

# cranes & access

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August □ September 2004 Vol. 6 issue 5

## Heavy-duty Tower Cranes



P35

## C&A Top 20

P25



## Rough Terrain Scissors

P18



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Check

P30



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## on the cover:

With an access fleet of more than 6,000 booms, scissors, truck- and trailer-mounted platforms, Nationwide Access stands proud at the very top of C&A 2004 Top 20 access hire company listing in spite of limited new investment. Turn to page 27 for the complete 2004 survey, which also includes the full Top 20 UK crane hire company league table, the Top 5 UK tower crane rental company listing, and for the very first time, a Top 10 listing of the UK's leading telehandler hire companies.



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# C&a comment



## Big is not always beautiful

Shall I compare thee to a Summer's day? Thee being the UK crane industry, then no, not really - the Summer so far being on par with a

bleak day on Bodmin and the crane and access sector for the first time in recent years seemingly brighter than the morning sun. So suggest a number of UK industry analysts.

The UK crane hire industry "is finally turning the corner" with 16 leading companies reporting a sales increase of over 15 percent in 2003, 19 reporting doubled profits, and 29 reporting debt reductions of 50 percent according to the surveys.

But in spite of this positive trend, evidence suggests that big is not always better, and that scrapping among the UK's mid to large crane hire companies is minimising the potential to cash in on the current strong market conditions. "Leave them to it" say the smaller players.

"Size does not necessarily lead to success in the crane industry," says David Patterson, senior analyst at Plimsoll Publishing. "The larger companies are finding it hard to breathe, while the smaller companies are at little risk of take-over as they don't offer any strategic opportunity. I predict we might see at least two of the top companies having to merge or be taken over." Shades of the consolidation of the original Baldwins and GWS into Ainscough in 2003 may be forming here.

If it all sounds too familiar, just consider the access industry and Meek Groups' failure at the end of last year and its subsequent take-over by The Platform Company. Then came Haulotte's acquisition of UK Platforms a few months later, followed by Elevation, one of Ireland's largest access equipment rental companies, filing for liquidation. Just a month later, the administrators came knocking at the door of Independent - at the time one of the UK's largest access rental companies.

But, despite the difficult rental conditions across the UK in recent years, and indeed across Europe, utilisation is on the rise, non-private construction in the UK is strong and rates are showing signs of improvement, albeit at a slower pace than when they plummeted when business slowed a few years back. The sun is shining and now is the time to make hay!

Readers can assess for themselves how all these factors have helped to shape our 2004 annual Top 20 survey starting on page 25, which, for the first time, includes a listing of the UK's Top 10 telehandler hirers.

*Warren Wadsworth*

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# Hewden pays for Canary Wharf crane collapse

Hewden has paid a full and final settlement of £4.875 million to Yarm Road Limited (YRL) and Cleveland Bridge UK Limited (CBUK), following the collapse of a tower crane at the HSBC headquarters, Canary Wharf in May 2000, which killed three workers. The settlement brings to an end more than three years of litigation.

Michael Whittard, Peter Clark and Martin Burgess, who were working for Hewdens at the time, were killed, and two other employees injured, when a MAN Wolffkran

Hydro 32BF tower crane collapsed, while a specialist team from Hewdens was increasing the height of the crane by the process 'climbing'.

After the collapse, however, discrepancies arose in establishing which company was legally in control of the crane when the accident happened, and therefore responsible for the damages incurred. After several court appearances, full responsibility was eventually placed upon Hewdens shoulders.

## New national crane group for UK customers

**Twenty-eight UK crane hire companies have combined their resources and crane hire services to provide a nationwide crane hire facility with access to more than 500 mobile cranes.**

Dubbed the 'National Crane Group', the new service has been set up to promote safer lifting operations and provide UK customers wishing to hire in a crane anywhere in the UK with an alternative to the existing larger UK national crane hire companies.

Under the National Crane Group's umbrella, the UK has been divided up into seven main 'Areas' with a main group member at the head of each location. A further three members operating under each of the main group members have also been allocated to ensure sufficient crane hire cover for each of the seven Areas.

On dialling a single national coverage telephone number, customers will be transferred directly to the main member of the relevant Area, while a facility to allow clients to hire a crane in their particular Area using the single national number has also been set up.

The main members at the head of each area have been named as;  
**Area 1** (Scotland) James Jack Lifting Services;  
**Area 2** (North West) John Sutch Crane Hire;  
**Area 3** (North East) Mammoet UK;  
**Area 4** (Wales) Bob Francis Crane Hire;

**Area 5** (Midlands) NMT Crane Hire;  
**Area 6** (South West) McSalvors (Plant Hire);  
**Area 7** (South East) Terranova Lifting.

Commenting on the new service, Alec Glover of representative for the South East, Terranova Lifting, said: "The National Crane Group has been established to offer corporate clients national crane-hire coverage as they don't have many options left.

"Our main motive in setting up the service is to provide a first-class service to our customers. The majority of our members are family operated companies that apply well-monitored safety systems."

"Our aim is to prevent site accidents and we will be apply the latest Health and Safety regulations in accordance with PUWER 1998, LOLER 1998 and BS7121 Safe Use of Cranes Part 1 1989 and Part 3 2000."

The group's fleet of more than 500 mobile cranes will include all sized truck-mounted cranes, all terrain cranes from 7 to 1000 tonnes capacity, city class cranes from 10 to 70 tonnes and various capacity crawler cranes.

## Bouffault replacement named by Manitowoc

**The Manitowoc Crane Group (MCG) has named Phillipe Cohet as it's new executive vice president for the European, Middle East and Africa (EAME) regions. The appointment follows the recent announcement by the current post holder, Jean-Yves Bouffault, who said that he would be retiring from the crane business at the end of September. Mr Bouffault was chief executive officer of the Potain group prior to its acquisition by Manitowoc in 2000.**

Mr Cohet will be based at Manitowoc-Potain's Ecully site in France and report directly to MCG's president Glen Tellock.

MCG also named Larry R Bryce as the new vice president of its executive team for worldwide marketing.



Mr Bryce replaces executive vice president, Larry Weyers, who will now concentrate on managing the worldwide operations of Manitowoc Crane Care, the company's after sales service organisation.

## AFI GETS FINANCIAL GO-AHEAD

AFI Aerial Platforms has completed a £1.5 million fund-raising process with venture capital firm, Northern Venture Managers (NVM). With the investment, AFI plans to expand its current 1,600-strong aerial platform fleet and open a further three depots, two confirmed being in Newport South Wales and Southampton, taking the firm's total up to 12 UK depots.

"We have exciting plans for the future and NVM's investment in AFI will help create a stronger business, so that we can expand geographically and grow our rental fleet at a faster rate," said AFI managing director, David Shipman. AFI has trebled in size during the past two years, increasing its annual turnover from £2.2 million to £7.5 million.

The latest purchase by the company includes 135 scissor lifts from Skyjack.



From left to right in pic: David McNicholas, assistant director of Leeds-based Corporate Finance firm Deloitte & Touche, AFI managing director, David Shipman, AFI corporate development director, Nick Selley and AFI financial director, David Ridge.

All eyes were on East German crane operator, MaxiKraft/Kranlogik of Saxony, recently who was responsible for the positioning of the dome on top of the reconstructed Frauenkirche Cathedral in Dresden. The company called on the prowess of its 550 tonne capacity Liebherr LG 1550 mobile crane for the spectacular lift, which entailed raising the 28-tonne golden dome 80 metres up into the air at a 39 metre radius. The crane was rigged with 49 metres of main boom, a 70-metre luffing jib, a 6-metre whip line and a underhook height of 120 metres for the lift, which took just ten minutes to complete.



## Mobile crane sales down at Liebherr

The Liebherr Group has disclosed a 4.7 percent drop in its mobile crane sales to €864 million (UK£581 million) for the 2003 fiscal year, compared to revenues of €907 million (£610 million) reported in 2003.

The declining mobile crane sales, however, were offset by an increase in total crane and earthmoving equipment sales, which lead to a marginal improvement to the Group's consolidated turnover of 0.1 percent to €4,087 million (£2,749 million).

The construction (tower cranes) crane and concrete machinery operations reported an increase of 3.2 percent, or €10 million (£6.7 million), to €326 million (£219 million) during the same period. However, it was strong sales in Liebherr's mining and earthmoving sectors, which saw a five percent rise, or

€61 million (£41 million), to €1,298 million (£874 million), during 2003 that were largely responsible for the consolidated growth.

Turnover in the maritime cranes sector increased by 3.7 percent to €258 million (£174 million). 'Certain Asian markets had an important effect on stabilising the turnover,' said Liebherr, with The People's Republic of China and South Korea in particular, and also Japan, all being growth markets for the company in 2003.

'Only partial growth was experienced in Western Europe,' according to the company, 'with slight increases in turnover in Austria, France and Spain failing to compensate for falling sales elsewhere, such as Italy and The Netherlands.' Turnover in Germany remained flat at just over €1 billion (£0.7 billion).

## Worker escapes boom collapse



A worker was seriously injured last month when the ground gave way under a JLG 600AJ articulated boom lift working on the new Joseph Wright sixth form building at the Derby College. The machine fell against the building's framework, which prevented it from falling further.

The 36 year-old operator suffered serious arm injuries after being trapped inside the platform before colleagues were able to reach him using a platform suspended from a crane that was working on site. The job site was immediately closed down pending a Health and Safety Executive investigation.



## Cat launches top tele

Caterpillar has topped its telehandler line-up with the introduction of what is now the company's largest model. Allocated the TH580B, the new unit is rated at 5 tonnes capacity with a maximum lift height of 17 metres, and completes Caterpillar's eight-strong B-Series telehandler range up to 5 tonnes lift capacity and lift heights up to 17 metres.

Aimed at the large construction and civil engineering sectors, the TH580B is available in two configurations, Construction and Construction Plus – the main differences being a much higher specification cab, including air conditioning and air suspension seat with the Construction Plus version.

The unit utilises a fully synchronised, four-section boom, with load-sensing hydraulics, which is electro-hydraulically controlled for proportional and simultaneous boom movements.

Additional hydraulic circuits and mechanical or hydraulic quick-couplers can also be fitted to accommodate numerous work tool extensions, such as forks, buckets and grapples, material handling arms, pick-up brooms, and two access platform basket versions.

As with all units in the B-Series range, the TH580B features a side-mounted engine layout and an electronic control system with diagnostic capabilities that can be accessed by way of a laptop, or remotely through the GPS-based Cat Product Link system.

Nationwide has won the contract to supply BAA with all its powered access requirements during the construction of a 32-metre high passenger bridge that will eventually span a live taxiway at Gatwick Airport's North Terminal.

that we have about 60 machines on site at any one time." The project is scheduled for completion by the end of the year.

"We're supplying everything from small scissors lifts to 40-metre self-propelled booms on this job," said Nationwide project manager, Julie Wallace.

"We have planned for 1,200 machine-weeks, which means



## First half sales jump in line with Palfinger's plan

Palfinger, the Austria-based knuckle boom crane producer, has posted sales of €190,6 million (UK£128.3 million) for the first half of 2004, a €23 million (£15.5 million), or 14.3 percent, increase compared with the same period last year. Profit before tax also showed strong growth to €16 million (£10.8 million), or a 10.6 percent increase.

Palfinger attributed the 2004 first quarter revenue increase largely to developments in North America and growing interest in newer hydraulic systems. In the second quarter, the revenue increase was mostly put down to strong performance by the company's European crane operations.

Looking forward, Palfinger remains confident that it will exceed 2003's record revenue of €334.1 million (£225 million), generated by the sales of more than 18,000 cranes and systems, by the year-end.

# AJ Access acquires Cox Plant

**AJ Access Platforms, based in Gwent, south Wales, has acquired the access rental fleet of Cox Plant for an undisclosed cash sum. The purchase includes over 100 machines that will be incorporated into AJ Access' core used equipment business. All existing hire contracts will be honoured.**

"We have orders for most of the equipment already as currently there appears to be a shortage in the market place and new deliveries appear to be extended," said AJ Access director Tony Mort. "These machines are not for our own rental fleet, but are specifically for our used/resale sales activity, which remains the company's main focus world-wide."

Cox Plant said that the disposal of its access rental fleet would allow it to focus on its core strategy of specialising in general plant hire. AJ Access has also launched a new website to enable the purchase of used equipment from the company live over the Internet.

# Sam Hire, Chadwicks and Jacksons come together

The Heiton Group has recommended a take-over bid from Grafton Group Holdings to acquire approximately 70 percent of the shares in Heiton that it does not already own.

The offer values the company at €339 million (UK£223 million) and the combined group will have annual sales in the region of €2 billion (£1.3 billion). The main activities of the two groups are branded builders' merchants in Ireland and the UK, but both have significant rental operations and are a relatively large provider of access equipment.

Heiton has concentrated its rental activities under Sam Hire, which rents out tools and general plant and is a significant player in the powered access and alloy tower market in Ireland. The Grafton group owns Chadwicks and Woodies in Ireland - Chadwicks has a significant powered access and scaffold division in Ireland with 12 locations.

# Orders for 3055 top 100

More than 100 confirmed orders have been received for Grove's new 55 tonne capacity GMK3055 since its launch at bauma 2004, according to the company. Such has been the interest shown in the 3055, said Grove, that it decided to take the unit on a four week, 2000-kilometre demonstration tour across The Netherlands, which it recently completed at the point of the first sale to Herpertz of Heythuysen.

"We know the predecessor model, the GMK3050, very well because we already have four in our fleet, and they have been stalwart performers for many years," said Herpertz owner, Jan-Paul Herpertz. "But, the technology has moved on, and the performance of the new model is even better, so we will progressively replace all of our 50-tonners with this new 55 tonne machine."

The GMK3055 has been designed with a new, longer 43-metre boom, which makes it a strong contender in the 60-tonne capacity class.



Runcorn-based Quigley Crane Hire recently looked to its 350 tonne capacity Demag AC350 SS2 mobile crane to lift a 3 tonne bronze sculpture onto the new Peel Holdings building at Trafford Quays, Manchester. A 46.9-metre main boom combined with a 48-metre luffing jib provided the necessary up-and-over reach for the delicate lift to height of 42 metres and a radius of 56

metres. The sculpture, entitled Venus Trinity is a twice-life-size bronze casting of three naked female figures by Manchester sculptor, Colin Spofforth.



Panther Platforms recently put the UK's first Oil & Steel Eagle 44/30 to work on a project for Mowlem construction that required the refurbishing of a Miton Keynes Safeway store. The unit's cage, which is perched on top of 16-metre long, three-stage telescopic upper boom, was fitted with 150psi water tanks and generator for the job.



# SkyJack sales up 84 percent

Canada-based aerial lift producer, Skyjack, has disclosed a massive 84 percent sales increase in its 2004 first half sales to C\$121.4 million (£50.9 million). Net earnings improved from a loss of C\$11.9 million (£5 million) reported in 2003 to a profit of C\$4.1 (£1.7 million) this year. European sales were approximately C\$18.5 million (£7.8 million).

Frank and Linda Hasenfratz, chairman and main board director at Skyjack's parent company Linamar, commented: "Strong sales growth in the second quarter of 2004 compared to the same period in 2003, follows similar results in the previous two quarters. For the near term, this market trend appears to be continuing. However,

this market is very competitive and price pressure is severe. Skyjack remains one of the leading companies in the elevated work platform market and it is continuing to develop its European and North American markets."

Skyjack has undergone extensive changes in the way it produces its product, focusing efforts on

reducing costs and altering the manufacturing strategy from one of a complete component manufacturer to a design, assembly, marketing and distribution strategy. The company claims that this has contributed to the noted improvements in the company's results.

Full story on [www.vertikal.net](http://www.vertikal.net).

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# HSE to blitz UK crane hirers

The Construction Division of the UK's Health & Safety Executive (HSE) has begun targeting UK crane hire companies as part of a 'crane-hire blitz' to crackdown on unsafe lifts performed under CPA crane hire conditions.

In a letter to Colin Wood, chief executive of the Construction Plant-hire Association (CPA), Susan Thompson, HM inspector of Health and Safety, disclosed that the visits are scheduled to take place during the Autumn/Winter of this year.

Mrs Thompson said that "during 2004/5, the emphasis of the HSE's work on lifting operations will be on the use of mobile cranes on site and that it will be focusing on the crane-hire industry.

"We have increasing evidence that lifting operations are being undertaken without proper organisation when cranes are hired out under CPA crane hire conditions," said Mrs Thompson. "In particular, we are concerned that those who hire in the crane are not competent to plan the lifting operation and that there is no appropriate supervision once the crane arrives on site.

"We believe it is important that those who hire-in cranes are aware of our concerns regarding planning for safe lifting and that we will be pushing for CPA contract hire arrangements where they, as clients, cannot demonstrate competence in this area. Full story on [www.vertikal.net](http://www.vertikal.net)

## Couling to head Versalift

Steve Couling, European sales and marketing director for UpRight, has been named managing director designate of Versalift Distributors, to replace its current managing director Tony Coleman who retires at the end of the year.

Part of the Time manufacturing group based in Waco, Texas, and owned by O'Flaherty holdings of Dublin, Versalift distributes and mounts its aerial work platform product throughout the UK and

Ireland from its Northamptonshire base. The company has become the market leader in van mounted lifts in the UK and Ireland in the 10 years since it was founded in 1994.

Versalift conducted an unusually high profile, public recruitment campaign to find a successor to Mr Coleman. UpRight has confirmed that Mr Couling will be leaving the company effective from September 17, but declined to comment on his future role.

# Terex sales up

The Terex group has announced a 20 percent rise in sales to \$2.4 billion (UK£1.3 billion) in its first half results for 2004. Net income rose to \$76 million (£42.2 million) from a loss of almost \$40 million (£22.2 million) 12 months earlier.

Terex Cranes performed better than expected with sales for the second quarter marginally above last year's level at \$276 million (£153.5 million). Sales for the first half were \$486 billion (£270 billion), less than five percent short of last year's record year, firmly placing the business on track to achieving full year sales close to the \$1 billion (£0.6 billion), that it achieved last year. The company's backlog at the end of June was \$285 million (£158.5 million) compared to \$153 million (£85.1 million) reported in 2003.

"While North America remains a difficult market, we expect modest improvements heading into 2005," said Steve Filipov, president Terex Cranes. "Our international cranes businesses, most notably Terex-Demag, delivered improved operating margins on reduced net sales, mainly attributed to low used crane sales in 2004. The tower crane business - the smallest crane operating group - also produced superb results for the quarter."

Mr Filipov said that he remains optimistic about Terex Cranes' future prospects. "We continue to see signs of a stabilizing market in North America, a market that has seen an approximate 70 percent downturn in demand since 2000."

## Booms

Terex aerials, predominantly the Genie business, one of the group's most profitable divisions, showed strong sales growth, up by almost 30 percent in the first half to \$406 million (£225.8 million), with the second quarter outperforming the first.

Margins and profits were up significantly, with gross margins exceeding 21 percent and half year operating income increasing by over 40 per cent to \$53.9 million (£29.9 million) compared with the previous year. Backlogs rose steeply to \$115 million (£63.9 million) from \$21 million (£11.6 million). Significant revenue improvements were reported in North America, Germany, France and the UK.

"While cost pressures from many of our suppliers, particularly steel, negatively impacted our gross margin, our operating margin continued to improve," said Bob Wilkerson, president Terex Aerial Work Platforms. "As customers continue to demonstrate improved financial performance, we expect many will look to expand their rental fleets to meet increased demand for light-duty rental equipment. Our performance growth continues to be mainly driven by replacement demand, as rental companies have stopped ageing their fleets."

Industrial lifting equipment specialist, Seward Wyon, has been awarded a contract by Southampton Container terminal to raise the height of five Morris quayside gantry cranes. The job requires raising the height of each crane by five metres, from 31 to 36 metres under the spreader, in order to cater for higher deck stows and to service the larger vessels that call at the port.

A 1000-tonne capacity modular system, comprising 185 strand jacks controlled by a central computer, and capable of jacking up to 5.5 metres, was designed to complete the work.



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## Orion takes new Wumag

Orion Access Services of Erith near Dartford has added a 35-metre working height Wumag WT 355 truck-mount, purchased from SkyKing Equipment, to its year-old fleet. The unit is mounted on an 18-tonne MAN chassis and will boost Orion's service portfolio for heavy-duty applications.

"Although we currently supply a number of 3.5- and 7.5-tonne vehicles on a self-drive basis, we want to focus our attention on the training and supply of



equipment to companies operating in the highways and construction sector," said Paul Chalk, managing director at Orion.

Orion recently supplied the unit for the fitting of pigeon prevention spikes on Westminster Cathedral in London (pictured).

## Offshore Crane Engineering rescued

Offshore Crane Engineering of Aberdeen has been acquired by mystery company, TSI (Crane), a new subsidiary of TSI (UK), within just two weeks of filing for provisional liquidation on 20 August this year.

Established in 1986, Offshore Crane Engineering, and its two divisions, Bucyrus Erie Marine Cranes and Caledonia Lifting and Certification Services, provide a one-stop crane management service to the offshore industry, from the provision of cranes, maintenance,

overhauls, specialist personnel and associated consultancy services to meet the needs of the North Sea oil and gas sector from its base in Dyce.

Bob Glatley, former chairman of Offshore Crane Engineering said: "It was obviously a sad day when the old company went into provisional liquidation, but I firmly believe that this new company will flourish under TSI's wing and I look forward to working with the business to continue to give the industry 'best in class' service."

## Haulotte profits up

Pinguely-Haulotte has posted a 16 percent increase to €127 million (UK85.2 million) in its 2004 first half-year sales. Sales in the second quarter of the period were also up by seven percent on the same quarter last year at €74.2 million (£50 million).

Excluding the LEV and UK Platforms acquisitions, like-for-like revenues were €114.3 million (£76.7 million), showing a seven-percent increase over 2003. Alexandre Saubot told C&A that the like-for-like increase is actually greater than this, due to inter-company sales between Haulotte, LEV and UK platforms being eliminated in the consolidated accounts.

According to Mr Saubot, order intake for the six months rose by 20 percent compared with 2003,

'reflecting signs of market recovery, which were confirmed in the second quarter.'

"Considering the significant second-quarter increase in production levels, the persistent weakness of the dollar and the rise in steel prices, Haulotte is on schedule to achieve its target revenues of €280 million (£188 million) and a net income of five percent."

When asked about how the company was coping with the steel and component shortages facing the manufacturing industry, Mr Saubot said that it was merely a question of price rather than availability, but that there was concern for the fourth quarter.

## HEK launches 'plug and go' platform

The Netherlands-based hoist producer and wholly-owned subsidiary of Interelect of Sweden, HEK, has introduced a new 300-kilogram capacity material hoist that utilises a single-phase, standard power supply for use where heavy-duty power supplies may not be available.

The HEK GL 300 S has been developed around a 'plug-and-go' concept, which operates from a basic 240v 50/60 Hz single-phase supply. The platform itself measures 1-metre wide, 1.7-metres deep and operates at a hoist and



descending speed of 8 minutes per minute to a maximum height of 50 metres.

The company is targeting the GL 300 S at rental and plant-hire companies that serve house building, maintenance and refurbishment contracts on low- to medium-height buildings - an area not typically served by material hoists.

## Tadano Faun boosts UK service

**UK Cranes, the UK and Ireland distributor for Tadano Faun cranes, has contracted Crowland Cranes of Crowland, Peterborough, to provide Tadano Faun customers with after sales support, including warranty cover.**

The deal, which became effective in August, has boosted UK Cranes' mobile service team to a manager and five engineers. "There is a shortage of good crane engineers and managers in the UK, so this agreement provides us with significantly more experienced cover, immediately," said Joe Lyon, managing director of UK Cranes.

As part of the deal, which covers England and Wales - separate cover already exists for Scotland and Ireland - customers now have the option of calling either UK Cranes or Crowland Cranes for all service and warranty issues.

## Manitowoc sales increase

**The Manitowoc Company has reported half-year group sales revenues of \$938 million (£523 million), up 21 percent from \$774 million (£431.6 million) in 2003. Net income for the same period jumped to \$21.5 million (£11.9 million) from \$6.5 million (£3.6 million), a whopping 330 percent increase.**

Crane sales for the six months rose by 24 percent compared to the first half of 2003 to \$583 million (£325 million). Operating income for the same period rose by 65 percent to \$28 million (£15.6 million).

The strong performance was attributed to improved global market penetration and increased demand across a number of international markets for mobile

telescopic cranes, tower cranes, and boom trucks, which helped offset weak demand for crawler cranes in North America.

"Global demand for our broader crane product offering continues to improve, especially in parts of Europe, Asia, and Australia," said Terry D. Growcock, Manitowoc's chairman and chief executive officer. "It's clear that our acquisitions, as well as our restructuring and consolidation efforts, are making a difference. Our product line and global market penetration have enabled us to deliver improved earnings despite continued softness in the US crawler crane market and significant increases in raw material prices."

## Hewden sees growth in revenues and profits

Revenues for the Hewden hire businesses, part of Canadian group, Finning international saw revenues for the first six months of 2004 rise by almost five percent to C\$341 million (£140 million) compared to the same period of 2003. Earnings before interest and tax were C\$16.9 million (£7 million), up by 12 percent on last year in spite of higher costs and depreciation. For full story see [www.Vertikal.Net](http://www.Vertikal.Net)

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# Outreach opts for competitor crane brand

**Outreach, the Falkirk-based forestry and timber waste industry handling equipment supplier, has chopped its 24-year long agreement as the sole UK distributor for Loglift and Jonsered cranes, to make way for a national distribution agreement for previous competitor, Epsilon. Epsilon is now part of the Palfinger Group, for whom Outreach has been the exclusive dealer for Scotland for almost 30 years.**

The Epsilon range was previously available through Palfinger's own England and Wales distributor, TH White, which will continue to sell the Epsilon construction crane line. Under the new arrangement, Outreach will be the sole UK distributor for the Epsilon timber and recycling crane range, while both firms will act as sub-dealers for the other.

"The decision for us to switch brand was not taken lightly," said Outreach managing director, Wilson Paton. "Outreach had

represented Loglift and Jonsered in the UK for 24 years, achieving dominant market leadership in the sector during every single one of them. We observed the purchase by Kone of Loglift and Jonsered's parent, Partek, and naturally had become aware of some of its future plans. We concluded that now was the best time to make a change.

Palfinger Group marketing director, Wolfgang Pilz said that "the new arrangement for the UK market will provide the best possible support for its customers and bring obvious commercial benefits to both Outreach and TH White."

*\*Pictured, Epsilon Kran managing director, Ing. Hans Freidrich (left) and Outreach managing director, Wilson Paton.*



## J Barnsley returns to Thames Barrier for crane overhaul

J Barnsley, the West Midlands crane producer, has been awarded the contract for the servicing, refurbishment or replacement of all cranes, hoists and jibs that it supplied for the Thames Barrier when it was first constructed more than 30 years ago. The company originally supplied more than 40 cranes and jibs for the seven offshore piers to control the barrier and help prevent the City of London flooding, as part of an order placed by UK contractor, Davy Cleveland Consortium, in the 1960s.

The UK's Environment Agency, which has been responsible for operating the equipment since its installation, recently requested that



J Barnsley undertake an appraisal of the original equipment, which includes cranes ranging from 5 to 12 tonnes capacity.

**UpRight is opening a new opening a new 28,000 square metre production facility in Mexicali in Baja California, Mexico. Located close to the Mexican-US border, the plant is expected to ship the first MX19 and TM12 electric scissor lifts within the next two weeks. Boom lifts and diesel scissors are expected to follow soon after. The company has already announced that the new Speed Level will be produced in Ireland from later this month.**

With just a couple of months to go before new STGO plates must be fitted to cranes in the UK, the UK representatives of four of the world's main crane manufacturers, Grove Cranes, Kato Cranes, Liebherr Great Britain and Terex Demag, have informed the Construction Plant-hire Association (CPA) and crane users of the procedures to be undertaken. The full document can be viewed at [www.vertikal.net](http://www.vertikal.net).

## NEWS HIGHLIGHTS

Hugh Cole, previously head of regional operations at Avis, has been named as the new managing director of Nationwide Access. Mr Cole will also join the executive committee of Nationwide's parent company, the Lavendon Group.

Kobelco Cranes North America has announced the promotion of Jack Fendrick to the position of general manager. Mr Fendrick joined Kobelco over nine years ago and has been instrumental in establishing the Kobelco range in North America.

The IPAF approved access training provider, Instant Training, has acquired Training Direct and is now operating from three centres in Bromsgrove, Gloucester and Newport.

Bobcat has extended the catchment area of its Wallingford-based distributor, R F Hayden Machinery Sales and Service, to cover Northamptonshire, Buckinghamshire, Warwickshire and Oxfordshire.

A-Plant has named Harvinder Azad as the firm's new UK financial controller. Based at A-Plant's Warrington head office, Mr Azad will report to finance director, Tony Durant.

Southern Electric Contracting has taken delivery of 20 Versalift 14- and 12.9-metre cherry-picker access platforms mounted on 4.6 tonne chassis 411CDI Mercedes panel vans for maintenance and installation work.

Load Instrumentation, producers of the Loadwise brand of load moment indicators, has been taken over by the Hawkley Group. The Hawkley Group, based in Bordon, Hampshire, makes weighbridges and portable truck scales as well as the Timotex range of forklift weighing systems.

The UK arm of off-highway transmission producer, ZF Transmissions, has transferred its UK after sales service from the Hindle Group in southern and north east England and Scotland, to Walkden-based Ecodrive Transmissions and Powertrain Products of the West Midlands. The changes do not effect ZF's after sales service network for Ireland.

The Lifting Equipment Engineers Association (LEEA) has unveiled a new logo to help raise the association's profile and raise awareness of critical safety issues with the specification, operation and maintenance of overhead lifting equipment. The new logo replaces the old design used by the LEEA since its creation as the Chain Testers Association in 1944.



Bill Boulton, best known to industry for his chairmanship of what was BET Plant Services during the eighties and nineties, has died at the age of 72.

Imes Group has appointed Derek Penny as the new General Manager of Buchan Inspection. Mr Penny was previously general manager at ABB Control Valves. Buchan Inspection is a specialist provider of high integrity accredited independent third party inspection, testing and advisory services for lifting equipment.

Bob Gleason, owner of the former Chicago-based crane distributor and rental company, Gleason Cranes, has died at the age of 81. He died in his sleep at his Chicago home on August 21st.

UpRight has appointed Shane Marshall as its new UK sales manager following Bob Elcomes departure in May. Mr Marshall was previously sales manager with Haulotte UK and more recently with UK platforms.

United Rentals, the world's largest rental company and the owner of the worlds largest fleet of Aerial lifts has announced that it received notice that the Securities and Exchange Commission ("SEC") is conducting a non-public, fact-finding inquiry of the company.

Finning, the Caterpillar distributor and owner of Hewden, has been awarded the Perkins engines distribution rights for the UK from January 2005.

The market leading Toucan range of mast booms appeared in JLG's orange and cream livery for the first time at the recent Platformers' Days in Germany.

Easi UpLifts the Irish/Scottish powered access hirer (no. 11 in this years top 20) has been named as new distributor for Aichi self propelled work platforms in the UK and Ireland.

Pietro Pagliero, one of the great pioneers of the truck mounted platform industry, has died at the age of 70. Just two months prior, Mr Pagliero received an award from the Italian chamber of commerce for 53 years of dedicated service to Pagliero, which he inherited from his father along with brother Giorgio.

### LAST MINUTE NEWS

At the time of going to press, C&A, learnt that Hewden has placed a multi-million pound order with Terex-Demag for around 25 Demag mobile cranes and around 100 Genie aerial work platforms. The story will be covered more extensively in the October issue.

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# upwardly mobile

As Hans-Georg Frey approaches the end of his second year as Liebherr-Werk Ehingen managing director, C&A took the opportunity to ask him about his term at the company so far, his market expectations for mobile cranes and Liebherr's plans for the future.



**Cranes & Access:** *Mr Frey, you took over as managing director of Liebherr Werk Ehingen in 2002. Has everything developed the way you had hoped?*

**Hans Frey:** At the beginning of 2003, the market environment for mobile cranes was a tough one. The world market for AT (all terrain) cranes had shrunk by 20 percent and we had a lot of new and used machines in stock.

Since then, we have worked very hard at Liebherr Ehingen to get over these difficulties. All credit to my team. We closed 2003 in profit, and it ended up being our third best year to date. So yes, things have definitely developed well. Better than I had hoped for in fact.

**C&A:** *How did the situation with the German AT crane market at this time affect Liebherr?*

**HF:** For the first time after years of decrease, the market showed growth. After a 40 percent drop from a record year in 2000, the German market rose by 13 percent last year. Liebherr has participated in this rise, improving its own market share by five percent.

**C&A:** *The competition has announced further market share gains. What is your prediction for Liebherr?*

**HF:** In 2003, we were holding market shares worldwide and improved them in Germany. In 2004 up until now, we have clearly seen global market share growth with an increase of several percent again in Germany. If this continues, I am

confident that we will reach our target for the year. And if there are no surprising incidents, 2004 will be a good turnover and profit year.

**C&A:** *At the moment Liebherr, through its 'Y-Guy' boom suspension system, is facing a possible patent infringement on Demag's Sideways Superlift (SSL) boom technology. How do you think the case will end?*

**HF:** In our opinion we did not, and do not infringe Demag's patent-rights with our boom systems. Still, to be on the safe side, we made clear modifications to the boom suspension of our LTM 1500 mobile crane. The smaller LTM 1400 features an entirely different boom construction.

The most important thing, however, is that the customer is not affected by this lawsuit. Legal proceedings are still completely open, though, so I would not like to predict when the case will end.

**C&A:** *On the advent of the LTC 1055 'City' concept crane, seen for the first time at bauma earlier in the year, Liebherr joined the market for single-cab cranes. Will you be developing this range?*

**HF:** The LTC 1055 is a very interesting concept. Technologically, it's completely different to our competitors' city crane versions. It is very compact and has an excellent load bearing capacity. Liebherr has great knowledge and experience of hydrostatic drive technology from its wheel loaders, for example, which is also a great advantage.

We will now observe how the crane performs on the market and how the single-cab crane market, as such, develops.

**C&A:** *With a potential production capacity for over 1,200 AT cranes, is Liebherr now concentrating on special machines like the LTC 1055 or the mobile tower crane?*

**HF:** We have a large factory to fill, so we focus on reaching good production levels, which includes the LTC line and the LG 1750. All machines are produced as part of a single line. The size of a line depends on the size of the machine. We do not like to build cranes as individual 'one-time' projects.

**C&A:** *You mentioned the LG 1750, the lattice boom crawler crane on a wheeled carrier, also seen for the first time at bauma. Is it possible to break-even with such a machine, or is it more of a specialised, prestige project?*

**HF:** The LG 1750 is not a prestige object. We will build the LG as part of small series. The advantage here is that the upper and slewing platform come from our established LR 1750 crawler crane. This means that we do not have to return to the drawing board in this regard. The crane has been developed to meet the increasing demands of the wind energy sector and turbine erection.

**C&A:** *There is new legislation concerning the next generation of engines that will be used for cranes, including a call for reduced*

*emissions. Will Liebherr be introducing new engines, or will it turn to another manufacturer?*

**HF:** We are today already ahead of our competitors in light of the new engine requirements and emissions levels. We launched Euro III years ago. Liebherr Bulle is working at full stretch to fulfil the new requirements and of course we will reach these with Liebherr engines.

**C&A:** *What are your thoughts on a potential recovery of the local crane rental market?*

**HF:** The UK market in the last few years has been steady and this year we are seeing a significant increase by more than 20 percent already. We hope this development will continue in 2005.

**C&A:** *What advantages do Liebherr customers have over those of the competition?*

**HF:** This is closely connected with the firmness and reliability that only a family company the size of Liebherr can offer. We have developed good crane concepts, load capacities, booms and drive systems. Overall, we offer our customers sound, solid cranes.

Another important factor is our excellent after sales service. The more complex a machine is, the more important it is to provide good customer service. Only with this in place can customers get the best productivity from their machines. That is why Liebherr has made a large investment in a service and repair shop in Biggleswade, UK.

Finally value preservation and resale value are also important factors.

**C&A:** *Finally Mr Frey, C&A would like to end this interview with our regular:*

'What is your favourite..?'

**C&A:** *Film?*

**HF:** Easy Rider

**C&A:** *Song?*

**HF:** Simply the Best (Tina Turner)

**C&A:** *Gadget?*

**HF:** Digital Cameras

**C&A:** *Hobby?*

**HF:** Tennis, Skiing, Sailing

# The rough with the compact

The rough terrain (RT) scissor lift has long been a popular access solution among UK contractors for a wide variety of jobs. And the choice is now wider than ever.

*C&A reports.*

Initially, UK hirers avoided the extra cost of four-wheel drive and outrigger options on RT scissors—a decision that many now regret thanks to the current poor resale value of two-wheel drive, non-outrigger models. Today though, you would be hard pushed to find a RT scissor for sale without four-wheel drive and outriggers fitted as standard.

Big diesel scissors have typically been specified for façade work, steel erection and finishing jobs, such as sprinkler installation, and for applications requiring high capacities and big decks, in addition to the rough terrain capability itself.

In recent years the market has broken down into two main categories, one being for the full-sized machines with large platforms - ideal for cladding and façade work - and the other for the more recently developed compact rough terrain units designed to equally cope with applications inside and out.

The reduced platform sizes and lower capacities of the compact units, has however, tended to limit them to less demanding applications. With most electric scissor lifts now limited to working on smooth hard "slab" surfaces, the compact RT scissor has become accepted for indoor/outdoor and on/off slab projects, with most manufacturers also offering electric versions of these units, predominantly for indoor jobs and around the outside of buildings.

## The bother boys

When the going gets really impossible then attention should be directed towards the few crawler-mounted units that have begun to grace the market in recent years. Holland Lift of The Netherlands and Aichi of Japan – the company no longer imports its scissors into Europe - have been the mainstay of this market with units developed and targeted at jobs such as green house construction and repair, particularly in The Netherlands, where the reclaimed ground has no base to it, thus demanding maximum flotation.



Skyjack SJ 7135.

Most of these rough ground combating units are equipped with a pinion mounted scissor stack that provides a levelling function for applications where uneven ground could potentially pose a problem to a less adaptable machine.

Already an established crawler undercarriage producer for Holland Lift, Omega is another Dutch



Genie GS-5390.

producer, and was seen exhibiting for the first time at the recent Platformers' Days event in Hohenroda, Germany. The company has now begun building its own units with special features to accommodate the important Dutch glass-house business. And plans are already in place to introduce the units to the UK market later this year.

## Putting out the feelers

Hydraulic levelling outriggers, or rather levelling jacks, as they should not fall outside of the machines' width, are now essential on big RT scissors. They are used to level the machine on sites with uneven ground, rather than for additional stability. Many units today are equipped with auto-levelling outriggers that allow levelling to be carried out with the push of a single button.

In spite of the benefits of this innovation, many users still insist on an override so that jacks can be set individually in some situations. Most, but not all, compact

RT scissors also now offer levelling jacks, but the take up is mixed, given that these units tend to be used in and around buildings, where the need is not as great.

The platform size of RT scissors has also been the subject of significant change in recent years. In the early days, a simple deck extension provided a longer platform without making the unit too long for transportation, while offering some outreach to clear obstacles.

Canadian based producer Skyjack changed everything and kicked-off the major trend towards dual deck extensions, designed originally for David Meek of the UK. The dual deck extensions have since become popular for cladding work throughout Europe. Today, it is more-or-less the norm for units with lift heights of over 15 metres to be equipped with a 7-metre or more extended decks to accommodate the latest standard one piece cladding panels.

Today the demand for dual decks in the UK is such that new entrant

Holland Lift has designed a new dual-deck option for its larger units, despite a huge deck and single extension already available on its machines.

In order to help handle these big panels, in some cases weighing over 250 kilograms, UK hirers have developed automatic cladding devices that boost cladding productivity dramatically. Nationwide chose to develop its own device, the Power clad, while others have worked with manufacturers such as JLG and Skyjack.

Users could be excused for assuming that the lift capacities on similar sized RT scissors are largely the same, but even on the massive seven-metre decks, lift capacities can range from as low as 300 kilograms up to almost a 1,000 kilograms.

### The categories

As a quick reference guide, the following tables have been provided to show the wide choice available and the various RT scissor categories. Figures 1 and 2 highlight the two main categories – compact RT scissors generally under two metres wide and three metres long, and full-size units over two metres wide and three metres long respectively.

Figures 3 and 4 show specialist units - heavy-duty scissor lifts with lift capacities over 900 kilograms, and long deck scissors with platforms over seven metres long. Finally, crawler mounted units have been listed in figure 5.

Fig 1. Compact RT scissors (under 2m wide and 3m long)

| Make         | Model             | Platform height (m) | Platform cap.(kg) | Overall length | Overall width | Gradeability | Platform ext. (m) |
|--------------|-------------------|---------------------|-------------------|----------------|---------------|--------------|-------------------|
| Haulotte     | Cmpt 8 DX         | 6.40                | 565 (max)         | 2.65           | 1.80          | 40 (4wd)     | 1.20              |
| Genie        | GS-2668 RT        | 7.90                | 567 (max)         | 2.67           | 1.73          | 40 (4wd)     | 1.15              |
| JLG          | 260MRT            | 7.92                | 570 (max)         | 2.67           | 1.75          | 35 (4wd)     | 1.22              |
| UpRight      | XRT 27 (E)        | 8.20                | 567 (max)         | 2.69           | 1.77          | 40 (4wd)     | yes               |
| Haulotte     | Cmpt 10 DX        | 8.20                | 565 (max)         | 2.65           | 1.80          | 40 (4wd)     | 1.2               |
| Haulotte     | Cmpt 10 RTE       | 8.20                | 565 (max)         | 2.65           | 1.80          | 25           | 1.2               |
| Skyjack      | 7127              | 8.20                | 680 (max)         | 3.23           | 1.82          | 30 (4wd)     | 1.4               |
| Holland Lift | Y-83DL16 4WD/N    | 8.30                | 350 (max)         | 3.32           | 1.66          | 30 (4wd)     | 0.9               |
| Genie        | GS-3268 RT        | 9.75                | 454 (max)         | 2.67           | 1.73          | 35 (4wd)     | 1.15              |
| Iteco        | 10160D (E)        | 9.90                | 400 (max)         | 2.65           | 1.70          | 35 (4wd)     | 1.2               |
| UpRight      | XRT 33 (E)        | 10.10               | 454 (max)         | 2.69           | 1.77          | 35 (4wd)     | yes               |
| Haulotte     | Cmpt 12 DX        | 10.14               | 565 (max)         | 2.65           | 1.80          | 40 (4wd)     | 1.2               |
| Haulotte     | Cmpt 12 RTE       | 10.14               | 450 (max)         | 2.65           | 1.80          | 25           | 1.2               |
| Airo         | SF 1000D 4WD      | 10.18               | 450 (max)         | 2.97           | 1.70          | 35 (4wd)     | 0.85              |
| Holland Lift | X-105DL18 4WD/P/N | 10.50               | 500 (max)         | 3.66           | 1.94          | 30 (4wd)     | 1.4               |
| Skyjack      | 7135              | 10.70               | 454 (max)         | 3.23           | 1.82          | 30 (4wd)     | 1.4               |



Haulotte Compact 12 RTE.

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**Fig 2. Full size RT scissors (over 2m wide and 3m long)**

| Make         | Model               | Platform height (m) | Platform cap.(kg) | Overall length | Overall width | Gradeability | Platform ext. (m) |
|--------------|---------------------|---------------------|-------------------|----------------|---------------|--------------|-------------------|
| Snorkel      | SR2584              | 7.50                | 793 (max)         | 3.70           | 2.10          | 40 (4wd)     | 1.3               |
| UpRight      | SL26SL              | 8.0                 | 680 (max)         | 3.79           | 2.13          | 35 (4wd)     | no                |
| UpRight      | SL30SL              | 9.0                 | 590 (max)         | 4.39           | 2.13          | 35 (4wd)     | no                |
| Skyjack      | 8831                | 9.40                | 1,134 (max)       | 3.49           | 2.21          | 30 (4wd)     | 2.4               |
| UpRight      | LX31SD/DD           | 9.45                | 907 (one ext)     | 4.0            | 2.29          | 35 (4wd)     | 0.8/1.6           |
| UpRight      | LX31 Supa-Deck      | 9.45                | 907 (one ext)     | 4.0            | 2.29          | 35 (4wd)     | 3.76              |
| Snorkel      | SR3284              | 9.80                | 567 (max)         | 3.70           | 2.10          | 37 (4wd)     | 1.3               |
| Haulotte     | H 12 SX             | 10.0                | 900 (one ext)     | 4.12           | 2.25          | 45 (4wd)     | 1.0               |
| JLG          | 3394RT              | 10.05               | 1,020 (max)       | 3.81           | 2.39          | 45 (4wd)     | 1.22              |
| Manitou      | 120 DLX S           | 10.10               | 560 (max)         | 3.66           | 2.31          | 40 (4wd)     | 1.2               |
| Genie        | GS-3384 RT          | 10.10               | 1,134 (max)       | 3.94           | 2.13          | 50 (4wd)     | 1.52/1.22 (op)    |
| Genie        | GS-3384 SuperDeck   | 10.10               | 1,134 (max)       | 4.88           | 2.13          | 50 (4wd)     | 7.30 (overall)    |
| Snorkel      | SR4084              | 12.10               | 340 (max)         | 3.80           | 2.10          | 32 (4wd)     | 1.3               |
| Airo         | SF 1200D            | 12.23               | 700 (max)         | 4.20           | 2.110         | 35 (4wd)     | 2.34              |
| UpRight      | LX41SD/DD           | 12.34               | 680 (one ext)     | 4.0            | 2.29          | 35 (4wd)     | 0.84/1.64         |
| UpRight      | LX41 Supa-Deck      | 12.34               | 567 (two ext)     | 4.0            | 2.29          | 35 (4wd)     | 3.1               |
| Skyjack      | 8841                | 12.50               | 908 (max)         | 3.49           | 2.21          | 30 (4wd)     | 2.4               |
| Haulotte     | H 15 SX             | 13.00               | 700 (one ext)     | 4.12           | 2.25          | 45 (4wd)     | 1.0               |
| JLG          | 4394RT              | 13.10               | 680 (max)         | 3.81           | 2.39          | 45 (4wd)     | 1.22              |
| Holland Lift | Q-135DL244WD/P/N    | 13.50               | 500 (max)         | 4.65           | 2.44          | 30 (4wd)     | 1.8               |
| Manitou      | 145 DLX S           | 14.50               | 450 (max)         | 3.66           | 2.31          | 40 (4wd)     | 1.2               |
| Skyjack      | 8243                | 14.90               | 454 (max)         | 3.23           | 2.08          | 30 (4wd)     | 1.4               |
| UpRight      | LX50SD/DD           | 15.1                | 454 (max)         | 3.96           | 2.29          | 24 (4wd)     | 0.84/1.64         |
| UpRight      | LX50 Supa-Deck      | 15.1                | 340 (two ext)     | 3.96           | 2.29          | 24 (4wd)     | 3.1               |
| JLG          | 500RTS              | 15.24               | 1,134 (max)       | 4.70           | 2.29          | 45 (4wd)     | 1.23              |
| Haulotte     | H 18 SX             | 16.0                | 600 (one ext)     | 4.12           | 2.25          | 45 (4wd)     | 1.0               |
| Holland Lift | B-165DL254WD/P/N    | 16.50               | 650 (max)         | 4.74           | 2.44          | 30 (4wd)     | 1.8               |
| Skyjack      | 8850                | 17.10               | 363 (max)         | 3.23           | 2.24          | 30 (4wd)     | 1.4               |
| Skyjack      | 9250                | 17.10               | 907 (max)         | 4.47           | 2.34          | 25 (4wd)     | 3.0               |
| Airo         | SF 1700D4WD         | 17.28               | 500 (max)         | 4.33           | 2.24          | 40 (4wd)     | 2.5               |
| Airo         | SF 1700D 4WD2ld/2MA | 17.28               | 500 (max)         | 4.33           | 2.24          | 40 (4wd)     | 2.34              |
| Holland Lift | B-195DL254WD/P/N    | 19.50               | 500 (max)         | 4.74           | 2.44          | 30 (4wd)     | 1.8               |
| Holland Lift | G-300DL30S4WDD/S/N  | 31.50               | 800 (max)         | 6.97           | 2.98          | 35 (4wd)     | 3.0               |

**Fig 3. RT scissors with lift capacity of 900 kg plus**

| Make     | Model          | Platform height | Lift capacity |
|----------|----------------|-----------------|---------------|
| Skyjack  | 8831           | 9.40            | 1,134 (max)   |
| UpRight  | LX31SD/DD      | 9.45            | 907 (one ext) |
| UpRight  | LX31 Supa-Deck | 9.45            | 907 (one ext) |
| Haulotte | H 12 SX        | 10.0            | 900 (one ext) |
| Genie    | GS-3384 RT     | 10.10           | 1,134 (max)   |
| JLG      | 3394RT         | 10.05           | 1,020 (max)   |
| JLG      | 500RTS         | 15.24           | 1,134 (max)   |
| Skyjack  | 9250           | 17.10           | 908 (max)     |

**Fig 4. RT scissors with decks over 7m**

| Make         | Model               | Platform height (m) | Extension/s (m)  | Ext. deck length (m) |
|--------------|---------------------|---------------------|--|----------------------|
| UpRight      | LX31 Supa-Deck      | 9.45                | 3.01 (Supa-Deck)   | 7.01                 |
| Genie        | GS 3384 SuperDeck   | 10.1                | 2.55 (front/rear)  | 7.30                 |
| Skyjack      | 9250                | 15.20               | 3.0 (front/rear)   | 7.27                 |
| JLG          | 500RTS              | 15.24               | 1.23 (500 RTS)<br>1.26 (500 RTS with Mega Deck)<br>+ 1.83 (optional) | 7.62 (Mega Deck)     |
| Holland Lift | G-300DL30 S 4WD/S/N | 31.50               | 3.0 (single)   | 9.64                 |



*Holland Lift Y83DL 16/4WD.*

**Fig 5. Crawler mounted RT scissors**

| Make         | Model        | Platform height (m) | Platform cap.(kg) | Overall length (m) | Overall width (m) | Gradeability (%) | Platform extension (m) |
|--------------|--------------|---------------------|-------------------|--------------------|-------------------|------------------|------------------------|
| Holland Lift | Y-70DL12-TR  | 7.0                 | 400               | 3.00               | 1.20              | 35               | 1.4                    |
| Omgalift     | TS 105-500   | 8.5                 | 500               | 3.0                | 1.6               | 50               | 2.0                    |
| Holland Lift | X-105DL22-TR | 10.8                | 500               | 3.50               | 2.15              | 35               | 1.4                    |
| Omgalift     | TS 145-1000  | 12.1                | 1,000             | 4.0                | 2.5               | 50               | 4.0                    |
| Holland Lift | Q-135DL24-TR | 14.0                | 500               | 4.52               | 2.40              | 35               | 1.8                    |
| Omgalift     | TS 180-750   | 15.9                | 750               | 4.0                | 2.5               | 50               | 2.0                    |



*JLG 4394RT.*



Iteco, the Italian manufacturer whose first products were large scissor lifts, has only recently introduced an RT unit, the compact 10160D and D(E) (pictured). the company is planning to launch a range of full size RTs with dual decks and high capacities, possibly as earlier as this year's SAIE show in Bologna, Italy.

## UpRight launches new *Speed Level*

UpRight has announced the re-launch of its unique Speed Level, which from this month will be produced in Europe at the company's plant near Dublin. The Speed Level, which allows fast platform levelling on slopes and uneven ground offers working heights of 10 or 12 metres. The unit was first shown at the February 1990, ARA show in Anaheim where it was displayed as a prototype with automatic levelling.

Production units began to ship some seven months later with a much simpler manual levelling system using two switches and a level bubble. The delivery delay led to many of the initial, enthusiastic orders being cancelled as the economic recession of the early 1990s began to bite.

The product never truly recovered from that initial setback, but thousands of units have been delivered in the 14 years it has been in production. In recent years, a drive motor shaft problem emerged that UpRight found difficult to completely solve. However, since emerging from Chapter 11, UpRight has been unable to keep up with demand for the product.

According to UpRight, the new machine has been completely updated and redesigned with a new Perkins engine, a new drive train complete with oversized drive shafts, and the initial idea of automatic levelling is back. The company says that the new machines will offer both automatic and manual levelling, allowing the user to select his preference.

With its sizeable deck, four-wheel drive, oscillating axle and the ability to level on slopes or steps, without outriggers, and this upgrade, the unit should prove more popular than ever.



S-125



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The Province of Cuneo in the Piemonte Region of Northwest Italy is renowned for its alpine backdrop, white truffles and full-bodied red wines. But producing a lift of an altogether different kind is local resident, Merlo. C&A was invited along to its world HQ as the firm celebrates its 40th year in business.

Actually, Merlo's humble beginnings can be traced way back to 1911, and to a small blacksmith's shop in the Province. It was here that the grandfather of the current chairman and founder of the Merlo Industrial Group, Amilcare Merlo, fired the first foundations of what is today the third largest telehandler brand in the world with a €179 million (UK£118.4 million) annual turnover.



Amilcare Merlo, chairman and founder of the Merlo Industrial Group, smiles on in celebration of Merlo Spa's 40th anniversary this year.

Despite Merlo's long history, telehandlers are relative newcomers to the company's

portfolio – the first model, allocated the SM 30, appeared from the Group's dedicated telehandler business, Merlo Spa in 1982. Incidentally,



Merlo's TreEmme Roto basket/winch attachment was recently independently certified to EN280.

this now legendary, ivy-draped unit is soon to be restored to its original glory in celebration of Merlo's 40th birthday.

Since the eighties though, telehandler production has become the firm's core business and is what it does best. Indeed, it is Merlo that is accredited with setting the precedent for the now universal, 'Roto' slewing handler concept in the early nineties, which has since been duplicated by most of the other major manufacturers in one way or another.

The Roto was closely followed by the Panoramic concept, which provided telehandler users with 360-degree visibility for the first time thanks to a side-mounted engine and a repositioned boom.

The company also won the 25-metre lift height race last year with its flagship Roto 40.25 model, much to dismay of second-place Manitou.

## Quick turnaround

In 2003, the Roto business churned out 4000 machines, or 22 per cent, of Merlo Spa's total telehandler production, showing a 25 percent increase on the previous year.

According to Paolo Peretti, marketing manager at the company, the jump has awarded Merlo the world's highest capacity producer of the Roto concept, producing more units than all of the other producers combined.

"The 16-, 17- and 21-metre models, the latter also being a fully certified crane and access platform, remain the most popular," says Peretti.

"The development of the Roto machine is, however, far from complete. The present focus is on the development of the Merlin Continual Slew Safety System (MCSS) to meet the PREN13000 pan-European crane standard, which will be with us soon."

And, just 12 months since the launch of the first 25 metre machine, Amilcare Merlo is not ruling out the possibility of an even bigger machine.

"We will wait a moment for a bigger unit," said Mr Merlo. "The height could well go up in the future, but at the moment, we have to go with the flow of the market. When a good proportion of it looks for a bigger machine, we will have to start considering the options."



Merlo's Cingo range of small hydrostatic tracked carriers includes a 400-, 600-, 800- and 1000-kilogram capacity version that may in the future be developed into a dedicated access platform or mini crane.





*This SM 30 model, Merlo Spa's first ever telehandler, will shortly be given the makeover of a lifetime in celebration of the firm's 40th anniversary.*

Interestingly enough, Merlo is currently in the process of constructing a new 124,000 square-metre demonstration area at its Cuneo facility, which will include a 35-metre high testing tower that will be used during the development of new Merlo machines.

For the time being, production at a rate of 17 telehandlers per day, just three short of the facility's capacity limit, is enough to keep Merlo ticking over. And this it likes to do as much as possible off its own back.

Around 90 percent of telehandler components are produced in-house, which includes a staggering 45,000 hydraulic rams a year, making Merlo Italy's largest producer of this component.

Accounting for the remaining 10 percent are engines, tyres, a few smaller components and outsourced axles for its 10 tonne capacity machines, the production of which Merlo will be introducing to its own production lines at a later date.

"The plan is to increase the automation of the facility step-by-step," explains Mr Peretti. "We will shortly be investing in three additional automated production lines at a cost of €1.5 million each."

### Atlantic breakers

In 2003, telehandler exports accounted for 75 per cent of Merlo Spa's turnover, amounting to around €134,000 million, with France being the main market at 30 per cent and at a value of around €0.54 million. Claiming 12 per cent and the second biggest market for Merlo was the UK at around €0.21 million, while Germany lagged at nine per cent, just behind the rest of Europe at 14 per cent.

This year, however, a brand new market will be added to the company's annual financial report as Merlo projects the European telehandler concept to Canada through its recently appointed dealer Manulift Emi Ltée of Sainte-Foy, Québec. Manulift claims to be the biggest telehandler distributor in French Canada, where it also distributes the US SkyTrack brand.

Merlo's limited production capacity has so far hindered a move into the North American market, but, for the time being, there is plenty to keep the company busy in Europe. The Group also parents an urban

waste machine production firm, the research and development operation Merlo Project, Tre Emme, which produces attachments for Merlo telehandlers, and Merlo Rent, which, despite the name, sells used Merlo machines.

The Group's latest enterprise, however, is the independently run Cingo business, which produces a line of small 400, 600, 800 and 1000 kilogram capacity hydrostatic tracked carriers that can be fitted with various material handling attachments.

"Cingo is just the start of a bigger activity," says Mr Merlo. "We will eventually develop the carrier to be better and offer different performances. We are just testing the market at the moment, but we may see a dedicated access platform or even a crane."

Referring back to the telehandler business, Mr Merlo also confirmed that "some new units are nearly ready and several lower lift height units will soon be brought to market." And more than likely they will take on the shape of Merlo's existing, hi-end technology machines.

"We are very competitive with JCB, Manitou, and Caterpillar," says Merlo's Peter Grant. "Admittedly our machines are a bit more expensive, particularly over the lower price producers like Bobcat and Dieci, but as the saying goes, 'you get what you pay for'."

*Merlo's plan is to gradually increase the automation of its Cuneo telehandler production facility, which will shortly be home to three additional automated production lines at a cost of €1.5 million each.*



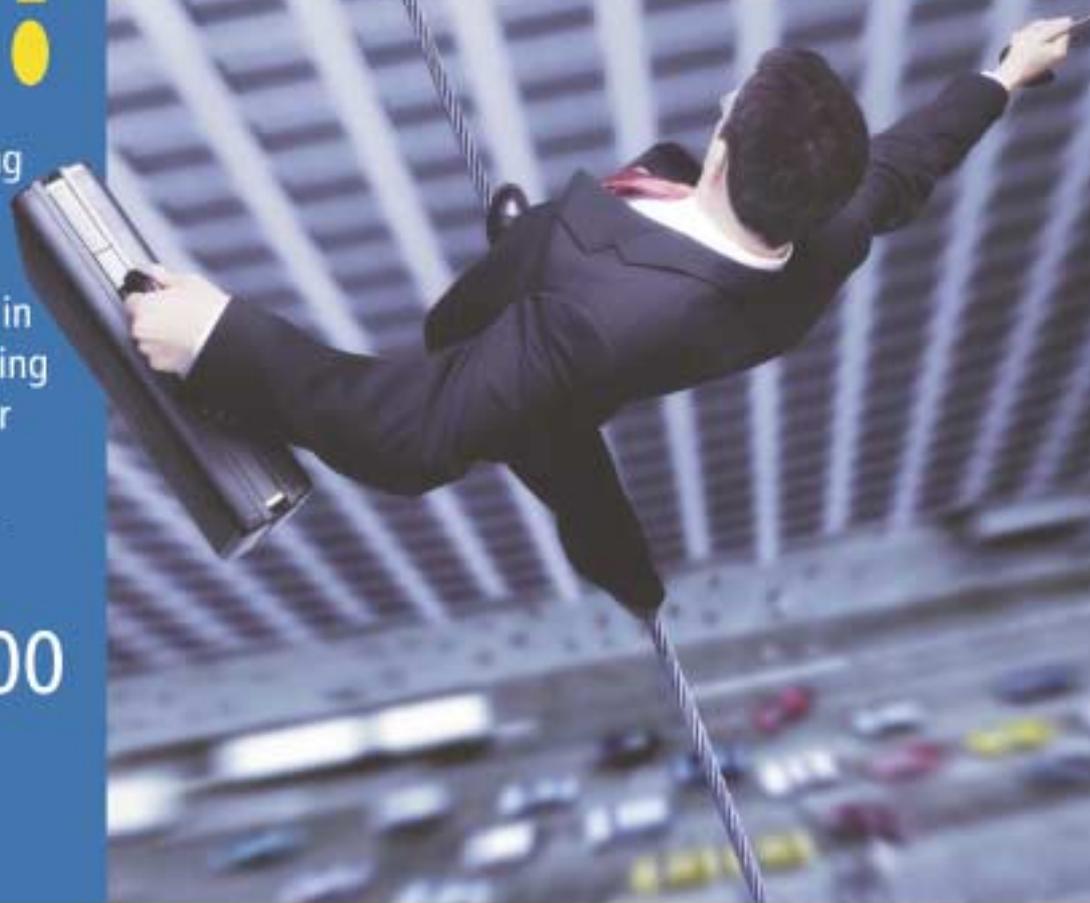
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# C&a Top 20

After weeks of painful scouring and pulling the teeth of the nation's top crane and powered access hire companies, C&A presents the 2004 Top 20 UK hire company survey. And, as an added extra this year, the 2004 edition also marks the first ever listing of the UK's Top 10 telehandler hire firms.

## Cranes

The Top 20 listings take on a new shape this year, with several of last year's entries falling outside the 2004 league tables. Of the 17 UK crane hire companies retaining their place in this year's survey, a significant 29 percent reduced their fleets by an average of 4.5 percent.

The remaining 71 percent showed an average growth in their fleets of 17.5 percent, from 830 units to 975 units combined. Showing the largest investment in new equipment was Hewden Crane Hire whose fleet grew by nearly 100 units. And, despite a reduced fleet size of 19 cranes, Ainscough once again showed the largest investment total at £10.8 million and remains the country's largest independent crane hirer with a fleet of 505 mobile cranes.

Ainscough has though, for the first time in recent years, had its fleet more or less equalled, if not exceeded, by the recently established crane rental consortium, National Crane Group, who, following in the footsteps of the Access Link, now operates a fleet in excess of 500 units across the UK.

Trailing second to Ainscough in the investment tables is a company that takes part in the C&A Top 20 this year after requesting its absence from last year's survey. Following a total investment sum of £7.4 million over the past 12 months, Baldwins Crane Hire makes its mark on the 2004 tables at the halfway stage with a fleet of 60 mobile cranes. It is also one of only just a few UK crane hirers, including Sarens, Ainscough Crane Hire and McNally's Crane Hire of Ireland, offering a lifting capacity up to 1000 tonnes.

Other new entries to this year's survey include James Jack Lifting, Terranova, Kier Plant and Sarens UK, leaving just two companies that are pushed out of the Top 20 this year, Emerson Crane Hire and Crane Hire (Dublin).

### C&A TOP 20: MOBILE CRANE FLEETS

| Company                | Units (mobiles) | Units (crawlers) | total |
|------------------------|-----------------|------------------|-------|
| Ainscough Crane Hire   | 504             | 1                | 505   |
| National Crane Group   | -               | -                | 500+  |
| Hewden Crane Hire      | 365             | 0                | 365   |
| Weldex                 | 0               | 170              | 170   |
| AGD Equipment          | 0               | 110              | 110   |
| Quinto Crane & Plant   | 85              | 0                | 85    |
| Marsh Plant            | 79              | 0                | 79    |
| Bronzeshield Lifting   | 65              | 0                | 65    |
| King Lifting           | 64              | 0                | 64    |
| Sparrow Crane Hire     | 43              | 20               | 63    |
| Select Mobile Cranes   | 25              | 35               | 60    |
| Baldwins Crane Hire    | 56              | 4                | 60    |
| William O'Brien        | 50              | 5                | 55    |
| Emsley Crane Hire      | 52              | 0                | 52    |
| James Jack Lifting     | 48              | -                | 48    |
| NRC Plant              | 0               | 48               | 48    |
| BPH Equipment          | 0               | 45               | 45    |
| Terranova              | 45              | 0                | 45    |
| Kier Plant             | 22              | 20               | 42    |
| Mammoet UK             | 40              | 0                | 40    |
| Nationwide Crane Hire  | 38              | 0                | 38    |
| Bryn Thomas Crane Hire | 37              | 0                | 37    |
| McNally's Crane Hire   | 35              | 1                | 36    |
| Sarens UK              | 10              | 25               | 35    |

\* It is believed that JKB Rental Services currently operates around 50 mobile cranes, but the exact information was unavailable at the time of going to press. Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

### TOP 20: CRANE BOOMS

| Company                   | Total boom length (metres) |
|---------------------------|----------------------------|
| Ainscough Crane Hire      | 18,740                     |
| Hewden Crane Hire         | 16,936                     |
| Weldex                    | 14,994                     |
| Sarens UK                 | 4,500                      |
| Select Mobile Cranes      | 3,700                      |
| Emsley Crane Hire         | 3,600                      |
| Marsh Plant Hire          | 3,420                      |
| AGD Equipment             | 3,160                      |
| Baldwins Crane Hire       | 3,157                      |
| NRC Plant                 | 3,109                      |
| King Lifting              | 2,966                      |
| Bronzeshield Lifting      | 2,990                      |
| Sparrow Crane Hire        | 2,470                      |
| Quinto Crane & Plant      | 2,372                      |
| McNally's Crane Hire      | 2,120                      |
| Kier Plant                | 2,016                      |
| BPH Equipment             | 1,849                      |
| Terranova                 | 1,800                      |
| James Jack Lifting        | 1,799                      |
| Nationwide Crane services | 1,643                      |

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

### GREATEST CAPACITY CRANES: Mobile/crawlers

| Company                    | Crane Model         | Capacity (t) |
|----------------------------|---------------------|--------------|
| Sarens UK                  | Demag PC 9600       | 2000         |
| National Crane Group       | Liebherr LTM 11000D | 1000         |
| Baldwins Crane Hire        | Liebherr LTM 11000D | 1000         |
| Ainscough Crane Hire       | Liebherr LTM 11000D | 1000         |
| McNally's Crane Hire       | Demag TC 3300       | 1000*        |
| Quigley Crane Hire (UK)    | Demag AC700         | 800          |
| Weldex                     | Demag CC 2800       | 600          |
| James Jack Lifting         | Grove GMK7550       | 550          |
| Crane Hire                 | Demag AC1600        | 500          |
| Nationwide Crane Services  | Liebherr LTM 1500   | 500          |
| Crane Hire                 | Demag AC 1600       | 500          |
| Kavanagh Crane Hire        | Demag AC500-1       | 500          |
| Bryn Thomas Crane Hire     | Grove GMK 7450      | 450          |
| William O'Brien            | LTM 400             | 400          |
| NMT Crane Hire             | Demag AC350         | 350          |
| Terranova                  | Demag AC350-1       | 350          |
| Hewden Crane Hire          | Demag AC 300        | 300          |
| Gabriel O'Brien Crane Hire | Demag AC300         | 300          |
| Bronzeshield Lifting       | Liebherr LTM 1300/1 | 300          |
| Mammoet UK                 | Liebherr TLM 1300   | 300          |

\* Manufacturers rated capacity 500 tonnes

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

### INVESTMENT IN THE LAST 12 MONTHS: CRANES

| Company                   | Investment in last 12 months (£m) | No of depots | No of employees |
|---------------------------|-----------------------------------|--------------|-----------------|
| Ainscough Crane Hire      | 10.8                              | 22           | 972             |
| Baldwins Crane Hire       | 7.4                               | 6            | 94              |
| Hewden Crane Hire         | 7.0                               | 15           | 400             |
| Select Mobile Cranes      | 6.0                               | -            | -               |
| Nationwide Crane Services | 5.6                               | 1            | 61              |
| Crane Hire                | 4.5                               | 1            | 44              |
| Bryn Thomas Crane Hire    | 4.0                               | 3            | 76              |
| Kavanagh Crane Hire       | 3.5                               | 3            | 45              |
| Sarens UK                 | 3.5                               | 1            | 65              |
| James Jack Lifting        | 3.2                               | 6            | 90              |
| Mammoet UK                | 3.0                               | 2            | 60              |
| King Lifting              | 2.8                               | 7            | 131             |
| Emsley Crane Hire         | 2.8                               | 2            | 78              |
| NMT Crane Hire            | 2.7                               | 2            | 35              |
| City Lifting              | 2.0                               | 1            | 52              |
| AGD Equipment             | 2.0                               | 3            | 55              |
| Sparrow Crane Hire        | 2.0                               | 4            | 74              |
| Marsh Plant Hire          | 1.8                               | 7            | 160             |
| NRC Plant                 | 1.8                               | 2            | 55              |
| Bob Francis Crane Hire    | 1.3                               | 4            | 46              |
| Davies Crane Hire         | 1.3                               | 2            | 30              |

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

### Top 5 TOWER CRANES FLEETS

| Company                | Units | Biggest tower      | Capacity (t) |
|------------------------|-------|--------------------|--------------|
| Select Plant Hire      | 337   | Comedil CTT561-32  | 32           |
| Falcon Crane Hire      | 195   | Jaso J300          | 12           |
| HTC Plant Tower Cranes | 170   | Wolff 60140B       | 45           |
| Airtek Cranes          | 103   | Arcomet A45B       | 8            |
| Kier Plant             | 101   | Potain MD 345B L12 | 12           |

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

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There's no change at the top of the access hire company table this year, as Nationwide once again claims the top spot with a fleet of 6,069 powered units. Even the inclusion of the access rental consortium, Access Link, with its 11 company members and a combined fleet of 3,560 units, failed to make a mark on Nationwide. The Link did, however, manage to exceed Hewden Instant Access' fleet of 2,216 units, an increase of several hundred on last year, helping it to maintain the number two placement in the 2004 chart.

Five new entries rank in the survey this year, including HSS Lift & Shift, Easi Uplifts, Hi Reach, Charles Wilson and Higher Platforms, while AMP Access and EPL Access fail to retain their 2003 Top 20 positions.

Showing the biggest growth over the past 12 months though is clearly The Platform Company. Partly due to its acquisition of the Meek Group in late 2003, and the purchase of a significant number of units from the ever-diminishing Independent Access, the company has injected around 1,000 platforms into its fleet during the last year giving it a present fleet of around 2,000 units.

Also well worthy of a mention is AFI, which reported a fleet growth of 70 percent from 950 to 1,600 units. AFI moves up six places from last year to take the number four spot.

Overall, 60 percent of the UK's leading access hire companies forming this year's Top 20 reduced their fleet sizes by an average of 13.5 percent, including the top four from last year, which equates to a reduction of almost 2,000 platforms to a figure of 12,658.

Of the remaining 40 percent who managed to increase the size of their fleets, mostly due to acquisitions, an average increase of 23 percent equates to an injection of over 1,500 units onto the UK market during the last 12 months, amounting to 7,873 units.

## C&A TOP 20: ACCESS FLEETS

| Company               | Booms            | Scissors | Trailers | Truck Mounts  | Total |
|-----------------------|------------------|----------|----------|---------------|-------|
| Nationwide Access     | 2,693            | 3,174    | 15       | 187           | 6,069 |
| Access Link           | 1,250            | 2,130    | 75       | 82            | 3,560 |
| Hewden Instant Access | 1,049            | 1,167    | 0        | 0             | 2,216 |
| The Platform Company  | 755              | 1,221    | 10       | 40            | 2,026 |
| AFI                   | 570              | 1,022    | 8        | 0             | 1,600 |
| A-Plant               | 653              | 851      | 32       | 0             | 1,536 |
| HSS Lift and Shift    | 1,070 (combined) |          | 200      | (other - 250) | 1,520 |
| Independent Access    | 559              | 1,291    | 0        | 0             | 1,400 |
| Loxam                 | -                | -        | -        | -             | 1,300 |
| EasiUplifts           | 725              | 400      | 12       | 15            | 1,152 |
| Height for Hire       | -                | -        | -        | -             | 1,150 |
| Panther Platforms     | 330              | 495      | 13       | 55            | 893   |
| Universal             | -                | -        | -        | -             | 850*  |
| UK Platforms          | -                | -        | -        | -             | 850   |
| All Access Platforms  | 367              | 344      | 34       | 38            | 783   |
| SGB                   | -                | -        | -        | -             | 750   |
| Hi-Reach              | 220              | 370      | 25       | -             | 615   |
| Charles Wilson        | 205              | 310      | 10       | -             | 525   |
| Higher Platforms      | 185              | 235      | 6        | 2             | 428   |
| GT Access             | 165              | 245      | 15       | 0             | 425   |
| Aerial Platform Hire  | 150              | 250      | 0        | 0             | 400   |

\*In UK - a further 450 units in Spain. \*\* It is believed that Ireland-based access hire company, GPT, currently operates around 350 units, but the exact information was unavailable at the time of going to press.

## ACCESS PLATFORM HEIGHT

| Company               | Total platform height (metres) |
|-----------------------|--------------------------------|
| Nationwide Access     | 73,135                         |
| Access Link           | 46,280                         |
| The Platform Company  | 23,915                         |
| Hewden Instant Access | 22,160                         |
| A-Plant               | 21,304                         |
| AFI                   | 20,800                         |
| Loxam                 | 19,513                         |
| Height for Hire       | 16,790                         |
| Independent           | 15,000                         |
| All Access Platforms  | 14,372                         |
| EasiUplifts           | 13,800                         |
| Panther Platforms     | 12,669                         |
| Universal             | 12,556                         |
| UK Platforms          | 12,410                         |
| HSS Lift and Shift    | 11,200                         |
| Hi-Reach              | 9,000                          |
| SGB                   | 6,404                          |
| EPL Access            | 5,968                          |
| Aerial Platform Hire  | 5,700                          |
| Charles Wilson        | 4,981                          |
| Higher Platforms      | 4,653                          |

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

## TALLEST SINGLE PLATFORM

| Company                | Model                  | Height (metres) |
|------------------------|------------------------|-----------------|
| Nationwide Access      | Bronto T72B            | 72.0            |
| Loxam                  | Bronto T72B            | 72.0            |
| All Access Platforms   | Bronto 562 MD          | 62.0            |
| Universal              | Bronto 562 MDT         | 62.0            |
| Facelift               | Bronto S62 MDT         | 62.0            |
| The Platform Company   | Oil & Steel Eagle 5634 | 56.0            |
| EasiUplifts            | Bronto S40 MDT         | 50.0            |
| Panther Platforms      | Oil & Steel Eagle 4430 | 44.0            |
| Access Link            | Bronto                 | 44.0            |
| EPL Access             | Bronto 40 2T1          | 42.0            |
| Aerial Platform Hire   | JLG 1350               | 42.0            |
| Independent            | JLG 1350 SJP           | 41.15           |
| Hewden Instant Access  | JLG 1350 SJP           | 41.15           |
| Hi-Reach               | JLG 1350 SJP           | 41.15           |
| The Platform Company   | JLG 1350SJP            | 41.15           |
| Rapid Access Platforms | Multitel 40TJ          | 40.0            |
| Height for Hire        | Grove 131xt            | 39.6            |
| Higher Platforms       | Genie S125             | 38.1            |
| Charles Wilson         | Genie S125             | 38.1            |
| SkyLift Hire           | Genie S125             | 38.1            |
| AMP Access             | Bronto                 | 34.0            |
| Max Access             | Falck Schmidt TSB 34   | 34.0            |

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5



## INVESTMENT IN THE LAST 12 MONTHS: ACCESS

| Company                | Investment in last 12 months (£m) | No of depots | No of employees |
|------------------------|-----------------------------------|--------------|-----------------|
| Access Link            | 12.0                              | 25           | 252             |
| All Access Platforms   | 6.3                               | 6            | 41              |
| The Platform Company   | 6.0                               | 8            | 140             |
| Hewden Instant Access  | 6.0                               | 16           | 180             |
| Panther Platforms      | 2.8                               | 4            | 65              |
| Charles Wilson         | 2.75                              | 11           | 205             |
| Hi-Reach               | 2.6                               | 5            | 28              |
| Southern               | 2.5                               | 2            | 38              |
| Cranes & Access        |                                   |              |                 |
| SkyLift Hire           | 2.04                              | 3            | 18              |
| Aerial Platform Hire   | 2.0                               | 3            | 30              |
| Higher Platforms       | 1.94                              | 4            | 30              |
| EPL Access             | 1.5                               | 8            | 128             |
| AMP Access             | 1.4                               | 3            | 31              |
| A-Plant Powered Access | 1.4                               | 13           | 94              |
| Nationwide Access      | 1.1                               | 55           | 653             |
| HSS Lift and Shift     | 1.0                               | 90           | 330             |
| GT Access              | 1.0                               | 4            | 31              |
| Rapid Access Platforms | 1.0                               | 1            | 31              |
| North East Access      | 0.3                               | 1            | 7               |
| Northern Access        | 0.1                               | 1            | 5               |
| EasiUplifts            | *                                 | 5            | 105             |
| AFI                    | *                                 | 12           | 97              |
| Skyhigh Access         | *                                 | 1            | 12              |
| Height for Hire        | *                                 | 4            | -               |
| Independent            | *                                 | 8            | -               |
| Loxam                  | *                                 | -            | -               |
| Facelift               | *                                 | 6            | 80              |
| Max Access             | *                                 | -            | -               |
| UK Platforms           | *                                 | 12           | -               |
| Universal              | *                                 | 6 (UK/Spain) | -               |

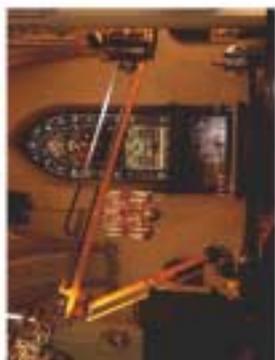
\* Investment figure undisclosed

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

**c&a**

**Top 10  
Telehandler  
fleets**

Heading the first ever Top 10 UK telehandler hire company listing is Hewdens, which, with a telehandler fleet of a massive 1,700 units, pips UK Forks to the post, which slots into second place with 1,100 units. Hewdens investment in new telehandler equipment over the last 12 months also tops the investment chart at £12.7 million.



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**TOP 10 TELEHANDLER FLEETS**

| Company            | Units | Greatest lift height unit (m) | (m) |
|--------------------|-------|-------------------------------|-----|
| Hewden Plant Hire  | 1,700 | Caterpillar 580B              | 17  |
| UK Forks           | 1,100 | Dieci Pegasus                 | 21  |
| A-Plant            | 790   | JCB 540 170                   | 17  |
| GE Capital         | 750   | JCB 540 170                   | 17  |
| Hessle Fork Trucks | 450   | Manitou MRT 2540              | 25  |
| Fork rent          | 300   | Manitou MRT 2150              | 21  |
| Hawk Plant         | 200   | Terex Girolift 3518           | 18  |
| Jarvie Plant       | 150   | Manitou MRT 2150              | 21  |
| Hydrex             | 140   | Manitou MHT 1740              | 17  |
| Kier Plant         | 120   | JCB 540-170                   | 17  |

Source: The 2004 C&A Top 20, Cranes & Access Vol 6.5

**INVESTMENT IN THE LAST 12 MONTHS: TELEHANDLERS**

| Company            | Investment in last 12 months (£m) | No of depots | No of employees |
|--------------------|-----------------------------------|--------------|-----------------|
| Hewden Plant Hire  | 12.7                              | 65           | 1,350           |
| UK Forks           | 6.0                               | 6            | 100             |
| Hessle Fork Trucks | 3.0                               | 3            | 65              |
| A-Plant            | 2.0                               | 223          | 2,200           |
| Hawk Plant         | 2.0                               | 4            | 400             |
| Hydrex             | 1.25                              | 9            | 350             |
| Kier Plant         | 1.0                               | 7            | 176             |
| Fork Rent          | -                                 | 1            | 20              |
| Jarvie Plant       | -                                 | 5            | 320             |
| GE Capital         | -                                 | 26           | 300             |

C&A would like to thank all companies that took part in this year's survey. Where we have estimated a figure it appears in Italics. All other information is as provided by the participating company. If you feel that your company should have appeared,

please contact the Editor on fax 01273 88 44 22 or e-mail [info@vertikal.net](mailto:info@vertikal.net). Last year's results, and those of our German sister magazine Kran & Bühne, can be found at [www.Vertikal.net](http://www.Vertikal.net).



## National Agreements and Associations

The emergence of national groupings or agreements between local crane and access hirers in the UK is a relatively new phenomenon, consisting principally of local family-owned concerns, who do not wish, or believe, in the benefits of going national, yet want to offer their customers a consistent national service agreement and "one stop shop". The Access Link is now well established, while the National Crane Group is very much a recent innovation, although to some extent it formalises co-operation agreements that have long been a way of life between local companies, particularly in the crane hire field. The ultimate aim is to combine personal local service with national coverage.

### National Crane Group

The recent formation of the NCG has given UK local customers access to more than 500 mobile cranes nationwide, including all terrain cranes from 7 to 1000 tonnes capacity, city class cranes from 10 to 70 tonnes, truck-mounted cranes of all sizes and various capacity crawler cranes. The total fleet is operated through the group's 28 member companies, which together, will cover the seven main UK regions, comprising Scotland, Wales, Midlands, North West, North East, South West and the South East of England. *The full story can be viewed in the 'News' section of this issue on page 7.*

#### NATIONAL CRANE GROUP

|                            |   |
|----------------------------|---|
| Fleet size                 | Mobiles/Crawlers 500+   |
| Total boom length (m)      | 24,450  |
| Largest capacity crane (t) | 1000 tonnes   |
| No of depots               | 28 (minimum)  |
| Company members            | Seven main members;<br>James Jack Lifting, John Sutch Crane Hire, Mammoet UK, Bob Francis Crane Hire, NMT Crane Hire, McSalvors (Plant Hire), Terranova Lifting, plus 21 sub-members. |

Source: *The 2004 C&A Top 20, Cranes & Access Vol 6.5*

### Access Link

In 2000, a group of regional, independent access rental companies sat down to confront what they described at the time as the 'tightening effects of multi-national access rental companies'. The result was the creation of Access Link.

"Access Link was set up in response to a trend by the bigger national hirers in setting up national and exclusive deals with the larger users of MEWPS" explains Malcolm Bowers, sales and marketing director at AFI. "It also serves as an effective talk shop providing pooled information for its smaller members and gives manufacturers the opportunity to demonstrate their products to what is now the second largest access fleet manager in the UK."

Four years on, the conglomerate comprises 11 member companies with substantial geographical coverage throughout the UK and Ireland, and a combined fleet of over 3,500 booms, scissors, trailer- and truck-mounted platforms.

#### ACCESS LINK

|                              |   |  |       |
|------------------------------|---|--|-------|
| Fleet size                   | - | booms  | 1,250 |
|                              | - | scissors   | 2,130 |
|                              | - | trailer mounts   | 75    |
|                              | - | truck mounts   | 82    |
|                              | - | other  | 23    |
|                              | - | total  | 3,560 |
| Total platform height (m)    |   | 46,280   |       |
| Tallest single platform (m)  |   | Bronto 44 m  |       |
| Investment in last 12 months |   | 12 (£m)  |       |
| Depots                       |   | 25   |       |
| Company members              |   | AJ Access; Central Access; GT Access; Highway Plant (Ireland); Kimberly Access; Midland Access; North East Access; Panther Platforms; Plant Finder; Sky-High Access; Uplift Power Platforms. |       |

Source: *The 2004 C&A Top 20, Cranes & Access Vol 6.5*



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# truck test

Eight leading manufacturers saddled-up in Hohenroda, Germany, last month for the annual Vertikal Check event held on the last day of the access industry get-together, Platformers' Days. This year, 20-metre truck mounts on 3.5 tonne chassis were put to the test.

The usual off-road test pad used in previous Vertikal Checks to test the rough terrain capabilities of various booms and scissors was exchanged for firmer ground this year. But no less vigorous was the test. Braving the close scrutiny of the judges and the on-looking crowds were Palfinger of Austria, Wumag, Ruthmann and Bison Stematic of Germany, and GSR,

Multitel Pagliero and Airtek of Italy, representing the core producing countries of the specialist 20-metre truck mount sector.

Pulses quickened straight away when it was confirmed that it would not only be each unit's measurements and performance that would be tested, but also the gross vehicle weights. The subsequent waves muffled groans and brow wiping were not altogether caused by a wet afternoon in Germany as the machines were tentatively placed onto the scales as if driving them slower would somehow make them lighter.

Since 1997, standard UK and Ireland new car driving licences have limited drivers trucks with a maximum total weight of 3.5 tonnes, rather than the previously

allowed 7.5 tonnes, while licences obtained before 1997 have "grandfather rights" for the 7.5 tonners. The first crop of 1997 drivers are now reaching 25 years of age, so the demand for high-reach, 3.5 tonne truck mounts is bound to grow. The new temporary work at height directive, which comes into force next year, should also spur on demand for these 20- to 22-metre "van chassis" units as pressure will be placed on painters, cleaners, window and gutter fitters to use aerial work platforms in place of ladders. Both trailer lifts and these small truck mounts are likely to be the most suitable platforms for this type of work.

## Under starters' orders

Of the eight machines tested in the Vertikal Check, only four of the brands are currently widely known and supported in the UK and Ireland. These include Wumag and GSR, which are offered by Skyking, Pagliero by PJ Access Sales, Ruthmann, which is on the books of Access

Sales International, and Teupen which is still on the look-out for a dealership.

As is now standard practise under Vertikal Check rules, a panel of independent judges are appointed - this year the job was handed to Hubert Gardemann, Marketing Manager Gardemann Arbeitsbühnen, Hugo Fasselt, former technical director at Gardemann Arbeitsbühnen and Adrian van der Geer, technical manager at Mateco AG. The judges record various measurements and specifications and compare them with each manufacturers specification sheets. Both sets of results are checked against each other to see if the manufacturers values ring true in the iron.

The judges then scrutinize each machine to get a feel of its mechanics and assess factors such as control sensitivity, platform rigidity and serviceability. The judges' comments for each machine can be found along with each unit's specification table below.



### GSR E200T (DaimlerBenz 311 CDI)

|                                | Manufacturers specs | Vertikal Check |
|--------------------------------|---------------------|----------------|
| Working height (m)             | 19.85               | 19.97          |
| Outreach (m)                   | 7.25                | 7.25           |
| Platform length (m)            | 1.4                 | 1.4            |
| Platform width (m)             | 0.7                 | 0.7            |
| Overall length (m)             | 7.85                | 7.85           |
| Overall width (m)              | 2.23                | 2.25           |
| Overall height (m)             | 2.99                | 3.02           |
| Rear overhang (m)              | 2.88                | 2.90           |
| Outrigger width (m)            | -                   | 3.25           |
| Outrigger pad overlap (m)      | -                   | 0.11           |
| Superstructure rotation (0)    | 450                 | 450            |
| Jib rotation (0)               | 2 x 70              | 2 x 70         |
| Lift speed (secs)              | 120                 | 130            |
| Controls                       | Prop                | Full hyd-prop  |
| GVW (kg) (full tank, no spare) | 3,400               | 3,450          |

### Judges' comments

- Good looking modern design.
- Smooth controls and simultaneous multi-function operation.
- The control panel is clearly laid out.
- Good accessibility for maintenance
- No function dampening, which can lead to jerky starts and stops.
- Basket entry ladder good but vulnerable to damage from falling objects.
- Platform rigidity good.



• With a 7.85-metre overall length, this machine is one of the longer models in the class.



### Wumag WT 200 (DaimlerBenz 311CDI)

|                                | Manufacturers specs | Vertikal Check |
|--------------------------------|---------------------|----------------|
| Working height (m)             | 20.00               | 20.28          |
| Outreach (m)                   | 8.35                | 8.45           |
| Platform length (m)            | 1.38                | 1.37           |
| Platform width (m)             | 0.68                | 0.68           |
| Overall length (m)             | 6.90                | 6.90           |
| Overall width (m)              | 2.26                | 2.26           |
| Overall height (m)             | 3.00                | 3.00           |
| Rear overhang (m)              | 2.35                | 2.50           |
| Outrigger width (m)            | -                   | 3.20           |
| Outrigger pad overlap (m)      | -                   | 0.11           |
| Superstructure rotation (0)    | 420                 | 420            |
| Platform rotation (0)          | 2 x 45              | 2 x 45         |
| Lift speed (secs)              | 55                  | 93             |
| Controls                       | Electro-prop        | Electro-prop   |
| GVW (kg) (full tank, no spare) | 3,460               | 3,350          |

### Judges' comments

- Good looking modern design.
- Good rigid platform.
- Well protected components.
- Smooth controls and multi-function operation.
- Good function dampening for smooth stops.
- Easy accessibility for maintenance.
- Outrigger operation from the basket.
- Well inside legal weight requirement.
- Only 2.5 metres overhang for work in restricted areas.
- A very compact machine at 6.9 metres.
- Offers the longest outreach at 8.45 metres.



### Palfinger PA 20T (DaimlerBenz 311CDI)

|                                 | Manufacturers specs | Vertikal Check |
|---------------------------------|---------------------|----------------|
| Working height (m)              | 20.00               | 20.05          |
| Outreach (m)                    | 8.00                | 7.65           |
| Platform length (m)             | 1.4                 | 1.4            |
| Platform width (m)              | 0.7                 | 0.7            |
| Overall length (m)              | 7.25                | 7.30           |
| Overall width (m)               | 2.15                | 2.10           |
| Overall height (m)              | 2.98                | 2.97           |
| Rear overhang (m)               | 2.55                | 2.80           |
| Outrigger width (m)             | -                   | 3.55           |
| Outrigger pad overlap (m)       | -                   | 0.25           |
| Superstructure rotation (0)     | 360                 | 360            |
| Platform rotation (0)           | 2 x 90              | 2 x 90         |
| Lift speed (secs)               | 80                  | 62             |
| Controls                        | Prop/sw             | Electro-hyd    |
| GVW (kg)_tank, spare and bumper | 3,300               | 3,250          |

### Judges' comments

- Smooth controls, simultaneous multi function.
- Very easy to operate.
- Service access very good.
- Speed to full height very good.
- Good platform rigidity.
- A lightweight unit well inside 3.5 tonne chassis requirements.
- The electronic function dampening was set for rapid stops on test unit.
- Stabilizers can only be set from chassis.
- Stabilizers lacked protection from falling objects
- Maximum boom angle is very steep, which improves the work height but gives a very queasy feeling even for experienced operators.
- To improve rear visibility the basket is turned on its side for transport but must then be repositioned before operating the machine.



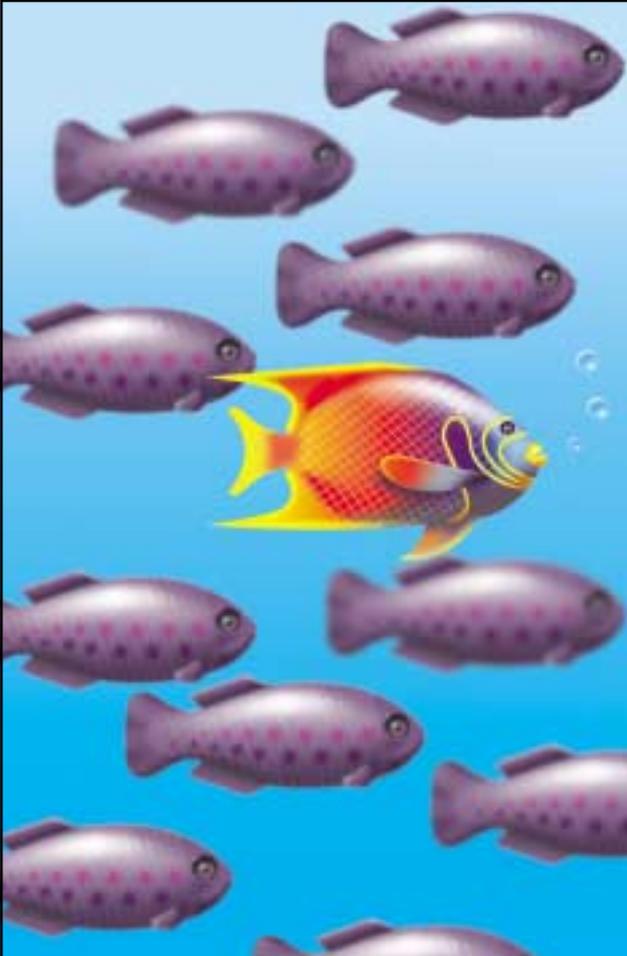
### Teupen Euro B25 (DaimlerBenz 311CDI)

|                                 | Manufacturers specs | Vertikal Check   |
|---------------------------------|---------------------|------------------|
| Working height (m)              | 24.40               | 22.42            |
| Outreach (m)                    | 8.1                 | 7.75             |
| Platform length (m)             | 1.2                 | 1.21             |
| Platform width (m)              | 0.8                 | 0.8              |
| Overall length (m)              | 8.05                | 8.00             |
| Overall width (m)               | 2.18                | 2.15             |
| Overall height (m)              | 3.10                | 3.01             |
| Rear overhang (m)               | 3.09                | 3.00             |
| Outrigger width (m)             | -                   | 3.29             |
| Outrigger pad overlap (m)       | -                   | 0.17             |
| Superstructure rotation (0)     | 270                 | 270              |
| Platform rotation (0)           | 180                 | 180              |
| Lift speed (secs)               | 108                 | 115              |
| Controls                        | Electro-hyd prop    | Electro-hyd prop |
| GVW (kg) (tank empty, no spare) | 3,340               | 3,400            |

### Judges' comments

- The machine is well finished and leaves a good impression.
- Smooth controls and multi-function operation.
- Good electronic function dampening and accurate overload device.
- Good accessibility for maintenance.
- Weight well inside 3.5 tonne chassis requirements.
- Patented basket mounting provides extra outreach and advantages of a narrow and a wide basket in one.
- Average platform stability.
- The long overall length and wheelbase could be a disadvantage in congested areas.
- The off-centre basket mounting takes a while to become accustomed to.
- Plastic covers on the superstructure may be prone to damage.
- Exposed telescopic cylinder at the top of the boom not protected.
- At eight metres the machine is the longest of the units but offers an extra working height of four metres.





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**DENKA LIFT**

**Bison Stematic TA 22 (VW LT 35 TDI)**

|                                    | Manufacturers specs | Vertikal Check |
|------------------------------------|---------------------|----------------|
| Working height (m)                 | 22.00               | 22.10          |
| Outreach (m)                       | 8.50                | 7.25           |
| Platform length (m)                | n/a                 | 1.20           |
| Platform width (m)                 | n/a                 | 0.77           |
| Overall length (m)                 | 7.67                | 7.70           |
| Overall width (m)                  | 2.33                | 2.33           |
| Overall height (m)                 | 3.07                | 3.08           |
| Rear overhang (m)                  | 2.30                | 3.35           |
| Outrigger width (m)                | -                   | 2.9            |
| Outrigger pad overlap (m)          | -                   | 0.08           |
| Superstructure rotation (0)        | 450                 | 450            |
| Platform rotation (0)              | 2 x 45              | 2 x 45         |
| Lift speed (secs)                  | 57                  | 57             |
| Controls                           | Elect-hyd prop      | Elect-hyd prop |
| GVW (kg) (tank 3/4 full, no spare) | 3,330               | 3,400          |

Judges' comments

- Very modern design.
- Components are well protected.
- Controls are very easy to use. Multi-function operation.
- Control panel layout is good.
- Platform stability is poor, but is helped by the electronic function dampening.
- Easy accessibility for maintenance.
- Outrigger operation available from the basket.
- Clearance under the front axle at maximum jack stroke is poor
- *The judges questioned an optional automatic outrigger set up, which activates when the machine is started.*



**Multitel Pagliero 220 Alu/AZ (DaimlerBenz 311 CDI)**

|   | Manufacturers specs | Vertikal Check |
|---|---------------------|----------------|
| Working height (m)                          | 22.00               | 22.10          |
| Outreach (m)                                | 8.00                | 7.95           |
| Platform length (m)                         | 1.65                | 1.55           |
| Platform width (m)                          | 0.75                | 0.66           |
| Overall length (m)                          | 7.35                | 7.30           |
| Overall width (m)                           | 2.25                | 2.06           |
| Overall height (m)                          | 2.75                | 2.86           |
| Rear overhang (m)                           | 2.86                | 2.85           |
| Outrigger width (m)                         | -                   | 3.38           |
| Outrigger pad overlap (m)                   | -                   | 0.10           |
| Superstructure rotation (0)                 | 360                 | 360            |
| Platform rotation (0)                       | 2 x 60              | 2 x 60         |
| Lift speed (secs)                           | 59                  | 97             |
| Controls                                    | Prop                | 2-stage        |
| GVW (kg) (tank full, noSpare, Dutch Bumper) | n/a                 | 3,550          |

Judges' comments

- Well equipped unit.
- Controls are very simple and easy to use.
- Multi-function operation possible.
- Poor platform stability.
- Easy accessibility for maintenance.
- Well protected telescopic cylinder.
- Automatic stabiliser levelling optional.
- Non-proportional on/off telescope control disliked.
- No function dampening.
- Stabilisers can only be set from the chassis.
- Weight exceeds 3.5 tonne chassis requirements.
- Difficult basket accessibility.
- *This unit was destined for Holland and was fitted with a very heavy Dutch bumper/pedestrian protector. This device is not fitted in other markets. With this excluded, the unit would have been well within the GVW limit.*



**Ruthmann (DaimlerBenz 313 CDI)**

|                                | Manufacturers specs | Vertikal Check |
|--------------------------------|---------------------|----------------|
| Working height (m)             | 22.00               | 22.00          |
| Outreach (m)                   | 8.00                | 7.10           |
| Platform length (m)            | 1.4                 | 1.4            |
| Platform width (m)             | 0.7                 | 0.69           |
| Overall length (m)             | 7.08                | 7.20           |
| Overall width (m)              | 2.00                | 1.96           |
| Overall height (m)             | 2.98                | 3.03           |
| Rear overhang (m)              | n/a                 | 2.65           |
| Outrigger width (m)            | -                   | 3.11           |
| Outrigger pad overlap (m)      | -                   | 0.16           |
| Superstructure rotation (0)    | 450                 | 450            |
| Platform rotation (0)          | 2 x 55              | 2 x 55         |
| Lift speed (secs)              | 85                  | 86             |
| Controls                       | Prop.               | Full hyd prop  |
| GVW (kg) (full tank, no spare) | 3,360               | 3,400          |

Judges' comments

- Modern design
- Well protected components.
- Smooth controls and multi-function operation.
- Platform rigidity first class and aided by good electronic function dampening.
- Easy accessibility for maintenance.
- Stabiliser operation possible from basket
- Only 2.65 metres to rear bumper
- At 86 seconds, the unit has the fastest lift speed of the test.
- A memory function allows the return of the basket to a saved position.
- Weight is well within 3.5 tonne chassis requirements.
- Less outreach compared to the other units, but at the rear the short distance to the rear bumper compensates giving good clear outreach.



**Airtek ATK 21 (Nissan Cabstar 120 SE)**

|                                | Manufacturers specs | Vertikal Check |
|--------------------------------|---------------------|----------------|
| Working height (m)             | 21.00               | 21.16          |
| Outreach (m)                   | 8.5                 | 8.12           |
| Platform length (m)            | 1.13                | 1.39           |
| Platform width (m)             | 0.73                | 0.73           |
| Overall length (m)             | 6.61                | 6.50           |
| Overall width (m)              | 2.08                | 2.15           |
| Overall height (m)             | 2.86                | 3.00           |
| Rear overhang (m)              | 2.88                | 2.90           |
| Outrigger width (m)            | -                   | 3.42           |
| Outrigger pad overlap (m)      | -                   | 0.10           |
| Superstructure rotation (0)    | endless             | endless        |
| Platform rotation (0)          | 2 x 70              | 2 x 70         |
| Lift speed (secs)              | 165                 | 169            |
| Controls                       | Prop                | Electro-prop   |
| GVW (kg) (full tank and spare) | 3,460               | 3,650          |

Judges' comments

- Simple, clean structural design.
- Controls are simple and easy.
- Easy accessibility for maintenance.
- Very compact with an overall length of only 6.5 metres.
- No simultaneous movements permitted.
- Average basket stability.
- No electronic end positioning dampening.
- Valves and wiring are exposed and prone to damage.
- Only unit with out-and-down outriggers and levelling ability in retracted position was poor.
- Outriggers can only be set from the chassis. No automatic levelling.
- A heavy overall weight of 3,650 kilograms.
- *According to the manufacturer, the model supplied for the test was a prototype and on release, the weight deficit should be resolved.*



# What gives with platform overload devices?

Since 30 June, 2002 and the final adoption of EN280, most aerial work platforms have been required to be equipped with an overload device when applying for a new CE approval. But when the modified standard was being ratified, most experts objected, insisting that devices were simply not "state-of-the-art". Two years on, C&A takes a brief look at what developments this requirement has spurred on.

In very simplistic terms, the accuracy and practicality of these overload devices fall into three main, but broad categories.

1. Boom lifts with pedestal-mounted baskets, where simple, elegant, inexpensive and accurate solutions are readily available.
  2. Booms with end mounted baskets, where moderately priced installations are available, but where accuracy varies along with practicality and reliability.
  3. Most scissor lifts, where the only accurate solutions are costly, often impractical, and potentially unreliable.
- So what solutions has the requirement



Leguan has developed this overload system for its range of skid steer boom lifts that uses an open parallelogram connection between the basket and boom. It is combined with a heavy duty spring and two micro switches, all of which are well protected from the elements.

Must your new machine be fitted with an overload device? The easy answer is "not necessarily".

Two main exceptions exist.

- If the machine was CE approved prior to June 30, 2002, it was most likely not equipped with an overload device. In this case, the approval is still perfectly sound and the lift can be sold without an overload system for as long as the unit is produced.
- If the basket is of a small enough dimension that overloading the platform is supposedly impossible.

practical solution. The advantage of both of the above solutions is that the supplier can provide a complete solution, saving a manufacturer's engineering resources. Some platform producers though have designed their own solutions, one of the most elegant of which is a new option on the Leguan range of skid steer boom lifts. The system uses an open parallelogram connection between the basket and boom, which is combined with a heavy duty spring and two micro switches, all of which are well hidden and protected from the elements.

## Scissors

So what about the scissor lift? Any time you talk to overload manufacturers they wax lyrical about their latest devices for boom lifts, citing simplicity, cost and accuracy. Ask what they offer for scissor lifts though, and all you get is groans and silence.

Haulotte is convinced that it can combine lift cylinder pressure with scissor arm position via a simple microprocessor for a relatively simple overload device and intends to patent its solution. However, every other manufacturer and every overload specialist, we spoke with told C&A that making such a device to meet the precise requirements of EN280 was not possible.

Problems with this concept arise in several areas. Firstly, the number of pivot points between the platform and lift cylinder means that friction in the lift mechanism can vary enormously, distorting load readings. Secondly, the large platform area leads to wide variations of forces on the lift cylinder depending on the position of the load. Thirdly, pressure spikes in the lift circuit, as the platform reaches full height, tends to prevent sensible readings at or near maximum height.

Most producers have found that load pins, or strain gauge pins, fitted to the four pivot points connecting the scissor arms to the platform are the most effective. It is relatively expensive though, and rarely as accurate as the rules strictly require. A heavy load on one end of the platform can cause distortions on some units. Most experts believe



The duplicate systems of the 3B6 system for full redundancy.

that the only way to completely comply to the rules is to fit an extra structure under the platform with a measuring device situated between the two, effectively putting a giant

scale between the platform and the top of the scissor arms.

This does, however, place extra weight precisely where it is not wanted, making the unit itself heavier, more costly and perhaps less reliable. It also creates yet another obstacle to expanding the use of these life saving machines.

So how are lifts being approved these days you might ask? Well, it is widely accepted that notified bodies are making allowances and approving machines as long as a device is fitted, even if, strictly speaking, the devices do not completely comply. Thus allowing for "state-of-the-art" and perhaps another example of misguided regulators turning the law into an ass?

3B6 has developed a simple annular ring strain gauge complete with a redundant system that is easy to install, very accurate, inexpensive, neat and simple.



Scissor lifts remain a problem for overload protection system producers.

generated? Looking at the first category, companies such as 3B6 have developed a simple annular ring strain gauge complete with a redundant system that is easy to install, very accurate, inexpensive, neat and simple.

This solves the problem for many small truck-mounted platforms that use pedestal mounted baskets. Pedestal mounting, however, is less appreciated on self-propelled, or larger truck mounted booms and whereas the same system can be used on end-mounted baskets, obtaining consistent accuracy can be a major challenge to the point where few installations meet the regulations in their true sense.

As a result, systems are now appearing on the market, such as those produced by the German producer, Moba, that use a strain gauge combined with a parallelogram action housing. The result is a solid, relatively lightweight block that can be inserted between the boom tip and basket, providing consistent accuracy. The problem, however, is that they are more costly. But when used on all but the smallest booms, they do provide a

# to the extreme

For Danish-based producer Kroll Cranes, don't even mention "heavy-duty tower cranes", unless, that is, you are talking about units with lift capacities of 800 tonne/metres or more. Anything, below that is simply standard according to firm. Kroll is also the only crane manufacturer in the world that has actually produced tower cranes in excess of 3,200 tonne/metres, topping the efforts of Liebherr and Potain, which have both so far not found it necessary to pass 3,000-tonne/metre units.



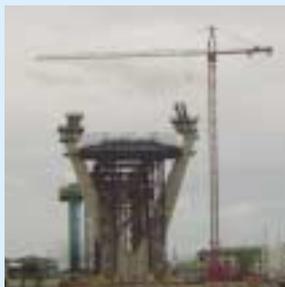
Kroll K-10000

Kroll's own portfolio reaches its climax with what is actually the biggest tower crane on the face of the earth, the truly massive 10,000 tonne/metre, K-10000 with a lift capacity of 240 tonnes at a 44-metre radius. Since 1978, Kroll has produced a total of 15, K-10000s, 13 of which were originally commissioned to serve the demand the construction of nuclear power units in the former Soviet Union – the remaining two units were put to work in the US.

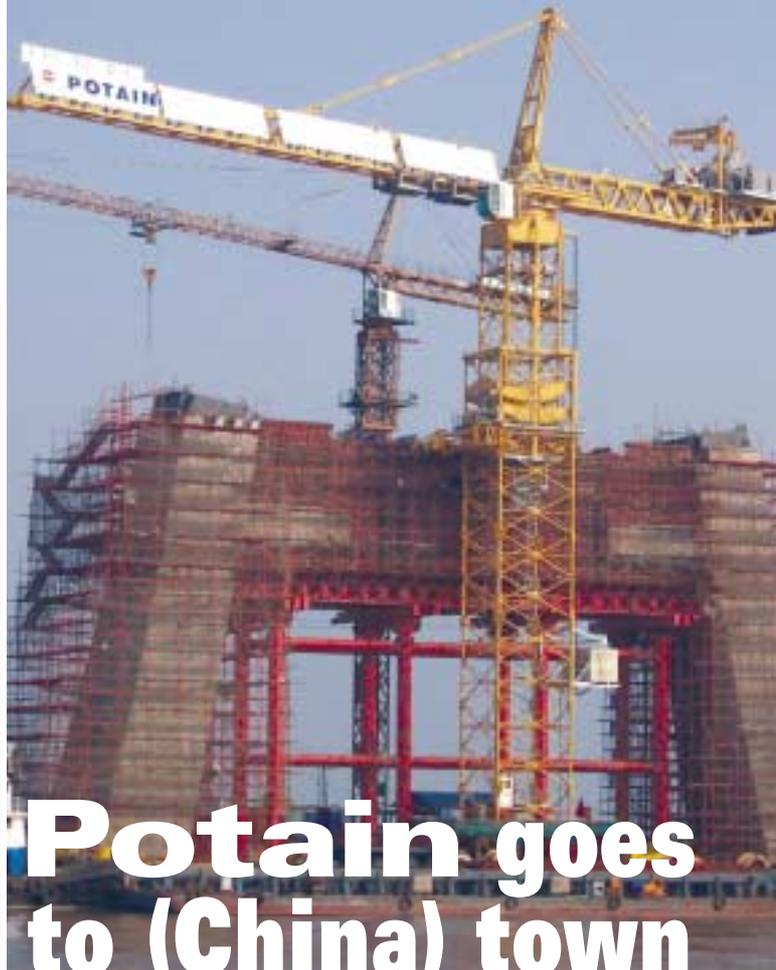
Today, most of the 13 units K-10000s are working at various sites including shipyards in Iran, Singapore and Norway, and two units, which are currently on their way to a shipyard in South Korea. More recent deliveries during the past two years include a 3,000 tonne/metre K-3000, a 4,000 tonne/metre K-4000 and two 5,000 tonne/metre K-5000s to the Daewoo Shipyard, also in South Korea. Over the past 20 years, the Daewoo site has also taken delivery of a further two K-5000s, one K-4000, a further K-3000, seven 1,800 tonne/metre K-1800s and 10 smaller K-320 units.

Last year saw the delivery of four K-320 units for the construction of the Bangkok Industrial Ring Road. "The final height will be approximately 180 metres," says Niels Sorensen at Kroll. "Although we don't consider the K-320 to be a heavy-duty crane, the project is interesting because of the height and because of the long distance between the crane mast ties to the structure's pylons, which will be up 23 metres apart. "The dismantling of the cranes will be another interesting issue," says Mr Sorensen. "This has lead to a re-design of the crane's counter jib, including an additional hook and trolley system."

The company is currently in negotiations for the delivery of a further K-3000 unit.



A Kroll K-320 at work on the Bangkok Industrial Ring Road.



## Potain goes to (China) town

**On completion, the Nanjing Bridge number 3 spanning the Yangste River in Nanjing, China, will be one of the world's longest. But not only will it be a benchmark in the world of bridge building, but also in the world of lifting – at least for France-based tower crane producer, Potain.**

Earlier in the year, the company, parented by the Manitowoc Crane Group, accepted a multi-million dollar order from Nanjing No 3 Yangste Bridge Company for the production of several giant tower cranes to assist in the bridge's construction. Those cranes turned out to be the two largest ever produced by Potain.

Dubbed MD 3600, each of the enormous cranes, which have since been shipped to the site and put to work, are rated at a maximum lift capacity of a massive 160 tonnes, which can be lifted out to a radius of 18.7 metres. Both units have been rigged with a 40-metre jib for the project and are working at heights of up to 200 metres.

The units are based on what was previously Potain's flagship unit, the MD 2200, and, as with their predecessor, are mounted on Potain's tubular R-mast as opposed to the traditional lattice K-mast.

Two MD 2200 units are currently at work on the £13.5 million Three Gorges Dam project, also on the Yangste River.

## The world's largest tower cranes

| Manufacturer | Model   | Capacity                  |
|--------------|---------|---------------------------|
| Kroll        | K-10000 | 240 tonnes at 44 metres   |
| Potain       | MD 3600 | 160 tonnes at 18.7 metres |
| Kroll        | K-5000  | 120 tonnes at 39.1 metres |
| Kroll        | K-4000  | 120 tonnes at 33.3 metres |

# top selection



Flat top tower cranes avoid the radar exclusion zones that severely restrict the heights of any plant and equipment erected in the proximity of airports. Pictured here is one of 30 flat top tower cranes, supplied by Select Tower Cranes, currently at work on the Terminal 5 project at Heathrow airport.

Growing market interest in the flat-top tower crane has warranted the focus of Italy-based Gru Comedil this year, which extended its range with the introduction of the CTT 91. Among the advantages of the flat top model over other crane types highlighted by Marco Zucchet, area manager at Terex Comedil, is the commonplace lack of a tower head and tie-bars, and quick and safe erection procedures.

"Erection of the slewing units of our lower capacity cranes ranging, from the CTT 121 to the CTT 181, requires just two easy operations, four required for the larger CTT 51 to the CTT 91, while the central jib section of the trolley winch with ropes, hoist winch and electrical box is pre-assembled. Limited and modular components across the

entire range is also an advantage in view of spare parts service and hire contractors.

"The reduction of at least two tower elements [tower head and tie-bars] is also advantageous on sites where several cranes could potentially interfere with one another," says Mr Zucchet.

"The cranes require less air space, while the possibility of reduced jib ranges up to 20 metres means they are ideal for use on airport job sites."

Comedil will also be extending its luffing jib offerings in the coming months with the launch of a new mid-range program allowing lift heights of up to 72 metres.

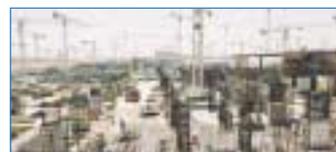
The range will be frequency controlled, which the company says allows for a smoother operation, reduced noise levels and a lower power requirement.

Currently on hire from UK-based tower crane rental company, Select Tower Cranes, are a total of 30, 630 metre/tonnes Comedil flat top units for the new Terminal 5 project at London's Heathrow airport. Topping that, Select has also supplied a fleet of 50 Comedil flat top units, ranging from 300 to 600 metre/tonnes capacity, to assist in the construction of a new terminal at Dubai airport.

"The flat top tower cranes are ideally suited for this type of work as they avoid the radar exclusion zones that severely restrict the heights of any plant and equipment erected in the proximity of the airport," says Mike Taylor, national sales manager for Select Tower Cranes. "At Terminal 5, Heathrow, the 630 metre/tonnes capacity units are erected with jib lengths up to 85 metres."

To cope with demand, Select recently invested in a further 40 tower cranes, taking the company's fleet to in excess of 330 units with

a further 40 expected to be added by the end of the year. As well as flat top units the fleet also comprises numerous saddle and luffing jib models that are proving equally as popular across UK job sites as the flat top models. Other contracts involving Select saddle and luffing jib units currently running, or about to start, include the supply of nine cranes to the St Pancras redevelopment project, six cranes each to the Royal Bank of Scotland and the development of Ascot racecourse, and two large luffing jib units to Wembley Station. A further 22 units will soon be making their way to the Paradise Street project in Liverpool.



Arguably one of the world's largest construction projects in terms of tower crane numbers at present, the Dubai airport development site is currently home to an army of 50 flat top units.

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Opting for German-made luffing jib tower cranes this time around is another of the UK's growing tower crane hirers, W D Bennet's Plant, which recently added five new heavy-duty Liebherr luffing units to its fleet. The company opted for four, 16-tonne capacity 160HC-Ls and a bigger 24-tonne capacity 224HC-L.

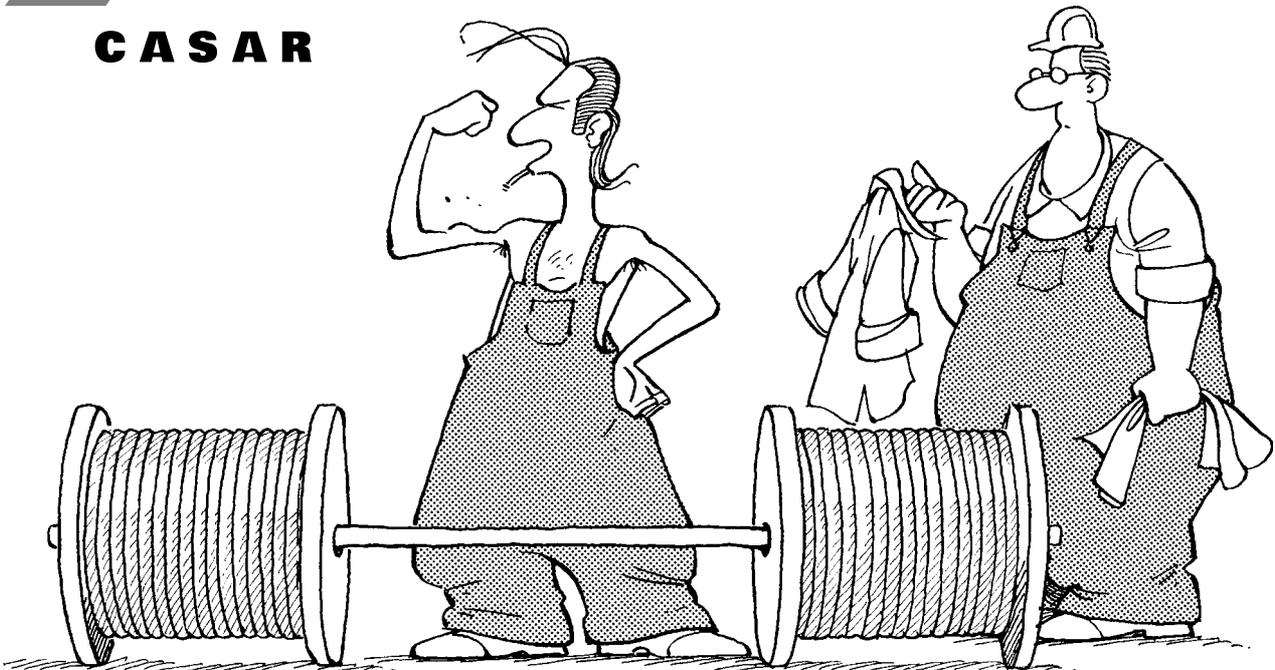
"The bigger 160 HC-Ls are equipped with full PLC control and frequency drive motors and are capable of free-standing tower heights of 82 metres and a 2-tonne capacity at a jib length of up to 55 metres," explains Dermot O'Neill, Liebherr sales and after service manager UK and Ireland. "The bigger 224HC-L has a lower free-standing height of 70 metres, but provides a 2.3-tonne capacity with a 60-metre jib

and a greater overall capacity." Further deliveries of the 160HC-L to the UK by Liebherr also include those to Kier Plant, which also recently took on board a 6 tonne capacity 154EC-H6 saddle jib, capable of lifting 1.65 tonne at a maximum radius of 60 metres.

Earlier in the year, Liebherr topped its EC-H series with the launch of its 630 EC-H 40 Litronic top-slewing unit at bauma 2004, which also claimed first prize for the largest crane on display at the show. A 40 tonne capacity unit, the 630 has an under hook height of 80 metres and a working radius to match. The first unit was destined for German soil and snapped up by Nagel-Baumaschinen on the third day of the show. The UK is yet to be tempted.



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...and just when you thought it was safe to put the passport away! SAIE, Italy's number one construction equipment show returns next month. For those planning the trip, here are some of the sights to look forward to.

As one may expect, SAIE is very much an Italian show for the Italian market. But for the international visitor with a few Euros to spend, any one of the country's numerous producers will in a second happily turn its gaze overseas.

Typically, the show has become a fest for small to mid-sized producers, particularly those from the powered access, telehandler and knuckle boom crane sectors.



But an opportunist appearance by some of the world's heavy-duty producers does, however, occasionally break up the exhibit displays with the odd mobile, crawler or tower crane.

At the time of writing, Terex-Demag for one said that it expects to have its new 120-tonne capacity AC 120-1 ready for this year's show. The compact unit bares a width a quarter of a metre less than the company's existing three metre wide 120 tonne cranes, but retains a 60 metre main boom that can accommodate a 33-metre extension.

Also in the five-axle class will be Grove's 130-tonne capacity GMK5130-1 mobile crane, which will be displayed with the ever-popular,

mid-range 55 tonne GMK3055 and the 80 tonne GMK4075-1 all-terrain.

From the Manitowoc camp comes the latest additions to its Potain tower crane business, including the most compact entry in the Igo self-erecting range, the 1.3 tonne Igo 10, and the latest 'City' range unit, the 6 tonne capacity Topless MDT 98.



Just prior to SAIE 2004, Terex-Demag was unsure whether its new 120 tonne capacity AC 120-1 would be ready for the show. Pop along to stand F99 to find out.

Among the numerous Italian producers setting up shop will be Lionlift with its 11.7-metre working height GS 12-06 crawler-mounted platform. The unit will be joined by the firm's 22.3-metre working height GX 22-10 articulated truck-mounted platform with a 10-metre outreach and 440-degree platform rotation.

Another truck-mount, this time with a 60-metre working height, will be presented by fellow Italian producer Barin. The AP 60/30 is set on a 32-tonne chassis and gives a 30-metre outreach. The smaller 44-metre working height AP 44/29 and the ABC 50 underbridge inspection unit comprising a 5-metre under-bridge platform also get a run-out.

CTE, another Italian producer that has been making headway on the UK market of late, will present its 32-metre Z32 truck-mounted unit along with the Z135/70 self-propelled Genie boom. GSR will also be well worth a visit to see a brand-new 15-metre telescopic boom range.



OP Pagliero presents its 65-metre working height truck-mounted unit, the J2 365.

Among the many knuckle boom producers expected to line the SAIE aisles will be Flli Ferrari with two new models, the 721 and 726, which will fill gaps in the firm's range around the 16- and 22-tonne/metre marks respectively. Autogru PM, which as well as displaying its flagship PM 80026, will be launching three new knuckle boom units, the PM 40 026 SP, the PM 50 026 SP and the 40 tonne lifting moment PM 45 026 SP.

For the first time as part of the SAIE show, the 2004 event will also incorporate RENTALSIAE, aimed at offering manufacturers of machinery and equipment and plant hire companies the chance to present their rental services, including training, IT and marketing support, contractual conditions and hire rates.



Pay Palazzani a visit on stand B17 to see its new compact 39-metre Ragno TSJ 39 tracked boom.

But, if none of the above is tempting enough, then if nothing else, a lazy meander around the culture-packed city of Bologna is alone well worth the trip.

### SAIE 2004

When? 13 - 17 October, 2004

Where? Bologna Fair Centre

Opening times: Wed - Sat: 9 am - 6 pm

Sunday: 9 am - 5.30 pm

#### Knuckle Boom Cranes

| Company               | Area | Stand   |
|-----------------------|------|---------|
| Airone                | 44   | C49     |
| Amco Vebe             | 44   | A34     |
| Autogru PM            | 44   | F36-G31 |
| Benelligr             | 44   | C42     |
| Brusa                 |      |         |
| Cornach               | 44   | A32-B11 |
| Effer                 | 44   | D38     |
| Flli Ferrari          | 44   | E24-F13 |
| Faber Com             | 44   | A20     |
| Fassi Gru Idrrauliche | 44   | D22-E11 |
| Gusella Equipment     | 44   | E43     |
| Heila                 | 44   | C27     |
| HMF                   |      |         |
| Jolly Crane           | 44   | A3      |
| Next Hydraulics       | 44   | C41     |
| Palfinger Italia      | 44   | F16-G11 |
| Partek Cargotec       |      |         |
| Pesci                 | 42   | B49     |
| Pressoil              | 36   | E9      |
| Stern                 | 44   | A17     |

#### Booms

| Company                 | Area | Stand   |
|-------------------------|------|---------|
| Airo Tigieffe           | 44   | C19     |
| Barin                   | 42   | B44-B81 |
| Basket                  | 47   | C84     |
| Bizzocchi               | 44   | D29-E27 |
| Bravisol                | 49   | B10     |
| Cela                    | 44   | F11     |
| CTE                     | 45   | B44     |
| 47 B83                  |      |         |
| Ferrari International 2 | 44   | D23     |
| Genie Industries        | 45   | B44-C42 |
| 47 B83                  |      |         |
| Grove Manlift           | 48   | A59     |
| GSR                     | 44   | B16     |
| Haulotte Italia         | 48   | A55     |

|                       |    |         |
|-----------------------|----|---------|
| Hinowa                | 36 | A19     |
| Intervet Mediterraneo | 16 | D15     |
|                       | 48 | B11     |
| Isoli                 | 44 | C18     |
| Iteco                 | 44 | B32     |
| JLG Industries        | 45 | B50-C48 |
| Lionlift              | 47 | B75     |
| Lissmac               | 48 | B29     |
| Manitou CI            | 48 | D73-E68 |
| Motival 2002          | 48 | A49     |
| Oil & Steel           | 44 | F28-G23 |
| Omapa Service         | 47 | E106    |
| OP Pagliero           | 44 | E40-F27 |
| Palazzani             | 36 | B17     |

|               |    |         |
|---------------|----|---------|
| 44 A64        |    |         |
| Piat          | 48 | G32-F35 |
| Power Climber | 48 | G32-F35 |
| Ram           | 42 | B53     |
| Tecchio       | 44 | B40     |

#### Mobile/Tower Cranes

| Company               | Area | Stand           |
|-----------------------|------|-----------------|
| Autogru Rigo          | 44   | A56-B23         |
| Cams Industriale      | 48   | B61-C60         |
| Eurogru Amici         | 44   | D31             |
| Grove                 | 48   | C39-D42-D45-E40 |
| Ildrogru              | 44   | C11             |
| Liebherr Werk Ehingen | 48   | F15-H12         |
| Manitowoc             | 48   | C39-D42-D45-E40 |
| Minelli               | 44   | E18             |
| Mister Gru            | 16   | E59             |
| Ormig                 | 47   | C89             |
| Potain                | 48   | C39-D42-D45-E40 |
| Sennebogen            | 48   | B19-C18         |
| Tadano Faun           | 48   | D59-E54         |
| TCM                   | 44   | F12             |
| Terex Demag           | 48   | F99             |
| Terex Italia          | 48   | E97-F96         |

#### Telehandlers

| Company          | Area | Stand           |
|------------------|------|-----------------|
| Bobcat Europe    | 36   | D1              |
| Dieci            | 48   | E113-F112       |
| Faresin-Haulotte | 45   | D65             |
| Haulotte Italia  | 48   | A55             |
| Manitou CI       | 48   | D73-E68         |
| Merlo            | 16   | A61-B114 - E140 |
| 48 A69-B70       |      |                 |
| Sennebogen       | 48   | B19-C18         |
| Terexlift        | 48   | F115            |

#### Other

| Company | Area | Stand |
|---------|------|-------|
| Autec   | 48   | B14   |
| Imet    | 48   | A21   |



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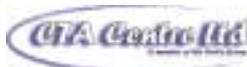


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# ALLMI

## the builders' merchants' first choice

**Time is money! And in a business with in excess of £3 billion a year up for grabs, competition is stiff among the UK's builders' merchants. For this reason, ALLMI has seen demand for lorry loader operator training explode as merchants strive for the most effective handling of materials through their yards.**

Today, most building materials are palletised or banded to enable mechanical handling, which not only applies to delivery to the merchant's yard, but also to customer sites.

It is therefore the rule these days, rather than the exception, that almost all merchants' delivery vehicles are equipped with mechanical handling equipment. And in most cases, this will be a lorry loader crane.

The explosion in the use of lorry loaders, together with the introduction of increasing health and safety legislation, has led to exceptional growth in the demand for lorry loader operator training.

As well being adopted by many local merchants, ALLMI Training has become the standard chosen by one national group in particular, Jewsons (part of Saint-Gobain Building Distribution).



**ALLMI is the UK's only accreditation scheme to be dedicated to lorry loader training and to be fully supported by both manufacturers and the HSE.**

"ALLMI Training is totally committed to best practice," says Ian Berrill, Fleet Manager at Saint-Gobain Building Distribution, "and, as such, is ensuring that our operators stay both productive and safe. So far over 1000 of our staff have successfully completed the ALLMI course."

Also nudging ALLMI's training tally is Paul Bevis of Hertfordshire-based decorator suppliers, T Brooker & Sons, who recently got his first feel for a lorry loader through ALLMI Training.

"I had never used a lorry loader before and was surprised at how much there was to learn," says Mr Bevis, "but I now feel I have the knowledge to operate the crane safely and efficiently, and I feel very confident that the training will allow me to do a good job for my employer and their customers."

ALLMI is the UK's only accreditation scheme to be dedicated to lorry loader training and is the only scheme to be fully supported by both the manufacturers and the Health and Safety Executive (HSE), which recently awarded it the "Working in Partnership" logo – the only lorry loader training scheme in the UK to have obtained this award.

Jewsons  
part of Saint-Gobain Building Distribution  
recently adopted ALLMI Training as its training standard scheme.

**c&a ALLMI training**



## Guidance notes

ALLMI is the UK's only Trade Association devoted exclusively to advancing safety and standards in the lorry loader industry. It has a Technical Standards Committee, which consults upon technical and legislative developments affecting the industry.

The committee recently published its first set of Lorry Loader Guidance Notes, which are available to download free of charge from the ALLMI Training web site. The Guidance Notes cover the following areas;

1. Life Expectancy of a Lorry Loader
2. Second Hand Lorry Loaders
3. Second Hand Lifting Attachments
4. Regulations and Standards
5. Installation and Operation
6. Hiring Lorry Loaders
7. Lorry Loader Purchase
8. Bridge Bashing
9. Trailer Mounted Knuckle Boom Cranes

ALLMI also publishes an Industry Code of Practice for the Installation, Application and Operation of Lorry Loaders. For further details, please contact ALLMI Training.

## BS 7121 Part 4 - JUST FOR THE RECORD

Following much confusion among industry members over the BS 7121 Part 4 Safe use of loader cranes standard, crane safety expert and chairman of British & European Crane Standards Committees, Peter Oram, tells it as it is.

BS 7121 Part 4 was issued in 1997 and there have been a number of changes in the industry since the standard was written that need to be addressed, but it will be some time before we [British Standards committee] are able to carry out this work.

In the meantime, in my role as chairman of the British Standards Committee, responsible for this standard, I would like to clarify what we intended when we wrote the definition of lorry loader in clause 3.1 of the standard. We were addressing those machines whose prime purpose was the transportation of goods, but happened to be fitted with a crane to facilitate loading and unloading.

Today, this means that the capacity of the crane should be commensurate with the load carrying capacity of the vehicle to which it is fitted, while the reach of the crane

should only enable the load to be placed in the close proximity of the vehicle.

This means that the very large cranes that are being fitted to vehicles, where the crane takes up the majority of the vehicle's load carrying capacity and has a reach that far exceeds the requirement to simply unload the vehicle, are outside of the scope of Part 4. These, therefore, have to be looked upon as mobile cranes and subjected to Part 3 of BS 7121 of the standard.

The consequence of this is that the crane operator cannot take on any other role than driving the crane. The lifting operations that these larger lorry loaders perform must be supported by written plan, be supervised, and have slingers and signallers as defined by Part 3 of the standard.



# Tickets for cards

IPAF is running a poster promotion (pictured) campaign aimed at construction site managers and



industrial safety officers to encourage them to check that all those using platforms on their sites are properly trained. They stand to win a pair of tickets to a Premiership football match – or First, Second or Third Division game if they prefer – for each PAL Card checked.

Whenever they check an operators PAL Card, they can submit the name and number on the card, along with their own contact details, to IPAF by email or fax and be entered into the draw for tickets.

The holder of the PAL card submitted on each winning entry will also receive two match tickets.

# International standard for operator training

The International Organisation for Standardisation (ISO) has approved a new Standard, providing an international benchmark against which powered access operator training courses can now be judged. [ISO/FDIS 18878:2004, Mobile elevating work platforms – Operator (driver) training was approved in early July].

"For the first time we have a clear yardstick from a respected international body," said Tim Whiteman, IPAF managing director. "The new standard will form the basis for everyone – from governments and their agencies, right down to individual operators – to recognise which courses provide the proper training increasingly required by legislation around the world.

"With the standard in place, it would be hard to defend the adequacy of any training that does not meet or exceed the requirements it sets out."



*ISO commands international respect; so too will its newly approved operator training standard ISO/FDIS 18878:2004.*

ISO/FDIS 18878:2004 does not provide detailed course plans, but covers the framework of contents and procedures to which training needs to conform. It insists that trainees must satisfy the trainer of their competence in both practical skills and theoretical knowledge. Auditing procedures are required to ensure that the training meets its objectives consistently, while the standard draws a clear distinction between training and 'familiarisation'.

Welcoming the decisive vote - all the 15 countries voting were in favour of the Standard's adoption. Dennis Eckstine, executive president of AWPT Inc, the IPAF subsidiary that promotes and delivers operator training across North America, and who chairs the International Standards Organisation's TC214 Technical Committee, Elevating work platforms, said: "This new ISO standard will help to influence the attitudes toward a quality training programme."

# Hirers aim higher

IPAF's Terms and Conditions of Hire are available exclusively to IPAF members, including versions covering England & Wales, Scotland, Northern Ireland and the Irish Republic.

According to Giles Councill, IPAF Scheme Auditor, the launch of IPAF's Rental+ at SED has resulted in a flood of interest from IPAF rental company members.

"The majority of our rental company members have already expressed an interest in joining the scheme," he said. "We are finalising details of the audit procedures and will begin visiting companies shortly."

IPAF says that the interest is hardly surprising as the initiative was developed at the request of, and with the active involvement of, members, who clearly saw the need for an independent endorsement of their high standards of service and support for their customers.

One aspect of operation that will be examined by the audit procedure will be the terms and conditions of the rental agreement. Terms and conditions are the important, but often neglected, basis of any rental and should be designed to protect both parties. They can also be used to reinforce safety procedures.

IPAF and its members have put their own broad experience of platform rental into its own Terms and Conditions of Hire, published a year ago and drafted to cover the specific requirements of platform rental. There are now four separate versions, available on CD, covering England and Wales, Scotland, Northern Ireland and the Irish Republic.

Clement Hire's John Jennings, who chaired the IPAF committee that prepared the IPAF Terms and Conditions of Hire, has played a key role in their development and highlighted that they are not intended to be cast in stone.

"Contract law changes as issues

are tested in court and new legal precedents are set," said Mr Jennings. "Our members using the Terms and Conditions will also come across new situations that they recognise as not being fully covered. We need the continuing feedback from members so that we can update the Terms and Conditions to reflect changing needs and developments in contract law.

"Members should be aware that however good the terms may be, it is vital that the correct procedures are established so that staff and systems ensure that it is the IPAF Terms that apply to each hire transaction.

"We are issuing guidance notes alongside the Terms to help members set up workable procedures to support their use," said Mr Jennings.

"There is increasing evidence that the courts will rule unfavourably in disputes where documentation is sloppy so it is in the interests of all members to combine the adoption of the new Terms with a thorough review of their hire issue procedures."



IPAF's Terms and Conditions of Hire are available exclusively to IPAF members, including versions covering England & Wales, Scotland, Northern Ireland and the Irish Republic.



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# kit cranes

R Stahl, the Germany-based material handling technology company, says that it has overcome the problems and costs incurred from transporting heavy and bulky crane bridges overseas with its new range of kit-form overhead travelling crane packages.

The various kit forms are available for cranes with lift capacities ranging from 2 to 10 tonnes, and include the hoist gear, end carriage and all electrical fittings required to assemble crane bridges to a maximum width of 23 metres. The crane bridge itself has been excluded from each kit, allowing customers to turn to local suppliers for suitable beams and sheet steel panels. R Stahl does, however, supply the basic design drawings required to produce the bridge.

The bridge design of cranes up to 12 metres bridge span are based on IPBI (HE-A) standard profile, while those over 12 metres are constructed to a welded box girder design, as becomes mandatory in some markets when 12 metres is exceeded.

Single-girder crane kits are currently available for 2-, 3.2-, 4-, 5-, 6.3-, 8- and 10-tonne capacity units with spans ranging from 6 to 23 metres and lift heights from 6 to 10 metres. Hoist speeds vary from 4/0.6 to 7.5/1.5 metres per minute.



R Stahl says that a 25-tonne capacity double-girder kit will be available later in the year with a varying span from 6 to 22 metres, lift heights ranging from 6- to 10 metres and hoist speeds from 3.2/0.5 to 7.5/1.5 metres per minute. All kits use standard calculations, connections, easy to obtain materials, continuous load monitoring technology and various other safety features.



## perfect motion

Danaher Motion has launched a new range of electromechanical actuation products for use with construction vehicles and against the use of alternative hydraulic solutions. The actuators in most cases comprises a compact package an electric motor and gearing that drives a ball, or lead, screw, and a lift arm that is installed in the same way that a hydraulic cylinder would be, using a clevis or trunnion mountings. Other features, such as positional feedback can also incorporated into each package, while a ball and screw is used to convert rotary to linear motion.

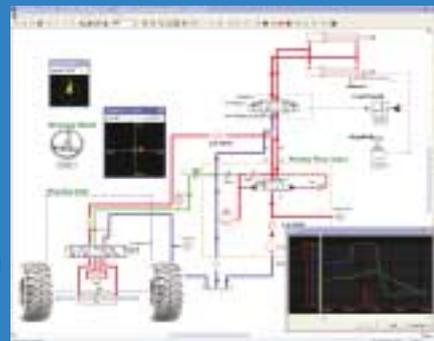
Danaher says that the advantages of electromechanical actuation over the use of hydraulic systems include reduced cost and complexity, a reduced risk of hydraulic fluid contamination and the ability to run various functions without the machine's engine running, thus, reduced energy consumption.

## circuit training

Famic Technologies of Quebec, Canada, has launched the latest version of its Automation Studio circuit design simulation and project documentation software for mobile hydraulic applications. Automation Studio has been designed to replicate fluid power systems, such as hydrostatic transmissions, power steering and load sensing pumps, and acts a key aid in the design, training and troubleshooting of hydraulics, pneumatics and electrical systems/circuits.

By simply dragging and dropping symbols from the software's libraries onto the workspace window, users can design circuits of varying complexity. Once the circuit has been drawn, the simulation mode shows valves shifting positions, moving cylinders and the status of

changing switches, while varying fluid pressures are indicated by colour changing fluid lines. Plotter functions can be added to monitor variables such as speed, acceleration, flow and position, display trends and store numerical data.



Simulation models can also be designed for servo and servo proportional valves, variable displacement pumps, proportional pressure regulators and flow controls.

## enquiries ↓

To contact any of these companies simply visit the "Industry Links" section of [www.vertikal.net](http://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, Unit 1/Level 5, New England House, New England Street, Brighton BN1 4GH, or alternatively by e-mail to: [ww@vertikal.net](mailto:ww@vertikal.net) with "Innovations" typed in the subject box.

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

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See  
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## ARA RentalShow 2005

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## Apex 2005

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## CeMAT 2005

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| Access Sales International | <a href="http://www.accesssalesint.co.uk">www.accesssalesint.co.uk</a>         |
| Baulift                    | <a href="http://www.baulift.de">www.baulift.de</a>                             |
| Easi-uplifts               | <a href="http://www.easiuplifts.com">www.easiuplifts.com</a>                   |
| Flesch                     | <a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a> |
| Kunze                      | <a href="http://www.KUNZEGmbH.de">www.KUNZEGmbH.de</a>                         |
| Nationwide Access          | <a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>     |
| PASS                       | <a href="http://www.poweredaccess.com">www.poweredaccess.com</a>               |
| Ritchie Bros auctions      | <a href="http://www.rbauction.com">www.rbauction.com</a>                       |
| Riwal                      | <a href="http://www.riwal.com">www.riwal.com</a>                               |
| Skylift Hire               | <a href="http://www.skylift.ie">www.skylift.ie</a>                             |
| Skyreach Access            | <a href="http://www.skyreachaccess.com">www.skyreachaccess.com</a>             |
| Thanner                    | <a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>               |

## PLATFORM RENTAL

|                   |  |
|-------------------|--|
| Easi up Lifts     | <a href="http://www.easiuplifts.com">www.easiuplifts.com</a>               |
| Hi-reach          | <a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>                 |
| Nationwide Access | <a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a> |
| Riwal             | <a href="http://www.riwal.com">www.riwal.com</a>                           |

## TELESCOPIC HANDLERS

|       |  |
|-------|--|
| Dieci | <a href="http://www.dieci.com">www.dieci.com</a>     |
| Merlo | <a href="http://www.merlo.co.uk">www.merlo.co.uk</a> |

## TRAINING CENTRES

|                       |  |
|-----------------------|--|
| AFI                   | <a href="http://www.afi-platforms.co.uk">www.afi-platforms.co.uk</a>             |
| AJ Access             | <a href="http://www.accessplatforms.com">www.accessplatforms.com</a>             |
| Atlas Terex (UK) Ltd. | <a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>                 |
| CTA                   | <a href="http://www.ctacentre.co.uk">www.ctacentre.co.uk</a>                     |
| HMF                   | <a href="http://www.hmfcrane.co.uk">www.hmfcrane.co.uk</a>                       |
| Instant Training      | <a href="http://www.instant-training.com">www.instant-training.com</a>           |
| IPAF                  | <a href="http://www.ipaf.org">www.ipaf.org</a>                                   |
| Light Hire            | <a href="http://www.lighthire.com">www.lighthire.com</a>                         |
| Nationwide            | <a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>       |
| Outreach              | <a href="http://www.outreach.plc.uk">www.outreach.plc.uk</a>                     |
| Peter Hird            | <a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>                   |
| Rapid platforms       | <a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>           |
| Skyreach access       | <a href="http://www.skyreachaccess.com">www.skyreachaccess.com</a>               |
| Promax Access         | <a href="http://www.promaxaccess.com">www.promaxaccess.com</a>                   |
| TH White              | <a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>                         |
| Transloader           | <a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</a> |
| Uplift platforms      | <a href="http://www.upliftplatforms.co.uk">www.upliftplatforms.co.uk</a>         |

## PARTS AND SERVICE SUPPLIERS

|      |  |
|------|--|
| IPSP | <a href="http://www.independent-parts-service.com">www.independent-parts-service.com</a> |
|------|--|

## TRAINING ASSOCIATIONS AND NETWORKS

|       |  |
|-------|--|
| Allmi | <a href="http://www.allmitraining.co.uk">www.allmitraining.co.uk</a> |
| AWPT  | <a href="http://www.awpt.org">www.awpt.org</a>                       |
| IPAF  | <a href="http://www.ipaf.org">www.ipaf.org</a>                       |

## CRANE MANUFACTURERS

|                     |  |
|---------------------|--|
| Demag Mobile Cranes | <a href="http://www.terex-cranes.com">www.terex-cranes.com</a>       |
| Effer               | <a href="http://www.effer.it">www.effer.it</a>                       |
| Grove               | <a href="http://www.groveworldwide.com">www.groveworldwide.com</a>   |
| Manitowoc           | <a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a> |
| Tadano Faun         | <a href="http://www.tadanofaun.de">www.tadanofaun.de</a>             |
| Valla               | <a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>   |
| Vanson              | <a href="http://www.vansoncranes.com">www.vansoncranes.com</a>       |
| Terex-Demag         | <a href="http://www.terex-cranes.com">www.terex-cranes.com</a>       |
| Unic Cranes         | <a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>     |

## USED CRANES

|                   |  |
|-------------------|--|
| Ainscough         | <a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>           |
| AGD Equipment Ltd | <a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>   |
| Hovago            | <a href="http://www.hovago.com">www.hovago.com</a>                     |
| Kobelco           | <a href="http://www.kobelco.nl">www.kobelco.nl</a>                     |
| Liftme-dot-com    | <a href="http://www.liftme.com">www.liftme.com</a>                     |
| M. Stemick        | <a href="http://www.stemick-krane.de">www.stemick-krane.de</a>         |
| Waterland         | <a href="http://www.waterland-trading.nl">www.waterland-trading.nl</a> |

## EQUIPMENT & ACCESSORIES

|                   |  |
|-------------------|--|
| Automation Studio | <a href="http://www.automationstudio.com">www.automationstudio.com</a> |
| Camlok            | <a href="http://www.camlok.co.uk">www.camlok.co.uk</a>                 |
| Casar             | <a href="http://www.casar.de">www.casar.de</a>                         |
| Danaher Linear    | <a href="http://www.danaherlinear.com">www.danaherlinear.com</a>       |
| Igus              | <a href="http://www.igus-uk.co.uk">www.igus-uk.co.uk</a>               |
| Palfinger         | <a href="http://www.palfinger.com">www.palfinger.com</a>               |
| Stahl             | <a href="http://www.stahl.de">www.stahl.de</a>                         |

## REPAIRS

|                |  |
|----------------|--|
| Avezaat Cranes | <a href="http://www.avezaat.com">www.avezaat.com</a> |
|----------------|--|

## ASSOCIATIONS

|      |  |
|------|--|
| IPAF | <a href="http://www.ipaf.org">www.ipaf.org</a> |
|------|--|

## EXHIBITIONS

|                        |  |
|------------------------|--|
| CONEXPO                | <a href="http://www.conexpoconagg.com">www.conexpoconagg.com</a>     |
| SED                    | <a href="http://www.sed.co.uk">www.sed.co.uk</a>                     |
| PLATFORMER DAYS        | <a href="http://www.platformers-days.de">www.platformers-days.de</a> |
| WORLD of CONCRETE 2005 | <a href="http://www.worldofconcrete.com">www.worldofconcrete.com</a> |

## PERSONNEL

|                               |  |
|-------------------------------|--|
| Millennium Personnel Services | <a href="http://www.mps-ltd.com">www.mps-ltd.com</a> |
|-------------------------------|--|

## SOFTWARE

|         |  |
|---------|--|
| Haubold | <a href="http://www.haubold-afd.de">www.haubold-afd.de</a> |
|---------|--|

## WIRE ROPE

|              |  |
|--------------|--|
| Bridon Ropes | <a href="http://www.bridon.com/cranerope">www.bridon.com/cranerope</a> |
| Casar        | <a href="http://www.casar.de">www.casar.de</a>                         |

## BATTERY MANUFACTURERS

|                |  |
|----------------|--|
| Trojan Battery | <a href="http://www.trojanbattery.com">www.trojanbattery.com</a> |
|----------------|--|

## CRANE DRIVERS SITES

|               |  |
|---------------|--|
| Lifting World | <a href="http://www.lifting-world.co.uk">www.lifting-world.co.uk</a> |
|---------------|--|

## CONTROL SYSTEMS

|              |  |
|--------------|--|
| Intercontrol | <a href="http://www.intercontrol.de">www.intercontrol.de</a> |
|--------------|--|

## ALLOY TOWERS

|                |  |
|----------------|--|
| Skyreachaccess | <a href="http://www.skyreachaccess.com">www.skyreachaccess.com</a> |
| Svelt          | <a href="http://www.svelt.it">www.svelt.it</a>                     |
| Instant        | <a href="http://www.upright.com">www.upright.com</a>               |

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articulated boom. Deutz diesel. 51ft work height (15.5m). Rough terrain & Bi-Fuel available.  
Choice  
1999 - £16,000 (€24,000)  
2000 - £18,000 (€27,000)  
2002 - £22,000 (€33,000)



**Genie S85 – 4WD**

telescopic boom. Cummins diesel. 91ft work height (27.7m).  
Choice  
1999 - £34,000 (€51,250)  
2002 - POA



**Grove MZ71c – 2WD**

telescopic boom. Cummins diesel. 71ft work height (21.6m) Choice  
1998 - £14,000 (€21,000)



**MZ116 –**

Telescopic Boom. Cummins diesel. 116ft work height. (35.3m) Choice  
1997 - £27,000 (€40,000)  
1998 - £35,000 (€52,500)  
1999 - £45,000 (€67,750)  
2000 - £50,000 (€75,000)

**Genie Z34/22 – 2WD articulated boom.**

D/C Battery powered. 40ft work height (12m).  
Choice  
1999 - £10,000 (€15,000)  
2000 - £12,500 (€18,750)

**Genie Z60/34 – 4WD articulated boom.**

Deutz diesel. 66ft work height (20.1m).  
Choice  
2002 - POA

**Genie S45 – 4WD straight boom,**

Cummins diesel. 51ft work height (15.5m).  
Choice  
1999 - £16,000 (€24,000)

**Genie S60 – 2WD telescopic boom.**

Cummins diesel. 66ft work height (20.1m)  
Choice  
1999 - £24,000 (€36,000)

**Genie S65 – 4WD telescopic boom.**

Cummins diesel. 71ft work height (21.6m)  
Choice  
1999 - £26,000 (€39,000)  
2000 - £29,000 (€43,500)  
2001 - £34,000 (€51,250)

**Genie S80 – 2WD telescopic boom.**

Cummins diesel. 86ft work height (26.2m)  
Choice  
1999 - £28,000 (€42,500)

**Genie S125 – 4WD telescopic boom.**

Cummins diesel. 131ft work height (40m)  
Choice  
2002 - POA

**Grove MZ46cxt – 4WD telescopic boom.**

Deutz diesel. 46ft work height (14m) Choice  
1999 - £13,000 (€19,500)

**Grove MZ66dxt – 4WD telescopic boom.**

Deutz diesel. 66ft work height (20.1m)  
Choice  
1999 - £19,000 (€28,500)

**Grove MZ72dxt – 4WD telescopic boom.**

Cummins diesel. 72ft work height (21.7m)  
Choice  
1999 - £19,750 (€29,500)

**Grove AMZ68xt – 4WD articulated boom.**

Deutz diesel. 68ft work height (20.3m)  
Choice  
1998 - £18,000 (€27,000)

**Grove AMZ86xt – 4WD articulated boom.**

Cummins diesel. 86ft work height (26.2m)  
Choice  
1997 - £25,000 (€37,500)

**Grove AMZ131xt – 4WD articulated boom.**

Cummins diesel. 131ft work height (40m).  
Choice  
1999 - POA

**JLG 120HX – 4WD telescopic boom.**

126ft work height (39m). Deutz diesel.  
Choice.  
1999 - £ 45,000 (€ 67,750)



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### Manitou BT420 – 4wd

Perkins diesel teleporter.  
4m work height,  
2 tonnes max lift.  
Choice  
2000 - £15,000 (€22,500)  
2001 - POA  
2002 - POA



### Manitou MT932 – 4wd

Perkins diesel teleporter.  
9m work height,  
3.2 tonnes max lift.  
Choice  
2000 - £15,250 (€23,000)  
2001 - POA  
2002 - POA



### Manitou MT1233 – 4wd

Perkins diesel teleporter.  
12m work height, 3.3  
tonnes max lift. Jacks  
2000 - £19,500 (€ 30,000)  
2001 - POA  
2002 - POA



### Manitou MT1637 – 4wd

Perkins diesel teleporter.  
16m work height, 3.7  
tonnes max lift  
2001 - POA  
2002 - POA



### Upright XRT33 – 4wd

diesel scissors. 39ft work  
height (12m) Deck  
extension.  
Choice  
2000 - £9,000 (€13,500)



### SJ8841 – 4wd

Kubota diesel scissors.  
47ft work height.  
Deck extension.  
Choice  
1997 - £9,500 (€14,250)  
1998 - £11,000 (€16,500)  
1999 - £13,250 (€20,000)

### Scanlift SL185 – All terrain hoist.

4WD, Crab steer. 60ft work height (18.5m).  
Kubota diesel. Hyd. Outriggers.  
Choice  
1999 - £17,000 (€25,750)  
2000 - £19,500 (€29,000)

### Scanlift SL240 - All terrain hoist.

4WD, Crab steer. 78ft work height (24m).  
Kubota diesel. Hyd. Outriggers.  
Choice  
2000 - £27,000 (€40,500)  
2001 - £29,000 (€43,500)

### Nifty 170 – Trailer mounted hoist.

Kubota diesel and battery.  
56ft work height (17m) Hyd. Outriggers.  
Choice  
1997 - £9,000 (€13,500)  
1998 - £10,000 (€15,000)

### Denka DL28 – Trailer mounted hoist.

Donkey diesel. Hyd. Outriggers,  
90ft work height (28m).  
Choice  
1999 - £27,500 (€41,500)

### Denka DL22 – Specialised narrow access hoist.

Bi-Fuel. Hyd. Outriggers. 72ft work height (22m).  
Choice  
2001 - £29,950 (€45,000)

### AB38 – 2wd articulated battery boom.

44ft work height (13m).  
Choice  
2001 - £11,000 - (€16,500)

### Skyjack 7027 – Kubota diesel scissors.

33ft work height (10m) Deck extension.  
Choice  
1996 - £5,000 (€7,500)  
1998 - £7,950 (€12,000)  
1999 - £9,250 (€14,000)

### Skyjack 8241 – 2WD Kubota diesel scissors.

47ft work height (14.3m) Deck extension.  
Choice  
1996 - £7,250 (€11,000)

### Skyjack 9250 – 4WD Kubota diesel.

56ft work height (17.2m) Double deck  
extensions. Hyd. Outriggers.  
Choice  
1998 - £14,950 (€22,500)  
1999 - £17,250 (€26,000)



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| MANUFACTURER       | MODEL      | TYPE         | Y.O.M         | CAPACITY  |
|--------------------|------------|--------------|---------------|-----------|
| <b>SMC</b>         | Starlifter | Tele/Crawler | 1999          | 8 tonne   |
| <b>Kato</b>        | CR100      | City Crane   | 1999          | 10 tonne  |
| <b>Kobelco</b>     | RK 200-3   | City Crane   | 2000          | 20 tonne  |
| <b>Tadano</b>      | TL 250E    | Truck Crane  | 1995          | 25 tonne  |
| <b>Tadano</b>      | TL 350E    | Truck Crane  | 1996          | 35 tonne  |
| <b>Tadano-Faun</b> | ATF 50-3   | All Terrain  | 1995/96/97/98 | 50 tonne  |
| <b>Demag</b>       | AC150      | All Terrain  | 1996          | 50 tonne  |
| <b>Krupp</b>       | KMK 3050   | All Terrain  | 1995          | 50 tonne  |
| <b>Liebherr</b>    | LTM 1120/1 | All Terrain  | 2001          | 120 tonne |
| <b>Leibherr</b>    | LTM1160/2  | All Terrain  | 1998          | 160 tonne |
| <b>Demag</b>       | AC300      | All Terrain  | 1999          | 300 tonne |
| <b>Liebherr</b>    | LTM 1400   | All Terrain  | 1998          | 400 tonne |

**CONTACT: JAMES AINSCOUGH OFFICE:** 0044 (0) 1257 478501 Fax: 0044 (0) 1257 473286  
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1998 JLG 40RTS.  
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Deutz diesel. Choice of machines.



**SELF PROPELLED SCISSOR PLATFORM**  
1999 JLG 33 RTS  
12m. working height (39ft.). Deutz Diesel.  
Choice of several machines.



**SELF PROPELLED TELESCOPIC PLATFORM**  
1998 GENIE Z45/22  
15m. working height (50ft.). Deutz Diesel  
Choice of 20 machines.



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1998 GENIE Z45/22. Bi-fuel  
15m. working height (50ft.). Kubota Diesel & D.C.  
Battery Power. Choice of several machines.



**SELF PROPELLED SCISSOR PLATFORMS**  
1998 JLG 2033E.  
8m. working height (26ft.).  
Battery/Electric. Choice of machines.



**SELF PROPELLED TELESCOPIC PLATFORM**  
2000 JLG 450AJ  
15m. working height (51ft.). Deutz Diesel.  
Choice of several machines.



**SELF PROPELLED TELESCOPIC PLATFORM**  
1998 JLG 45DC  
15m. working height (50ft.). D.C. Battery Powered  
Choice of several machines.



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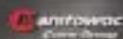
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|             | Model      | Year | Capacity | Location |
|-------------|------------|------|----------|----------|
| • JONES     | IF 15      | 1989 | 15 tn    | UK       |
| • GROVE     | AT635E     | 1996 | 30 tn    | UK       |
| • LEBHERR   | LTM 1040/1 | 1997 | 40 tn    | UK       |
| • MARCHETTI | MG 60-3    | 1987 | 60 tn    | UK       |
| • GROVE     | GMC 4070   | 1996 | 70 tn    | UK       |
| • GROVE     | GMC 4070-1 | 2000 | 70 tn    | UK       |
| • KRUPP     | KMK 5100   | 1990 | 100 tn   | UK       |
| • DEMAG     | AC 395     | 1997 | 120 tn   | UK       |



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