

WOLFFKRAN

WOLFF
kissing the sky

THE CLIMBING SPECIALIST | LUFFING CRANES | FROM S TO XXL | MADE IN GERMANY

Where cranesational WOLFFKRAN technology is involved, suddenly whole new perspectives open up: heaven and earth move closer together and pioneering architecture comes alive. Be inspired! Build on the strength and intelligence of the leader of the pack. Find out more about WOLFFKRAN: Tel. +49 7131 9815-0

www.wolffkran.com Der Leitwolf. *The leader of the pack.*



On the cover:

A Grove RT600E (60 US ton capacity) working on the construction of Passante di Valico - a new Autostrada between Bologna and Florence.



C & a contents

17

Rough terrain cranes



25

Boom lifts



63

HMF



SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:
www.vertikal.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8707 740436 Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6

Manitou buys Gehl, Allan Access fails, Palfinger acquires Omaha Standard, ALE launches 4,300 tonner, New Liebherr LTM1100-4, New Kobelco CKE 1100 crawler crane, Manitowoc expands Wilhelmshaven plant, Tanfield writes off £75 million, First Ruthmann T580 arrives in UK, Tower crane drops its load, Hiab wins big order after profits warning, A new crane tyre for the UK, Instant-UpRight unveils new products, Oshkosh more upbeat.



Rough Terrain cranes 17

Europe - and the UK in particular - has never been a major market for the Rough Terrain crane. Its popularity is however growing albeit from a very low level and at a slow pace. Here we take a look at its early days and chart its progress through to recent developments.



Boom lifts 25

We take a look at some of the latest new products in the self propelled boom lift market, including the new tracked machines from Giraf Track and Nagano and models from Skyjack, Genie and JLG.

Vertikal Check 33

This year's Vertikal Check, the eighth, was held at Platformers' Days in Germany at the end of August. Self-propelled Rough Terrain articulated boom lifts with platform heights of between 50 and 60ft (16 to 18 metres) were the machines under the close scrutiny of a very experienced panel of judges.

In the next C&A

The November issue will feature: Big scissors, Push around scissors, Self erecting tower cranes, Remote controls and a review of the SAIE show in Bologna.

Outriggers 38

Barely a week goes by in which there is at least one or more accidents caused purely by the incorrect set-up of outriggers. We ask why this happens and what can be done improve the situation?



APEX 41

APEX has now firmly established itself as the international access equipment show. The amount of new products surprised many, including us, so here is an extended review of the show highlights.

SAIE preview 49

We take a brief look at SAIE in Bologna, Italy's premier access equipment, telehandler, loader crane show.



HMF 63

Danish Højbjerg Maskinfabrik or HMF as it is more popularly known, has slowly been ramping up its business and has its sights set on being one of the top four global loader crane manufacturers. We visit the factory, talk to ceo Ove Trankjaer and hear about its new models and plans for the future.

regulars

Innovations 53

Ladders 54

Pasma Focus 55

ALLMI Focus 57

Training 59

IPAF Focus 61

Books & Models 62

Your letters 64

What's on? 68

On-Line directory 72



Syrinx No.1 for Hire Software
450+ companies throughout the UK and Ireland use Syrinx®

www.higherconcept.co.uk

+44 (0)118 947 6669



25



1983 - 2008

IPAF
-org



Welcomed on MCG sites

cranes & access

The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
web: www.vertikal.net

Germany, Scandinavia,
Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,
Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615
Fax: +49 (0)761 8866814
email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,
Corte Lambruschini,

Corso Buenos Aires 8, V Piano-Interno 7,
I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088
email: mediapointsrl.it

The Netherlands

Hans Aarse

39 Seringenstraat, 3295 RN,
S-Gravendeel, The Netherlands

Tel: +31-78 673 4007 Mobile: +31(0) 630421042
email: ha@vertikal.net

Russia

Cranes&Access Russia

DM Publishing 127287 Pocc
Moscow

tel. +7 (495) 685 94 28

fax +7 (495) 685 94 29

e-mail: matrosova@vertikalnet.ru

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY. UK

Tel: +44(0)8707 740436
email: pp@vertikal.net

Design & Artwork by:

bp design Ltd.

Tel: 01707 642141 Fax: 01707 646806
email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2008

The Vertikal Press also publishes:



For users & buyers of lifting equipment

October 2008 Vol. 10 issue 7

Editors:

Leigh Sparrow

Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Andrew Klinaihev (Moscow)

Sales & customer support:

Pam Penny

Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

Vertikal
Press

The Vertikal Press Ltd.
MEMBERS OF



Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,
cranes & access,
PO Box 6998, Brackley
NN13 5WY, UK

Tel: +44(0)8707 740436

Fax: +44(0)1295 768223

email: editor@vertikal.net

c&a comment



Credit crunch or credit sense?

When it comes to running a business one of the greatest challenges is cash flow. More companies fail for this

reason than any other. In the equipment industry - manufacturing or rental - it is perfectly possible to survive a year or two of losses. Run out of cash however and you're quickly dead in the water. This is made even worse when banks reduce credit lines on a whim, particularly when they notice some decent payments arriving into the account.

Slow payers have been the thorn in the side of the industry since the year dot. However even more devastating are those who don't pay at all. When they disappear or go into administration they can owe thousands or even millions. Even worse when they pop up a day or two later with another name.

Bad debts are the scourge of the Crane and Access rental business. All too often, well-run, service-orientated customer-focused rental companies put cash collection on the back burner and are afraid to refuse to supply 'customers' even though they are not getting paid. The problem then is that the debt becomes far bigger than it would have been had sound cash collection and credit policies been in place.

When times get tight, the situation quickly deteriorates, and it is typical in our industry for a user to move from one supplier to another as his credit finally runs out. The industry has often discussed the pooling of information on these 'Non -customers' in order to help cut down on this practice. In Australia the EWPA has a system set up with an outside contractor and has reported some success. Here in the UK companies such as Top Service with innovative ideas and services that could really develop into a first rate credit information exchange for the industry.

As the credit crunch bites, now is the time make sure cash is collected on time. As the saying goes - look after the pennies and the pounds will look after themselves. If the banks are incapable of doing that, you can be sure that there will be many others in the same situation.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

Vertikal
.net