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"The telehandler is much more than a machine for material handling and lift-and-place applications," says Patrice Caulier, telescopic business unit manager at Bobcat, but do they really offer a viable alternative to cranes and aerial platform lifts? C&A turns to those in the know for some answers, while we also round-up some of the latest telehandler products seen at bauma 2004, such as Bobcat's new T40170 model pictured here. The full report begins on page 31.

For the full story see:

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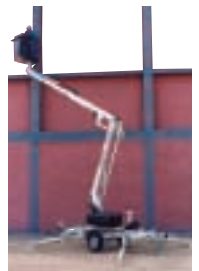
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One particular fascinating issue dominates the news section of *C&a* this issue, and that is the very public, ongoing dispute between Liebherr and Terex-Demag over Liebherr's patent infringement on Terex-Demag's Sideways Superlift (SSL) boom technology.

This Issue has profound implications for the companies concerned, as Demag's SSL system has not only significantly enhanced

main boom capacities offered by its cranes, but more importantly, it provides a very rigid base for the long luffing jibs that have come into use on these big telescopic cranes in recent years, providing very significant capacities, which come into their own on applications such as big wind turbine erection. Liebherr has also taken the idea a step further, by fitting its lateral "Y-Guy" support system to the luffing jib, resulting in capacity increases, said in some cases to be over 50 percent again.

It is hard to imagine that everything can now be "put back in the box", leaving one manufacturer with such a major advantage over the others. However, patents were established to provide protection for new ideas and encourage innovation, and there have been precedents in the crane industry, such as the Manitowoc Ringer and American Sky-Horse system. On one side, it is encouraging to see a patent being so quickly protected - all too often an expensive patent appears worthless when innovative company's are unable to fund a long drawn out legal battle when the outcome can be so uncertain. On the other, the implications for Liebherr of selling big cranes without its 'Y-Guy' system are hard to imagine.

In this case though, it is likely that the two companies will sooner or later sit around the table (if they haven't already) and eventually reach a negotiated settlement. It is in no-one's interest, apart from the lawyers, for this issue to run on for any length of time, particularly with such public exchanges going back-and-forth.

Ending on a lighter note. Like a Glastonbury for the construction equipment industry, only cheaper to get in (for the visitors that is!), SED takes place this month, so be sure to drop in on the *Vertikal Press* at stand O/6C for a chat and your free copy of *Cranes & Access*. And who knows, we may even see a few bands this year!

Warren Wadsworth

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Liebherr refutes Demag's win in boom design patent case

LIEBHERR-WERK Ehingen has responded to Terex-Demag's claims and conclusions, which reflect a ruling from the Mannheim regional court that prohibits Liebherr from manufacturing, offering for sale, putting into circulation and making use of its 'Y-Guy' boom suspension system on the LTM1500.

In a recent statement issued by Liebherr in the latest phase of the court battle, the company stated that: "Terex did not win a general prohibition for 'Y-type' guying systems of any kind," and that the ruling, "solely relates to a very special variant of 'Y-type' guying systems which.....is outdated."

The statement goes on to say that: "Moreover, this concerns a decision of the first instance, against which Liebherr-Werk Ehingen GmbH will lodge an appeal. After all, cancellation proceedings are pending against protective rights on which this patent action is based".

According to Terex, however, the original ruling, spelt out in a 31-page document, specifically states that the court found Liebherr's Y suspension (Y-Guy) system to be an infringement of Terex-Demag's rights [with regards to its Sideways Superlift (SSL) boom technology]. Terex has also concluded from the written statement, that the regional court has followed and supported the arguments put forward by Terex-Demag to their full extent.

The action only references Liebherr's LTM1500, due to the fact that the LTM1400 was "not in the public domain" when the case began. Terex has stated, however, that while the judgement only immediately applies to the LTM1500, the reasoning behind the court's decision and judgement indicates that it should also apply to the LTM1400, as the physical principles of suspending the boom by lateral support on the LTM1400, does not substantially differ from that of the LTM1500.

Demag argues that the company's patents cover the general geometry and principle of laterally suspending the boom on a mobile crane. And therefore, applies to all attempts by others to replicate it, including Grove's Mega-Wing Lift boom system

Terex also said that in Liebherr's efforts to overturn the Demag patents, the German patent and trademark office had already reached a first instance decision in January on one such action in favour of Terex, and that the Mannheim regional court took this into consideration when ruling.



Liebherr's 'Y-Guy' boom suspension system



Demag SSL boom technology

Liebherr has made it clear that it will continue to produce and deliver its Y-Guy lateral support system for telescopic cranes despite the possibility of facing fines of up to €250,000 per incident and up to six months imprisonment, with a maximum limit of two years, usually served by the managing director, if it continues to do so.

Speaking at bauma 2004, Steve Filipov, president of Terex-Demag, commented that Demag had no wish to cause difficulties to those companies, which have purchased Liebherr's 'Y-Guy' boom system, and that the company would like to meet with Liebherr's management at the



Grove's 'Mega-Wing Lift' boom support system

earliest opportunity to work out a negotiated settlement. "We will be doing all we can to prevent any difficulties or concerns for crane owners who have cranes fitted with this system," he said.

Liebherr launched its 'Y-guy' boom support system at the end of 2001 as a rival product to Demag's Sideways Superlift technology. Demag had developed and secured a patent for its SSL system 12 months prior to the introduction of the Liebherr technology. Terex-Demag's SSL system is an attachment for telescopic booms, which substantially increases a crane's lifting capacity, particularly when lifting with the boom in near vertical position at a low radius.

Terex-Demag also has Grove's 'Mega-Wing Lift' design used on the 450 t capacity GMK 7450 all terrain crane in its sights, as the ruling appears to clearly indicate that this system also infringes the Demag patent. ■

Manitowoc and JLG complete Manlift deal

MANITOWOC has completed the sale of the Delta Manlift company based in Tonnesins France, to JLG, having received all necessary approvals and Delta works council advice much sooner than anticipated. The original agreement between the two companies was announced dramatically at the recent bauma trade show in Munich, Germany.

"With the completion of the sale, Manitowoc exits the aerial work platform segment and will concentrate on its core crane businesses of manufacturing crawler, tower, and mobile telescopic cranes, as well as boom trucks," said Terry D Growcock, chairman and chief executive officer at Manitowoc.

"This transaction is the kind of bolt-on acquisition that is consistent with our strategy to remain focused on the access industry," commented Israel Celli, JLG vice president international sales, marketing and customer support. "The Delta product line, which sells under the Toucan brand name, is a distinctly European design with an excellent reputation in the European aerial marketplace. The Liftlux brand of scissors, primarily known for large capacity and height, are very popular with speciality re-rental companies in Europe and North America and fit nicely at the upper end of the JLG scissor line. Collectively, these products further expand our robust aerial portfolio and enhance our ability to compete in the Eurozone region."

Manitowoc confirmed that it would continue to provide dedicated parts and service support for the discontinued aerial work platform product lines, primarily Liftlux and Grove/Manlift, through its Manitowoc CraneCARE operation. In addition to the Delta acquisition, JLG has acquired certain intellectual property and related assets of Manitowoc's discontinued product lines, namely Grove booms, Liftlux scissors and the small TKD boom line. ■

New Liebherr Reachstacker



LIEBHERR has launched its LRS 645 Reachstacker for the handling of containers up to 45 t and up to six containers high in the ports sector. The unit comprises a unique curve-shaped telescopic boom, which has been developed to provide extra space when stacking containers. The boom design means that the LRS 645 is capable of lifting the top container in the second row of four-high by three-wide stacks without the need to first remove the top container in the first row. The boom, which has also been designed using just one large hydraulic cylinder, rather than the traditional use of two smaller ones, also allows the loading and unloading of containers below ground level, such as on and off barges.

Liebherr says that extra damping measures have limited vibrations on the LRS 645, which will help boost component lifetime. Series production and delivery of the LRS 645 will begin this summer at and from Liebherr's Nenzing facility. ■

New luffer for Manitowoc 555

MANITOWOC Crane Group has announced that a new luffing jib is now available for its 136 t capacity Model 555 lattice boom crawler crane. The 40.82 t capacity luffing jib boosts the 555's maximum reach to 100.6 m, while an additional fixed jib can be fitted to give a further 18.2 m reach, taking the total reach to 118.8 m and the maximum radius to 74.6 m.

Commenting on the new jib, which uses the same design for its insert and luffing top as those used on Manitowoc's Models 777 and 888 crawler cranes, Allen Kadow, product manager for Manitowoc said: "This new attachment, coupled with a small footprint, allows the crane to travel in tight spaces, yet still take loads up and over obstructions."

The first Model 555 to be kitted-out with the jib was recently used by International Maintenance Company in the US to assist with the maintenance duties of a giant steam cracker at a BASF plant on the Texas Gulf Coast. The unit is on lease from its new owner Groves Equipment.

"It has an exceptional load chart and is capable of doing just what Manitowoc said it would," commented Groves Equipment president Steve Reynolds. "The company's new luffing jib technology is excellent, and provides capabilities that greatly enhance the reach and performance of the base crane." ■



JLG increases prices

JLG has announced a "price surcharge" of 2.755 percent on all JLG products, options and accessories. Effective immediately the increase applies on a worldwide basis. The announcement came in a letter to JLG dealers and major customers, in which the company also highlighted the current steel shortage in the US and the fact that prices had risen by over 30 percent, with predictions that it may soon reach US\$450 per t, an increase from around \$250.

The company will show the increase as a separate line on its invoices, clearly stating it as a surcharge and not as a 'back-door price increase'. The company claims to have absorbed the increase up until February 2004 and said that it will only be passing on the increases in steel that comes through after that date. The surcharge will be changed from time-to-time to reflect the change in the price of steel throughout the year.

The cause of the steel shortage, which was highlighted (see *Vertikal.Net February*), has been attributed to the huge increase in demand from China, which, as yet, has shown no sign of abating. In case customers have the idea to track the steel price and compare it to the surcharge, JLG has pointed out that as it uses a wide variety of steel types and sources, it will be using its own compound indicator rather than standard steel price indices.

Following JLG's announcement, a number of other companies announced increases in the same range, including, Bobcat, Volvo and Case, while more are expected soon. ■

SkyKing reaches Iraq



SKYKING access platforms has supplied 12, 17 m working height van-mounted platforms from its TL-T telescopic boom range to assist in repair and reconstruction of electricity supplies in Northern Iraq. The contract, awarded by the International Agency Procurement Services (IAPSO), part of the United Nations Development Programme (UNDP), and funded under the UN's Oil for Food Programme, comprises 12 of SkyKing's 17 m working height 179T units mounted on Iveco 50C11 trucks that will be used for the repair of overhead electricity lines damaged over several years of conflict in the region.

Said SkyKing general sales manager, Jim Longstaff: "We were extremely delighted to be awarded the contract from the UNDP/IAPSO as we were against some extremely stiff competition. As our equipment is generally specified for everyday maintenance work, it is also good to think that SkyKing equipment was considered the best for undertaking such an unusual and important assignment." ■

CITB launches tower crane course

THE Construction Industry Training Board (CITB)-Construction Skills has collaborated with the Construction Plant-hire Association (CPA), the Construction Confederation (CCC) and the Health and Safety Executive (HSE) to create the first training programme in the UK aimed solely at tower crane installation personnel.

It is hoped that the modular programme, effective April 19, 2004, focusing on the erection, climbing and dismantling of tower cranes, will help employers to adequately train and assess workers engaged in onsite tower crane installation. Training will be delivered either in-house, on the job or be facilitated through a training provider, and has been designed with both new entrant trainees, who require full training, and experienced workers alike, in mind.

A tower crane installer will be required to complete seven out of a total of 18 modules to fulfil their basic training, with the option of attempting further modules to become a leading erector or supervisor. A combination of the modules are recommended for operational staff such as managers, sales staff and technical personnel who need to be conversant with the equipment and installation procedures.

Commenting on the new training, Paul Philips, chairman of the CPA's Tower Crane Interest Group said: "Until now there have been no common standards for the training of tower crane installation personnel and each employer or training provider has set their own standards for training and assessment. "This programme will not only give the industry a common set of aims and objectives, which individual employers and training providers can use, it will also reinforce to both employers and employees the importance of safety onsite."

Matilsa appoints UK dealer

MATILSA, the Spain-based producer of aerial work platforms, has appointed Russon Access as its UK distributor. The announcement was made at the recent bauma exhibition in Munich, Germany, and marks Matilsa's first break onto the UK market. The company also used the bauma show to introduce two brand new articulated boom models (see *bauma review starting on page 18*).

Since its origins back in 1991, Matilsa has since sold around 3,500 aerial work platforms onto the Spanish market, while 2004 marks the first year in which the company has looked at exporting its machines. The company said that two machines in particular sold during the bauma show, may well be the first ever Matilsa models to land on UK shores. Russon Access was also recently appointed the UK and Ireland distributor for The Netherlands-based producer of heavy-duty scissor lift platforms, Holland Lift, effective from March 1. ■

Denka and APS part company

DENKA, the Denmark-based producer of trailer-mounted telescopic booms lifts, small truck-mounted platforms and narrow atrium lift chassis, has announced that it has reached an agreement with the UK's Access Platform Sales, to terminate the exclusive dealer agreement that the two companies had covering the UK market.

Denka is now seeking a new dealer or dealers for the UK market, after considering setting up a direct sales operation. The company told *C&A* that it believes that a good locally-based dealer will offer a good deal of added value to its products and bring more resources to bear.

Denka is well-known throughout the world for its range of telescopic trailer lifts, as well as truck mounts and special narrow chassied booms. With working heights of up to 30 m, Denka produces some of the highest trailer lifts on the market. The company has a reputation for highly-engineered, high quality products that use a mix of steel and aluminium to produce a light, but rigid, product. At the recent Bauma show, Denka displayed a new 15 m trailer lift with parallelogram riser, two-stage telescopic boom and a unique 1800 jib. ■

Elcome joins Valla Cranes

Bob Elcome, UK regional sales manager for UpRight UK, has joined Valla Cranes as its new UK sales manager. Elcome moves to Valla from UpRight UK, where he has been regional sales manager for a number of years. Prior to that he was a sales executive at Genie UK.

Valla UK, part of Peter Hird, is far-and-away the most successful distributor for Valla Cranes, the Italy-based producer of compact and industrial-type mobile cranes. Valla UK has been instrumental in encouraging Valla to expand and build its product range, in particular the 20E TRX mini-crane on tracks that can pick and carry its own weight. ■

IPAF takes up HSE challenge at SED



IPAF has announced plans to launch its Rental+ at this year's SED to emphasise what it, and its individual members, can offer the construction industry in preparation for the introduction of the new Work at Height Regulations expected later in the year. The launch comes shortly after the Head of the Health & Safety Executive's (HSE's) Falls from Height Team, Ian Greenwood, challenge laid down at IPAF's recent Access Summit by (see *IPAF News*, page 43) who called on IPAF to put its experience behind helping all sectors of industry improve their work at height practices.

Ensuring that the platform rental sector is in ideal shape to take on the challenge of working with the construction industry to enable it to comply with the new Regulations, is one reason for the launch of IPAF's Rental+ at SED. Based on independent assessment, Rental+ will offer IPAF's rental company members the opportunity to highlight their high standards of service. Included in the initial and subsequent annual audits will be aspects that relate to safety, staff training, contract terms and machine inspection. ■

Business as usual at Independent

KPMG Corporate Recovery, the recently appointed administrators at Independent Access Supplies (IAS), has stated that "it is business as usual at the company, or, as close to usual as it can be under the circumstances," and that "KPMG's staff are working with the company to help restructure its finances."

A KPMG spokesman also said that under the new enterprise scheme, there is an obligation on administrators to try and find a way to restructure and rescue a business in trouble, rather than simply move to sell or liquidate it.

Prior to calling in KPMG, Norwich-based IAS, the third largest powered-access rental company in the UK, had been subject to acquisition rumours for several months as it struggled to cope with the cash effects of poor winter utilisation, low rates and high leverage.

Richard Philpott, a KPMG Corporate Recovery partner said: "Unfortunately, current over-capacity in the market has led to depressed prices and IAS has found itself under increasing trading and cash pressures. KPMG is currently working towards the financial restructuring of the business to secure all of the jobs and pursue a survival of the company in the true spirit of the Enterprise Act."

Independent Access is headquartered in Norwich and operates seven other depots around the UK, including Manchester, Birmingham, Bristol, Gatwick, Glasgow, Leeds and Northampton with a total of around 100 employees. ■

Manitowoc to supply Groves to Kobelco

MANITOWOC has reached an agreement to supply Grove All-Terrain cranes produced by the Deutsche Grove plant in Wilemshaven, to Kobelco. These Kobelco branded cranes will be sold to Kobelco on an OEM basis for sale exclusively in Japan. The parties intend to introduce four all-terrain models under this agreement by 2005, ranging in capacity from 100 to 450 t.

The two companies recently announced an agreement for the supply of Kobelco's lattice boom crawler cranes to Manitowoc on a similar OEM basis for sale in the Americas under the Manitowoc brand.

This supply of all-terrain cranes will complement the current product line of Kobelco, which is best known for manufacturing and selling lattice boom crawler and telescopic rough-terrain cranes on a worldwide basis. Kobelco expects that this extension to its range will provide better access to lifting equipment customers in Japan. Kobelco plans to focus even more on the requirements of lifting equipment users.

Glen Tellock, Manitowoc Crane Group president said: "We are pleased to have Kobelco sell our all-terrain cranes in Japan, since Kobelco has well-established relationships with the major customers of lifting equipment in Japan. This complements our earlier supply agreement for crawler cranes, and we look forward to a continuing business relationship for the benefit of both parties."

Takashi Ishida, Kobelco Construction Machinery president said, "We are happy to inform our customers in Japan of the supply of these all-terrain cranes that are manufactured by Manitowoc Crane Group. We believe that this introduction of Grove products, which already hold excellent reputation worldwide outside Japan, will satisfy even more of the requirements and provide better benefits for all our customers in Japan."

Ishida continued, "We are confident with the speed of developing business opportunities with Manitowoc Crane Group. We feel that speed in decision making is essential to better adjust ourselves to the ever rapidly changing business environment, and as a part of this principle, we recently announced the separation of our crane business from our earth moving equipment." ■

Zoom offers up IPAF training in Germany

The International Powered Access Federation has announced that Zoom, one of Germany's largest aerial platform rental companies and sister company to Nationwide in the UK, is now offering IPAF training in Germany. Gardeman and JLG already operate IPAF approved training centres in Germany and the number of people holding a PAL card issued by an IPAF centre is growing.

Zoom will offer IPAF training from a total of nine sites, including Munich, Berlin and Frankfurt, by the end of 2004, in a bid to raise the European level of training. According to Friedmann Holzworth, sales and marketing director at Zoom, there are around 18 to 20,000 users of aerial work platforms in Germany, of which the company has only previously trained 250.

Tim Whiteman, IPAF managing director, said that the Federation is aiming to have trained 1000 German users of aerial work platforms by the end of the year. ■

New owner for JD Crane

JD Crane Group, the Peterhead-based crane hire company, which has been in administrative receivership since running into difficulties last year, has finally been sold to new crane rental company JBK Rental Services, headed by ex-Hewden director Roger Quenby. The company was set-up specifically for the acquisition of the JD Group after beating off several high-powered bidders for the company in the final stages prior to the sale.

JD Crane Group operated around 90 cranes spread across six depots in Scotland and the north of England. The company was also listed as the fourth largest crane hire company in the UK in *Cranes & Access* magazine's 2003 "Top 20" survey with a fleet of 103 cranes at the time. The company's largest crane was an 800 tonne Demag AC800, while it claimed a total employee count of 140 staff. Revenues for 2002 were £7.1 million, falling to £6 million in 2003. ■

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JLG signs up for European telehandler distribution

JLG has signed an agreement with SAME Deutz-Fahr Group (SDFG) for the distribution rights of its European agricultural telehandler line, the designs of which JLG purchased from the Belgium-based company Fademur in August last year.

The agreement will see JLG and SDFG co-operate with the intent of entering into a long-term OEM agreement, under which JLG will supply the new line of compact telehandlers to the European agricultural market sector through SDFG's distributor network.

The telehandlers will be branded with SDFG's trademarks and will be fitted with Deutz engines. Both companies expect the first products under the agreement to be available on the market by the end of 2004. ■

FIRST QUARTER FINANCIALS

Ashtead 2003/4 revenues

The Ashtead group, parent company of A-Plant in the UK and Sunbelt in the US, has issued a year-end trading statement that shows overall group revenues falling by eight percent (UK£40 million) to £500 million for the year to the end of April 2004.

In the UK, A-Plant revenues dropped by 12 percent, due to ongoing competitive pressures in the UK market, along with the effects of depot closures and disposals, the largest being the sale of the Irish business to McCormick Macnaughton in January of this year (see [vertikal.net](#) Jan 15). Other disposal included the mast climber fleet in June, 2003.

Sales in the fourth quarter, following the completion of the disposal programme, was within one percent of 2003 revenues for the remaining businesses. Fleet utilisation for the quarter improved from 59 percent to 63.6 percent. For the year as a whole it was a shade lower at 60 percent.

The company expects that the cost savings arriving from the closures will largely offset the lost revenue for the year.

In the US, the picture was rosier, at least in dollar terms! Revenues increased by four percent to US\$572 million with utilisation up marginally to 65 percent. Activity in the fourth quarter was up 13 percent as market conditions continued to improve.

With the dollar/sterling exchange rate off by an average for the year of nine percent, the gains made in the US will be lost when consolidated into the group's sterling accounts. ■

Terex tops US\$1 billion

Terex corp, the parent company of Terex Cranes and Genie aeriels, has reported a 12.5 percent increase in its first quarter revenues to over a billion dollars. Gross margins rose by almost 25 percent to \$160 million (£90 million), equating to 15 percent of revenue, compared to 14 per cent in the same period of 2003.

Sales and administration overheads increased to 10.7 percent of sales, compared to 9.6 percent in 2003. Interest expense fell by over 12 per cent, leaving a net income after tax of \$17 million (£9.6 million), a 42 percent increase from \$12 million (£6.7 million) reported in 2003.

News highlights

Bernard Fournier, until recently managing director of Loxam Access in the UK, has returned to Loxam's headquarters in France. The position in the UK has been filled by Andrew Davie. Loxam has not yet released any further details on the change.

UK crane operators from all crane sectors have set up the United Crane Operators Association (UCOA) representative body to give them an industry voice over concerns such as improved safety conditions and improved training. Intended as complementary to union membership, the Association was set up by HTC Plant tower crane driver, John Batey, and will be shortly collaborating with HSE and the CITB over various operator concerns.

PARTEK CARGOTEC, the Finland-based producer of load handling equipment for vehicles, has changed its name to Hiab. Under the new Hiab company umbrella, which itself is part of the Kone Cargotec division of Kone, will be Hiab knuckle boom cranes, the Multilift demountable crane range, the Loglift and Jonsered forestry crane line, the Moffett, Moffett-Kooi and Princeton Piggy Back truck-mounted forklift product line, Zepro, Waltco, Focolift and Austria tail lifts and Zetterbergs tipper.

*CT Compact Truck AG, the ZUG based producers of mobile cranes and pioneers of the compact "city

crane", entered the final stages of administration a few weeks ago with the formal filing for voluntary liquidation of the business. The company has not been actively trading for some time now, although it is not known exactly when the last crane rolled off of the production line near Ulm in Germany, but it was certainly not recently.

New noise and emissions ruling conflict

*Crane manufacturers are being asked to do the impossible next year thanks to new noise regulations coming into force at the same time as the new tier three engines. Engine manufacturers will generally not be ready to hand-over their new tier three compliant engines to crane manufacturers for installation design, engineering and testing until early next year, leaving no time to design and test the installations to meet the three decibel noise reductions that are required for January 2006. *A full report will be included in the June issue of C&A.*

Tyres will be the limiting factor for STGO

THAT'S right your cranes road speed will most likely be limited by your tyres under the new STGO rules which while in force now will begin to bite this December when STGO plates become mandatory. *See June issue of C&A for a full report.*

Terex Cranes saw its revenues decline by 12 percent to \$209 million (£118 million) in line with forecasts, reflecting the 2003 disposals and non-reoccurring sales of a large used equipment inventory. Gross margins for the crane business improved in both real and percentage terms to 14.2 percent from 12.4 percent for the same period of 2003.

SG&A expense rose by \$3 million (£1.7 million) to 11.2 percent of sales, attributed to exchange rate factors. As a result, net income for the crane business fell to just over \$6 million, compared with \$9.2 million (£5.18 million) in 2003. An improving business climate in Europe is reflected in the increased backlog which was up by 26 percent to \$239 million (£135 million).

Terex Aeriels, largely Genie Industries, posted a robust first quarter with revenues up 14 percent to \$168 million (£94.6 million). Gross margins improved by a full percentage point to 21.4 percent, while SG&A increased slightly to 9.5 percent. Net income increased to \$20.8 million (£11.7 million) from \$16.5 million (£9.24 million) in 2003. Genie's backlog, frequently very lean during 2003, leapt to \$77 million (£43.3 million) equivalent to six weeks, compared to \$19 million (£10.7 million), or one and a half weeks, at the same time last year. ■

Haulotte posts 31 percent rise

Haulotte, the world's third largest aerial lift manufacturer, has announced a first quarter revenue increase of €12.5 million (UK£8.33 million) to €52.8 million (£35.21 million), a jump of 31 percent, compared to the same period of 2003.

The acquisition of French rental company Lev, which was completed at the end of December last year, contributed €5.5 million (£3.67 million) of the increase, with the other €7 million (£4.67 million) coming from Haulotte's manufacturing business.

As already stated in the company's full 2003 financial results, Haulotte said that the start of 2004 confirms the first signs of a global market recovery. Pierre Saubot, president of Pinguely Haulotte, told C&A that the sales recovery was wide spread, but mostly outside of France.

It is understood that results from Haulotte's acquisition of UK Platforms are not included in the first quarter results. As for longer term plans for UK Platforms, Saubot commented: "this is not fixed but the company's low rate strategy has already been changed. Rental rates have been increased to levels that are now commercially viable. Hopefully the rest of the UK rental industry will follow suit but that is up to them. At least UK platforms cannot now be accused of offering unsustainable rental rates."

14 percent jump for Manitowoc

The Manitowoc Company Inc has announced that its 2004 first quarter group revenues are up by 14 percent on 2003's to US\$412 million (£232 million). Group gross margins improved by over half a percent to 22 percent, while SG&A expense as a percentage of sales fell marginally to 16.5 percent from 16.9 percent reported for the same period last year. Interest expense was down by over \$1 million (£0.56 million) or seven percent, attributed to the debt reduction efforts and free cash flow in 2003. Net profit after tax rose to \$5.8 million (£3.3 million) from \$0.5 (£0.28 million) in 2003.

Crane sales over the same period also rose by 14 percent to \$253 million (£142.4 million), while operating profit made on cranes rose to 4.1 percent from 3.7 percent in the same period of 2003. The order backlog to the end of March, which does not include bauma orders, was \$336 million (£189.1 million), up from \$221 million (£124.4 million) a year ago.

"Demand for all crane products, except for crawlers, seems to be improving, as evidenced by our backlog numbers and the successful reception we received at bauma, where we launched 11 new crane products," said Terry D Growcock, Manitowoc's chairman and chief executive officer.

Finning reports record revenues

Finning International Inc, the parent of UK companies, Hewden Stuart PLC, Finning UK and, since June 2003, Lex Harvey, has announced record quarterly revenues of 968 million Canadian dollars (£401 million), an increase of almost 11 percent on the same period of 2003. Earnings before tax and interest were down by over six percent, while net income plunged by over 30 percent to \$24 million (£9.6 million) the drop was largely attributed to lower earnings at Hewden, as a result of increased competitive pressures and lower earnings from Finning UK from increased expenses. However, finance and interest costs which doubled for the quarter from \$15.1 million (£6.11 million) to \$30.1 million (£12.5 million) appeared to be the main factor.

Hewden, the UK's second largest crane hire company, the second largest powered-access rental company and one of the UK's top tool hire companies, saw revenues dip by almost two percent to \$166 million (£69 million) compared to 2003, while operating costs rose marginally

to \$122 million (£51 million). Depreciation was slightly lower, leading to earnings before interest and tax of \$7.9 million (£3.3 million), compared to \$11.3 million (£4.7 million) For first quarter 2003. Hewden's capital expenditure for the first quarter of 2004 was \$2.8 million (£1.1 million).

Finning also announced that Hewden is working on a number of "initiatives to improve the service delivery channel and reduce costs" from which the expected savings are not yet available. The initiatives will begin in the second quarter and become effective by the fourth quarter and include, a review of the service delivery network (Customer Facing Project). A key part of this will be to combine "back office" and general management functions of the Hewden group into one, and implement a single IT system. The aim is to reduce costs at the same time as improving customer service and revenues.

Finning UK, the Caterpillar dealer for the UK, posted first quarter revenues of \$240 million (£99.5 million), up five percent on 2003's figure. Operating costs were much the same as last year, but depreciation nearly quadrupled, possibly reflecting the Lex Harvey forklift fleet additions.

Finning Materials Handling significantly increased its market position in June 2003 with the acquisition of the Lex Harvey business, which currently has 1,150 employees and expects to deliver 4,250 new Caterpillar lift trucks into the UK market this year.

Finning (UK) is expected to complete the integration of Lex Harvey ahead of the original plan, with full branch integration scheduled for the third quarter of 2004.

Bobcat up another 30 percent

Ingersoll Rand (IR), the parent of Bobcat, saw its revenues rise by over eight percent and margins improve for the first quarter of 2004.

IR's infrastructure sector, which includes Bobcat, along with golf carts and other compact equipment, posted a revenue increase of 21 percent to US\$727 million (£407.03 million), compared to \$599 million (£335.37 million) for first quarter 2003. Operating margins increased to 12.6 percent, compared to 10.9 percent.

Bobcat compact equipment outshone the rest of the infrastructure sector, increasing its revenues by more than 30 percent compared to last year. This was attributed to new product introductions, improving North American markets and the benefit of a weaker US dollar. This comes on top of a 32 percent increase in revenues for 2003. Bobcat's margins improved as well, reflecting volume gains and the benefit of productivity. Bobcat now claims a three to five percent share of the world telehandler market.

Caterpillar revenues up 34 percent

Caterpillar has reported first quarter revenues of US\$6.5 billion (£3.64 billion) compared to \$4.8 billion (£2.69 billion) for first quarter 2003 - a rise of 34 percent. Most of the increase came from machinery and engine sales and was widespread geographically. Europe posted a 22 percent revenue rise in dollar terms.

Profits for the period leapt by 320 percent to \$412 million (£230.67 million) from \$129 million (£72.22 million) reported last year, due to the substantially higher revenues, currency benefits from the high euro/low dollar and the elimination of environmental non-conformance penalties for its engine division.

Caterpillar said that it is confident enough in the ongoing growth of the world economy to upgrade its forecast for the year from a 12 to 20 percent rise in revenues. The company does not break out sales by product, so it is not possible to see how telehandler sales fared for the quarter, but sales to European rental companies rose substantially, producing a 19 percent improvement.

For full details on all of the above results go to www.vertikal.net.

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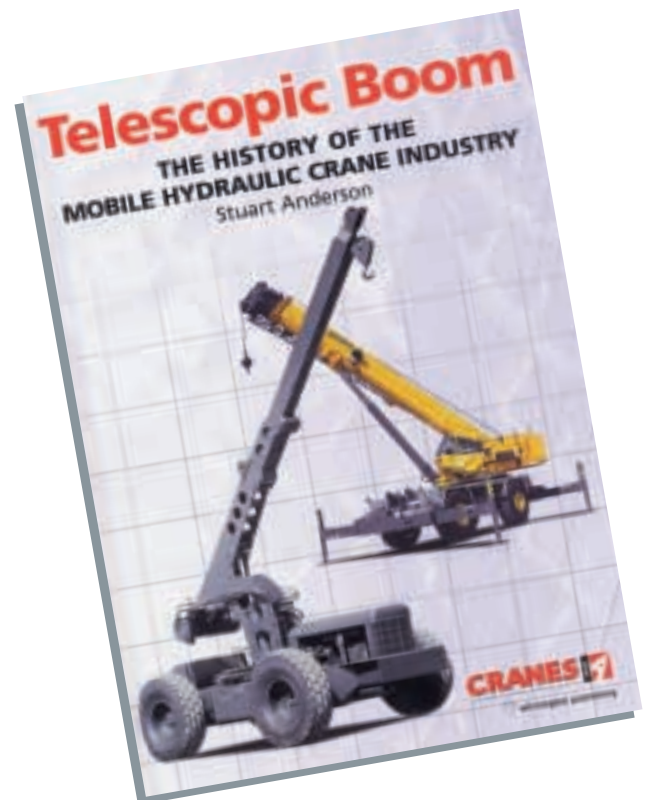
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BOOK REVIEW

A brief history of cranes



IN A CONTEST to find the most knowledgeable person on the world's crane industry, *Cranes & Access'* money would most definitely be on Stuart Anderson. Anderson, president of Chortsey Barr associates, has made available a small portion of his encyclopedic knowledge on cranes available to anyone who is interested, in his first book, "Telescopic Boom".

The book, published by Wilmington publishing, comprises 240 pages packed full of information covering the history, development, and statistical data of the world's crane industry. With region by region reviews, a comprehensive overview of 30 current crane manufacturers and 47 charts and tables, it is a highly useful reference work as well as an excellent introduction to the telescopic crane industry. A detailed history of the development of the telescopic crane beginning in the steam-age, together with over 100 photographs also makes this release an interesting and fascinating read.

Research for the book also unearthed some new facts, which have changed previous records, such as the world's first all-terrain was built almost 10 years earlier than previously thought, while Anderson discovered that a European company built the world's first swing-cab rough-terrain crane four years before Sargent launched its 4418, which was previously thought to be the original swing-cab unit.

This is probably the most authoritative book ever written about the hydraulic crane and a must for all crane spotters, who will find it difficult to put down. For the rest of us, it is an invaluable and useful reference work. Copies can be purchased from the Wilmington publishing at £70.

C&A

Like father...

TEREX CRANES' acquisition of Demag has transformed the company into a billion dollar crane business with almost 80 percent of sales outside of North America, the majority coming from the latter firm. Demag's philosophy, however, with a heavy concentration on engineering, sales and product support, not to mention vertically integrated production plants, could hardly be more different to Terex's usual outlook.

Under Terex, though, and now in the hands of Steve Filipov, Demag appears to be on a role, with a rising market share, a highly motivated sales force, an engineering group that seems to know no bounds and exciting new products popping off the drawing board at an incredible pace.

The interview

Cranes & Access: *How do you plan to consolidate the different crane producers within the Terex group, with their own brand identities, to optimize synergies?*

Steve Filipov: I suppose you mean the different legal entities such as PPM, Bendini, Demag, etc? We are going through a transition at Terex and have focused strongly on building our Terex brand name throughout the range of products we offer, but this will take some time.

C&A: *Terex has several national producers. How will it be managed to achieve a seamless, effective international distribution network?*

SF: Difficult to say how we will tackle this one. We have several distributors outside Europe doing a good job, but we must improve. Asia, Middle East and South America will be our development areas for 2004 and 2005. We have the product line to offer high quality, best value cranes to the market, which we did not have prior to Demag.

We have our own distribution in Germany, France, UK, Spain, Italy, US, Australia and China and we plan to continue this type of distribution in the future in order to offer our customers the best product support.

C&A: *What will happen to the different factories in Europe and the US?*

SF: We will continue to operate our two US locations [Waverly and Wilmington] and also our international locations. We have no plans to close any other locations in the near future. At most of our international locations, where we have a manufacturing facility, we command the



In late 2003, Fil Filipov stood down from his role as president of Terex Cranes and named his son as his successor. The decision appears to not only have been a shrewd one, but also a successful one. Leigh Sparrow talks to Steve Filipov.

majority market share, such as in France, Italy, Australia, and soon in Germany.

C&A: *Terex Cranes' revenues of US\$1 billion in 2003 was impressive, but included disposals such as Schaeff and non-repeating used cranes sales. You are forecast a fall in revenue in 2004, due in part to these factors. What is the underlying revenue trend?*

SF: We should be in the \$900 million range for 2004, which is roughly flat compared to 2003 [on a like-for-like-basis]. The fall is only due to the clean-up of used equipment at Demag and several 'one-time' orders for our CC8800 crawler crane to Japan and Sarens.

C&A: *The Terex attitude, most particularly when it comes to cranes, seems to have shifted from 'pile it high, sell it cheap', to a heavy concentration on engineering and new product innovation, not to mention a healthy respect for sales and marketing. Is this perception an accurate view of your philosophy?*

SF: True, as I said before, we are going through many changes at Terex and must focus our efforts on delivering the best value, which is what you will be seeing more of. We are no longer Terex Lifting with aerial platforms and telehandlers etc, but a \$1 billion crane company, which we need to continue to grow, some via market share increases, but also via new and innovative products. My vision for Terex Cranes going into 2004 is to become the most profitable, best value, and most innovative crane company in the world, while providing the best product support in the industry!

C&A: *What are your plans for the IHI product in Europe? Do you intend to put more power behind these branded products, and what about the German market for small to mid-sized crawler cranes, which seems to scare many importers?*

SF: This is not a very big market [50 t to 100 t], although there have been many 200 t class cranes sold in the past few months at unbelievable prices. I am glad we didn't introduce any new products in this class!

The smaller cranes need to be sold in a different way - directly to the construction company, and will need some work. We will also be working on manufacturing the booms in Zweibrücken in order to save on transportation from Japan and be less vulnerable to the Yen.



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like son?

We have sold over 200 units in the US and it is one of our most reliable cranes in the product line. There is no reason why it cannot work in Europe.

C&A: *You have a self-erecting tower crane line in the group with Ferro, a product type that is growing in non-traditional markets such as the UK and some other Northern European areas. What are your plans for this line and do you sell any in Germany?*

SF: This has been a great acquisition and we have doubled production in two years, mainly in the Italian markets, but also in France against Potain.

The UK and Germany are not a very big markets. We have concentrated on France and Italy, but will move into Germany as our Peiner product gets ramped-up in Zweibrücken.

C&A: *It would seem that Terex has a great deal of tower crane capability, but it is fragmented, disjointed and not uniformly marketed. What plans do you have for tower cranes?*

SF: We will be working on growing the Terex franchise and you will soon see Terex Towers [flat-top tower cranes, self-erecting cranes, and tie bar cranes] develop into a strong 'number 3' in the industry. We have had many issues with the tower crane business with different cultures and product lines, such as the closure and start-up of tie bar cranes at Demag, but we will continually grow this business. Comedil had an excellent 2003 and going into 2004 things look very positive. We have a lot of opportunity to grow this business and I think it will be a strong one for Terex Cranes moving into 2005 and 2006.

C&A: *Is production of Peiner tower cranes now up-and-running in Zweibrücken, and has the move from Trier had any effect on production capability in terms of production capacity?*

SF: We started building our first crane in February and saw it come off the production line for the US market in March. There has been no real change or problems with the start-up, as most of the sub-suppliers are very near to Zweibrücken.

C&A: *What do you consider to be the most important action that would need to be implemented in order to really start gaining market share in Germany?*

SF: I think we have already started this. A sense of

urgency, and to let people know we are here to sell and service cranes. I think the results of the first pass are good considering we moved into the number two position in Germany in 2003.

In addition, the new products we are introducing are very important in letting our customer base know that we are here to stay. Germany has always looked at innovation and I think we have shown them several new and interesting products in the past 12 months.

C&A: *If any, what products do you consider Terex-Demag or Terex Cranes still needs to complete the product range?*

SF: Our stacker business has been very good in the past two years, and I think there may be an opportunity to find some more products in the port industry.

C&A: *In your 2003 results announcement, the company seems to be aiming for a one to two percent improvement in operating profit. Where will this come from?*

SF: Cost reductions are a major factor here and we are continually looking for ways to reduce cost, but also be more efficient in our factories. We have many locations that we can compare and benchmark, which is how we achieve some of these results.

The other factor here is to reduce our warranty costs and improve our quality coming out of the factory. Nobody is perfect, and we need to work on this.

C&A: *How much is your father involved in the crane business these days?*

SF: Not much! Tatra is a big job with 4,500 people and fully integrated production. I would be lying if I said we did not talk about the crane business over dinner, but my father has prepared himself, and Terex Cranes, for this transition. Remember, someone once said, 'nothing is forever!'

C&A: *What are the main strengths of Steve Filipov?*

SF: I would tend to say sales and marketing would be my main strength. I have always been close to the customer base since I started in 1993, which has helped us grow the business substantially.

I have had experience in the production side with Atlas and PPM, but I think the key to success at Terex Cranes is to maintain that direct line to the customer. Production, efficiency, safety and quality all need to be continually improved and this is a full-time job.

C&A: *The news that Terex had been successful with its Sideways Superlift (SSL) system patent complaint against Liebherr surprised many at bauma. You have stated that you do not wish to cause distress to any end users who purchased Liebherr or Grove cranes. How do you anticipate the outcome of any agreement?*

SF: We are still in litigation, therefore I cannot comment on the outcome, however we would like to find a solution that works for everyone and does not hurt the customer base by only having to go to Terex for this technology.

C&A: *There are a number of LTM 1500s that are on order. Under the terms of the recent Mannheim court ruling it would seem that these cannot be delivered and the companies that are waiting for them are understandably concerned. What do you expect will happen to these units in limbo?*

SF: We will need to try to solve this issue as quickly as possible in order not to make customers wait, whether they are Terex or Liebherr customers. The objective with this litigation is not to make customers cancel orders on Liebherr and be forced to come to Terex, but to get compensation for technology that was invented and patented by Demag. I think the sooner we find a solution the better.

C&A: *Does Terex plan to acquire a company with refrigeration or ice-making technology?*

SF: Not in this lifetime!

What is your favourite . . . ?

C&A: Film?

SF: Wall Street

C&A: Song?

SF: Phil Collins - One more night

C&A: Gadget?

SF: The Blackberry

C&A: Hobby?

SF: Sports Cars

Steve Filipov has had a far from regular upbringing. Born in Chicago of a Bulgarian father and a Cuban mother, he moved to Paris at the age of 12, was educated at a boarding school in Brussels before attending college in Texas. He now lives near Paris with his wife and two young daughters.



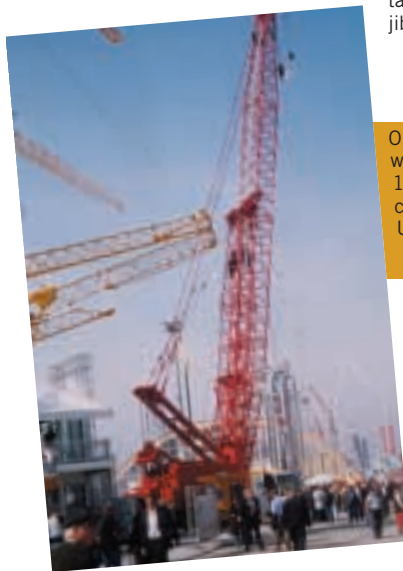
Terex-Demag claimed no less than 48 crane sales from bauma 2004 at a value of around €35 million. Among the 18 cranes on the firm's stand was the new 250 t capacity AC 250-1 with its class-leading 80 m main boom (*pictured*). The unit was decked in the livery of Select from the UK. Keeping a watchful eye over the AC 250-1 throughout the show was the first Peiner SK 415 tower crane produced at Demag's Zweibrücken facility (*in background*).



The first model in Arcomet's collaboration with Faun, the AF 38 mobile tower crane, targets a niche market between existing 33 and 42 metre jib cranes.



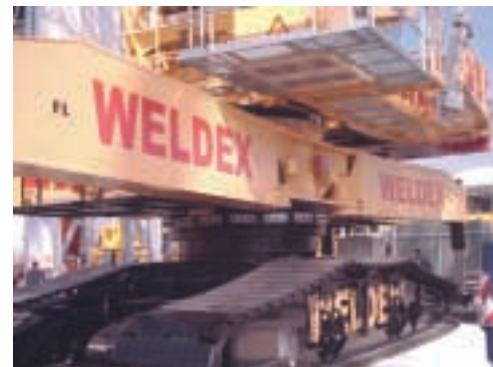
Palfinger's mighty 92 t/m PK 1000002 Performance knuckle boom available with up to nine hydraulic extensions with a reach of up to 22 metres.



One for the crowd, the European one that is, was Manitowoc's new 250 t capacity Model 15000 crawler crane, the first Manitowoc crawler to be built outside the company's native US and specifically for the European market.



Acknowledging Select's 13-strong Demag mobile crane order sealed just before the show was, from left to right, Barry Barnes, managing director Demag Mobile Cranes, Alexander Knecht, president Terex Cranes International, Ray O'Rourke, managing director at Select and Steve Filipov, president Terex Cranes.



Scotland-based crawler crane rental firm, Weldex, certainly got what it asked for upon requesting from Liebherr a 400 t capacity crawler crane capable of travelling between wind turbines during erection with its boom installed. Enter the "narrow-track" LR 1400/2-W.



In a bauma collaboration with German aerial platform rental company Zoom, IPAF announced that its new partner will be offering IPAF training from a total of nine training centres throughout Germany by the end of the year. Zoom managing director, Fred Ostermayer, said that the aim is to train 1000 German users of aerial work platforms within the same time-span.



Liebherr used the bauma stage to hand over the keys to 100th LTM 1500 to Dutch heavy lift and transport company, Mammoet. Liebherr says that it has sold more than 100 of these eight-axle, 500 t capacity mobile cranes in just six years, eight of which are now at work in the UK.

Roderik van Seumeren (*left*), CEO of Mammoet, receives the unit from Hans Georg Frey, managing director of Liebherr-Werk Ehingen.



Genie showcased its new 7 m lift height, Terex Italia-built, Gladiator II GTH-3007 telehandler, while also seen for the first time was its 16.9 m TZ50 trailer-mounted platform.

boom fest



With a lift height of 24 m and a maximum reach of 18.5 m, Manitou launched its largest rotating telehandler to date, the MRT 2540.



Italian aerial platform producer, Tigieffe, introduced its new 23.1 m working height rough terrain articulating boom, the Airo SG2100-JD4WD. The unit shares the same chassis as its SG21800 predecessor, but includes an additional third boom extension.

Bauma's organisers claim that more visitors turned up to this year's event than to any other bauma show during its 50-year history. "Just what the industry needed," said one equipment producer. *C&A* brings you some of the highlights.



PM's new 60 t/m, nine-extension 63 SP knuckle boom capable of reaching up to 26 m with a four-extension hydraulic jib.



Liebherr's new 750 t capacity LTM 1750 lattice-boom mobile crane truly had to be seen to be believed. Displayed in the colours of Germany-based crane rental firm, Hans Joachim Nolte Auto-Krane, the massive unit combines a newly-developed eight-axle carrier with the upper of Liebherr's LR 1750 crawler crane.

Uwe Strotmann, export manager of Ruthmann gives *C&A* a working demonstration of the firm's new 30 m Steiger TVT 300 truck-mount.



UK Plant Hire company, BPH Equipment, donated its recently purchased 135 t capacity Kobelco CKE 1350 crawler crane for display on the Keibelco stand. Kobelco's 75 t capacity BME750HD heavy-duty foundation crawler, recently sold to UK contractor, Stent Piling, could also be seen, along with one of two 80 t CKE 800 units sold to Dutch rental company, P van Adrighem, and making up part of an order with Hovago, also of The Netherlands, for 10, 250 t capacity CKE2500s.



JLG claims to have taken orders for more than of 20 of its new 38.1 m platform height 1250 AJP Ultrabooms, pictured here under the close watch of Kai Schliephake, managing director of JLG Deutschland, holding his folder that way in the picture to stop all of the orders falling out – apparently!

JLG also announced its acquisition of the Delta Manlift business and the Toucan aerial platform range from the Manitowoc Group. In addition to the Toucan purchase, JLG also acquired the intellectual rights to the Liftlux scissor lift range and the Grove boom lift ranges, which Manitowoc said it will remain responsible for all after market support and product liability.



The very first 50 m working height Leo 50 GT from Teupen, painted in the colours of Belgium-based rental firm Maes, made its first public appearance. Teupen said that while Germany remains its strongest market with nearly 1000 units in operation, finding a distributor for the UK is proving very difficult.



Joining the mobile tower crane club at bauma 2004 was Liebherr with its new five-axle MK 100 self-erecting unit rated at 100 t/m.



Terex-Demag's new 350 t capacity CC 2200 joins the 330 t CC 2200-1 and the massive 1000 t CC 5800 as new additions to the company's crawler crane line for 2004.



Announcing its breakthrough onto the UK market through Russon Access at bauma, Spain's Matilsa, producer of this outrigger-clad self-propelled articulated boom, said that the sale of two units at the show to UK companies may be the first units to hit UK shores. Pictured here is the diesel-powered, 13.3 m working height Parma 13A. The company also announced plans to introduce a 21 m version later in the year.



Among the visitors with a few euros to spend at bauma was one Russian customer who, completely out-of-the-blue, dropped in on Haulotte's and bought no-less than ten booms. Brand new from the company were the latest additions to its Toplift telehandler line, the FH 6-28 (pictured) and 17-40. Haulotte says that it will continue to develop this line, unlike special products such as big scissors, in which it

said, along with telescopic booms over 40 m, there is no longer a profitable market.



This 250 t capacity Hitachi-Sumitomo SCX 2500, painted up in the colours of The Netherlands-based rental firm, Sarens, was one of two new units on show born from the recent Hitachi/Sumitomo merger. Also displayed was the 90 t capacity SCX900-2 hydraulic crawler crane seen in the background in the livery of Essex-based company, NRC Plant.



With a brand-new corporate identity and three new platforms to-boot, UpRight reported a very encouraging bauma 2004 with around €8 million worth of orders being placed on its stand. New for the show was its 14 m working height UI46SBJ (pictured) and the 12.2 m UI40SB telescopic boom lifts, and the UT50T trailer-mount.



Germany producer, Sennebogen, brought along the flagship model of its Star Lifter crawler line, the 180 t capacity, 52.3 m main boom 5500 SL. The unit was set-up opposite the brand-new four-section boom, 80 t class 683 HD telescopic crawler crane, capable of lifting to heights of 60 m.

Chairman of the board at Tadano, Sakae Tadano, hands over the keys to the first of eight new Tadano GR 700 EXL rough terrain cranes, ready for work on a project in Norway, to Hovago CEO, Doron Livnat – "the best available 70 tonner" he said.

From left to right: S Ozawa, managing director Tadano Faun Holland, A A Sloodmans, sales manager Tadano Faun Holland, Doron Livnat, CEO Hovago, Sakae Tadano, chairman of the board Tadano Japan and Y Obikane, president Faun GmbH.



C&A caught the UK's Ainscough Crane Hire joint-managing directors, Brendan (centre) and Martin Ainscough (right) and company sales director, Geroge Kesterton, giving the company's recently purchased Spierings SK599-AT5 folding mobile crane the once over.



Belgian crane rental firm, Van de Weghe, placed an order with the Manitowoc Crane Group through its Grove dealer for Belgium, BLE, for a total of 16 GMK mobile cranes ranging from 35 to 100 t capacity and at an estimated value of between €5 and €6 million.

The order included six, two-axle, 35 tonne capacity GMK 2035s, seven of Grove's new high-spec, three-axle, 55 t capacity GMK 3055s, seen for the first time at last week's bauma exhibition in Munich, and three, five-axle, 100 t GMK 5100s. The order comes just three weeks after Van de Weghe took delivery of one of Grove's flagship 450 t capacity GMK 7450s. Van de Weghe president, Roger Van de Weghe is pictured at centre left.



TEREX | DEMAG

No. 1 and still the Ultimate in City Class!

AC 55 City Crane

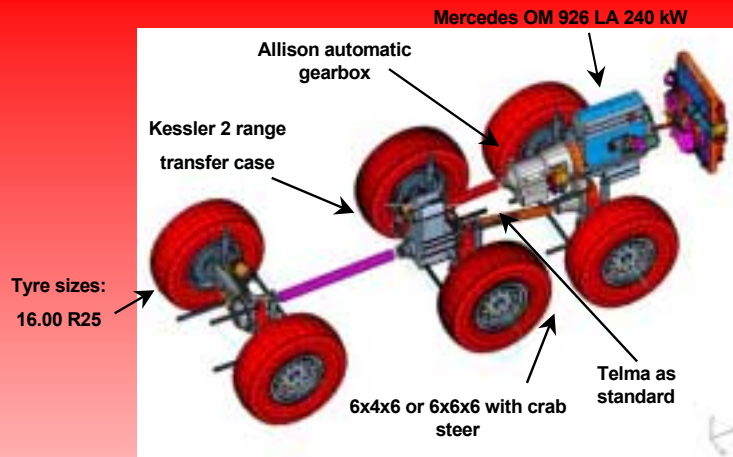
- 55 tonnes capacity
- 40m Main Boom
- 14m or 20.2m Folding Jib carried
- Jib offsets 20°, 35° and 50°
- Travels with full Counterweight
- Very High Capacities
- Flat boom capacities
- Extremely compact
- Air conditioned
- Mats and tackle storage
- IC-1 intelligent control
- Working Area Limitation



**Low headroom runner
(part of jib) 25.9t**



**Two seat cabin
Operator friendly**



**Terex-Demag are also
well known for City Class**

AC 30	30T
AC 40-1	40T
AC 70 (New)	70T

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www.terex-cranes.com

CONTACT US FOR DETAILS AND INFORMATION

STREET LIFE

The number of UK hire companies selecting 'city-type' cranes over the now traditional all-terrain (AT) crane is gradually increasing, but it seems that only a few manufacturers are convinced. *C&A* looks at what is still considered a niche product by many.

WITH a population of around 127 million people inhabiting a land mass of around 377,835 km², modern-day Japan's adoration for the compact can be put into context. And one such product born from this love affair is the city crane. Indeed, it was in the nooks and crannies of Tokyo's city streets that the very first units could be seen at work back in the late-80s and early 90s, from which point they went on to change the face of the market, replacing many small truck cranes. It was the Japanese producers, mainly Kobelco, Tadano and Kato that developed the city crane as it is known today. Kobelco is generally credited with launching the city crane concept with the introduction of its two-axle, 7 t capacity RK70 in 1989, which also saw the symbolic 'drop-nose' boom concept introduced for the first time. Close behind were Tadano and Kato, which also introduced their own compact versions, with multi-section booms that stowed at a steep angle to provide good 'on-the-road' visibility and handling.

The advent of city crane was seen by some as an evolution of the all-terrain (AT) crane, or a combination of the rough terrain (RT) and AT crane, but with essential differences, such as a



Liebherr's LTC 1055 in the colours of US-based Cranes Inc at bauma 2004.

much shorter boom in the stowed position made possible by a greater number of shorter extensions. A shorter boom overhang combined with the 'drop-nose' concept provided greater operator visibility for driving in restricted urban environments, while a lower centre of gravity on the crane increased its overall manoeuvrability. Another major difference was the use of a single cab, compared with the standard two-cab feature of the AT crane.

Despite the city crane's popularity in Japan, the technology was slow in being exported overseas. With lift capacities between just seven and ten t, the city crane was seen as expensive for the lift capacity offered. In Europe, however, the concept was eventually taken up by a new company, Compact Truck. This Swiss-based company, founded by Franz Lutz, developed the concept into the 35 t capacity class, with a boom length and road speeds to challenge the conventional AT crane, and projected the city crane concept onto the mainstream market.

A high price and Compact Truck being a relatively unknown company, however, limited the city crane's penetration and it was not until Mannesmann Demag introduced the 25 t capacity AC 75 in 1996 that the concept really began to gather pace in Europe, and particularly in the UK. Since then several producers have entered the market, such as Italy's Marchetti and Locatelli, and while Compact Truck followed Demag into bigger city crane model development, the company recently ceased

trading handing the larger European city crane sector to Demag.

In 1997 the company better known today as Terex-Demag launched the two-axle, 25 t capacity AC 25, which has since been replaced by the two-axle AC 30 with more ballast and better lifting duties as a result of a different grade of steel in its boom construction and a more powerful engine. Demag says that it has since delivered around 120 of its two-axle machines and more than 60 units of its subsequently launched three-axle, 40 t capacity AC 40-1.

ON THE BACK OF BAUMA

Hot off of the production line at bauma 2004 were the latest additions to the firm's city range in the three- and four-axle, AC 55 and AC 70 units. The smaller 55 t capacity AC 55 "is a very strong crane with excellent lifting duties," says Mark Evans, regional sales manager at Terex-Demag. The unit features a seven-section, pinned, 40 m main boom, and either a two-part 14 m, or a three-part 20.2 m folding jib, both of which, according to Demag, can be carried 'on-board' in the UK. The folding jib also has a 25.9 t capacity integrated runner (low-headroom adapter), while full-sized 16.00 tyres assists the crane in travelling with full ballast and all equipment and complies with the new STGO (Special Types General Order), which will govern the movement of most cranes on UK roads, following a transition period, which will



Terex-Demag's AC 70 launched at bauma 2004 replaces the 60 t capacity AC 60 and offers increased lifting capacity by way of an additionally mountable counterweight plate, also used on the new AC 55.

come to an end on December 1, this year. "Three orders for this machine were taken from UK customers during bauma with others to follow shortly," says Evans.

The larger AC 70 replaces the 60 t capacity

AC 60 and offers increased lifting capacity by way of an additionally mountable counterweight plate, also used on the AC 55. It also has a re-worked class-leading 52 m main boom, computer controlled electro-hydraulic rear-axle steering and, like the AC 60 and AC 55, features a two-person cab.

FIRST TIMER

Demag's success in the city crane sector is, to date, undisputed. But, now at least one other major crane producer is finding it difficult to ignore the sales potential. Liebherr's long-awaited entry into what it calls the "compact and performance" crane market was also seen at bauma, with its own city class interpretation, the LTC 1055 compact crane. Originally marketed as a 50 tonner, the 55 t capacity 1055 has been developed specifically for indoor use and confined industrial applications and, according to Liebherr, offers an alternative to an AT cranes where space is limited. The company also says that in transport configuration at 36 t gross weight, including 4.4 t of ballast and an 8 m folding fly jib, the lifting capacity of the LTC 1055 closely corresponds with that of its existing three-axle LTM 1055/1 AT crane, which can be increased considerably by adding a further six t of ballast.

Following in the footsteps of Compact Truck, the three-axle unit is a 100 per cent hydrostatically-driven crane, and taking the traditional city crane route, features the single

cab, for both road and crane operation, and the 'drop-nose' boom concept. The 36 m main boom comprises seven hydro-mechanically pinned sections. A short erecting jib for a maximum lifting capacity of 26 t has been integrated into the 8 m long double folding fly jib, while three intermediate sections that can be transported on the crane, each 2.4 m long, extend the fly jib to 15 m producing a 51 m maximum lift height.

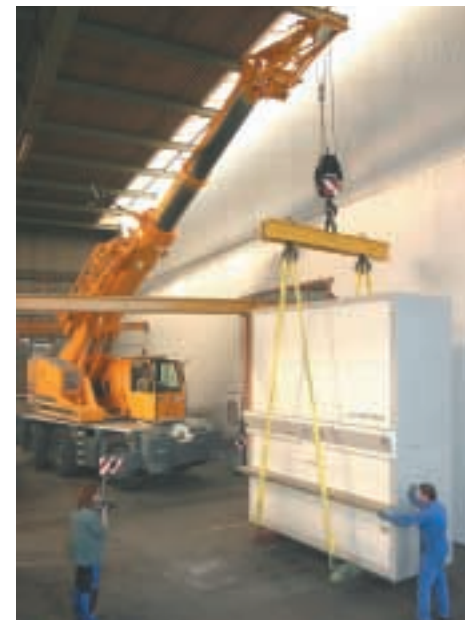
"We took the decision to produce the LTC 1055 two years ago," says Liebherr's Dr Gerold Doblér. "Spain and the UK are currently the major markets for this crane and we have already sold 35 units, 12 of those were prior to bauma, while the rest will be delivered during the remainder of the year."

Not everyone, however, is convinced by the city crane concept. Grove for one has so far abstained from producing a traditional 'drop-nose', single-cab unit, opting instead for more conventional compact AT cranes, in two, three and four-axle configurations, which, in the words of the company, "outperforms in many respects the Japanese-inspired city cranes."

Grove says that it has sold more than 900 of its world-popular three-axle, 55 t capacity GMK 3055s since its launch back in 1994 and has taken over 100 orders for the new high-spec GMK 3055 since deliveries began in January. Also launched by the company is the 50 t capacity GMK 3050-1, which features the same carrier and superstructure as the new 3055, but with an alternative 38 m main boom, similar to the GMK 3050, but utilising Grove's Megaform U-shape boom for faster boom cycling applications.

Grove claims that many customers prefer the more all-round capability of the compact AT crane over a city crane. "Customers and drivers like the superior on-highway capability, such as ride-comfort, long distance travel ability and better visibility," says a Grove spokesperson. "They also appreciate the long boom capability

Originally marketed as a 50 tonner, Liebherr's new 55 t capacity LTC 1055 offers an alternative to an AT cranes for operations where space is restricted.



Bill Frost (centre) of UK rental firm, Bronzeshield Lifting, joins Mark Evans (left), regional sales manager at Terex-Demag and managing director at Demag Mobile Cranes, Barry Barnes, on his new AC40-1 city crane at bauma 2004. The crane was part of a seven-unit order, which also included a two-axle AC 30, an AC 35 and an AC 35L.

CITY CRANES



Locatelli has delivered more than 50 units of its AC 20 since its launch at bauma 2001.

and duties of the AT," - 43 m with pin-lock on the latest GMK 3055, or an alternative full-power on the GMK 3050-1.

"There is an occasional 'accessibility' advantage for the 'city' crane, in extreme low overhead situations, such as inside buildings, but more often than not this is more than compensated by the huge advantage of the in-cab controlled hydraulic luffing 'swingaway' jib, a Grove speciality, which is especially useful in typically confined city-centre job sites, where it would be difficult, or impossible, to lower the boom to change off-sets. The hydraulic luffer is

also especially useful for long-reach and up-and-over situations." Grove also claims that its three-axle carrier is the shortest in the 45 to 60 t AT class at an impressive 8.68 m, compared to 7.377 m on Liebherr's compact 1055 and 7.71 m on Demag's AC 55 city. With boom lowered, the total length of the Grove unit is 10.64 m, compared to a total length 8.38 m for the 1055 and 8.95 m for the Demag unit.

Demag's Mark Evans stands by the view that the city crane offers a viable alternative to AT cranes and says that this is more than justified by the company's sales figures. "They can do all of the work and more," he says, "with high telescoping and free-on-wheels capability,

combined with extremely compact overall dimensions and increased accessibility.

"The [Demag] AC 35 and AC 35L AT cranes have their own customer base, many of which are successfully operating city cranes. More than 100 units of the standard AC 35 have been delivered to customers in the UK in little over two years, and the AC 35L is proving to be just as popular with around 20 units delivered in the UK since its launch earlier this year."

The UK market is also one that Italy-based, Locatelli, has its eye on with its European-designed (which suggests why the company is yet to sell in the UK) 20 t capacity ATC 20 city unit. The ATC 20 comprises a six-section, 23.8



Terex-Demag's new AC 55 with the classic city 'drop-nose' boom concept first seen on Kobelco's two-axle, 7 t capacity RK70 introduced in 1989.



Deliveries of Grove's new 55 t GMK3055 have begun with recipients including the Terranova, Sutch and King Lifting in the UK and Meade in Ireland. Pictured is Germany-based firm Born & Schuch's new unit displayed at bauma 2004.

m hydraulic boom, which is fully electronically controllable through Locatelli's Locatronic internal control system, which also controls all crane motions. The company has delivered more than 50 units since its launch at bauma 2001, and says that speeds in excess of 70 km/h on a road or highway make this unit popular among customers.

"We need the high-speed combined with good quality crane parts because we are in direct competition with the likes of Liebherr and Demag," says Locatelli's Michelle Mortarino. "The unit has been specifically designed for the European rental culture which has grown significantly in recent years, particularly in Germany, Spain and the UK. And, although it is not yet that strong in Italy, it is certainly developing. With no separate licence needed for Europe, the city crane fits perfectly into this sector and we believe it is the future of lifting in the city environment." The environment is also one which Liebherr evidently also wants to make its mark on and with its LTC 1055 has "reacted to customer demand for a city unit after admittedly underestimating the significance of the city class concept."

C&A

Can you afford not to choose Hiab?

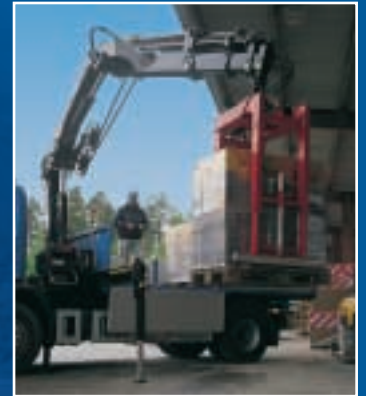
HIAB truck cranes stand head and shoulders above the rest for design innovation, engineering excellence and outstanding performance. But can you afford the best in the world? The answer is 'yes'.

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HIAB



Fields of gold

SED's organisers are expecting to equal last year's visitor numbers of nearly 18,000 at the 38th national event being held at its usual Milton Keynes location this month.



And, while the close proximity of bauma 2004 held in Munich last month may well have lead some of the world's leading lifting equipment producers to opt out of SED this year when cranes are due to make their return, that's not to say that trip down the M1 will not be worth the effort. Indeed, visitors can still expect to see some of the very latest crane and access equipment on show, and lots of it. The relative calm after the big Munich storm may also appeal to many.

As ever, C&A will be perched on its own stand (O/6C) in the Cranes and Access village welcoming all visitors with any questions about any of the services offered by the *Vertikal Press*, or simply for a bit of a chin-wag. Meanwhile, the following exhibitor list has been provided to help you get the most out of your visit. Enjoy the show!

What?

SED 2004

Where?

Fen Farm, Wavendon, Milton Keynes, Buckinghamshire, UK

When?

18, 19, 20 May

Visitor open

Tues 18 May 9.00 - 17.30

Wed 19 May 9.00 - 17.30

Thurs 20 May 9.00 - 16.30

Admission

Entrance is free. Register on the day, or on line at www.sed.co.uk.

Travel

By car: Fen Farm is on the A5130, five minutes off junction 14 of the M1. Parking is £5 per car.

By train: Milton Keynes main train station is 10 minutes away, and is served by frequent services to and from London (Euston), Birmingham and Glasgow.

By air: Luton airport is 30 minutes from SED, just off junction 10 of the M1, and one hour's drive from Heathrow and Stansted airports.

Accommodation: Many Hotels, Pubs and Inns, Guest Houses and B&B's can be found in the various villages and towns surrounding SED. An accommodation guide can be obtained from Milton Keynes Hotel & Conference Solutions on [44] (0)1908 233922.

Exhibitors



COMPANY	AVENUE/STAND	
AIRTEK CRANES	P/330	telehandler is showcased with a new 'counter bow' boom system and new operator cab.
BRIDGESTONE RUBBER TRACKS	C/78A	Pioneers of the rubber track in the 1960's, Bridgestone today supplies eight out of ten new rubber tracked machines.
CITB (CPCS)	P/13	Information on the Construction Industry Training Board's competency-based card scheme for plant operators, the CPCS.
CORMACH CRANES	O/307	Represented in the UK by Ernest Doe & Sons (L/204M), Cormach presents a selection of heavy-duty knuckle boom cranes, along with several units from its "transit-sized" vehicle-mounted MaxiLift product line.
BOBCAT EUROPE	B/597	Bobcat's new 3.5 t, 12 m lift height, T35120
BANK OF SCOTLAND	P346	Details on financing your next equipment purchase.
ANMOPYC	P/88	Spanish Manufacturers' Association of Construction and Mining Equipment.
UK distributor for Arcomet self-erecting towers cranes, following the recent fifty-fifty joint-venture between the latter Belgium-based tower crane producer and rental company and Airtek Safety.		

CTE UK **O/308**

Making a world debut is the 32 m working height Z32, offering a 20 m outreach from a 2.7 m footprint, while the new Z20E Evolution truck-mounted platform, marketed as the 'evolved' version of the 3.5 t chassis, Z20 model, also gets a run-out.

DEUTZ UK **A/7**

Emission compliant diesel and gas engines from 4 to 4000 kW.

DIECI **F/23 (USE PIC)**

The Italy-based firm presents a 10 m rigid telehandler with a revamped cab design from its 24-unit-strong range of conventional and rotational telehandler models.

EH HASSELL & SONS **B/1C**

The UK and Ireland dealer for Sennebogen presents the world premiere of the German producer's 50 tonne capacity 640 HD lattice boom crawler crane, along with the 80 tonne, five-section, 42 m hydraulic telescopic boom 683HD. Also on display is a 40 t 630RHD telescopic crawler crane recently purchased by Fussey Piling of Oxfordshire, while the 40 t capacity 640HMC mobile harbour crane, the first unit of which was recently sold to Galway Harbour in Ireland, is in the UK for the first time.

ERNEST DOE & SONS **L/204**

The UK distributor for Cormach cranes (O/307) will also be exhibiting equipment from Fiat Kobelco, New Holland Construction, Manitou and Komatsu Utility.

FASSI UK **P/349**

Knuckle boom cranes ranging from 1 to 150 t lift capacity from the Italian producer.

FAYMONVILLE UK **B/102**

The Netherlands-based firm presents a standard three-axle extendable step-frame trailer and a new four-axle MEGA low-bed trailer with hydraulically adjustable bed designed to alleviate the need for outriggers.

FINNING UK - CATERPILLAR **D/84**

The UK Cat distributor displays a sample of the ten-strong B-series Cat telehandler line, while it will also be promoting the new ACERT technology in line with future Tier III industrial engine emissions regulations.

GENIE UK **O/12C**

Genie's 17.2 m TZ-50/30 articulating trailer-mounted boom makes a UK debut appearance, while the new 4.5 t capacity, 14 m lift height GTH-4514 and the 2.5 t, 5.75 m GTH-2506 models represent the firm's telehandler line. The 26.4 m Z-80/60, the tallest boom in Genie's articulating range is also presented.

GGR GLASS SERVICES & CRANE HIRE **P/9C**

GGR's crane hire division offers a range of more than 20 mini crawler cranes with lift capacities from 1 to 3 t, including the complete UNIC mini crawler crane line (see entry for Unic Cranes).

HAKI **M/234**

Haki, the UK and Ireland distributor for Geda Dechentrieter of Bavaria, will once again be providing its usual active demonstrations. On show is the new lightweight version of the 5 star HAKISTAIR, while Geda brings a range of scaffold material handling systems and accessories and material and personnel hoists with capacities ranging from 200 to 2,000 kg.

HATZ GB **N/283**

A full range from Hatz's engine line including the 1B20, 1B30 and 1B40 for use with smaller construction equipment, and technical information on all Hatz engines.

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TRAILER MOUNTED

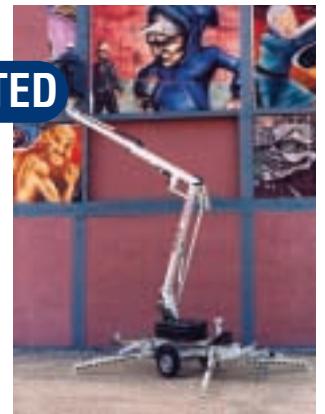
PARMA 12



PARMA 12T



PARMA 15



PARMA 17

SELF PROPELLED PLATFORMS



PARMA 13A BATTERY



PARMA 13A DIESEL



PARMA 16D



**HYDRAULIC STABILISERS
OPTIONAL**

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SED SHOW GUIDE

HAULOTTE UK 0/2C



Haulotte GHA
16-22 Easy
Crane.

Haulotte's 17 metre, 4 t capacity FH 17-40 telehandler makes another public appearance at SED along with the HA32PX aerial work platform and the fourth addition to the company's self-propelled 'Easy Crane' line, the 2.25 t GHA 16-22.

HEALTH & SAFETY EXECUTIVE L/180

HSE inspectors will be present throughout the show to answer all questions on lifting and access safety issues and regulations. There will also be demonstrations of safe slinging and unsafe defective lifting accessories and a display of vacuum lifting-aids.

HIAB 0/4C

Hiab brings its new XS 288 knuckle boom crane in the 25 to 30 t/m class. The unit features a special "X-feature", which enables the outer boom to be angled upwards for improved access inside buildings.

HIAB/VERTIKAL KNUCKLE BOOM CHALLENGE 0/5C

Hiab and the Vertikal Press team up once again to present the "HIAB-Vertikal Challenge 2004". Visitors will be timed while placing various loads in designated areas using Hiab's latest knuckle boom technology. The winner with the fastest time at the end of each day will receive an engraved trophy from SED's organisers and a £100 cash prize from the Vertikal Press.

IMER DIRECT L/412C

IMER, the UK distributor for Italy-based Maber, presents the new 700 kg capacity MB700 goods hoist, extra platform options for the 1500 kg capacity MB1500 and its own CENTAPEDE ladder lift launched at bauma 2004.

IPAF 0/13AC

IPAF launches its Rental+. Based on independent assessment, it will give rental company members the chance to highlight high standards of service to their customers through initial and subsequent annual audits. IPAF will also be focusing on operator training in light of the new Work at Height Regulations and continuing to spread the 'training' message in helping the construction industry to work at height both safely and effectively.

JCB 0/13AC

JCB displays a new range of access platform attachments for use with telehandlers, along with the 3.5 t, 13.8 m lift height 535-140 unit from its Loadall range.

KATO PARTS & SERVICES C/11C

The company displays the full 1 to 5 t lift capacity range of Japanese-built Maeda mini crawler cranes of which it is the UK and Ireland distributor. On show is the 0.995 t capacity MC-104, which is capable of passing through a standard doorway.

KING TRAILERS N/290

The redeveloped GTL70 power-steered lowloader is presented to industry for the first time and joined at SED by the GTLE70 extending trailer, one of seven plant bodies on Scania chassis built for Hewden Plant. Two GTS44 step-frame trailers, one having been especially tailored for Ashtead Plant, are also displayed.

KLEENOIL FILTRATION P/146

Oil filtration systems.

KUBOTA F/28

Kubota Engine Division launches the 78.8 hp, V3800-DI and the 97.6 hp, V3800-T-DI, which both feature four-valve-per-cylinder head and E-CDIS (Centre Direct Injection System) for higher output, torque rise and cleaner emissions.

LAYHER E/419C

Demonstrations of the original Allround Modular Scaffolding System and associated safety products.

LGH GROUP 0/304

A huge selection of lifting and moving equipment.

LIGHTHOUSE CLUB P/342

Details of the UK construction industry charity and a unique display of classic plant.

LOADLIFT N/264A

A range of end-of-line attachments including mechanical action scissor grabs and pallet forks for handling bricks, blocks kerbs and slabs, and also the launch of the new Megabroom heavy-duty brush with a special hitch for loaders, forklifts and telehandlers.

MASTCLIMBERS C/58



Mastclimbers' MC2000.

Mastclimbers unveils what it claims is the "largest transport platform ever seen anywhere". Designated the MC2000, the unit offers 32 m² of deck space, which can be loaded to 1300 kg.

MANITOU (SITE LIFT) F/26

A range of rough terrain handling equipment with lift heights from 3 to 25 m and load capacities up to 16 t and the 35-strong Maniaccess powered access platform range.

MERLO UK G/55

Merlo's new flagship 25 m ROTO 40.25 telehandler with a tilting cab takes prime position on the firm's stand along side a selection from its PANORAMIC range of rigid chassis units, including the 17 m P40.17K.

NATIONWIDE ACCESS A/326

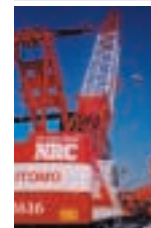
Nationwide presents a unique live training arena, where visitors can watch real trainees being put thorough IPAF and CITB accredited courses. The company will also be displaying some of the UK's tallest Skylift truck-mounted

platforms and a broad selection from its access equipment fleet.

NOOTEBOOM TRAILERS A/1

Nooteboom shows its five-axle, 147 t payload lowbed trailer with tandem axle Iterdolly, in the colours of Chris Bennett heavy haulage, while in the four-axle class comes the OSD73-04 stepframe unit. The triaxle "Easy Beaver" stepframe trailer completes the line-up.

NRC PLANT P/337



The Essex-based crawler crane hire firm presents the modular-design, 90 t capacity SCX900-2 hydraulic crawler unit born from the recent merger of Hitachi and Sumitomo.

Hitachi/Sumitomo SCX900-2.

OIL & STEEL UK E/247



Oil & Steel Eagle 4426.

A selection from the Italy-based company's tracked and truck mounted mobile elevating work platform line, which includes the Octopussy, Scorpion, Snake, Eagle brands.

PERI 0/425C

A range of formwork systems and new applications from PERI's scaffolding product portfolio.

PERKINS ENGINES A/267

A range of off-highway diesel and gas engines in the 5 to 2600 hp market.

PM CRANES 0/57C



PM 63SP.

PM Cranes' PM63 series, six-extension hydraulic knuckle boom crane makes its UK debut. The unit provides up to 60 t/m load capacity in its nine-extension format, and can reach up to 22 m – 26 m when fitted with four hydraulic extensions.

PRIESTMAN N/293

See entry for Syltone.

PROMAX ACCESS 0/15C



Basket RQG 150

Promax Access will be presenting the world premiere of a brand new Dino trailer-mounted platform, while the 24 m Dino 240 RXT rough terrain boom gets

a UK launch.

Promax also hosts the UK launch of the 15 m working height RQG 150 tracked aerial platform from Italian producer Basket. Also on display is the new 21 m Cela Z210, articulating boom mounted on a 3,500 kg chassis.

RUSSON ACCESS PLATFORMS

P/351



Matilsa Parma 16D.

Russon officially launches its recently acquired UK and Ireland distributorships for Holland Lift, The Netherlands-based producer of self-propelled scissor lifts up to 33 m, and Mailsa, the Spain-based producer of trailer-mounted platforms up to 19 m and self-propelled telescopic articulated booms up to 18 m.

SAMUEL WALKER & SONS

P/54

Information on the retrofit sales, replacement parts and service activities of PAT Mobile Plant Electronics, PAT Load Weighing Systems for wheel loaders, telehandlers and forklifts, and the Ascorel MC600 "Top Tracing" safety system for tower cranes.

SCANLIFT

0/306

Mechanical grabs and forks for cranes.

SED 2005

A/AA1

Information on booking a stand at SED 2005.

SEV GROUP

M/417C

SEV Aerial Access introduces a new range of 22 m working height 3.5 t GVW truck-mounted platforms to the UK from the wholly-owned Fassi Gru subsidiary, Socage.

Also unveiled is the firm's own K17T trailer mount, the proto-type of which visitors will remember from last year's show. The K13 trailer mount also gets a showing, along side the new range of scissor lifts from the Spanish producer, Iteco.

SGB GROUP

0/58C

SGB will be offering information, help and advice on the new 'Work at Height Regulations', while showcasing numerous new products from its own range of specialist scaffolding and access equipment.

SKYKING EQUIPMENT

0/311

SkyKing unveils a 14 m, reverse articulated van-mounted aerial lift mounted on a compact, short wheelbase van. Also on display is a 26 m working height 269 Pantel unit fitted to a 7.5 t DAF chassis, which was recently sold to Paul Barker Signs, an 18 m Pantel on a 3.5 t Iveco chassis, and a 45 metre working height Wumag WT450 fitted to an 18 t chassis.

SPIERINGS KRANEN

0/420C



Spierings Mighty Tiny SK1265 AT6.

Fresh from a bauma 2004 launch comes the new six-axle, 10 t capacity Spierings Mighty Tiny SK1265 AT6 folding mobile tower crane. The unit is displayed with the smaller 9 t capacity SK599 AT5, which is an upgraded version of the SK598 AT5 launched at bauma 98.

SYLTONE UK

N/293

The Highways & Utilities Division of the Yorkshire-based transport engineering group presents the 13.5 m Priestman TDA13.5 capable of mounting on to a 3.5 tonne chassis van. Also on show will be the Landrover-mounted VM14.5 aerial work platform.

T H WHITE

E/418C



Palfinger PA 20T

The England and Wales distributor for Palfinger knuckle boom cranes and Epsilon lorry mounted construction cranes will be pushing Palfinger's range of truck-mounted aerial work platforms at SED in preparation for a launch onto the UK market later in the year. The

range includes three models with 12.8, 16.5 and 20.0 m working heights.

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UNIC CRANES EUROPE

P/9C



The full UNIC range of mini crawler cranes is presented, including the 095CR, the 295CR, the 376CL and the 506CL with lift capacities from 1 to 3 t. Taking centre stage, however, will be a tri-fuel 295CR model shipped in straight from Japan.

Unic 295CR.

VANSON CRANES

P/345

Vanson Cranes shows the VCT27 pedestrian fast tow tower crane with 27 m jib, the Raivan MR39+3 flat top tower crane and a new crane load landing platform.

VERSALIFT DISTRIBUTORS

0/316

Presentation of the 9.2 m working height ET26NE XS platform mounted on a 2.9 t Vauxhall Vivaro panel van, and a selection from Versalift's van- and truck-mounted platform range.

VERTIKAL PRESS

0/6C

Publisher of Vertikal.net, Cranes & Access and sister publication Krane and Bühne, the Vertikal Press will be present at its usual location in the Cranes and Access village welcoming all visitors on to its stand for a chat.

VTC (VEHICLE TECHNOLOGY)

P/53

The UK distributor for The Netherlands-based Orloco Products presents a range of industrial camera-monitor systems for use with cranes and telehandlers.

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In addition to standard fit pallets or brick forks, telescopic handlers have been supplied with lifting hooks and man baskets since the mid 70s. Today they are seen much more as 'tool carriers', but do they offer a viable alternative to cranes or access platforms? *C&A* asks the industry.

Merlo introduced a new version of its SPACE system telescopic access platform at *bauma* 2004, which incorporates its own extension cylinder and 3000 rotation.



Alternative lifting

AS ATTACHMENTS on telehandlers have become increasingly easier and faster to fit in recent years, so their versatility has increased, often meaning that a hired-in crane can be replaced on the job site. Most regular telehandler lifting is conducted with a simple jib and hook. The rules change, however, once a load moves from the forks to being suspended, usually requiring a full overload system with cut-outs as found with cranes. Long-established and tested industry practice says though that if the maximum capacity is not over 1 t, such a system is not required and the telehandler's normal overload warning system is sufficient.

"The tendency to view telehandlers more like 'tool carriers' has been seen particularly in France and Germany, where many construction tasks were previously fulfilled by small wheeled-loaders," says Peter Grant of Italy-based telehandler producer, Merlo. "In the UK, however, we are not seeing a greatly rising trend towards the use of attachments other than the 'normal' front bucket and crane hook on traditional handlers."

The sales potential of the attachment led Merlo to set up its 'in-house' company, Tre Emme, to design and build attachments for its telehandler products, which now produces literally dozens of attachments ranging from simple variations of fork carriages, to dedicated aerial platforms and lifting attachments, all the way up to highly-specialised equipment, such as tunnel section handling platforms and boat-handling clamps.

The company says that its access platforms are becoming much more common, particularly as legislation is not permitting the use of basic work platforms on telehandlers above 6 m.

Merlo pioneered the use of fully-integrated platforms some 15 years ago and now supplies a wide range of platforms for its telehandlers.

"When fitted to the respective Merlo machine, each of the combinations has been certified to EN280, and can be used as a fully-approved Mobile Elevating Work Platform (MEWP), says Grant. "These are not merely basket attachments with controls. Full emergency lowering mechanisms are included, the machine's working parameters are automatically adjusted and there are dedicated load-limiting cells in the platform. It is important to realise though that such an attachment is not a cheap alternative to a MEWP, rather a MEWP that can be used for other things."

The most common Merlo access attachment is a 300 kg capacity platform that can be extended from 2.3 to 4.5 m. A new version with a 200 kg, light jib for raising cladding panels, among other things, into position was introduced at *bauma* along with a new version of the company's SPACE System telescopic access platform, which incorporates its own extension cylinder and 300° rotation, giving around an extra 9 m of working height – up to 36 m on Merlo's 25.25 m ROTO 40.25 MCSS. It can also be fitted 'upside down' for under bridge inspection. Grant is keen to point out that as a Merlo handler fitted with a platform more-or-less becomes a MEWP, the operator will require the relevant access training and certification.

"The situation with lifting equipment is much less clear," he says. "Handlers have traditionally been used with hook and jib attachments lifting up to 1 t, while there are

currently no pan-European lifting standards – PRen13000 is on the way, so it is left up to local legislation. In the UK, both PUWER and LOLER need to be observed by the user.

"We see a distinction between extending the lifting role of the handler, as opposed taking over the role of a crane," continues Grant. "There are many applications for which a traditional or slewing handler can be safely used – lifting light roof trusses for example. However, once winches and heavier loads come into play, attention must be given to the relevant lifting requirements.

"Higher capacity Merlo ROTO machines include load sensing equipment, which demonstrates real-time stability and does not rely upon a fixed load chart. This style of machine lends itself to low capacity lifting duties, but in



Bobcat offers crane jibs, winches, remote controls, extension or fly jibs and a man platform with its larger machines, such as the new T35120, T40140 and T40170 (pictured).

TELEHANDLERS

such applications the operator must be suitably qualified. They are alternatives to MEWPs and cranes where extra versatility is required and should never be seen as a cheap option. In the UK, we are noticing an increase in sales of the slewing ROTO machine," says Grant."

UK telehandler hirer, UKForks, says that since it unleashed some of the UK's first rotating telehandlers on UK construction sites a little over two years ago, it has seen a rapidly-growing demand.

The company currently offers nine 'roto' machines in its fleet, from producers such as Manitou and Dieci, which offer the capacity to combine the telehandler functions with the abilities of a rough-terrain crane and an access platform, which, according to the company, makes them one of the most flexible and multi-purpose machines available to any site.

"We knew in 2001, when we became among the first to bring roto machines to the UK market, that the planning requirement for the development of brown-field, inner-city sites, which are often cramped and uneven, coupled with demand for the construction of taller, multi-storey buildings, would stimulate demand for the roto machines," says UKForks divisional director, Rob Coxon.

For every-day site duties, roto machines operate pallet forks, skips, general purpose buckets and can act as a sweeper with a fork or quick-hitch application, while the machines' hoisting and crane capabilities include a jib extension and a winch capacity up to 6 t. For platform attachments the rules for telescopic handlers are now quite specific in that any platform fitted to a machine that has a lift potential of six metres or more can only use a platform that meets EN280, the harmonized standard for aerial work platforms.

"Most roto telehandlers work on site as part of 'vehicle team' with smaller machines feeding materials to them so they can make the crucial lift when constructing high-rise developments," continues Coxon. "They are usually needed for specialist projects on short- or medium-term hire. Two of our 21 m Dieci machines are currently being used by Ogilvie Construction on behalf of Barratt Homes for the development of nine-storey apartments and penthouses at Kingston Quay, Glasgow.

"The two machines are operating back-to-back with a 15 m Manitou roto telehandler, all of which are being fed by a 7 m JCB telehandler and a new addition to the fleet, a JCB 520-40 compact unit, with a 4 m reach and a 2 t lift capacity. This unit is less than 2 m high, so is ideal for scurrying about inside developments, such as re-furbished industrial buildings, underground basements and car-parks, for collecting materials and passing them on to the roto machines outside."

The Dieci roto machines have a 2.5 m crane winch with a 1.2 t capacity, a three-way man basket, capable of rotating 180° left to right and down either side of the machine, while a remote control facility, which can be activated by means of a key in the cabin, allows the rotary aspects of the machine, boom, winch and man basket to be operated remotely from up to 100 m away.

Says Coxon: "The recognition that roto machines can be operated with standard CTA/CSCS certificates is increasing demand and there is also a greater appreciation among contractors that roto machines are fast and more cost effective than the conventional crane.

"The 360° capability of roto machines saves a great deal of time because they can reach for what they need in one movement rather than having to constantly manoeuvre back and forth, which is effectively down-time.

"Their versatility is also first rate, meaning that construction companies can carry out a variety of jobs for which they would otherwise need several different machines. Coupled with this is the fact that their rotational ability reduces the need to manoeuvre, which contributes to their safe operation on site.

"The telehandler is much more than a machine for material handling and lift-and-place applications," says Patrice Caulier, telescopic business unit manager at Bobcat. "The telehandler is a true tool carrier, so as well as buckets and pallet forks, Bobcat supplies an expanding range of attachments for use with its telehandlers.

"For crane and access applications, particularly with the larger Bobcat telehandlers, such as the new T35120, T40140 and T40170 models, Bobcat offers crane jibs, winches, remote controls, extensions or fly jibs and a man platform," says Caulier. "With these

attachments, many tasks can be carried out safely in a one-man operation involving just the telehandler and the operator. The ability to do several different jobs simply by changing between these attachments can also replace the need to hire in a crane.

"Maintenance work performed high above the ground can also be speeded up using the man platform attachment with stabilisers. With the crane jib and fly jib attachments used with the T40140 and T40170 machines, on the other hand, the telehandlers can be used as 4 t cranes and, where more precision is required, the winch attachment can be fitted with a proportional control system for the precise positioning of loads.

"The HSE's draft 'Guidance on the work at height regulations' based on the Temporary Work at Height EC Directive (2001/45/EC) states that 'telehandlers fitted with integrated working platforms, which have been designed to carry people, may be used for routine access to work at height'," he says. "This will lead to an increased demand for telehandlers in the UK and elsewhere in the future."

UKForks has supplied two 21 m Dieci machines to Ogilvie Construction to assist in the development of nine-storey apartments and penthouses at Kingston Quay, Glasgow.





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Many industry specialists though would like to see simple fork-mounted platforms outlawed, but the HSE takes the view that for "occasional use" at lower heights, the use of such platforms is at least substantially safer than alternatives, such as ladders and step ladders, and therefore provide a practical improvement in many environments and applications where users

would otherwise be at risk. Such applications might include the changing of the occasional light fitting in a small industrial plant, where it is unlikely that a self-propelled platform would be purchased or hired in for the job.

For the time being "the great majority of our high reach machines are sold with man-platforms, but the proportion is different in

each country," says Caulier. "In France, the man-platform can be subsidised by the Social System, so many man-platforms are sold there. In the UK, however, you don't find so many man-platforms with telehandlers, but we are already seeing an increase in this number and this is certain to increase in the future.

C&A

bauma showdown



JLG used the bauma show to debut its largest telehandler to date, the 17 m, 4 t capacity 4017 based on its 4000 series, but with an extra fourth boom section.



JCB boosted its Loadall telehandler range with the release of its 13.8 m lift height, 3.5 t payload 535-140 (pictured), while it also introduced the 540-170, with an improved lift capacity over its 532-120 predecessor, and the 540-140, also with an improved lift performance over its 537-135 predecessor.



New from Genie was its Terex Italia-built 7 m working height Gladiator II GTH-3007 telehandler, which has replaced the first Gladiator model.

Another flagship machine, the Faresin-Haulotte partnership produced the latest 'Toplift' FH 17-40 with a 17 m lift height and a 4 t lift capacity.



German producer, Sennebogen, displayed its unique 5 t capacity, 7 m lift height 305 Multihandler, which features a cab that can be raised to around 4 m up the boom of the machine.



Manitou introduced its 24 m lift height, compact chassis MRT 2540 with a maximum reach of 18.5 m, now the largest machine in the company's heavy-duty telehandler line.

From Komatsu came two models from its new six-strong "super-low profile" series, the 12.7 m, 3.5 t capacity WH613 (pictured) and the 14.1 m, 4 t capacity WH714.



Reach-out



NOW AVAILABLE from Manitou is its latest additions to its telehandler product line-up, the MRT 2440 East Placing System (EPS) Rotating Telescopic forklift and the NC 1000 roofer's platform.

First up, the MRT 2440 EPS is a tilting telescopic boom head mounted onto the main boom of a 4 t capacity Manitou telehandler. Fixed to an articulation point at the top of the main boom, the telescopic EPS enables the placing and removing of loads up to a height of 21 m and can be used with various fixed or extendable 2 and 6 m wide working platforms with load capacities ranging from 365 to 1,000 kg. The system can also house a hydraulic winch or jib capable of suspending loads up to a building's seventh floor.

Also seen at bauma was Manitou's NC

1000 roofer's platform. For use with its 13 and 17 m telehandlers, the 1 t capacity platform utilises roof detection sensors that are activated when the platform touches the roof. Gates are then opened at the front of the platform allowing access to the roof, from which time all movements of the telehandler unit are barred until the gates are closed. **C&A**



JCB, the UK's largest construction equipment manufacturer and market-leading producer of telescopic handlers, launched a range of fully CE compliant aerial work platforms for use with its 535-125, 535-140, 540-140 and 540-170 Loadall machines at bauma.

Telehandler functions can be operated fully from the platform, which offers a big rough terrain scissor-sized deck on the end of a boom. And following on this theme it offers dual-deck extensions to provide lateral reach while retracting to a practical width for travelling. **C&A**

A-Plant boosts tele fleet



UK PLANT hire firm, A-Plant, recently expanded its telehandler fleet with an order for more than 20 JCB telehandlers, taking the firm's fleet to 580 units. Included in the order was JCB's 4 m lift height, 2 t capacity 520-40s, its 12 m, 3.2 t capacity 532-120s and the 17 m, 4 t capacity 540-170s. A-Plant says that the purchases will meet the demands of UK developers who are building higher rise properties to meet increasing housing density requirements of the Government's Planning Policy Guidance No 3 (PPG3). Instead of the conventional two-storey properties to meet PPG3, more three- and four-storey properties are being constructed that require greater lift heights.

Said A-Plant managing director, Gary Thompson: "With the growth in inner-city refurbishment and the impact of PPG3 on the housing sector, I feel the telehandler market will continue to grow and the new JCB equipment will help meet the demand." **C&A**

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Trail blazers



Genie's TZ50 trailer mount.

With the 'temporary work at height directive' set to come into force across the EU this year, the use of ladders is likely to be severely curtailed. In the UK, the Health and Safety Executive (HSE) has already stated that while ladders have their place, their use is likely to be restricted to situations where no safer access method is possible. C&A looks at the alternatives.

NEW risk assessment software, due to be launched on the market this spring, will provide simple, consistent and thorough risk assessment reports for a wide variety of building, construction and maintenance operations. The software is already set up to question the use of ladders and stepladders, if a safer means of access is available.

The most likely product to replace ladders for tasks, such as house painting, gutter installation and repair and satellite installation etc, is the trailer lift, or the small crawler-type self-propelled lift, capable of tracking around to the rear of buildings and passing through single width gates.

The UK and Eire markets for trailer lifts have largely been for 12 m articulated and 17 m articulated/telescopic models, but this is changing with small telescopic models gaining popularity and medium to very large and specialized machines on the rise. A relatively new product to the UK, the small tracked self-propelled aerial lift, sometimes coupled with a trailer chassis from which it can work, has the ability to tackle difficult ground conditions, such as those found in forestry work, and provide low ground bearing pressures.

THE SMALLEST OF THE SMALL

The market for trailer lifts under 12 m has been limited in the past by the fact that the cost of production for a 10 m machine, compared to a 12 m machine is not sufficient for manufacturers to be able to offer a large enough price differential and with other benefits, buyers tend to "trade up"

to 12 or 13.5 m units. Some producers such as Teupen, however, now offer smaller units, and while not necessarily cheaper, they offer a number of key advantages over the bigger units. The Teupen Mosquito for example can pass through a standard single door and weighs only 750 kg, allowing it to be towed behind any car and easily maneuvered around buildings, helping to solve the access challenges on single houses.

The 12 m trailer lift has traditionally been the most popular in the UK and Eire, due to the fact that it can cover most work on traditional two- or



Oil & Steel's Octopussy unit is a hybrid with a trailer chassis from which the machine detaches, allowing it to become a self-propelled unit.

three-storey family homes, and that it is easy to tow behind most mid- to large-sized cars. The main source for end-users for these units has been the tool- and general-hire companies such as HSS, Hewden Hire, Speedy and most local tool hirers, rather than the national powered-access specialists.

Until recently, simple two-arm articulated units have dominated the market in the UK. They are simple, light and inexpensive, but do, however, offer a limited working envelope with minimal outreach at low heights. The addition of jibs has helped increase outreach on this type of machine. Aerial's K12 and UpRight's TL38 helped move the market in this direction, not only due to the additional outreach that the jib provided, but also the additional metre and a half of height offered by the UpRight machine in a similar package. Matilsa from Spain, a new entrant into the UK and Eire markets, added its Parma 15 to this sector, albeit in a longer package with two to three metres more height.

High specification telescopic models with fully-hydraulic outriggers are gradually gaining favour, and while companies such as Denka and Dino have offered such machines for many years, it was Nifty with its 12t that started the trend in the UK. Genie Industries has also introduced a model to compete in this category, the TZ34, and once again new boy to the UK, Matilsa has the Parma 12t product that goes head-to-head in this growing sector. These small 12 m telescopic trailer lifts offer more ▶ 36

TRAILER LIFTS & MINI CRAWLERS



Omme produces a full range of telescopic trailer lifts and pioneered the 'drive from the basket' self-propelled function. Pictured is the 22 m working height 2200 RBD.

outreach from a significantly more compact length than the traditional 12 m trailer lift – often more than a metre shorter!

A more radical product to come into the smaller end of the market is the new Denka DLX 15 with its parallelogram riser, two-section telescopic boom and 180° articulating jib. Almost as light as many of the smaller units, yet offering a wide working envelope and compact dimensions, it is likely to become a popular model. The jib design is particularly clever, allowing not only a tremendous working envelope, but also enabling the platform to be neatly stowed within the chassis.

Denka recently announced that it is ending its exclusive relationship with APS and is seeking new distribution in the UK. The company is mainly known here for its big trailers with up to 30 m of reach. Special single-door versions of these units are also available for atrium work.

Dino is another Nordic company that manufactures a full range of telescopic trailer lifts, and also recently changed its distribution outlet, appointing Promax Access as its UK



Also seen at bauma 2004 was Dinolift's 13.5 m working height 135T.



12.2 m working height, Teupen Leo 12 G.

distributor in place of previous dealer, BlueLine. Dino, like Denka, and most other Nordic producers, specialize in telescopic trailer

lifts rather than the articulated models that have been more well known to the UK. Its most popular range these days though is the XT line, which unusually uses a two-stage articulated riser combined with a telescopic boom to provide up-and-over reach without the tail swing at low elevations that traditional articulated units suffer from.

The latest product from Dino, launched at the recent bauma exhibition, the 135T, is a 13.5 m working height, straight telescopic model, which could well find favour in the UK with its compact dimensions, low weight and 9 m of working outreach.

Genie is another well-known company that has developed a trailer lift range in recent



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Seen at bauma 2004 was UpRight International's new 17.2 m working height UI50T.

years. Shown at the recent ARA show in the US and bauma in Munich, and also being shown at this month's SED in the UK, is its new TZ50. Unlike the unit it replaces, which did not sell in big numbers in Europe, the new TZ50 has been designed in Europe for European markets. The machine comprises an articulated arm, a two-stage telescopic boom and jib. The new chassis is highly unusual with a tubular design, which Genie says adds rigidity and provides a lower overall weight. Automatic machine leveling and self-propelled features

will also make the TZ50 a popular unit.

Competing head-to-head with the Genie's TZ50, is UpRight's TL50, seen in prototype format at several shows in the past 18 months. The company has refined and evolved the design and now says that it is in full production. Replacing its predecessor, the TL49, a relatively strong seller in itself, the TL50 has numerous changes that have been added, following extensive customer input during the design stages. A key change is the relocation of almost all of the running gear from the unit's chassis to its superstructure to offer better protection from road-spray.

When it comes to big trailer lifts, however almost all production is centred on Scandinavia with some in Germany, where demand is highest. Big trailer producers include Denka, Dino and Omme, while Nifty Lift has also recently entered the market. Omme is yet another producer from Denmark. Less well-known in the UK than Denka, the company produces a full range of telescopic trailer lifts and pioneered the 'drive-from-the-basket' self-propelled function. Almost all models of 17 m and above now offer self-propelled packages, many of which can be operated from the platform once the machine is folded into its stowed position. This allows much speedier relocation of the machine – ideal for applications such as tree-trimming or cleaning. Many of the higher units are also available on special chassis with ultra narrow widths for entering atrium areas.



Leguan 125 series.





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LITTLE CRAWLERS

Teupen is a name not well-known in the UK or Eire. The Germany-based company produces a wide range of telescopic models and is one of the originators of the crawler chassis model with its Leo range. These machines can handle grass and soft ground, while the inclusion of spider-type outriggers enable them to be set up on extreme slopes. Most of the small crawlers are equipped with these "spider" - type outriggers, first seen on Falck Schmidt's (yet another Danish company) units. Most Falck Schmidt units are self-propelled, rather than trailers, and C&A will be covering this sector in a later edition of the magazine.



Matilsa Parma 12t.

In recent years the crawler chassis with the trailer superstructure concept has moved into the smaller end of the market, thanks to the availability of low cost, mass produced crawler chassis on the market. Finnish company, Leguan helped develop the principles of this market with a skid-steer version rather than a crawler, while Italian producers such as Oil & Steel and Hinowa have helped pioneer these

small crawler models. The Oil & Steel Octopussy is a hybrid with a trailer chassis from which the machine detaches to allow it to become a self-propelled unit and has been particularly popular in the UK. More recently, Nifty Lift introduced a larger unit that has the ability to literally climb stairs. The little crawlers will play an important role on housing sites, where they will cope with the ground conditions and reach less accessible areas.

Who sells trailer lifts in the UK and Eire?

MANUFACTURER	DISTRIBUTOR	TRAILERS	SMALL CRAWLERS
GENIE	GENIE	YES	NO
UPRIGHT	UPRIGHT	YES	NO
NIFTY LIFT	NIFTY LIFT	YES	YES
DINO	PROMAX ACCESS	YES	NO
OIL & STEEL	OIL & STEEL UK	YES	YES
DENKA	DEALER WANTED	YES	NO
TEUPEN	DEALER WANTED	YES	YES
HINOWA	N/A	NO	YES
SEV	SEV	YES	NO
MATILSA	RUSSON ACCESS	YES	NO
HAULOTTE	HAULOTTE	YES	NO
MANITOU	MANITOU UK	YES	NO
OMME	DELTA RENTAL	YES	NO
LEGUAN	APS	NO	YES
SNORKEL	APS	YES	NO

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– the first night

The first ever European association for special transport and mobile cranes (ESTA) awards held during bauma week in Munich recently was attended by anyone who is anyone in the world lifting industry. *C&A* dropped in on the celebrations.



Crane Job of the Year – WINNER

MAMMOET from The Netherlands snapped up first prize for a €450,000 contract for the transport and installation of a vacuum column on the Miro Karlsruhe refinery upgrade project in Wilhelmshaven, Germany. After transporting the 265 t module across 14 km of local roads and waterways, the column was eventually met by a 750 t capacity LR 1750 lattice boom crawler crane, which Mammoet had erected in the middle of the plant with just 1 m clearance at the back of the crane and 30 cm at the front.

The column was then lifted into the vertical position, using a 650 t capacity Demag AC650 as a tailing crane, was before the LR 1750 was relocated. At this stage, space limitations at the new location meant that the LR 1750's superlift mast had to be extended by 14 m to 45.5 m to overcome the lack of room for the superlift ballast wagon. The ballast was subsequently stacked in an open area, before being skidded into position. The column was then installed at a radius of 36.5 m with 70 m of main boom and using 400 t of superlift ballast.

Crane Job of the Year – RUNNER-UP

BMS of Denmark was awarded second place for its response to the collapse of two, 70 m long wooden trusses on the Siemens Arena in Ballerup, Denmark. After being contacted by the main contractor immediately after the collapse to provide support for the arena's 10 remaining roof trusses, BMS quickly distributed 12 of its largest telescopic from depots all over Denmark.

On site, the cranes were required to work at various radii of 20 to 40 m to secure the remaining trusses, which varied in weight from 2 to 26 t, while numerous other truck-mounted cranes and aerial work platforms from BMS' fleet were brought in to assist in the erection of scaffold support towers inside the structure. The job was completed within 24 hours at a contract value of just over €1 million.



Crane Job of the Year – THIRD PLACE

THE UK's very own Ainscough claimed third prize with this lift which comprised the hoisting the world's tallest mast onto the privately owned Mirabella V sailing yacht at Southampton Docks under contract from VT shipbuilding. Ainscough supplied a 500 t Liebherr which was operated at a 26 m radius, fitted with 47 m of 'Y' guyed main boom and a 49 m luffing fly jib to lift the 40 t, 90 m tall mast onto the 740 t yacht. A 300 t Demag was also supplied with a 49.4 m main boom for tailing duties, while a 160 t Liebherr was equipped with 60 m of main boom, plus a 12 m fly jib, to remove the lifting tackle from the mast at a height of 65 m.

Ainscough had previously supplied two, 100 t Liebherrs to load the 15 t bare mast on to a barge at Portsmouth before sailing it to Southampton Docks, and also a 500 t crane to lift the 60 t hydraulic fin into the hull of the Mirabella. The lift co-ordinator and Ainscough's Southampton Depot Manager, Bob Barnes, commented: "The height of the hook was the main issue, this is the tallest structure to be lifted by a crane in this country. We have lifted 900 to 1000 t before, but this is different. We are delighted that we have been involved with such a large and interesting project."

Heavy haulage Job of the Year - WINNER



TRANSPORTS Capelle pulled off the heavy haulage job of the year of 2003 with the transportation of several Airbus A380 components approximately 250 km from Langon to Toulouse in the firm's native France. A total of six convoys were needed to transport the components, the largest of which weighed in at 250 t, and measured 50 m long, 14 m high and 8 m wide.

Transports Capelle had been researching and planning the operation for two years prior to the move, which resulted in the construction of specially-built vehicles, the development of a unique driver-assist computer system and the construction of full-scale component models used in dummy runs.

Heavy haulage Job of the Year – RUNNER UP



ACCEPTING its second award at the ESTAs this year, Mammoet also claimed the runner up title in the heavy haulage category for its part played in the relocation of a slag reprocessing plant in Amsterdam. The 6,900 t concrete building had to first be dug out from its foundations, which included cutting the structure's piles, before being gradually laid to rest on eight lines self-propelled modular trailers (SPMT), which were driven underneath the building, gradually replacing the piles as they were cut away.

Once the SPMT had taken the full weight of the structure, the entire building, measuring 50 m long and 32 m wide, was then moved approximately 1,000 m from its original location. Mammoet supplied a total of 1,112 wheels for the €800,000 contract.

Heavy haulage Job of the Year – THIRD PLACE



IN what was always going to be an extremely high-profile operation, Spedition Kübler of Germany was awarded third place in the heavy haulage category for the transportation of this 89 t Air France Concorde from Charles de Gaulle airport in Paris to Technik Museum in Sinsheim Germany. After several weeks of detailed planning and searching for the best available route, it was decided to truck the aircraft from Paris to Baden-Baden in Germany, where it would be floated down the Rhine river to Rheinmünster for the main part of the journey. The last 40 km to Sinsheim was completed by road.

During the final stages of the operation, it was required to close down 30 km of freeway, which took the convoy seven hours to complete travelling at walking speed. On arrival, the Concorde was lifted straight from the freeway onto the adjacent museum grounds using two mobile cranes. Transportation took three days to complete at a cost of around €100,000.

ESTA Personality of the Year awards 2003



FRIEDRICH Bär (*right in pic*) who retired just a few months ago after more than 30 years as managing director of Liebherr-Werk Ehingen was the receiver of one of two crane personalities to be the first ever recipients of an ESTA Personality of the Year award.

Among the many achievements attributable to a long and distinguished career, Bär playing a fundamental role in taking Liebherr to market dominance in the all terrain crane sector. He is pictured here receiving his award from ESTA president Christian-Jacques Vernazza.



AWARDED with the second Personality of the Year award was Frans van Seumeren, who at 55 also announced his surprise retirement from the crane business this year at the award ceremony. van Seumeren is currently president and CEO of Mammoet Global BV, one of the world's leading heavy lifting companies.

The company was formed back in 2000 following the purchase by his company, Van Seumeren BV, of Mammoet. A year later, and in what was one of the most high profile lifts to be undertaken in recent times, van Seumeren led his company in successfully salvaging the 18,000 t Russian submarine, the Kursk, which sank in the Barents Sea in August 2000 killing all 118 crew members. van Seumeren is pictured here (*right in pic*) with Christian-Jacques Vernazza.



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HSE turns to IPAF to help deliver work at height regs



Ian Greenwood of HSE.

IPAF gladly accepted a challenge to help industry work safely at height set by the Health and Safety Executive (HSE) at the recent IPAF Access Summit, held at Heathrow last month. The challenge was presented by the head of HSE's falls from height team, Ian Greenwood, who, during his speech at the event, called on

IPAF appoints new president

IPAF has named Pinguely Haulotte president, Pierre Saubot, as its new president, following the resignation of Peter Bennett who, after serving one year of his two-year term, has departed from the access industry. Saubot, who moves from the vice-president position at IPAF, was originally due to take over as president next year.



IPAF's new president, Pierre Saubot.

Speaking at the Summit, Saubot said that he looked forward to developing an even stronger international influence for IPAF, and to working towards world-wide harmonisation of regulations and standards. Indeed, a key focus of the speakers at this year's IPAF Access Summit was UK Work at Height Regulations and the regulatory developments in North America and Germany. ■

IPAF and its members to use its expertise and experience to help all industries improve safety for those who work at height.

This cornerstone message set much of the detail of other presentations at the Summit, which included those given by IPAF managing director, Tim Whiteman, Paul Adorian, PAC managing director, Denny Eckstine, executive vice president of AWPT Inc in the US, Neil Feben, divisional commander and brigade head of safety at the London Fire Brigade and group business development officer for Lavendon, Mike Evans, into context and offered a good indicator of the route that the HSE is taking as part of its overall strategy to reduce deaths and injuries caused by falls from height.

Greenwood was also keen to draw attention to HSE's 'goal-setting' approach with regards to the new Work at Height Regulations (WAHR), which reflected its stance that the detailed, prescriptive, rule-book route, will not be adhered to this time around. The new Regulations are intended as a 'high level' document that will need detailed interpretation, a role that Greenwood expects IPAF and its members to assist in implementing.

It is this detail in need of interpretation, however, that Adorian, in his own speech, referred to as a potential 'Achilles' heel of most legislation, regulation and standards in circulation today. Reinforcing his point, Adorian cited divergences between the EN280 standard and the draft Regulations on toe-board height and guard rail separation. But it was not the few millimetres discrepancy that was the issue, rather the potential of the inconsistency to undermine the fabric of the legislation.

Exactly what changes will be made to the draft document to form the final Regulations, expected to be put before ministers later in the year, remains to be seen, but Greenwood gave a clear signal that the HSE sees the Regulations as the 'high-level' framework.

An extreme example came from Feben, who is also responsible for the London Fire Brigade's

WAHR, who said that in some aspects the Brigade would simply not be able to comply with complicated legislation. He then went on to outline the exceptional steps that his specialist industry takes to ensure safety at height. "Never mind risk assessment," said Feben, "the Brigade cuts risk off at root level with a culture of risk management based on equipment, training, procedures and supervision."

Other industries of course do not have quite the same approach and IPAF said that along with its members, it is looking forward to helping them develop the safest and most effective approach to work at height.

The draft WAHR should have been implemented by on July 19 this year, but Greenwood highlighted that between Autumn time and the end of the year is a more realistic outlook. "There are still many issues that HSE does not have the answers to," he said. ■



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Record fund raising

GUEST speaker at this year's IPAF Luncheon, Sir Bobby Charlton, helped IPAF raise an impressive £8,007, by donating two signed footballs at this year's raffle

A further highlight was the surprise donation of a Skyjack 3219 micro scissor lift by Skyjack UK. Despite stiff competition and tough bidding from the UK access rental industry during the raffle, Geoff Till Access was pipped at the post at the last minute by a perfectly timed winning bid of £6000 from Harry McArdle of Height for Hire/Easi Up Lifts of Ireland.

Funds raised year will go to the charity, Dream Flight, which provides critically ill children with a 'holiday of a lifetime'. ■



Sir Bobby Charlton shares a toast with IPAF managing director, Tim Whiteman.

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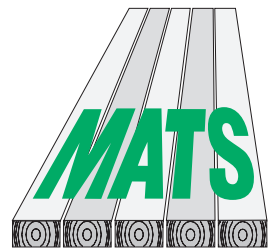
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Nationwide Access	www.nationwideaccess.co.uk
Riwal	www.riwal.com
Thanner	www.USED-Worklift.com

PLATFORM RENTAL

Nationwide Access	www.nationwideaccess.co.uk
Riwal	www.riwal.com

TRAINING CENTRES

IPAF	www.ipaf.org
Light Hire	www.lighthire.com
Nationwide	www.nationwideaccess.co.uk
Peter Hird	www.peter-hird.co.uk
Rapid platforms	www.rapidplatforms.co.uk
Promax Access	www.promaxaccess.com
Uplift platforms	www.upliftplatforms.co.uk
AFI	www.afi-platforms.co.uk

PARTS AND SERVICE SUPPLIERS

IPS	www.independent-parts-service.com
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CRANE MANUFACTURERS

Demag Mobile Cranes	www.terex-cranes.com
Effer	www.effer.it
Grove	www.grovetworldwide.com

MANITOWOC

Tadano Faun	www.manitowoccranes.com
Valla	www.tadanofaun.de
Vanson	www.valla.com
Terex-Demag	www.vansoncranes.com
	www.terex-cranes.com

USED CRANES

Ainscough	www.ainscough.co.uk
AGD Equipment Ltd	www.agd-equipment.co.uk
Hovago	www.hovago.com
Kobelco	www.kobelco.nl
Liftme-dot-com	www.kobelco.nl
M. Stemick	www.liftme.com
Waterland	www.stemick-krane.de
	www.waterland-trading.nl

EQUIPMENT & ACCESSORIES

Camlok	www.camlok.co.uk
Casar	www.casar.de
Igus	www.igus-uk.co.uk
Palfinger	www.palfinger.com

REPAIRS

Avezaat Cranes	www.avezaat.com
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ASSOCIATIONS

IPAF	www.ipaf.org
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EXHIBITIONS

SED	www.sed.co.uk
PLATFORMER DAYS	www.platformers-days.de
WORLD of CONCRETE 2005	www.worldofconcrete.com

PERSONNEL

Millennium Personnel Services	www.mps-ltd.com
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SOFTWARE

Haubold	www.haubold-afd.de
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WIRE ROPE

Bridon Ropes	www.bridon.com/cranerope
Casar	www.casar.de

BATTERY MANUFACTURERS

Trojan Battery	www.trojanbattery.com
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CRANE DRIVERS SITES

Lifting World	www.lifting-world.co.uk
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CONTROL SYSTEMS

Intercontrol	www.intercontrol.de
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ALLOY TOWERS

Cofralu	www.coffralu.com
Svelt	www.svelt.it
Instant	www.upright.com

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1999 - £ 16,000 (€ 23,950)



Genie Z34/22 – 2WD
articulated boom.
D/C Battery powered. 40ft
work height (12m). Choice
1999 - £ 10,000 (€ 14,950)
2000 - £ 12,500 (€ 18,950)

Genie Z60/34 – 4WD articulated boom. Deutz diesel. 66ft work height (20.1m). Choice
2002 - £ 30,000 (€ 44,750)

Genie S60 – 2WD telescopic boom. Cummins diesel. 66ft work height (20.1m) Choice
1999 - £ 24,000 (€ 35,750)

Genie S65 – 4WD telescopic boom. Cummins diesel. 71ft work height (21.6m) Choice
1999 - £ 26,000 (€ 38,750)
2000 - £ 29,000 (€ 43,250)
2001 - £ 34,000 (€ 50,750)

Genie S80 – 2WD telescopic boom. Cummins diesel. 86ft work height (26.2m) Choice
1999 - £ 28,000 (€ 41,750)

Genie S85 – 4WD telescopic boom. Cummins diesel. 91ft work height (27.7m) Choice
1999 - £ 34,000 (€ 50,750)
2000 - £ 38,000 (€ 57,750)

Genie S125 – 4WD telescopic boom. Cummins diesel. 131ft work height (40m) Choice
2001 - £ 60,000 (€ 89,500)
2002 - £ 67,000 (€ 99,950)



Grove MZ66dxt – 4WD
telescopic boom. Deutz diesel. 66ft work height
(20.1m) Choice
1999 - £ 19,000 (€ 28,250)



Grove MZ46cxt – 4WD
telescopic boom. Deutz diesel. 46ft work height
(14m) Choice
1999 - £ 13,000 (€ 19,500)

Grove MZ72dxt – 4WD telescopic boom. Cummins diesel. 72ft work height (21.7m) Choice
1999 - £ 19,750 (€ 29,500)

Grove MZ66dxt – 4WD telescopic boom. Deutz diesel. 66ft work height (20.1m) Choice
1999 - £ 19,000 (€ 28,250)

Grove AMZ68xt – 4WD articulated boom. Deutz diesel. 68ft work height (20.3m) Choice
1998 - £ 18,000 (€ 26,950)

Grove MZ71c – 2WD telescopic boom. Cummins diesel. 71ft work height (21.6m) Choice
1999 - £ 14,000 (€ 21,250)

Grove AMZ86xt – 4WD articulated boom. Cummins diesel. 86ft work height (26.2m) Choice
1997 - £ 25,000 (€ 37,750)

Grove AMZ131xt – 4WD articulated boom. Cummins diesel. 131ft work height (40m). Choice
1999 – POA





Scanlift SL185 – All terrain hoist. 4WD, Crab steer. 60ft work height (18.5m). Kubota diesel. Hyd. Outriggers. Choice
 1999 - £ 16,950 (€25,500)
 2000 - £ 19,500 (€ 29,500)



JLG 120HX – 4WD telescopic boom. 126ft work height (39m). Deutz diesel. Choice.
 1999 - £ 45,000 (€ 68,250)

Scanlift SL240 – All terrain hoist. 4WD, Crab steer. 78ft work height (24m). Kubota diesel. Hyd. Outriggers. Choice
 2000 - £ 27,000 (€ 41,000)
 2001 - £ 29,000 (€ 43,950)

Nifty 170 – Trailer mounted hoist. Kubota diesel and battery. 56ft work height (17m) Hyd. Outriggers. Choice
 1997 - £ 9,000 (€ 13,600)
 1998 - £ 10,000 (€ 14,950)

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 (€ 45,250)

Falck Schmidt TST29 – Spider type narrow access hoist. Multi –fuel. Hyd. Outriggers. Telescopic and articulating. 90ft work height (29m). Choice
 1999 – POA

Manitou MT420 – Buggy type teleporter. 13ft work height (4m). 2 tonnes max lift capacity. Perkins diesel. Series 2. 1,500hrs approx. excellent condition.
 Mid – 2000 - £ 15,000 (€ 23,000)

Manitou MT 932 – teleporter. 30ft work height (9m). 3.2 tonnes max lift capacity. Perkins diesel. Series 2. 3,000hrs approx. excellent condition.
 Nov 1999 - £ 15,000 (€ 23,000)



Skyjack 9250 – 4WD Kubota diesel. 56ft work height (17.2m) Double deck extensions. Hyd. Outriggers. Choice
 1998 - £ 14,950 (€ 22,650)



Skyjack 7027 – Kubota diesel scissors. 33ft work height (10m) Deck extension. Choice
 1996 - £ 5,450 (€ 7,950)
 1998 - £ 7,950 (€ 12,000)
 1999 - £ 9,250 (€ 14,000)

Skyjack 3220 – 2WD battery scissors. 26ft work height (7.9m) Deck extension. Choice
 1999 - £ 4,250 (€ 6,500)

Skyjack 8241 – 2WD Kubota diesel scissors. 47ft work height (14.3m) Deck extension. Choice
 1996 - £ 7,250 (€ 11,000)

Skyjack 8841 - 4WD Kubota diesel scissors. 47ft work height (14.3m) Deck extension. Choice
 1997 - £ 9,950 (€ 15,000)
 1998 - £ 11,750 (€ 18,000)
 1999 - £ 13,750 (€ 21,000)

Upright X32 – 2WD battery scissors. 38ft work height (13.6m) Deck extension. Choice
 1998 - £ 6,500 (€ 9,950)
 1999 - £ 7,950 (€ 12,000)

Contact: Ronan MacLennan

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Amount Manufacturer Working Type Year ID € per machine
 height

Sissors Lifts					
Amount	Manufacturer	Working height	Type	Year	ID € per machine
1	Holland	8,40	Y 64	90	3.250
4	Upright	8,10	X 20	95	2.750
1	Upright	8,10	X 20 W	95	2.850
12	AZ	9,00	S 1009	89-93	2.300
13	Holland	10,30	Y 83 EL 12	91	4.950
10	MEC	10,00	HM 2658 HTE	92-97	3.850
7	Holland	10,30	Y 83 E	90-93	4.950
1	Liftlux	10,30	SL 83 4 WD	96	4.950
5	Upright	9,75	SL 26	90	5.500
11	Upright	9,75	SL 26 4 WD	90	6.600
8	AZ	12,00	S 1812	90-96	3.800
8	Holland	12,80	X 108 16	91	6.000
6	Holland	12,80	X 108 18 4WD	91-93	6.500
10	JLG	14,37	40 RTS	99	13.200
6	Holland	14,50	A 125	90-97	9.350
3	Holland	15,50	Q 135 18	92	15.000
3	Holland	17,10	151 DV	91	10.500
2	Simon	18,20	Skyhawk 180	92	7.700
1	Holland	22,00	200 DV	93	14.850

Articulated/Telescopic booms

7	Simon	10,25	SP 105	90-95	3.900
3	Simon	14,60	Boxer 140 NE	92-95	8.800
12	Simon	14,60	Boxer 140 E	89-92	7.700
7	Simon	16,90	Boxer 170 4WD	95	13.200
7	Grove	20,30	AMZ 66 XT	95-96	13.200
1	JLG	20,30	80 H	93	13.200
1	JLG	23,30	70 H	92	13.200
4	Haulotte	25,30	76 PX	93	19.250

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MANUFACTURER	MODEL	TYPE	YEAR	CAPACITY
DEMAG	AC300SL	AT	2000	300 tonne
GROVE	GMK5180	AT	2000	180 tonne
LIEBHERR	LTM1100	AT	1994	100 tonne
KRUPP	KMK5100	AT	1989	100 tonne
DEMAG	AC205	AT	1996/98	80 tonne
GROVE	GMK4080	AT	1998	80 tonne
GROVE	GMK3050	AT	1996	50 tonne
LIEBHERR	LTM1050	AT	1999	50 tonne
GROVE	TM750E	TM	1990	50 tonne
FAUN	RTF40-3	AT	1992	40 tonne
PPM	380ATT	AT	1989	35 tonne
PPM	340ATT	AT	1997	30 tonne
KATO	KA300	AT	1991/94	30 tonne
GROVE	AT400	AT	1989	20 tonne

For further information on these and other units in stock, please contact:

John W Cantle

Tel: +44 (0) 191 5157275 Mobile: +44 07713 084948

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SMC	Starlifter	Tele/Crawler	1999	8 tonne
Kato	CR100	City Crane	1999	10 tonne
Kobelco	RK 200-3	City Crane	2000	20 tonne
Kato	NK250Ev	Truck Crane	1999	25 tonnes
PPM	380ATT	All Terrain	1992	35 tonne
Kato	NK500EV	Truck Crane	1997/8	50 tonne
Liebherr	LTM 1120/1	All Terrain	2001	120 tonne
Demag	AC120	All Terrain	1998	120 tonne
Leibherr	LTM1160/2	All Terrain	1998	160 tonne
Grove/Krupp	GMK 5180	All Terrain	2000	180 tonne
Demag	AC300	All Terrain	1999	300 tonne
Liebherr	LTM 1400	All Terrain	1998	400 tonne

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MANUFACTURER	MODEL	YEAR	CAPACITY	LOCATION
GROVE	TMS 635	1996	30 to	UK
KATO	KA-300	1991	30 to	UK
LIEBHERR	LTM 1040	1990	40 to	UK
GROVE	GMK 3050	1996	50 to	UK
KRUPP	KMK 4070	1993	70 to	UK
DEMAG	AC 205	1996	80 to	UK
KRUPP	KMK 5100	1989	100 to	UK
DEMAG	AC 300SL	2000	300 to	UK

John W. Cantle

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Model	Capacity	Boom
CKE600	60 t	52 m
CKE700	70 t	55 m
CKE800	80 t	61 m
CKE900	90 t	61 m
CKE1350 New	135 t	82 m
CKE1800	180 t	85 m
CKE2000	200 t	88 m
CKE2500 *Photo	250 t	91 m
CKE4000 New	400 t	96 m
7450	450 t	98 m
7650	650 t	102 m
7800	800 t	116 m

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Model	Capacity	Engine	Line Pull	Boom
BME550HD	55 t	235 kW	20 / 25 t	52 m
BME750HD	75 t	235 kW	20 / 25 t	55 m

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