Manufacturers' Association. PASMA has issued a warning to everyone who owns, rents or uses mobile access towers, that enforcement of the new Work at Height Regulations is looming large. For full details see www.vertikal.net

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inspHired recovery of stolen kit

C&a rental software

When a £6,000 compressor was stolen from GGH Hire of Enfield, recently, the thieves did not realise that it was fitted with inspHire's new 'Secure Plus' GPS remote tracking and monitoring system. After being advised of the overnight theft by its customer, GGH were immediately able to locate the machine, via a secure website connection, to a scrap yard some miles away.

GGH, along with the customer and local police, made their way to the scrap yard and were able to positively identify the compressor. GGH also identified another piece of equipment belonging to one of its other customers which had been stolen on the same night, while the Police identified two stolen motorbikes.

Paul Houlihan of GGH. Said "I'm delighted, we have used tracking systems in the past, but they just haven't worked for us, we've had plant go missing and never recovered it. But the inspHire system has worked brilliantly for us. We knew



The equipment owner can keep close tabs on his machines.

to within 100 metres where the compressor had been hidden. Even the local police were amazed"

InspHire, has integrated the information generated by the discrete tracking devices, supplied by Matrix Telematics, into the business software systems that it supplies to rental companies.

inspHire's MD Chris Branson-Barnett said "We are delighted that our technology has done its job and that it has led to this recovery. We have been working hard with various bodies to put a solution together that works and then integrating

it with our asset management software to provide a fully integrated solution."

InspHire's "Secure Plus" is a remote monitoring system specifically tailored for construction equipment and integrates into the InspHire rental management software. The system provides remote automatic monitoring for both security and utilisation purposes. It is well concealed in order to avoid detection and consists of a wireless GSM/GPS modem with GPS location and tremble sensor providing sophisticated security and tracking. An automatic "Geo-Fence" facility notifies the user or owner immediately by text message or e-mail if the equipment is moved out of its authorised location.



Paul Houlihan of GGH, delighted to get his compressor back.

A clear picture pays dividends

Intenia, a major European producer of industry specific IT systems for mid market sized companies, recently introduced a product called Product Service Management or PSM which is targeted at operators of large equipment fleets such as rental companies. Andreas Hellström, global industry director at Intenia, argues that many Plant hirers have information "blind spots" throughout their organisation that limits management's ability to optimise the day-to-day performance of the business, and fully exploit opportunities to generate more revenue and profit.

He argues that adopting a fully integrated company-wide business information system that is specifically designed for those that operate, maintain or rent equipment will quickly provide tangible results.

The financial director gains sound, consolidated and accurate financial data over forecasts, margins, budgets and revenues. Visibility on margins is

enhanced thanks to accurate information on which jobs or customers are profitable, real time warnings can provide an alert when a job or contract is set to become unprofitable. Such solutions provide a full history of each piece of equipment, detailing its utilisation and profitability, taking into account all sales revenue, service, delivery and maintenance costs.

Cash flow management is transformed as invoices can be run daily on a rolling basis and not confined to a batch run at a fixed period.

On the customer management side, customers can be ranked according to various criteria, contracts can be tailored to each customer and communication can become two-way with customers having access to online orders and their full account history.

On the service side, a good system will allow field service engineers to generate additional service revenue through mobile sales, without losing control. It also offers the ability to provide predictive and proactive support, and product self-monitoring. The use of spare parts can be properly managed, with the ability to accurately predict spare parts usage and profiling.

An integrated system can eliminate a myriad of disparate systems all requiring difficult interfaces,

the result is a considerably reduced cost of ownership and a system flexible and scalable enough to grow with the business in both the short and long term.

The lack of a fully integrated view of the business prevents managers from getting a complete picture of the business. This means that performance is limited and the company fails to operate at optimum levels. While technology on its own is not a cure-all for the industry, it is a key enabling factor. Solutions that are both technologically proven and deliver dedicated functionality will provide measurable benefits for a company's bottom line.



Andreas Hellström says most mid to large rental company's have information blind spots that limit opportunities.

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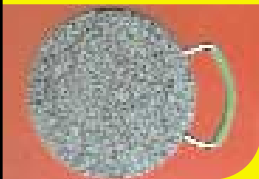
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