

cranes & access

January □ February 2005 Vol. 7 issue 1

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F8

Little &
Large



P31

P20



P26

Industrial Lifting

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on the cover:

The organisers of this year's Conexpo show, being held at its traditional Las Vegas venue, have promised well-over 2,000 exhibitors and in excess of 100,000 visitors to the 2005 event. And, with an improving market and the low dollar, it looks more Europeans than ever will be making the trip out to the Nevada sunshine.

Turn to page 20 for our full Conexpo 2005 preview with information on all of the important lifting equipment expected at the show.



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Do your homework for the Work at Height Regulations. Tickets from Jean Harrison at above address.

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c & a comment

Change is in the air

Why does each year seem to pass faster than the previous one? No one knows why. It just does. Will 2005 be any different? I can guarantee that it certainly won't be any slower, and

that some profound industry changes are sure to take place.

The world's economy is growing, but more specifically, emerging markets are growing and changing the traditional north-south, east-west balances. Demand for cranes, telehandlers and access equipment is outstripping production. At times like this, manufacturers add production capacity and go all out to gain market share.

Today, though, a shortage of raw materials such as steel and rubber for tyres is preventing this, but it is more than that. Many manufacturers seem hesitant to expand existing facilities. New plants are being announced in China, but these are intended to supply the burgeoning local markets.

So in the west we can, it seems, look forward to longer lead times for new equipment, and higher prices as producers look to pass on past material increases and restore margins. As we go to press, however, stories of new crane price cuts are on the rise. Longer lead times and higher prices mean that a greater degree of planning is called for, with more thought of replacement policies and long term market demand.

Many rental companies are not as negative to price increases as might be expected, as long as it in turn leads to better, and more, consistent rental rates. On the other hand, the UK treasury's aims to end the use of rebated red diesel in road cranes and lifts, which is sure to lead to HGV-type road worthiness inspections, will send shivers down most crane and truck-mounted lift owners' spines. Yet perhaps this too might kick-start a profound change in how we manage, and charge, the provision of such equipment.

The upcoming work at height rules will also have a significant effect on both the crane and access industries, requiring new ways of carrying out many jobs, while equipment designs are adapted to reduce risks.

One thing's for sure. As short as 2005 may be, we will see more changes than usual. And, while many of them may appear daunting, change always offers the most opportunities for those who are most ready to adapt and provide benefits to their customers.

Talking of change, I have decided to make a significant one myself, so this is my last issue of Cranes & Access as editor. The last two years have been a real eye-opener, and the reminders will always be around me. Many thanks to all that have helped and supported me. It's been a pleasure.

Warren Wadsworth

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Manitou and Russon team up

Manitou has appointed Russon Access as its distributor to UK-based rental companies for its ManiAccess boom range. Manitou dealers will retain the rights to sell all ManiAccess products within their territories, but concentrating on end users. Manitou also concluded an agreement with a number of Toyota forklift dealers to form a ManiAccess Industrial distribution division.

The Manitou deal follows Russon's acquisition of the Holland Lift account in 2004, having lost the Liftlux product range at the end of 2003. Since taking on Holland Lift, Russon has been looking for a quality boom line that would sit well alongside the Holland Lift range.

Allan Russon, the principle at Russon Access said that he has found what he is looking for. "The new 180ATJ is a fantastic piece of kit, with its speed of operation, additional outreach and the sheer quality.

"Manitou is a global name with great product support and a determination to be in the access market for the long term," said Mr Russon. "The VJR mast booms and the 120AETJ are also great products that will do well in the UK. We are delighted to be working with them and feel they will go very well alongside Holland Lift."

Russon will not be handling the Manitou scissor range. "We are committed to Holland Lift and we have made this clear to Manitou, who are happy with the arrangement," said Mr Russon. "The Manitou Toyota dealer network will handle scissor lifts."

Loxam on the move

Loxam, the French rental company, has acquired the fleet and business of Ireland Access, the Irish trading arm of Pinguely-Haulotte's UK Platforms. Haulotte has refrained from commenting on the transaction, which reduces its UK platforms fleet to around 900 units. It also elevates Loxam Access Ireland to the second largest access hirer in Ireland. The two Dublin depots will be merged.

Loxam also announced the acquisition of Etup'Loc, a major French access and telehandler rental company with national

coverage. This is the second major acquisition for the French company in as many months. In December it purchased Loueurs de France BTP, a €50 million general rental company with a 500-strong access rental fleet.

Etup'Loc, based in Habsheim near Mulhouse in Eastern France, reported 2004 revenues of €12.5 million. The business was built up over 13 years and at its peak claimed to operate a fleet of 1,800 units with a range of over 180 different models operating from 18 locations across France.

JLG-Liftlux confirms Conexpo launch

JLG has chosen Conexpo in Las Vegas for the launch of the first JLG-Liftlux model, said to be a 24-metre unit. JLG told C&A in October that only Liftlux models in heights not already produced by JLG (models over 17 metres) would be reintroduced. It also said that the first production units would be built at JLG's Belgium plant beginning in April. The company has confirmed that it is on schedule to meet this date.

At the time of writing, JLG has only said that the first unit will be an "80-foot model". Looking back

at the Liftlux range, this is most likely to be the most recently designed model, the 24.5-metre platform height SL245/35. This model was designed as a family with the smaller 21-metre platform height 210 with one less set of scissor arms. Thus, it is likely that this will be the second unit out of the JLG-Liftlux stable, although JLG would not confirm this. Turn to page 20 for the full Conexpo preview.



Demag delivers UK's first AC55 City

The first of the new 55-tonne capacity Terex-Demag AC55 City cranes launched at bauma 2004 have arrived in the UK. Three units have been delivered to three separate UK crane hire firms after passing through Demag's Upper Heyford facility for testing and preparation.

The units were delivered to City Lifting, Lee Lifting (crane pictured) and Quigley Crane Hire, which will take a further three units later in the year. The units were originally scheduled for distribution late last year, but some minor counterweight design issues delayed delivery.



Red diesel days numbered?

The UK treasury has issued a consultation paper on the use of red diesel in mobile cranes, truck-mounted access platforms and road construction equipment, in which it is clear that Chancellor Gordon Brown intends to end the use of the virtually tax-free red diesel.

The CPA has since jumped to the defence of what it considers to be its member's interests and is preparing to defend the right to continue to use red diesel, although it has asked for members input on the subject. Cranes & Access will be following the subject very closely and would like to hear its readers' opinions. E-mail your thoughts to info@vertikal.net with "Red & White diesel debate" in the subject box". Visit Vertikal.net for full story and details of how to retrieve the full consultation paper.



Liebherr hands over first Ainscough units

Ainscough has taken delivery of the first units of its massive 37-unit crane order with Liebherr Ehingen, as reported in the last issue of C&A. The first ten of the 30 Liebherr LTM1055-3.1s ordered have been delivered.

The occasion was marked by a hand over ceremony at Liebherr UK's new £15 million premises in Biggleswade near Bedford. The cranes were delivered without swing-away boom extensions, following Ainscough managing director, Martin Ainscough's call at last

year's crane safety conference for the phasing out of such extensions for safety reasons. Ainscough said, however, that some units will be specified, or retrofitted, with extensions following appeals from depots that service large Petrochemical plants, where the extra height and offset capability are appreciated factors.

(Pictured from left to right: Neil Partridge, Reinhold Breitenmoser, Martin Ainscough, Hans Georg Frey, Steve Cooke and David Milne). Full story on Vertikal.net.



Unic to launch world's smallest mini crane

Unic Cranes Europe will use SMOPYC 2005, being held in Zaragoza, Spain in March, to launch what it claims is the world's smallest and lightest mini crane. Measuring just 590-millimetres wide and weighing 1 tonne, the A094CR is capable of lifting just under a tonne with a 5.49-metre long boom and maximum hook height of 5.6 metres.

"The A094CR increases the UNIC range of mini crawlers to five models," said Gill Riley, managing director of Unic

Cranes Europe. "It is our smallest yet, and being so lightweight, will come into its own for interior work where floor loading has to be low. With three joint-fuel options, petrol, LPG and mains electric, pollution in confined areas won't be a problem."

The A094CR features remote control, a computerised audible warning system and an overload warning device that senses and alerts the operator to outrigger displacement from overloading.

HSE to drop two-metre rule

The Health and Safety Executive (HSE) has recommended to the Health and Safety Commission (HSC) that the long accepted two-metre rule, currently contained in the Construction Health Safety and Welfare Regulations, should not be carried over into the new Work at Height Regulations.

The HSE called industry bodies such as IPAF, the National Scaffolding Association, contractor representatives and unions to a

meeting in London recently to discuss its decision. The HSE made the recommendation to HSC, which has now included

the recommendation in its submission to ministers.

Tim Whiteman, managing director of IPAF, said that the mood at the meeting had been positive and conciliatory. The main argument from those against retaining the two-metre rule, is that the new

directive is far less prescriptive about what steps must be taken when working at height. The new rules will simply require employers to carry out an assessment of the risks when working at height, and then take steps to mitigate them.

Full story on Vertikal.net.

Manitou rail makeover

Local Dutch firm and regional Manitou dealer, Vissers Heftruck Services (VHS), has developed a specially designed version of Manitou's 360-degree MRT 1742 telescopic handler for a Dutch rail maintenance contractor. Dubbed Manirail, the unit has been modified for rail travel, where it can perform all of the duties of a regular telehandler within the permitted work envelope for open track applications.

For longer periods of regular road use, two bogies are removed returning the unit to a conventional telehandler. In addition to regular forks and crane jib, the unit carries a 21.5-metre working height, 300-kilogram capacity telescopic jib-mounted platform with 180-degree rotation.



According to VHS, the most significant change to the basic unit was a new rear-end on the superstructure needed to reduce tail swing by 60 millimetres to prevent the counterweight from intruding into the air space of the adjacent tracks. This also meant increasing the counterweight from 1,800 to 3,000 kilograms. The units are built to order and take between six and seven weeks to plan and build. *Full story on Vertikal.net.*



Denka goes with Facelift

Denka lift, the Denmark-based trailer-lift producer, has appointed Facelift as its UK distributor. Facelift operates from seven locations across England and will be targeting end users and local rental companies, while Denka plans to sell direct to national rental companies on a major account basis.

Facelift already operates a number of Denka machines, including the special narrow units for working in high areas with restricted access, such as hotel atriums, large churches and mosques.

"Facelift has been running Denka machines in its fleet for nearly seven years and we have found them not only to be highly reliable, but also popular with customers," said Gordon Leicester, Facelift managing director. "We firmly believe that the Denka DL22 has great possibilities to be the market leading Spider-type platform for internal maintenance in shopping centres and atriums."

The Denka trailer lift line starts with the 12-metre Denka Junior and reaches up to the 30-metre working height DL30. Narrow units offer up to 28 metres work height and the company has just started shipping the new DLX15, a highly developed, very lightweight 15-metre trailer lift, already sold out for most of 2005.

Full story on vertikal.net



UK's first Grove GMK 5130-1 for Dewsbury & Proud.

West Midlands-based crane hire company, Dewsbury & Proud, has placed an order for the UK's first Grove GMK 5130-1 all terrain crane scheduled for delivery this month.

Grove's new 5-axle, 130-tonne capacity GMK 5130-1 was unveiled in December at Deutsche Grove's Lagenfeld facility in Germany, where Dutch rental company, Riwal, received the keys for the first ever production unit.

Nationwide Crane Hire based in Ossett, Yorkshire, will also be taking delivery of a further GMK 5130-1 unit later in the year.

Grove says that the major feature of the GMK 5130-1 is a new 60-metre, six-section main boom, which is nine metres longer than that of the already-established five-axle GMK 5100.

Full story on Vertikal.net

Bobcat has joined forces with UK-based fastener specialist, Southco, following numerous reports of engine covers becoming detached from its telehandlers. Bobcat said that since fitting the new Southco component to its telehandlers, not one instance of engine covers flying open has been reported.



Maxim exits Chapter 11

Maxim Crane Works/Anthony Crane, the world's largest crane rental company, has officially emerged from Chapter 11 protection under the US bankruptcy code.

Maxim's consolidated has been reduced from \$700 million, when it filed for bankruptcy in June of last year, to around \$280 million.

The company has also entered into a \$50 million revolving credit facility provided by Goldman Sachs.

The restructured business will run 2,400 pieces of equipment, largely cranes, aerial lifts and telehandlers. Its crane fleet of 1,650 units will be operated from 38 depots. *Full story on Vertikal.net*

Oil & Steel refines UK distribution

Oil & Steel has begun a streamlined distribution policy for the UK market, which sees The Platform Company being responsible for the bulk of the company's UK sales and support.

Effective immediately, The Platform Company will be responsible for all sales of Oil & Steel products in the UK with the exception of sales to major rental companies. This will be handled directly by the company from its Italian headquarters with administration support from its Henley office in the UK.



Spanish contractor, Poncal Servicios, has taken delivery of the 150,000th Palfinger knuckle boom crane through Palfinger dealer, MYCSA Mulder. The 92.2 tonne/metre PK 100002 Performance crane is from Palfinger's heavy-duty range. MYCSA Mulder managing director, Olaf Mulder (right in pic), handed over the crane to Serafin Pontiveros Calzado of Poncal Servicios.



New UK Crane hire company, Dave Millington of York, has taken delivery of a seven-tonne capacity Spierings SK477-AT4 mobile folding crane. The company's founder, Dave Millington (right in pic), recently set up the firm backed by more than 25 years in the crane industry. The Spierings unit, handed over to Mr Millington by Leo Spierings (left) at Spierings' Holland facility recently, has been put to straight to work on a four-month contract.

HSE *issues crane hire guidance note*

The UK's Health and Safety Executive (HSE) has contradicted its own advice given at the last Construction Plant-hire Association (CPA) meeting with regards to straight crane hire lifts by issuing a new guidance letter to crane hirers, clarifying the difference between 'crane hire' and 'contact lifting'.

The letter, signed by Andrew East, principal specialist inspector at the HSE, states that in the case of a straight crane hire, hirers should demand, and keep a record of, the name of the competent/appointed person to plan the lift and the name of the supervisor for the lifting operation.

The letter then contradicts the advice given by Mike Sarson at the CPA annual meeting in September, 2004

(See Vertikal.Net 25 September 2004) by stating that the crane company should insist on a written lifting plan, including a drawing showing where the crane is to be positioned in relation to the load and other relevant site features. Also, confirmation that the plan will be given to, and discussed with, the crane operator before the lifting operation commences should also be obtained.

In September, Sarson said that the HSE only expected crane hirers to make a realistic assessment of contractors' abilities to plan and supervise a lift and that a written plan would not always be required. "Better a well planned and supervised lift without a written document than a poorly planned and supervised plan with documentation," said one HSE spokesperson.

The new advisory appears to place the duty of policing this new requirement firmly in the hands of

the crane hirer and driver. The letter says that the crane driver, when he arrives on site should check the plan over and make sure that it "covers all of the basic elements," and goes on to say that this does not place responsibility on the operator. It also qualifies that a site inspection by a crane hire employee does not mean that the hirer is accepting any responsibility in the case of straight crane hire.

Full story and a copy of the HSE's letter can be found on Vertikal.net.

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Valla Cranes has supplied a new two-tonne capacity 20D TRX mobile-tracked crane to Leeds City Council to assist its memorial inspection team in tackling the problem of unsafe gravestones. "With gravestones weighing in at up to 200 kilograms, my team are performing a very dangerous job," said Richard Gawthorpe of Leeds City Council Memorial Inspection Office. "The crane will be required to navigate a potential 500,000 gravestones in up to 40 graveyards and cemeteries stretching across the Leeds area.

PAC opens two new companies

Powered Access Certification, the notified body founded by IPAF and sold last year to ex-IPAF managing director, Paul Adorian, has launched two new ventures named Lifting Equipment Training Ltd (LTE) and Lifting Equipment Technology Ltd (LET).

Lifting Equipment Training will concentrate on specialist training courses for the lifting equipment industry, from operators to top management, and is already offering a course to cover telescopic handler operator training. A further range of courses aimed at management will cover all applicable legislation, clearly identifying responsibilities throughout the chain of command, while stressing the need for management to be aware of current and forthcoming

legislation and its possible effect on employees. The new business will also add a competent persons certification scheme, similar to that operated by PAC when part of IPAF. Entitled Thorough Examination Competence Certification (TECC), it will be aimed at telehandler owners and operators.

Lifting Equipment Technology, a separate consultancy arm providing services to industry on all matters connected with lifting both people and objects. Covering design, use, special equipment, accident investigation and expert witnessing. Both ventures will be autonomous from PAC in order to preserve the notified bodies' independence and special status.

Full story on *Vertikal.net*.

Kobelco crawler provides rare site in Finland



Finnish rental company, Lamminsiivo Oy, recently called on the support of a 180-tonne capacity Kobelco CKE1800 lattice boom crawler crane for a 12-week rental period for the construction of an additional floor to a shopping mall in Tampere, Finland. The location of the mall meant that it was not possible to use the more

traditional tower crane for the job, forcing Lamminsiivo to opt for the crawler – a crane not widely used in Finland. The crane was rigged with a 45-metre boom with a 51-metre jib to lift various elements weighing between 6 and 12 tonnes to heights of up to 70 metres.

Liebherr has delivered its 50th 104-tonne capacity LHM 320 mobile harbour crane to an Italian customer. The delivery follows the announcement of the delivery of Liebherr's 100th LHM 400 mobile harbour unit – the bigger brother of the LHM 320, to Iranian Ports and Shipping Organisation (IPSO), which also took delivery of an LHM 250 and an LHM 320, taking its fleet up to 27 Liebherr harbour mobile cranes.



A string of positive results

Many of the lifting industry's equipment producers have reported substantial revenue increases as the year-end reporting season gets into full swing. Here are some of the headline numbers.

Caterpillar hits new record as revenues rise 33 percent to **\$30 billion**.

Pinguely-Haulotte revenues rise 30 percent to **€286 million**.

Effer sales rise by 18 percent to **€48 million**.

Palfinger reports a 21 percent to **€404 million**.

Case New Holland sales up 14 percent to **\$12.2 billion**.

Bobcat revenues increase 21 percent to over **\$3 billion**.

Manitowoc Crane Group sales rise 30 percent to **\$1.25 billion**.

A full analysis on each company can be found at www.vertical.net.

Barin Spa has delivered its latest under bridge inspection unit to Busan Metropolitan City in South Korea, where it has been put straight to work on the Busan Bridge. The new model, allocated ABC 200/L, is mounted on a four-axle Scania P114GB truck chassis and can work to a maximum horizontal underbridge length of 20 metres. A special pier inspection device on the unit that allows one operator to be lowered down to 44 metres under the bridge prior to the launch of the core equipment helped seal the sale.



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Hans Aarse has joined the Vertikal Press sales and customer support team covering classified and web

advertising in The Netherlands. Mr Aarse is best known for the many years he spent as access sales manager with Gunco BV.

All of the big mobile crane manufacturers have now implemented price increases to cover the rising cost of steel and other components. **Terex-Demag, Liebherr** and **Grove** introduced price increases in the last quarter of 2004, which largely become effective in the first quarter of 2005. Increases range from 3 to seven percent depending on manufacturer, crane model and specification.

Lee Harper, managing director of **Harper Building Contractors Ltd** of Cannock Staffordshire, has been sentenced to a 16-month jail term following the death of Daryl Arnold who died from a fall on 11 June 2003. The court ruled that the firm had been grossly negligent in both planning the job and providing appropriate equipment and training. See Vertikal.Net Jan 10th 2005.

Intervect AB, owner of mast climbing and hoist producers Hek and Alimak, is changing its name to **Alimak-Hek**. The company said that the new name is part of a new market-driven strategy, which follows a period of restructuring, and that it will present a more consistent image geared towards growing the group's worldwide market leading position.

Denmark crane rental firm, **BMS**, has acquired the assets of Swedish crane hire company, **TP Kranar** of Helsingborg. TP has a five-strong Liebherr fleet, three of which are over 100 tonnes. The largest is a 200-tonne LTM1200. Søren Jensen, BMS managing director told C&A that this was just a first step into the Swedish market.

Terex Atlas will be extending production capacity at its Delmenhorst facility in Northern Germany by up to 30 percent to meet a recent order from British Telecom for 217 of the firm's 700-kilogramme capacity model 85.2 knuckle boom cranes.

UK crane industry veteran **John Gillingham** died suddenly from a heart attack on 29 December 2004 at the age of 73. Mr Gillingham was a prominent figure with NCK/Ransomes & Rapier, BSP/British Steel Pilling and Marion cranes and excavators, and also imported UNIC truck mounted cranes into the UK. His final job was importing HAP cranes until he retired around ten years ago.

Fred Ostermeyer, managing director of Lavendon Group's Zoom operation in Germany, has left the company. CEO Kevin Appleton has taken over, initially for a six-month period.

Wumag has delivered its 3,000th truck-mounted platform to long-time German customer, Schmidt Arbeitsbühnen of Neu Isenburg. The unit was a 53-metre, heavy-duty class (700 to 1000-kilogram platform capacity) machine on an MAN chassis.

Hayden Davies has been appointed as the new divisional director of UK telehandler hirer UK Forks. Mr Davies joined Harrogate-based UK Forks, a division of Vp plc, as sales and marketing director in April 2004 and succeeds Rob Coxon who has now left the plant hire sector.



Manx Electricity Authority (MEA) has ordered three Versalift ET38NF aerial work platforms for mounting on its fleet of on- and off-road overhead line work vehicles. These include three 5.2-tonne Iveco Daily vans and two Unimog 4 x 4s. Fleet purchasing manager for MEA, Paul Blake, said: "With 14m working height, the ET38 falls nicely within the working envelope required for overhead line work. It is also ideal for the range of on- and off-road vehicles we use for this type of work."

JLG Industries has announced the appointment of Thomas Capo and Kim Foster to its Board of Directors, expanding JLG's Board to ten members. Mr Capo is currently Chairman of the Board of Dollar Thrifty Automotive Group, while Mr Foster is currently a member of the Advisory Board of Factory Mutual Insurance Company.

Nationwide Access has opened two new training centres at Burcott Road in Avonmouth, Bristol, and the Camffrwydd Enterprise Park in Swansea. The centres will serve businesses along the M4 corridor in the south-west and south Wales regions.

Stuttgart-based access equipment rental firm, **Mateco**, has purchased the Scholpp aerial work platform business from Scholpp Kran & Transport in a further consolidation of the German powered-access market. The sale included 180 platforms, taking Mateco's fleet up to around 2,200 units with a working height range from 5.8 to 80 metres.

Cox Plant, the company that trades as Cox Hire Centres and runs a fleet of cranes in the north of England and Scotland, has entered administration with substantial debts. Ernst & Young has been appointed as administrators. According to a brief statement, Ernst & Young said that Cox Plant now operates out of 11 locations principally in Scotland, with a crane fleet of around 20 units, and the south east of England.

The recently formed Dutch aerial platform producer, **OmegaLift**, has released details of its latest crawler-mounted scissor lift, the TSR090-1000. The new model, designed for heavy construction work provides 9 metres of working height and a lift capacity of 1,500 kilograms, while an 8-metre long platform features double levelling and a rotating function. The first two units have been sold to Dutch rental firm, Lumar Verhuur.



SED organisers have made a significant amendment to their admittance policy by allowing youngsters, aged between 12-years and 16-years, entrance to the show if accompanied by an adult. The move is hoped attract more young people into the construction and construction plant and equipment industry.

www.Vertikal.net racked-up another record month for December 2004, with over 43,000 visitors recorded. The total number of hits to its news pages was close to 1.5 million.

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What was

Clapham crane collapse

A 100-tonne capacity Kirow 810 (UK) rail-mounted crane owned by Balfour Beatty Rail caused havoc at Clapham Junction for up to 75,000 commuters in January after it toppled over blocking two of the station's four rail lines. Nobody was hurt in the incident. **C&A January 2004.**

Haulotte on the move

The French aerial platform producer got off to flying start in 2004 with the acquisition of the financially troubled UK rental firm, UK Platforms – the firm that it helped set up in 2001.

C&A February/March, 2004.

Hird Snr retires

Peter Hird, owner and managing director of Peter Hird and Sons announced his retirement at the age of 65 early in the year to make way for his eldest son, Peter Hird Jnr, who took over as managing director and joint-owner.



Peter Hird Jnr

C&A February/March, 2004.

Amco Veba acquires Ferrari cranes

Italian knuckle boom crane producer Amco Veba acquired Flli Ferrari cranes for an undisclosed sum, effectively doubling the size of its crane division. **C&A February/March, 2004.**

Holland Lift appoints UK distributor

Holland Lift, The Netherlands-based producer of heavy-duty scissor lift work platforms appointed Russon Access as its new UK and Ireland distributor in March, while later at bauma, Spanish aerial lift producer Matilsa also announced a UK dealership agreement with Russon.

C&A February/March, 2004.

Spanish train bombing

191 people were killed and 1,800 injured when ten bombs exploded on four packed, early-morning commuter trains in Madrid. Spain's interior minister later named the Islamist extremist group, the Moroccan Islamic Combatant Group, as the perpetrators.

Independent calls in the administrators

Vertikal.net reported in April that Independent Access Services, at the time the third largest powered access rental company in the UK, called in the administrators.

Vertikal.net, April 8, 2004.

With 2004 now firmly stored in the vaults of memory, C&A digs deep and stirs up some of the more topical headlines that have graced its news pages during the past 12 months.



bauma celebrations

bauma celebrated its 50th anniversary in March and opened its doors with the news that JLG had acquired Manlift's Toucan and Liftlux product lines. With record numbers of visitors in attendance, Terex also announced that it had won its 'super lift' patent infringement case against Liebherr. **March, 2004.**

New owner for JD Crane

The Peterhead-based crane hire company, JD Crane Group, was sold to new crane rental company JBK Rental Services. The company was set-up specifically for the acquisition of JD Group, which operated around 90 cranes spread across six depots in Scotland and the north of England. **C&A April/May, 2004.**

Liebherr refutes Demag court case victory



In the Liebherr/Terex-Demag court saga, Liebherr-Werk Ehingen denounced Terex-Demag's claims that it won a general prohibition ruling for 'Y-type' boom guying systems from the Mannheim regional court in Germany. Liebherr said that the ruling only related to an outdated variant of 'Y-type' guying systems and subsequently appealed against the decision.

C&A April/May, 2004.

the score in 0004

Manitowoc and JLG complete Manlift deal

Manitowoc excited the aerial work platform industry on completing the Manlift sale to JLG. Later in the year, senior managers at JLG confirmed that the first JLG-Liftlux units would appear in April 2005. C&A April/May, 2004.



Toucan 1210

Manitowoc to supply Grove's to Kobelco

Manitowoc reached an agreement to supply Grove all-terrain cranes to Kobelco on an OEM basis for sale under the Kobelco brand exclusively in Japan. C&A April/May, 2004.

JLG signs European telehandler deal

JLG signed an agreement with SAME Deutz-Fahr Group for the distribution of its European agricultural telehandler line, the designs of which JLG purchased the previous year. C&A April/May, 2004.

HSE starts three-week blitz

The UK Health and Safety Executive (HSE) began a three-week "Nationwide blitz" of hundreds of UK job sites as part of the FaTal Risks Campaign 2004 - an EU wide initiative to address the three major causes of fatal and serious injuries in construction. Vertikal.net June 7, 2004.

Maxim files for Chapter 11

Maxim Crane Works in the US, at the time the world's largest crane hirer with 1,500 mobile cranes and 1,000 aerial lifts, filed for Chapter 11 bankruptcy protection in June. In January 2005, the way would become clear for Maxim to emerge under new ownership. Vertikal.net June 23, 2004.

SED breaks visitor record

Almost 20,000 visitors passed through SED's gates back in May for what turned out to be another record year for the UK's premier construction equipment show. C&A June/July 2004.



Bouffault replaced at Manitowoc

The Manitowoc Crane Group (MCG) named Phillipe Cohet (pictured) as its new executive vice president for Europe, Middle East and Africa, following the departure of Jean-Yves Bouffault at the end of September. C&A August/September 2004.



AJ Access acquires Cox Plant

AJ Access Platforms acquired the access rental fleet of Cox Plant for an undisclosed cash sum. The purchase included over 100 machines that were incorporated into to AJ Access' core used equipment business. C&A August/September 2004.



Martin Ainscough speaks out at crane conference

Martin Ainscough, chairman and CEO of Ainscough Crane Hire, criticised UK crane hire companies for their lack of support at a crane safety conference held in London in June, after just nine UK mobile crane firms turned out for the event. Mr Ainscough, who urged the HSE to audit crane hirers, also called for swingaway jibs to be made a thing of the past. Vertikal.net June 15, 2004.

Hewden pays for Canary Wharf crane collapse

Hewden paid a full and final settlement of £4.875 million following the collapse of a tower crane at the HSBC headquarters at Canary Wharf, London in May 2000, which killed three workers. The settlement capped more than three years of litigation. Vertikal.net July 9, 2004

UpRight opens in Mexico

UpRight opened a new 28,000 square metre production facility in Mexicali, Baja California, Mexico. The opening followed close behind the closure of the firm's Madera plant in the US. C&A August/September 2004.

National Crane Group formed

Twenty-eight UK crane hire companies combined their resources and crane hire services in mid-2004 to provide a nationwide crane hire facility with access to more than 500 mobile cranes. Dubbed the National Crane Group, the group's intention is to provide an alternative to the larger UK national crane hire firms. Vertikal.net August 11, 2004.

Liebherr and Haulotte in UK moves

Liebherr Great Britain closed down operations at its Hatfield site after 38 years and moved to a new 10-acre purpose built facility in Biggleswade near Bedford. Also in a UK shift was Haulotte, which moved into new purpose-built premises in Telford. C&A June/July, 2004.



Aichi appoints UK dealer

Aichi of Japan used the Platformers' Days event in Germany to announce the appointment of EasiUpLifts as its distributor for self propelled lifts in the UK and Ireland. Kenjiro Nezuka (left), Aichi's Executive officer, International Division and Theo Plichta (second left) European sales manager were present to congratulate Harry McArdle (right) and John Ball of EasiUpLifts on the new agreement.

C&A October 2004.



Ainscough receives the first of thirty LTM1055-3.1s. Left to right: Neil Partridge, Reinhold Breitenmoser, Martin Ainscough, Hans Georg Frey, Steve Cooke and David Milne.

Ainscough in largest Liebherr crane order

Ainscough did some early Christmas shopping and placed a massive order with Liebherr Ehingen for a grand total of 37 new all-terrain cranes.

Vertikal.net October 27, 2004.

Farewell to Malcolm Cardy

Malcolm Cardy, European divisional manager of Genie Industries and the firm's longest serving European employee, quietly exited the access industry in 2004 and headed off to Missoula, Montana.

November 1, 2004

The Platform Company opens vehicle mount division

The Platform Company opted for 40 new 3.5-tonne chassis Nissan Cabster trucks, equipped with 14- and 18-metre Oil & Steel booms, to mark the opening of its new vehicle-mounted platform division in October.

C&A October, 2004.

Left: Mark Milligan, The Platform Company Vehicle Mount Division general manager and Lee Perry, The Platform Company sales director.



GT calls in the administrators

Geoff Till Access filed for voluntary administration back in October for protection while the firm restructured its debts and balance sheet. The company emerged nine weeks later as GT Access Ltd.

C&A October 2004.

Palfinger buys Bison

Palfinger extended its truck-mounted platform portfolio with the purchase of one of Germany's leading producers, Bison Stematec. Palfinger entered the access market just 12 months earlier with a 20-metre, 3.5 tonne truck mount (see Cranes & Access September issue page 31).



US IPAF safety conference

More than 200 delegates attended the first ever Aerial Platform Safety Conference in Dallas, Texas, in November organised by Aerial Work Platform Training Inc (AWPT), the US affiliate of the UK's IPAF.

Vertikalk.net November 10, 2004.

IPAF managing director Tim Whiteman.



Bryn Thomas takes UK's first GMK 7430

Bryn Thomas Crane Hire rounded off a good year with the delivery of the UK's first Grove GMK 7450. The 450 tonne all terrain crane was supplied complete with Mega Wing Lift boom support system.



C&A December 2004.

Manitou dealer convention

More than 700 delegates from Manitou dealers across the globe celebrated the production of 200,000th Manitou rough terrain fork truck and the unveiling of a new corporate identity and logo in November at the company's 2004 World Dealer Convention. Manitou said that it plans to reach 300,000 units by 2010.

C&A December 2004.

STGO plates become law

The deadline for fitting STGO plates to cranes passed in early December 2004, but it soon became clear that confusion over the presentation of certain information displayed on the plates and interpretation of the law helped delay many companies from completing the task.

C&A December 6, 2004.

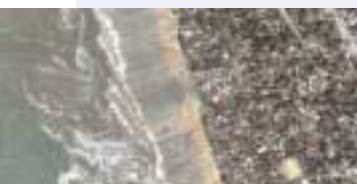
Asian earthquake disaster

In the early hours of December 26, 2004, an earthquake with a moment magnitude of 9.0 occurred under the Indian Ocean and generated tsunamis that just hours later would become the deadliest natural disasters in modern history. The earthquake originated undersea just north of Simeulue island, off the western coast of northern Sumatra, Indonesia.

The resulting tsunamis devastated the shores of Indonesia, Sri Lanka, India, Thailand, and other countries, with waves of up to 15-metres high.

The east coast of Africa, 4,500 kilometres west of the epicentre was also effected.

At the time of writing, at least 200,000 people are known to have died as a result of the tsunamis. Officials have ceased counting.



Receding waters, Kalutara Beach, Sri Lanka, shortly after a tsunami struck.

Denmark's largest crane hirers merge

BMS and Kran Ringen, two of Denmark's largest crane hirers, decided to merge operations, effective October 1, 2004, to create one of Scandinavia's largest mobile crane and access rental companies. The merged company, which kept the BMS trade name, has a fleet of 110 cranes and over 400 aerial work platforms.

Vertikal.net November 27, 2004.

BMS was awarded second place in the Crane Job of the Year award at the 2004 ESTA awards, held during bauma week in Munich.



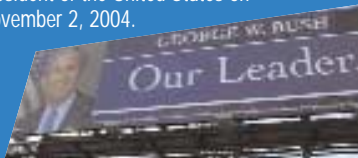
Rival in 1,000 unit JLG order

Holland's largest access rental company, Rival, placed a €29 million order for 1,000 JLG booms and scissors, a significant number of which were boom lifts of 26 metres and over. Several hundred units will be divided between existing Rival rental fleets, while the majority is destined for new ventures with local partners in Eastern Europe and the Middle East.

Vertikal.net December 2, 2004.

Bush re-elected

As the light at the end of the proverbial tunnel pulsated in a last minute glimmer of hope before fading into darkness in front of the world's eyes, George W Bush was re-elected President of the United States on November 2, 2004.



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VIVA conexpo



With well-over 2,000 exhibitors and in excess of 100,000 visitors expected, Conexpo will undoubtedly be the largest global lifting community gathering to take place in 2005. Oh yeah... and it happens to be at the entertainment capital of the world! **C&A** looks forward to this year's event.



And where better than in the Nevada sunshine? Visitors to this year's show can not only look forward to mingling with the world's lifting equipment producers, but also spring temperatures ranging from 47 to 69 degrees Fahrenheit and a buzzing stay in the fantasy-land that is Las Vegas.

Spanish for 'the meadows', Las Vegas is located east of the Sierra Nevada Mountains in Southwest US. The average monthly rainfall

amounts to less than 1.5 centimetres, leaving the skies open to more than 250 days of sun each year. The forecast for this year's Conexpo is dry with temperatures of around 56-degrees Fahrenheit - perfect weather for golf on one of areas 60 public golf courses!

Slot machines that spin in their tens of thousands have replaced the meadows all over Las Vegas, and especially on "The Strip" - a four mile thoroughfare home to

some of world's largest hotels and casinos, and some very surreal attractions indeed.

For a taste of Venice, visitors can take a gondola ride down the Grand Canal at The Venetian - an interpretation of the Italian city with a sprinkle of Vegas thrown into the mix. A similar version of Paris provides a photo opportunity along side a half-pint Eiffel Tower, while pirate ships dust each other up at regular intervals at the Treasure Island casino.

For a more relaxing alternative, a stroll around the fountains of Bellagio - part of the \$1.6 billion hotel that was built to resemble an idyllic village on the shores of Lake Como in northern Italy. This 3,000-room complex boasts 16 restaurants, two wedding chapels, salon and spa, casino, fine art gallery and theatre. It is said to have raised the standards of Vegas luxury when opened back in 1998.

There's also no shortage of themed hotels and casinos in Las Vegas,

from the Roman Caesars Palace, to the Egyptian Luxor hotel set in a pyramid, to the tacky 4,000 room "King Arthur's castle" Excalibur, to the pirate Treasure Island. Whatever floats your boat, you will find it in bucketfuls in Las Vegas.

Visitors with any winnings to spend need not worry with complexes such as the \$1.4 billion Aladdin hotel and casino mega resort at hand, said to contain the most interesting shopping arcade in the city, while many of the 150 shops of The Forum in Caesars Palace are open 24-hours.

As has been portrayed by Hollywood over the years, gangsters, such as the original Bugsy Siegel, were drawn like magpies to the glittering coins piling up effortlessly in the many slot machines from the 1950s. These days, however, visitors need not worry as tough regulations and policing have virtually eliminated mob involvement - comforting!

Caterpillar TH215.



Cranes

Company name	Booth	Area
Auto Crane Company	C-6515	Central 3-5
Böcker	G-354	Gold Lot
Broderson Manufacturing	G-132	Gold Lot
East Coast Hoist	S-10603	South 1
Elliott Equipment Company	G-230	Gold Lot
Enerpac	S-16251	South
F & M Mafco	S-11054	South 1
Falck Schmidt	**	**
Grove	G-440	Gold Lot
HMF (IMT)	N-2271	North
Iowa Mold Tooling Co (IMT)	N-2271	North
Jaso	G-226	Gold Lot
Kobelco Cranes	G-162	Gold Lot
Lampson International	G-228	Gold Lot
Liebherr	G-374	Gold Lot
Linden Comansa	G-184	Gold Lot
Link-Belt Construction Equipment Company	G-260	Gold Lot
Manitex	G-405	Gold Lot
Manitowoc Crane Group	G-440	Gold Lot
National Crane	G-440	Gold Lot
Palfinger North America	G-300	Gold Lot
PM North America	G-349	Gold Lot
Potain	G-440	Gold Lot
Pro Crane Rental	G-288	Gold Lot
Shuttlelift, Inc.	G-167	Gold Lot
Stellar Industries	G-128	Gold Lot
Tadano	G-413	Gold Lot
Terex-Demag	S-540	South

Leisure time

For a taste of après-Vegas, the options are endless. One of the city's most popular after-dark spots is the House of Blues - a restaurant by day and a night-club by night, which from Thursday to Saturday



Palfinger PK 32002 Performance.

presents performers such as BB King, Sheryl Crow and the Blues Brothers. Considered to be one of the hottest and hippest clubs in Vegas at present is the 4,000-capacity Club Rain at The Palms. Lavish special effects throughout the club include intelligent lighting and electrifying water displays, fire and fog, while the odd celebrity sighting is not uncommon. VIP passes, VIP booths and table reservations can be booked on line prior to your visit.



Genie Z-135/70.

C&a conexpo showguide

Of course no Vegas visit would be complete without paying homage to the King himself. As one would imagine, the Las Vegas woodwork is teaming with Elvis impersonators, some more convincing than others mind, but the Elvis-A-Rama museum, west of the strip, provides the opportunity to see numerous genuine artefacts. On show is a Cadillac bought with the US\$5,000 cheque Elvis received when signing with RCA records, a pair of blue suede shoes that were insured for \$1 million and a number of rhinestone-speckled jumpsuits worn during his performances. An impersonator performs on the hour from 11 am.

For those with a more historic or natural disposition, the surrounding area is home to some real gems. Just 30 miles south-east of Las Vegas is the Hoover Dam.

On completion in 1935, the waters of the Colorado River filled the deep canyons that once towered above the river to create a huge reservoir that is today the US' largest

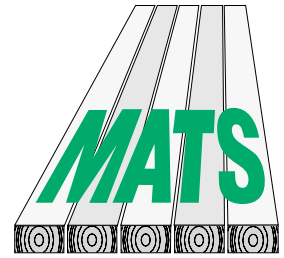


Haulotte HA 32PX.

Access

Company name	Booth	Area
Advance Scaffold	S-11211	South 1
Altec Industries	G-168	Gold Lot
Bacou-Dalloz	C-6829	Central
Bil-Jax	C-4525	Central
Champion Elevators	C-4291	Central 1
Eastman Impex	S-9745	South
Elk River	C-7135	Central
Elliott Equipment Company	G-230	Gold Lot
Genie Industries	S-540/N1009	South
Haulotte	G-330	Gold Lot
Hydra Platforms	G-404	Gold Lot
Hy-Safe technology	C-7045	Central
Intervect USA	G-166	Gold Lot
JLG Industries	G-270	Gold Lot
Lifting Technologies	G-335	Gold Lot
Manitou North America	G-314	Gold Lot
MEC Aerial Platform Sales Corp	C-7273	Cent 3-5
Munish International	S-10703	South
Scanclimber/Scaninter Nokia	G-470	Gold Lot
Palfinger North America	G-300	Gold Lot
Skyjack Inc	G-350	Gold Lot
Snorkel International	G-416	Gold Lot
Sunbelt Rentals	S-11611	South
Tadano Ltd./Tadano America	G-413	Gold Lot
Time Manufacturing Co	G-332	Gold Lot
Tractel Inc. GH Div.	S-10801	South 1
United Rentals	G-364	Gold Lot
UpRight International	G-457	Gold Lot
Wing Enterprises	N-2680	North Hall

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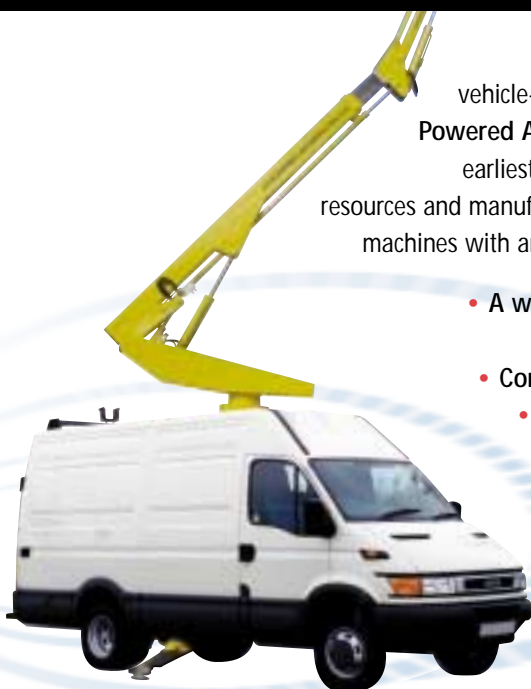
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Demag AC 140.

manmade body of water with over 700 miles of shoreline and the centrepiece of the 1.5 million-acre Lake Mead National Recreation Area. Nearby Boulder City was built as a model community to house dam

construction workers and includes the Bureau of Reclamation, the Bureau of Power and Light; the Municipal Building and the Boulder Dam Hotel.

Further east of Las Vegas is the formidable Grand Canyon, which barely

needs an explanation. At 277 miles long, 10 miles wide and a mile deep in places, the Grand Canyon is truly one of the world's most awesome sites.

The main event

Getting down to business, though, and all the Elvis impersonators in China couldn't fill the 1.85 million square feet of exhibition space that has been set aside for this year's Conexpo event. The show returns to a very different economic background to the last one in 2002, which ran against the grain of a suffering industry at the time.

Manitowoc's news of its purchase of Grove sent ripples around a buzzing showground back then, while on the access side there

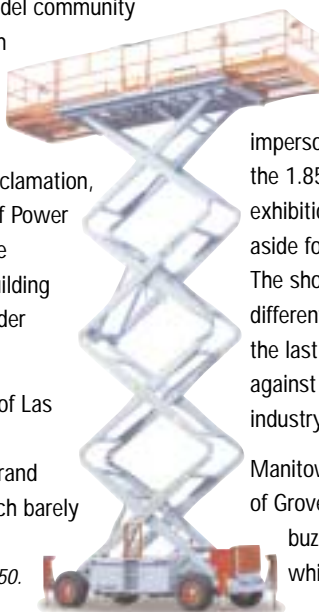
was talk of a platform grouping bringing together the Liftlux, Delta, TDK and Manlift products to give a full range. At the time, Terex had looked at Grove, but thought the price too high, and had just pulled out of the access sector completely after selling the Holland Lift business to Stoneham Equipment - how things change!

Focusing on this year's show and with lifting equipment at the top of the agenda, the outdoor 'Gold Lot', North Hall and 'Central' areas will

once again be host to the big names in cranes and access.

Of course being a US show, expect to see plenty of equipment that is rarely seen outside of North America. North American producers such as Broderson with its industrial pick and carry cranes, Elliot Equipment Company with a broad range of personnel and material handling equipment, Carelift Equipment with its pumped-up, jumbo-sized telehandlers, and, of course, Link-Belt with its rough terrain, truck and crawler cranes, will all be well-worth a visit.

Turning to producers better known to us Europeans, Terex-Demag will show two star performers from its bauma 2004 line-up, the 55-tonne capacity AC 55 City crane and the 140-tonne AC 140 mobile crane. The company says that it has sold more than 1,200 city-type cranes since the series was launched back in 1996 and hopes to continue this success with its latest version, which features a novel counterweight system, two-man



Skyjack 9250.

UpRight SL26 Speed Level



Telehandlers

Company name	Booth	Area
Bobcat	G-100	Gold Lot
Carelift Equipment	G-155	Gold Lot
Case	N-1405	North Hall
Caterpillar	G-130	Gold Lot
Genie	S-540/N1009	South
Gehl	N-2061	North Hall
Harlo Products	G-229	Gold Lot
Haulotte	G-330	Gold Lot
JCB	G-160	Gold Lot
John Deere	N-1071	North Hall
JLG Industries	G-270	Gold Lot
Komatsu	N-2515	North Hall
Manitou North America	G-314	Gold Lot
Xtreme Manufacturing	G-380	Gold Lot

Linden Comansa 21LC550.



Components/Equipment

Company name	Booth	Area
3B6 S.R.L.	G-185	Gold Lot
Archimedes-Voulgaris	G-266	Gold Lot
Autec	N-1977	North Hall
Berco of America	C-7429	Central
Brevini Riduttori	S-15449	South 4
Bridon American Corporation	C-4259	Central 1
CM Industrial Products	N-1983	North
Cranesmart Systems	S-8954	South 1
Cummins	S-15839	South
DICA Marketing Co	S-10043	South 1
Dana Corporation	S-16111	South
Duetz Corporation	S-16327	South
Gosan	C-7307	Central 3-5
Gunnebo Johnson Corporation	G-222	Gold Lot
HBC-Radiomatic	C-4158	Central
Hager Enterprises	E-3762	East Hall
Hatz Diesel of America	S-17327	South
Hetronic USA	G-152	Gold Lot
IMO USA	C-5905	Central 3-5
IPS Worldwide	C-4271	Central 1
JR Merritt Controls	C-4348	Central 1
Kinshofer Liftall	G-146	Gold Lot
Load Systems International (LSI)	G-137	Gold Lot
Loadwise International	G-280	Gold Lot
McKee Communications	N-1302	North
Miller Products	S-8821	South 1
Moba	C-6879	Central 3-5
Motorman S A	C-4276	Central 1
Omnex Control Systems Inc	C-4450	Central 1
Scan-Pac Mfg	S-11409	South 1
Soloco	C-5813	Cent 3-5
Timco	G-225	Gold Lot
Tulsa Winch	C-4263	Cent 1
Wire Rope Corporation of America	S-12008	South 1
Wirerope Works, Inc.	S-12002	South 1

cab and seven-section main boom. The bigger AC 140 mobile crane is a three-axle unit with a 60-metre main boom that shares the carrier of its bigger brother, the 160-tonne AC 160-1. Other cranes on show will include a 166 USton capacity Terex-American HC 165 crawler unit and several truck cranes from Terex Cranes' Waverly facility.

In the 'Gold Lot', Manitowoc Crane Group (MCG) will present the first public appearance of the Model 12000, 120 USton crawler crane built under the firm's agreement with Kobelco of Japan, while Kobelco itself will be showcasing two crawler models, the CK 1600

and the CK 1000-2. Details on Kobelco's brand-new 363-tonne CK4000, scheduled for a spring 2005 launch, will also be at hand.

Grove's new 130-tonne all-terrain crane, the GMK5130-1 (GMK5165 in the US) will make a first show appearance, along with the company's recently modified and re-launched YardBoss industrial crane line, to be represented by the 18-tonne YB7720XL.

Potain provides another world debut with the 1.8-tonne capacity Igo MA 21, and also the four-tonne Igo 50, the largest unit in the Igo self erecting tower crane range,

which will be treading US soil for the first time. Conexpo will also mark the production of the 100,000th Potain tower crane – an MDT 178 Topless City crane.

Claiming the top tower title is Liebherr with its flagship 20-tonne capacity 550 EC-H20. However, headlining the company's presentation will be the world debut of its brand new five-axle, 115-tonne LTM 1095-5.1 mobile crane, which Liebherr says features the longest telescopic boom in its class at 58 metres. Liebherr will also be drawing attention to its LTM 1070-4.1 and LTM 1220-5.1 mobile crane models. Hot on the heels of Liebherr in

Topping the bill though will be the 160-tonne capacity ATF160G-5 (new at bauma) and its 90.7-tonne ATF80-4. The US operation of Palfinger will also be flying its flag high with a number of lorry loader cranes on show, including 17-, 23-, and 31.5-tonne/metre Performance knuckle boom models.

Access all areas

Joining the crane fraternity in the Gold Lot area will be some of the world's biggest names in access, from which a massively broad variety of equipment can be expected.

Kicking off with Haulotte, the US market will have the chance to test the six-metre working height Star



Liebherr LTM 1095-5.1.

terms of heavy-duty tower cranes at Conexpo will be Linden Comansa with its 18 tonne/metre 21LC550, one of two new additions recently added to its range, the other being the five-tonne 5LC5211, which will also be displayed.

A few stands along Tadano America Corporation will be presenting an eight-strong all-terrain crane display.

6 (Star 13 in the US) vertical mast lift and 32-metre working height HA 32 PX (HA 100 JRT in the US) articulated boom. The unit making its US debut will be showcased alongside a selection of other booms and scissors from the company's range.

Genie has chosen Conexpo for its major product launches this year, rather than the more usual ARA event. Topping the list is the new

Organisations

Company name	Booth	Area
Aerial Work Platform Training (AWPT)	G-397	Gold Lot
American Rental Association (ARA)	L-3214	Lobby
Association of Equipment Manufacturers (AEM)	L-3245	Lobby
International Construction and Utility Equipment Exposition (ICUEE)	L-3353	Lobby
International Powered Access Federation (IPAF)	G-397	Gold Lot
National Commission for the Certification of Crane Operators	L-3102	Lobby
PAT America	G-149	Gold Lot

Z-135/70. The latest addition to Genie's articulating boom range, the company says that the Z-135/70 offers the largest working envelope in the articulating boom market, providing a maximum working height of 42.1 metres, a 21.3 horizontal outreach and an up-and-over clearance of 23 metres. Other exclusive features include the X-Chassis configuration for extending and retracting axles and Jib-eXtend jib, which extends the unit's platform from 3.7 to 6.1 metres and provides access to up, over and in applications inaccessible by a traditional jib.

Skyjack told C&A that it would be displaying its full line of equipment with samples from each of its compact, conventional, mid-sized and full-sized rough terrain scissor lift categories. The company will also be out to promote its Skyjack factory reconditioning business with a demonstration of reconditioned equipment. This

rapidly growing venture offers rebuilds and rebuilt lifts from most major manufacturers.

JLG has big plans for the Las Vegas show with a chance to glimpse the first JLG-Liflux big scissor models due off the production line in April. This will also be the first chance for many to touch and feel the new trailer lifts models that it announced earlier this year.

UpRight, or UI as they choose to be known in the US, are also exhibiting and will be showing off equipment built at its brand new Mexico plant. Expect to see a surprise or two they say.

If telehandlers are your bag, then Caterpillar in the North Hall will be well worth the visit to see its latest models, the 2.2-tonne capacity TH210 and the 2.5-tonne TH215 with lift heights of 5.2 and 5.5-metres respectively.



Scanzlumber SC5000.

Back at the Gold Lot, though, and Manitou North America will have its latest versions on show, the 2.72- and 3.62-tonne construction models, along with its entire range of rough terrain forklift trucks. For a typically massive US model, Carelift Equipment will show three of its Zoom Boom models - check out the unveiling of the new ZB32032 unit with an awesome 14.51-tonne lift capacity and 9.75-metre lift height. JLG, the market leader in Europe, will display models under the brand

names of SkyTrak, Gradall, Lull and JLG telehandlers.

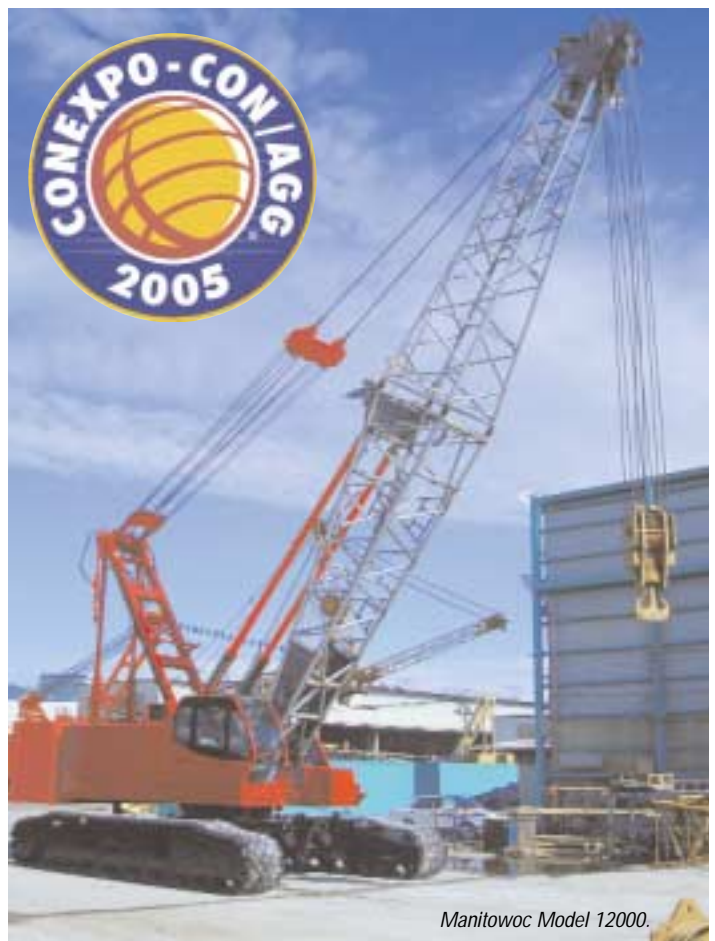
The Vertikal Press will, of course, be right in amongst the action reporting all the latest news from the show. So whichever path you decide to take, don't forget to make time in your busy schedule to drop by and see us in the Gold Lot area, booth G-287, for a gossip and to collect your free copy of Vertikal Conexpo, our in depth, official guide to Conexpo 2005. Have a great show!



Hydra HPT 66.

Other

Company name	Booth	Area
Cranes & Access	G-287	Gold Lot
CGK - Group BVBA	S-10807	South 1
Kran & Buhne	G-287	Gold Lot
Lube-A-Boom	G-381	Gold Lot
Vertikal.Net	G-287	Gold Lot



Manitowoc Model 12000.

Lifting Evolution

When it comes to moving very heavy loads in tight conditions, a crane is not always the best solution. **C&A** caught up with Tjerko Jurgens of Hydrosplex, to talk about alternative lifting.

Self-propelled jacking systems have been on the market for some time and have proven their worth in applications such as the installation of large heavy machinery in low headroom situations. A particular company based in Holland has developed a name for itself in this field and has taken the alternative lifting concept well beyond the typical industrial lift-and-shift market.

In the past ten years, Tjerko Jurgens has transformed Hydrosplex from a small producer of hydraulic cylinders to a leading manufacturer of heavy lifting equipment. Hydrosplex developed the lifting gear and control software for the lifting of the London Eye and the salvaging of the sunken Russian submarine, the Kursk. These extremely high-profile applications have helped to give the company a reputation as a pioneer of advanced alternative lifting systems.

"I feel that all our alternative lifting solutions were initiated by a customer saying 'I have a lifting problem that I can't solve with traditional equipment'," says Mr

Jurgens. "When I took over Hydrosplex in 1994, we were making hydraulic cylinders and strand jacks and the electronics to control them. Our customers were becoming increasingly safety conscious, especially when heavy objects were required to be moved. Most of the existing systems were a tricky business, were hard to operate, and were complicated and unstable.



Tjerko Jurgens of Hydrosplex.

"We felt that customers' concerns over the lack of safety could only be solved with an improved control system, so we explored the possibilities and built the first



Jobs such as the lifting of the London Eye and the salvaging of the sunken Russian submarine, the Kursk, have helped give Hydrosplex a reputation as a pioneer of advanced alternative lifting systems.

reliably-controlled strand jack system. Customers like Mammoet, PSC and Lastra were pleasantly surprised. They found our solution relatively simple and easy to use."

Strand jack maturity

Mr Jurgens claims that the simplified strand jack system that Hydrosplex developed helped convert many sceptics from traditional lifting methods and led to the invitation for the company to participate in the London Eye and Kursk projects.

"The exposure from those jobs helped to boost the acceptance of this type of lifting," he says. The demand for the jacking systems increased, allowing the company to manufacture and sell them at more attractive prices and bring them closer into the mainstream market.

"In 1995 we estimated to build and sell 40 to 50 strand jack systems in total, but over the years the situation has drastically changed," says Mr Jurgens. "Today, our customers can get 800-tonnes of lifting capacity for

€200,000, which has opened up new markets for us. At the end of 2004, we sold our 500th strand jack system. The ease of operation is the most significant advantage of our strand jack lifting systems."

When delivering a new system, Hydrosplex provides training for the operators and claims that even when they face language barriers, such as in China, operators need no more than two days of training to be able to control the system and work with it safely.

As Hydrosplex became known for its solutions to difficult lifts, demand increased for other alternative lifting equipment. "One of our customers challenged us by saying that it was impossible to build a safe telescopic lifting gantry - he called them suicide legs," says Mr Jurgens. "We first took a good look at what was offered at that time and had to agree with him. We concluded that to build a reliable telescopic lifting gantry, the whole thing had to be re-engineered. We came up with a system that used spindle jacks, instead of hydraulic cylinders, controlled with electronics

"One of our customers challenged us by saying that it was impossible to build a safe telescopic lifting gantry - he called them suicide legs"

similar to the ones in our strand jack systems.

"A customer in New York gave us the chance to show that it could work. He commissioned us to build a system with 24 simultaneously operated and synchronised spindle jacks. 1000 tonne loads had to

be lowered with a tolerance of 5 millimetres per leg. Safety and liability were written all over this project. In our view synchronisation is equal to stability, and stability is equal to safety. The New York project proved us right. And again it attracted a lot of attention.

Since then, our 4-point telescopic lifting gantries have sold all over the world.

"We were then asked if we could build a telescopic lifting gantry with linear propulsion," says Mr Jurgens. "Now this question was all about footprint load. Our calculations showed that it would be impossible to build a reliable system. But then we stumbled over the concept of the tank roller. That got us started again. We built a set of self-propelled tank rollers and tried to move a 200-tonne load with it. A group of visiting customers saw this

prototype in motion and was impressed. But, their next question was, 'could you also do a load-out operation with it? Looking back, this marks the turning point in the development of our skidding systems that are now widely applied. In fact, they are a modern version of the system used to build the pyramids.

"I don't know what's next in alternative lifting," says Mr Jurgens. "But there's one thing I am sure of - all we need is someone saying it's impossible."

What happened to all the fairies?

During the 1960's, most large industrial establishments had at least one pick-and-carry crane in their yard, while most crane hire companies owned a number of units. But what of this market today? **C&A** reports.

One thing is for sure, Britain's manufacturing base has certainly shrunk, but even more significant are the changes production plants have made to eliminate all non-essential material handling and the preference for palletising loads. Hire companies now do much of all this 'Iron-fairy' work with small all-terrain or big knuckle boom cranes.

While the industrial pick-and-carry crane market has diminished beyond all recognition, considerable demand for compact, or specialised, units is still there. So what choices are available for the pick-and-carry crane buyer or user? One thing that quickly becomes clear is

that, with few exceptions, pick-and-carry cranes are only produced in Italy and the US. And very few of the US carry-deck products are now marketed in the UK. A buying choice is likely to be one focused on one of the many Italian products available.

The company offering the widest range is UK market leader Valla Cranes. The Valla range runs from units hardly larger than a pallet truck, to a massive 90-tonne pick-and-carry electric-powered machine.

Valla recently upgraded its popular two-tonne model, the 20E, with a number of refinements, mostly the result of input from the firm's



Valla Cranes currently offers the widest range of pick-and-carry cranes in the UK, running from units hardly larger than a pallet truck, to a massive 90-tonne pick-and-carry electric-powered machine (pictured).

For general pick-and-carry and yard work, Terex Demag offers the Australia-produced Frana range with lift capacities from 10 to 25 tonnes.



dealers. The new 20E still offers a 400-kilogram capacity at almost three metres radius, or 800 kilograms to four metres hook height. With tremendous manoeuvrability, smooth quiet operation and simple controls, the 20E, as with other small to mid-range Vallas, is ideal for the 'in-plant' handling of suspended loads.



Italian producer, Ormig, offers a pick-and-carry crane line that starts at 10 tonnes capacity and is capped at the 60-tonne 60 TM (pictured).

For applications where ground conditions are soft, steep, or for work on delicate floor services such as marble, Valla UK has worked with the manufacturer to develop the 20E TRX. This unit incorporates the 20E's superstructure on rubber tracks and with a diesel-power option. The TRX has proved very popular in a range of applications including the resetting of gravestones (see news story on page 12).

The Valla range climbs in small increments up to the massive 90-tonne 900E, which is unmatched for pick-and-carry capability and an unbeatable unit for moving heavy machinery into place.

Another big pick-and-carry producer to recently enter the UK market is fellow Italian firm, Ormig. Ormig's range starts at 10 tonnes and stretches up to 60 tonnes. These pick-and-carry units are largely diesel-powered, although electric-powered versions are

available up to 35 tonnes lift capacity. Ormig also offers a Bi-Energy package, combining both diesel- and battery-power for both indoor and outdoor lifting duties. Crowland Cranes of Peterborough has taken on the distribution for the UK. The company aims to offer the Ormig units for both sale and rental.

For general pick-and-carry and yard work, Terex Demag offers the Frana range produced in Australia. With lift capacities from 10 to 25 tonnes, the Frana range, with its high-speed travel capability, probably comes closest to replacing the old 'Iron Fairy'. These

units are ideal for machinery movement and other yard-based duties.

Terex Demag UK has so far only delivered a handful of these units but interest is steady enough for the company to bring in stock and demonstrator units.

Oh, and what did happen to all the Fairies? Well, many can be found working in small boatyards, big equipment dealerships and the like. And yes, many went overseas where they are still working.



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One extreme to another

c&a

scissors

The UK and Irish market for self-propelled aerial lifts is the largest in Europe, but there are some lifts that have yet to capture the investment interests of rental companies.

C&A reports.

While more scissors are sold in the UK and Ireland than any other European region, certain sizes have yet to catch on. C&A turned to some of the very largest and the very smallest scissor and vertical self-propelled lifts in particular. Although there are clear applications for them, few rental companies run them and sales outlets tend not to stock them.

The very largest scissors are built in continental Europe with working heights of over 33 metres (100 foot) combined with major deck dimensions and lift capacities. The largest and most mainstream producer of these monsters is Holland Lift, the US-owned company from Hoorn in Holland.

It has produced a 31-metre unit for many years and is currently in the process of re-engineering it into a new 33-metre model, the G300. The first unit destined for the UK has already been sold to Kimberly Access and is due to arrive in time for SED in May. This massive machine offers a deck length of almost 10 metres and a lift capacity of 800 kilograms. However, with a Gross Vehicle Weight (GVW) of around 30 tonnes, it takes some moving.

Prior to its closure and subsequent purchase by JLG, Liftlux was working on a 40-metre working height unit to top its 34-metre working height 320. Hi-Reach of

Faringdon near Swindon operates the only unit currently in the UK. London-based Universal also bought a number of 320 units, but these were shipped to the company's Spanish locations. Other UK and Ireland firms operating these big heavy duty machines include Nationwide

Access, which operates a number of 26-metre working height units, Aerial Access in Ireland, which has a 28-metre unit, and Height For Hire, also in Ireland, which runs several 22-metre units.

In Germany and Holland, where the populations of these large units is

the greatest, demand is high with many of them being used on high-rise warehousing. Demand in the UK is less buoyant, possibly due to the fact that availability is limited. The population of these jumbo scissors working in the UK at any one time, however, is doubled, or even tripled, by immigrant units. Doornbos, the Holland-based rental company, is one that frequently has a number of its big scissor lifts on hire to contractors in the UK.

For some applications, these big scissors with their big platforms, massive capacities and impressive working heights, nibble at the bottom end of the mast climber market, because for short-term, or for very mobile work, they are likely to cost less and offer a more versatile solution.

Later this year JLG will re-introduce the first of the Liftlux models -



Dutch producer, Holland Lift has become by far the largest and most mainstream producer of the very large scissor lifts with working heights of over 33 metres (100ft) combined with major deck dimensions and lift capacities. Pictured is the G-300DL.



Haulotte Star 6 offers all steel construction

a 26-metre working height unit. The question remains, however, whether or not JLG will extend production up to the 30 metres plus units. This market is small and already well served by Holland Lift, a company much better suited to building and marketing these special, hand-built units. Watch this space!

Down-sized

At the other end of the spectrum, the very smallest powered lifts start off with platform heights of under two metres and tend to use a mast rather than a scissor lift structure. Aichi and Crown build the two tiniest models, with Aichi's 015 offering a 1.5-metre platform height, Genie's GR8 Runabout at 2.5 metres and the Crown "Wave" at three metres. The Wave has had some success in Europe, but until now, machines of under five metres were simply considered by rental companies to be too limited in terms of applications. However, the new work at height rules may well change that. JLG must think so as it prepares the UK launch of the SSV10, a three metre platform height unit that, like the Crown Wave, is intended for small scale stock picking. C&A believes that these micro units, such as the Aichi SX015, are simply ahead of

their time, and that their time is sure to come.

Looking at the four-metre platform, six-metre working, height sector, the lowest sector with any serious volume in Europe, the market is led by UpRight and its TM12. A model introduced over 10 years ago, the TM12 offers a platform height of up to 4.3 metres with a two-man lift capacity and the same components used on most mini scissors.

Other producers include Genie with its aluminium-based Runabout, which now outsells UpRight in the US. In the UK, however, only HSS has a significant fleet of them.

Genie says that it will be launching an upgraded Runabout product at Conexpo, which will include a new six-metre model, the GR20, and that it will also drop the GR8 from the new range.

Once again, this is a product that the rental companies and sales outlets have simply not taken to, and yet in Scandinavia rental companies run hundreds of them that often carry out work that 19- and 20-foot scissors do in the UK. The advantages of these small units is that they are lighter, have a much lower entry height, can be driven through a doorway without the operator leaving the platform,



Genie Runabout will soon have a GR20 six metre model



Nationwide Access recently supplied this 28-metre, 16-tonne diesel powered Liftflux LL26X to Donkin Roofing for cladding work on a 25-metre high steel framed bay pallet storage warehouse at Tilbury Docks.

and are short and light enough to fit in almost any lift.

Other producers include JLG, with its DVL/Axessor series with up to six-metre platform heights, plus the Manlift Toucan Junior. Problems with a castor-type front axles prevented the original model taking off in the Grove Manlift days, but a redesign and JLG colour scheme has turned this into a solid machine with an aluminium mast and steel platform.

More recently, Haulotte also entered this sector with its Star 6, a unit that combines the main steel box-section mast and steel construction features that made UpRight's TM12 popular. It also features a fold up platform floor - great for small hotel elevators and shipping. The key features of these small units are a low GWW of well under 1,000 kilograms and an overall length of ideally no more than 1.3 metres.

When it comes to traditional scissor lift construction, the smallest models are generally between four and five metres (15 feet). Until recently, these units, most often the smaller of a two-unit family (15 and 19 foot), were also ignored by rental and sales companies. This is understandable enough when you consider that they cost the same, or sometimes more, than their bigger brothers. Most buyers, therefore, go for the larger unit,

although the increasing weight of micro scissors has encouraged some rental operators to order the smaller units.

The same company that makes the largest units, Holland Lift, also makes one of the smallest units. Its Mini Star model has a four-metre platform height, but its high price limits it to specialist applications. The mainstream suppliers in this sector include Skyjack, whose 6.5-metre working height SJ3215 weighs just 1,090 kilograms thanks to an innovative light-weight scissor arm construction and new platform construction. UpRight, Genie, Haulotte, Iteco and Snorkel also make similar units, although they tend to be heavier. One leading company JLG, no longer offers a 15-foot version of its ES micro scissor range.



At the six-metre working height level, the lowest height sector with any serious volume in Europe, the market is still led by UpRight with its TM12.

So, two very different markets and product sectors, but both offer users tremendous benefits and potential efficiencies, and both offer rental companies very good profit opportunities. How long will it take though for such machines to become popular in the UK?

Working at height - know your stuff

The Health and Safety Executive's (HSE) new Work at Height Regulations are set to come into force in the coming months, so C&A asked sales and marketing director at Nationwide Access, Harry Waters, to discuss the implications for the access industry for those who work at height.

Nobody can deny that working at height is dangerous. Falling from height is the biggest single cause of death and serious injury in the workplace – and that includes all industries. And, yet despite the known risks, people put their own and other people's lives at risk every day by using inappropriate, and often plain idiotic, methods of working at height.

The HSE is fighting a never-ending battle to combat unsafe working practices, but its inspectors cannot be present at every work site all the time. Nevertheless, it is the responsibility of the employer to ensure that conditions on site are safe and comply with the prevailing health and safety law. If not, and an accident takes place, a visit from the HSE may be followed by prohibition notices or even prosecution.

The HSE will soon have another weapon with which to challenge unsafe practices: the new Work at Height Regulations 2004. These new regulations will implement the Temporary Work at Height Directive (2001/45/EC) and are expected to become law within the next six months.

The small print

The imminent introduction of this new legislation has already had a beneficial effect in the workplace – and it hasn't even become law yet, but knowledge of the impending regulations has focused attention on safe working at height and people are generally alert to the problem.

So what is so revolutionary about these new regulations? Surprisingly, much of the Regulations amounts to a combination of existing health and safety law, including the Health and Safety at Work Act (1974), the Provision and Use of Work Equipment Regulations 1998 (PUWER), Lifting Operations and Lifting Equipment Regulations 1998 (LOLER) and the Management of Health and Safety at Work Act Regulations 1999 (Reg.3).

There are, however, significant new requirements. Most noticeably, where previous legislation specified certain measures to be taken at a height of two metres or more, the new regulations state that measures must be taken at any height above ground level. This new requirement recognises the statistical fact that the majority of major injury accidents caused by falls from height are from below two metres.

The new Regulations are wide-ranging. They cover all work activities where there is a possibility that a fall is liable to cause injury. This is regardless of the equipment being used or the duration the person is



Sales and marketing director at Nationwide Access, Harry Waters.

working a height. In other words, the new Regulations cover all falls except slips and trips.

Several terms incorporated in the new Regulations deserve some explanation. For example, the Regulations refer to 'working platforms', but this is not a specific description. A working platform is any piece of equipment used to stand on while working at height. It can mean a scaffold, a cradle, a platform temporarily attached to a forklift truck, trestle stages and mast-climbing work platforms. Mobile elevating work platforms (MEWPs), such as scissor lifts and self-propelled boom lifts also fall under this heading.

The Regulations also make reference to 'work restraints' (any device used to prevent a person reaching a fall point, such as the edge of a roof); 'fall arrest' (a system used to stop a worker from hitting a solid surface should a fall occur); and 'work position' (which means a system where the worker is sat in position, for example using a boatswain's chair of rope access method), but initially every consideration should be given to avoidance.

More fundamental than these specifics, though, is the requirement that work at height is properly planned, appropriately supervised, and a proper risk assessment carried out prior to the work commencing.

This reinforces concepts such as the 'competence' of the planner, inspector or supervisor – something the employer will have to be able to demonstrate in the event of an accident involving a fall from height.

Certification

Already, we are receiving frequent calls from customers anxious to know how they can obtain a 'Work at Height Certificate'. If they are puzzled, then so are we – there is no certificate as such known to us, and yet our customers' employers are apparently requiring the users of powered access equipment to produce one.

The International Powered Access Federation (IPAF) has produced a comprehensive training package for equipment users, including a relatively new course on the use, maintenance and inspection of harnesses, and associated equipment. This equipment is referred to specifically in the new Regulations. It turns out, from anecdotal evidence, that a training certificate from this course is usually what the employer actually requires, even though it is not a certificate proving competence in all aspects of work at height.

In fact, when it comes to equipment, the new Regulations are not prescriptive. Rather they stipulate the use of the 'most suitable equipment'. This apparently innocuous phrase will actually have the most profound effect on the execution of work at height – even effectively banning that most fundamental of access tools, the ladder, in many instances.

Ladders are not outlawed by the new Regulations, but the European Directive makes it clear that they should only be used as work stations where a risk assessment shows that the use of other work equipment is not justified because of the low risk and, either the short duration of the job, or unalterable features of the work site. The ladder will no longer be the automatic choice for many jobs – instead it will be a last resort.

Powered access

For us in the powered access industry, this is good news because while there will always be a role for steps, ladders and scaffolds, it is an incontrovertible fact that for many jobs currently undertaken from the top of a ladder, or a scaffold platform, a scissor or boom lift would be a safer option. In other words, a powered access platform could be, to quote the proposed regulations, the "most suitable equipment".

As I mentioned earlier, the Work at Height Regulations 2004 largely represent a bringing together and tightening up of existing legislation. And so, ironically, although the regulations might have a profound effect on the choice of access equipment for any given job, the basic requirements for ensuring safe work at height are already in place.

What this all boils down to is that, if you are already employing good working practices and comply with the requirements of existing legislation, you have nothing to fear from the new Work at Height Regulations.

Reduce down time Raise profits



Top access equipment manufacturers know that less down time means more productivity and profit. That's why OEM's such as Genie, Upright, Pinguely-Haulotte and Crown trust the Trojan brand to power their brands.

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Batteries

60 years unchanged

Battery technology on items such as mobile phones has progressed phenomenally in recent years, but the basic technology of the lead acid battery has hardly changed in 60. C&A reports.

Well-over half of all self-propelled powered access units in the UK and Ireland and a much higher percentage of scissor lifts run on batteries. A small minority of users have moved to maintenance free and gel batteries, while some have adopted the spiral cell units made by Optima. The vast majority of aerial lifts, however, continue to run with traditional lead acid wet batteries with capacities from 220 to 400 amp/hours depending on the application.

In 2005, Trojan Battery celebrates its 80th year in business and whereas the founders would be quite familiar with the product they produce today, Trojan was one of the first companies to recognise the potential for deep-cycle applications. The company produced specially developed batteries for golf carts in 1952, which were developed further into the batteries used on most aerial lifts today. Trojan's UK dealer, Squadron, claims to be market leader in the UK replacement battery market.

While the basic technology has not changed, the deep-cycle battery, produced by companies such as Trojan, Dyno and US Batteries, the three main after market suppliers in the UK and Ireland, has evolved significantly since 1952. The changes cover everything from the battery casing or "box", to the plate design, and everything in between. As recent as 35 years ago batteries still had rubber casings with pitch covers, wooden separators and cell

connections externally mounted on top of the casing.

Trojan in particular has devoted a great deal of energy to its casing with its distinctive, rugged reddish brown polythene construction. However, all of the users we spoke to thought that the casings on all of the principle brands were more than rugged enough to cope with typical aerial lift applications - something that was certainly not true even 25 years ago.

US only thanks

The improvements incorporated by the main US suppliers have reached the point where every single rental company and fleet owner we spoke to was very clear that it would take a great deal of persuasion for them to buy anything other than a US deep-cycle battery. Not so long ago

many owners would have sourced locally produced batteries when replacing the original units. However, local batteries of the same physical dimensions were less powerful and users found that they would often last no more than a year. The major suppliers benefit from massive volumes in their home market along with the current advantage of a low dollar. This currency factor has allowed importers to absorb the significant increases in the price of lead that battery producers have been hit with this past year.

More power for heavy scissiors

The most common battery in use on aerial lifts is the six-volt, 220/225-amp/hour deep-cycle unit - depending on the producer, the

standard dimensioned unit can offer up to 245 amp/hours, although the most powerful version is marginally taller. Having this little extra power can be useful with the increased gross vehicle weights of many small scissiors.

Manbat, with its main distribution outlet in Shrewsbury, has seen an increase in the number of aerial lift users buying calcium-sealed batteries for aerial applications. While they use the same technology, they are maintenance free, but the vast majority of batteries sold by Manbat are the still, standard units made by US Energies, which claims to dominate the original equipment market to US aerial lift producers. Manbat works through a number of local outlets, but also has a strong branch network of its own.

More work from a single charge

In recent years there has been a vast improvement in the time and amount of work possible between recharges. Almost all of this gain though has come from improvements in the efficiency of the drive systems on modern lifts. Almost all battery-powered aerial lifts today use some form of motor control device with an increasing number also using direct electric drive for the travel function. This provides travel distances on a single charge that were unthinkable a few years ago.

Modern control systems offer another benefit in that most incorporate a low voltage cut-out to protect them from power spikes. This also prevents batteries from being totally drained, or "cooked", as used



Trojan Battery celebrates its 80th year in business this year and whereas the founders would feel quite at home with the product they produce today, the company was one of the first to recognise the potential for deep-cycle applications.

to happen, and protects them from burnout and a shortened life. A number of service managers claim that this is the reason behind a general improvement in overall battery life. Most companies that monitor battery replacement systematically also claim that batteries are now averaging between three and four years, compared to two years on older models.

Everybody that we spoke to had an anecdote of a machine still running happily with six- to eight-year-old batteries, proving that if well looked after, batteries can last much longer than is generally the rule. Dyno told us that most of the "quality" OEM batteries in modern aerial lifts will endure between 800 and 900 complete recharge cycles.



The most common battery in use on aerial lifts today is the six-volt, 220-amp/hour deep-cycle unit.

Looking at this simplistically, it is easy to see why a battery pack ought to last at least three to four years even if discharged and recharged every working day. However, poor maintenance is still the biggest cause of premature battery failure. Few companies we spoke to tested their batteries on a

routine basis with most simply ensuring that the electrolyte levels are kept topped up and only testing when problems start to occur - usually in the form of customer complaint or breakdown.

Maintenance training pays off

Both Manbat and Squadron batteries, the exclusive importer for Trojan, provides both maintenance training and training materials and publications for its customers' staff, while Independent Parts and Service told C&A that it now offers battery maintenance training as part of a battery supply contract.

Pulling mechanics out of the field for a day and sending them on a training course may seem expensive, but both Squadron and Independent say that the pay back can be relatively quick. The full cost of in-field battery failure can be substantially more than the cost of a new battery pack when you include the travel cost, the time, the delivery of new batteries and fitting them in less than ideal conditions. This is without the impact of lost hire and a dissatisfied customer.

Sophisticated battery testing equipment is now available, but the majority of rental companies said that a simple two-pronged voltage/amp tester, plus a hydrometer, is still the most practical option for field-based engineers, but few routinely use them.

Point of sale

So where is the best place to buy replacement batteries? Don't expect a single word answer. There are too many variables for that. If you are happy buying batteries in pallet load quantities, then most battery



Dyno batteries are fitted as original equipment by Niftylift.

importers will deal direct and probably offer keen prices. However, you need to consider the cost of storage, delivering to local depots, possible damage and wastage, and disposal of the old batteries.

As a result, most batteries sold in the UK and Ireland are done so through local stockists. Most sell batteries in lower quantities, often in fours (single-packs), and will deliver the new and collect the old. Some even offer a full replacement service, travelling to the machine in question, removing the old and fitting the new. With many rental companies suffering from a shortage of engineers, this service can be quite attractive, if a little pricey.

For the best of both worlds, our advice from last year still stands. If you calculate your annual battery usage you can then negotiate an annual supply contract with a local supplier and, not only obtain a keen price, but also benefit from the extra services that you may want.

In terms of prices, we were quoted £40 up to £55 per unit plus delivery for an order of four to eight standard six-volt 220/225 A/H batteries. Much will depend though on how regular a customer you are and how fast you want them.

Even at £55 they are a bargain when you consider that they will last three years or more. JLG UK was the boldest in terms of pricing, being keen to promote a £42.50 price for medium volume orders on a two- to three-day delivery service. It offers a JLG badged version of the Douglas battery, the same unit fitted to all new JLG production units.

It also has the exclusive distribution rights for Douglas aerial lift batteries in the UK, Benelux and Finland. JLG says that when selecting Douglas several years ago, it tested all of the main suppliers and found that the Douglas unit offered it the best all round performance and value. The company is keen to build up its sales volume in the replacement market.



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Lorry loader training - does one size fit all?

C&a ALLMI focus



The flexibility of the lorry loader concept has meant that it has replaced many items of plant equipment in a variety of work situations, large and small. But can one size really fit all? Tom Wakefield reports.

The smallest, compact lorry loaders are commonly fitted to builders' pick-up trucks and vans; sometimes have a lifting capacity of less than 500 kilograms; have a fixed boom; and are manually manoeuvred with the exception of the actual lift, which is carried out using an electrically driven winch drum and cable. Contrast this with a top-of-the range lorry loader fitted to a purpose-built tractor/semi-trailer or four-axle truck.

Such equipment could have a knuckle boom with up to eight hydraulic extensions giving it a reach of 20 metres. In addition, some lorry loaders can be fitted with a fly-jib taking its reach to over 30 metres - the rated capacity of such machines could be in the order of 150 tonne/metres.

Obviously, as the complexity of the lorry loader and its hydraulic system increases, so does the

could now be working away from the vehicle. In addition to the complexity of the operator controls, with the higher rated machines, the deployment of stabiliser legs will also become more involved. This is not to say that the "compact" loaders are elementary to operate - they may appear so, but the same care and attention is still required as some do not have the more complex overload protection systems of their bigger brothers.

This demonstrates the extremes of lorry loader design, but does not show the full adaptability of the concept. Lorry loaders in their simplest form will be fitted with a hook for lifting, but there is an enormous range of attachments that can be fitted to them. The most commonly seen on our streets delivering builders' supplies is the brick grab attachment. However, there are many more attachments, such as the clamshell bucket for aggregates, timber grab for logging and auger for drilling holes. Each one of these needs its own set of specialist controls and requires a different knowledge base for its safe use.

allow operators to do just that! Once the operator has his card, even if trained on a 'compact' loader, he is theoretically free to go and operate any lorry loader. Fortunately, there are many checks and balances within the industry, the most obvious being the value



The smallest, compact lorry loaders are commonly fitted to builders' pick-up trucks and vans; sometimes have a lifting capacity of less than 500 kilograms.



Palfinger's 100 tonne/metre PK 100002 Performance.

complexity of the control systems and the operator interface. With the more varied use of lorry loaders the operator may need to change his/her vantage point to carry out a safe lift, and so the normal operating positions may need to be supplemented or replaced by remote controls.

The use of remote controls requires extra vigilance on the part of the operator as he/she

So it is obvious that the term 'lorry loader' covers an extraordinary range of equipment. So would you expect to be able to use one lorry loader for all possible lifts? Of course you wouldn't. And would you expect an operator trained on one lorry loader to be able to safely operate any loader? Of course you wouldn't.

Many lorry loader training schemes do, however,

of the equipment, which is at risk in the hands of the employee - most employers will want a demonstration of the operator's competence on the equipment before he/she is let loose.

But wouldn't it be simpler if when an operator was trained on a lorry loader his card stated what range of equipment he is trained to operate? This is what ALLMI thought when it devised its training scheme. Operators who go through this training receive a card that states clearly what categories of equipment they have been trained to safely use. The ALLMI training scheme categories are grouped in a matrix according to the attachment used and the rated capacity of the loader crane. Many operators are trained on the scheme to use more than one attachment and, having qualified to operate loaders in one rated capacity category, are automatically qualified to operate machines in a lower rated category (providing they have been familiarised with the machine). This type of training scheme gives the employer, the employee and their customers peace of mind, as 'one size' really does not fit all when it comes to lorry loader training!

Rapid Platforms wins first IPAF Rental+ mark

Rapid Platforms, based in Bishops' Stortford, Hertfordshire, is the first company to achieve the new IPAF Rental+ quality mark. Four other companies have also been audited and are expected to achieve the mark in the coming weeks.

The IPAF Rental+ mark shows that the holder meets far more

than the minimum legal standards and offers a quality-enhanced service with significant benefits for customers.



IPAF initiative gets tickets checked

IPAF is offering an incentive to UK site managers to check the licences of operators of Mobile Elevating Work Platforms and Mast Climbing Work Platforms by offering the chance to win free tickets to top football matches.

All site managers need to do is submit to IPAF (by fax or email) the details of a PAL Card that they have checked. Then both they and the PAL Cardholder are automatically entered into a monthly draw. Licensed operators who are asked to show their PAL Card can also win free football tickets.

The competition runs from January until the end of March. Six pairs of tickets to the match of the winners' choice are being distributed each month (three pairs to site managers, three to platform operators).

January's winners were:

- Site manager *Stuart Thompson of Laing O'Rourke Civil Engineering - T5 Heathrow Airport and Paul Richardson, the platform operator whose PAL Card he checked*
- Site manager *Steve Lewis of Pearce Construction, and PAL Cardholder Gary Anthony Jackson*
- Site manager *Dave Rowe of Sir Robert McAlpine and PAL Cardholder Kenneth Naylor.*

"We want to make sure that it is a matter of routine for all site managers up and down the country, in all sectors of industry, to check the credentials of mobile elevating work platform operators," said IPAF managing director Tim Whiteman.

Full competition rules and entry instructions can be found at www.ipaf.org

CAP scheme expands

IPAF approved training centres are being invited to add Competent Assessed Persons (CAP) training to their services. The CAP scheme audits engineers to validate their competence to check machines. British standards require that "a competent person" makes a thorough examination of machines, but the definition of competence has always been subject to interpretation. The CAP scheme clarifies any ambiguity for the access industry. Companies using a CAP certified engineer can be sure that they are in compliance with the standards.

Until now, IPAF has been delivering CAP training and assessment directly, but it is now looking for training centres that are willing to add this function to their existing operations. Centres with an engineer who has the requisite knowledge and experience to train



and assess other engineers are invited to contact Rupert Douglas-Jones at IPAF to become approved CAP training and assessment centres. The first centres are expected to be appointed by April.

IPAF has organised the following CAP open assessment courses:

- 17 March - Wakefield
- 14 April - Bishops Stortford
- 12 May - Wakefield
- 16 June - Bishops Stortford

Please contact Eleanor Morrison (eleanor.morrison@ipaf.org) for further details.

Approved training for hire desk controllers

Natalie Smales of Aerials for Industry (AFI) is the first holder of a brand new IPAF qualification for hire desk controllers. The IPAF approved training programme for hire desk controllers was the initiative of AFI director Austin Baker. After finding no formal training programmes for this key function, he approached IPAF and together they developed the course.

"To my knowledge, this is the first time that there has been an approved qualification for hire desk controllers for the access rental industry," he said.

Natalie Smales completed a six-month, in-house training programme, administered and controlled by AFI's operator training centre, Insight. Three more AFI employees are also completing the course. The programme is now available to all IPAF members. Contact Rupert Douglas-Jones at IPAF for further details.

and the access industry's annual dinner, where the guest speaker is Bob "The Cat" Bevan.

For the first time, IPAF is holding a golf day on Sunday 15 May, as a curtain raiser to the big event. This is open to golfers of all standards and will be held at one of Whittlebury Hall's own courses. (Details from Rupert Douglas-Jones on tel: 015395 62444, rupert.douglas-jones@ipaf.org). For those attending

SED on the Tuesday, show organisers are providing a shuttle bus.

Register now for free tickets to the IPAF Summit and/or book your tickets for the IPAF reception and dinner by contacting Jean Harrison on 015395 62444, info@ipaf.org www.ipaf.org. To book accommodation contact Whittlebury Hall on 01327 857857 or at www.whittleburyhall.co.uk. A full preview of the IPAF Summit will appear in next month's IPAF Focus.



This year's IPAF Summit is being held on Monday 16 May at the luxurious Whittlebury Hall near Silverstone, conveniently close to the SED show in Milton Keynes, which starts the following day. The Summit will be followed by a champagne reception



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JCB launches new platform designs

JCB has introduced a range of access platforms that can be fitted to four of its larger telescopic handlers. Its 'Man Platform' can be mounted on the 12.3-metre lift height 535-125, the 13.8-metre 535-140 and 540-140 and the 16.7-metre 540-170 Loadalls. Designed to meet the latest EN280 regulations for mobile elevating work platforms, the platform is available in three models - a 2.5- x 1.25-metre fixed deck, a 2.5- to 4- x 1.2-metre extending deck, and an extending deck version with a hydraulic rotation capability.



the tilt function on the Loadall's safe load indicator also gives an audible warning of overload and an automated cut-out if the warning is ignored.

Should a unit's engine stop, the platform can be lowered and retracted from either the platform or the Loadall's cab using an electric pump. For a Loadall to use the Man Platform, all cylinders have to be equipped with check valves, and the tilt cylinder protected in both directions.

All versions are controlled using a radio remote-control, which only operates when the stabilisers are deployed and the handbrake is applied, while a master key from the cab has to be used to turn the remote control in the platform itself. As a further safety function,

telemetry loadcells for measuring loads, the Radiolink plus. The base station is available with or without an integral LED display and has a programmable system that can be connected to a range of peripheral devices such as a datalogger, ethernet card or full size LED slave display.

A standard software library is available for the base stations to suit most common applications - special versions are available on request. The base station may also transmit directly to a PC or Laptop via the integral Rs232 interface.



Straight to the point

Producer of load monitoring and weighing devices, Straightpoint (UK), has launched a 'base station' to link to its top-selling range of



Use the force

FilterMAG has developed a product of the same name that when clamped to the outside of an oil filter traps tiny particles of dirt and metal carried by the oil that may be otherwise missed by the filter during the filtration process. FilterMAG is a set of high-intensity magnets arranged in a half-cylinder unit that fits around the curve of the oil filter and traps the particles to the inside surface of the filter cartridge.

Standard spin-on oil filters are generally efficient at capturing debris of diameters down to about 30 microns, but problems start to occur when smaller ferrous particles (of 10 micrometres or less) go undetected by the filter and are carried back into the

engine system with the oil. Made of precision ground and arced neodymium, however, FilterMAG is extremely powerful and shaped to concentrate the magnetic field at the inside surface of the filter, trapping ferrous particles as small as 1 or 2 micrometres.

Once captured, the iron debris stays put, imprisoned in a magnetic field so strong that the flow of lubricant cannot scour and wash the debris back into the oil stream. A natural result is that the oil retains near pristine quality, and engine performance remains close to its optimum for a much longer period. When it's time to change the filter, the FilterMAG can be easily removed and snapped onto the replacement filter.

fine-tuning

HBC-radiomatic has developed a unique process for the interruption-free operation of radio remote control systems for cranes. Its new Automatic Frequency Management (AFM) automatically searches for free radio channels during cases where interruptions due to the simultaneous use of different radio systems on site may otherwise occur. AFM ensures that free radio channels are constantly available and if the frequency being used is momentarily interrupted by, or occupied by another radio system, a frequency change takes place in fractions of a second.

The system can also be used with HBC's RM acknowledgement system, whereby twice the data rate can be exchanged between sender and receiver in both directions compared with previous systems. A further option enables the field strength of the received signal to be displayed. The AFM is currently available for the 735 and 770 spectrum radio systems.

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, Box 3227, Brighton BN1 4UR, or alternatively by e-mail to: info@vertikal.net with "Innovations" typed in the subject box.

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IPAF Access Summit, AGM and Luncheon
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Outdoor demonstrations of utility
and construction equipment
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Louisville, Kentucky, US
Tel: [1] 414-272-0943
Fax: [1] 414-272-1170
www.icuee.com

Apex 2005

International powered access fair
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Maastricht, The Netherlands
Tel: [31] (0) 547 271 566
Fax: [31] (0)547 261 238
e-mail: Joyce@ipi-bv.nl

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Fax: [49] 511 89 32654
e-mail: cemat@messe.de

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Telescopic AT-Cranes

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
90 t	Liebherr	LTM 1090	1991	10 x 8 x 10	45 / 20	direct
80 t	Krupp	KMK 4080	1994	8 x 6 x 8	43 / 13	direct
70 t	Liebherr	LTM 1070/1	1995	8 x 6 x 8	40 / 15,8	direct
70 t	Liebherr	LTM 1070	1992	8 x 8 x 8	42 / 18	direct
70 t	Krupp	KMK 4070	1991	8 x 6 x 8	38 / 16	Dec. 2004
70 t	Krupp	KMK 4070	1990	8 x 6 x 8	38 / 16	direct
70 t	Krupp	70 GMT AT	1988	8 x 8 x 4	37 / 16	direct
60 t	Krupp	KMK 4060	1989	8 x 6 x 8	35 / 16	direct
55 t	Demag	AC 125	1987	6 x 6 x 6	30 / 14,5	Dec. 2004
50 t	Demag	AC 155	1997	6 x 6 x 6	40 / 17,6	direct
50 t	Demag	AC 155	1993	6 x 6 x 6	40 / 17,6	direct
50 t	Faun	ATF 50-3	1995	6 x 6 x 6	38,6 / 16	direct
45 t	Krupp	KMK 3045 (3x)	1990	6 x 4 x 6	32 / 13	direct
40 t	Demag	AC 40-1	1999	6 x 4 x 6	31 / 13	direct
40 t	Liebherr	LTM 1035-3	1989	6 x 4 x 6	30 / 8,3	direct
35 t	PPM	400/3 ATT	2001	4 x 4 x 4	30,4 / 15	direct
35 t	PPM	380 ATT	1989	4 x 4 x 4	30,4 / 7,5	direct
35 t	PPM	380 ATT	1986	4 x 4 x 4	30,4 / 7,5	direct
35 t	P&H	S 35	1989	4 x 4 x 4	25,9 / 13	direct
35 t	P&H	S 35	1986	4 x 4 x 4	25,9 / 8	direct
35 t	Krupp	35 GMT	1986	4 x 4 x 4	26 / 8	Dec. 2004
35 t	Krupp	35 GMT AT	1985	4 x 4 x 4	26 / 1	direct
25 t	Liebherr	LTM 1025	1990	4 x 4 x 4	26 / 8,2	direct
25 t	Liebherr	LTM 1025	1990	4 x 4 x 2	26 / 8,2	direct
25 t	Krupp	KMK 2025	1994	4 x 4 x 4	23 / 13	direct
25 t	Krupp	KMK 2025 (4x)	1992	4 x 4 x 4	23 / 13	direct
25 t	Krupp	25 GMT AT	1987	4 x 4 x 4	23 / 9	direct
20 t	Krupp	KMK 2020	1990	4 x 4 x 4	20	direct

Rough-Terrain Cranes

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
35 t	Pingely	TT 386	1979	4 x 4 x 4	31 / 9	direct

Telescopic Truck Cranes

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
60 t	Grove	TT 865 E	1993	8 x 6 x 8	38 / 16	direct
50 t	Grove	TM 750 E	1988	8 x 4 x 4	38 / 16	direct
50 t	Grove	TM 750 E	1985	8 x 4 x 4	38 / 16	direct
25 t	PPM	C 280	1990	6 x 4 x 2	30/9	direct
25 t	PPM	C 280	1990	6 x 4 x 2	30	direct

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