

# CRANES & access

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2004** show guide p20

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**TOUCAN 1210**



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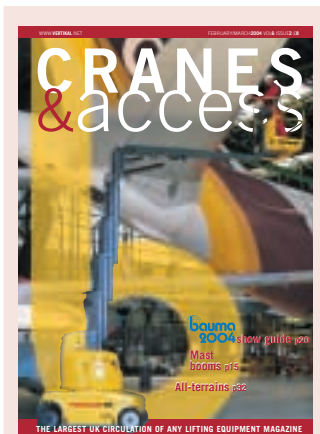
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According to Laurent Guillaux, vice president of sales at Manlift, producer of the Toucan mast boom range, "the mast boom market is today primarily a French one with over 1000 units sold per year," of which it has to be said Manlift is responsible for the lion's share. Its Toucan line ranges from the eight metre working height 800 up to the 13 metre 1310, and is the most complete range of mast booms available on the market with 11 standard models and special options for applications such as stock-picking and aircraft maintenance.

For the full story see:

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**IN OUR LAST ISSUE**, *C&a* welcomed its readers to the largest issue since the launch of the magazine back in 2000. Well, at a risk of sounding like the boy who cried "wolf", welcome to the joint-largest issue since the launch of the magazine back in 2000! As you have probably already guessed by the front cover of this, our February/March issue, you have this year's Bauma exhibition to thank for that, which, just in case you haven't yet

realised, or have alternatively just woken up from a two-month slumber, is taking place next week.

For this reason, the team at *C&a* has scoured the exhaustive exhibitor listings for what Bauma 2004's organisers predict will be the largest equipment exhibition the world has ever seen, to bring its readers a more refined, but complete none-the-less, guide to all the very latest lifting and access equipment offerings from the world's top producers.

Even if you are not attending the show, the guide offers a useful insight into which sectors manufacturers have been concentrating their efforts, suggesting in which direction they believe various market sectors to be heading. Although there are numerous boom launches expected, the top three access equipment producers will be drawing attention to their ongoing telehandler campaigns, while competition will be hotting-up among the larger crane producers, several of which will be introducing long-boomed 55 tonne all terrain cranes. The mobile tower crane market also receives a significant boost this time around with at least three significant new product introductions.

So whether, you're attending Bauma to spend serious amounts of cash, to quaff the famous Bavarian beer, or simply to boost your cap, umbrella or mouse-mat collection, this phrenetic competition among the manufacturers can only make for a better Bauma. Whatever your reason for attending, don't forget to drop in on the *Vertikal Press* in the outside area, stand number F7 702/6, for a chat and to meet the team and collect your copy of *Vertikal Bauma*. See you there!

*Warren Wadsworth*

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## Increased crane revenues at Manitowoc

**MANITOWOC HAS** reported a full-year sales increase of 17 per cent to US\$1.6 billion (UK£0.87 billion) for 2003, compared with a figure of \$1.4 billion (UK£0.76 billion) reported for the corresponding period of 2002. Much of the increase reflects the full year impact of the company's acquisitions in the crane sector, as revenues without the Grove acquisition would have been down by 11 per cent.

Focusing on the firm's crane business, sales for the fourth quarter of 2003 were up 16 per cent to \$255 million (UK£138 million), compared with the same period of 2002, despite sales of its US-built crawler cranes being cited as slow, particularly in North America. Crane revenues for the full year were up 44 per cent to \$1,023 million (UK£533.5 million), with over 70 per cent of the total coming from international markets. Asia and certain parts of Europe were quoted as the strongest performers.

Manitowoc said that it has completed the integration of its internal crane operations, which generated more than \$30 million (UK£16.23 million) in actual "synergy" cost savings in 2003, which it also claimed will improve to \$36 million (UK£19.48 million) in 2004.

The recent closure of the Liftflux plant in Germany resulted in an \$8 million (UK£4.33 million) write-off in the fourth quarter of 2003. It is understood that most of the employees at the plant have departed, but several interested parties are looking at the possible purchase of the discontinued aerial work platform assets, although no mention of this has been made by the company.

"While we expect weak demand for US crawler cranes to continue well into 2004, we are beginning to see other signs of an upturn in the economy," said Terry D Growcock, Manitowoc's chairman and chief executive officer. "Although the landscape remains very competitive, international demand for crawler, tower, and mobile telescopic cranes is improving."

Manitowoc said that it expects to see revenues grow by seven to eight per cent in 2004, in a market expected to be "flat to slightly up". The company also said that it is planning to launch 16 new crane products in 2004 and that a key new model will be the Grove GMK 3055 three-axle 55 tonne all terrain crane. ■

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## UK Fassi first for Flegg

Flegg Transport of Aylesbury in the UK has taken delivery of the UK's first 100 tonne/metre capacity Fassi F1000XP knuckle boom crane. The unit

is rear-mounted onto a specially extended 15.9 metre Broshuis triple-axle all-steer low loader, which provides a maximum payload of 28 tonnes.

Flegg Transport's owner, Jayson Flegg said that the unit has not only eliminated the cost and need for a separate mobile crane, but it has also cut the time it normally takes to install heavy equipment by up to 50 per cent. "We chose this one not just because of its maximum rating," he said, "but also because it will lift 26 tonnes at 3.8 metres radius and 22 tonnes at 5.2 metres." ■

## Kobe Steel to form Kobelco Cranes



**JAPAN-BASED KOBE Steel** and its subsidiary, Kobelco Construction Machinery have announced plans to turn the crane operation of the latter company into a 100 per cent owned subsidiary of Kobe Steel, leaving Kobelco Construction Machinery to concentrate on its core business of excavator production. The new company, to be called Kobelco Cranes Co Ltd and established on April 1 this year will operate as an independent business, concentrating on the manufacturing and sales of crawler cranes, rough terrain cranes and other civil engineering machines.

Kobelco Cranes will be capitalised at 12 billion yen (UK£0.06 billion) and employ 270 people at its Tokyo headquarters. Takashi Ishida (pictured), currently president and representative director of Kobelco Construction Machinery will take on the presidency of Kobelco Cranes. ■



## Tower collapse on Dublin job-site

**MORE THAN 60** residents were evacuated from their homes when the jib of a Wolff tower crane partially collapsed on a Dublin construction site last month. The site was unoccupied at the time so nobody was injured during the incident, but residents were removed from surrounding homes and a nearby railway line was closed for two hours as a safety precaution.

It is believed that high winds caused the tower crane's jib to bend and snap, almost completely crushing the operator's cab as it fell towards the ground. A single pendant connected to the tower's main mast and jib remained in tact, which prevented the entire jib length from crashing down onto the job-site. A UK representative for Wolff visiting the site after the incident stressed that no predictions to the cause of collapse would be made until a full inspection had been carried out.

Unconfirmed reports, however, claimed that the crane's slew brake had either been left on, or had somehow applied itself or jammed, thus preventing free slew and subjecting the jib to extreme side winds. The investigation is pending. (Picture courtesy of Ed Fahey). ■



## Healy takes first Case

CIVIL ENGINEERING and house building company, Healy Construction, has taken delivery of the UK's first Case TX140 telescopic handler from Case dealer for the Midlands and North of England, Saville Tractors.

The unit will be used in a general purpose role working on Healey's building sites and for applications for handling materials up to heights of 14 metres. Dominic Healey, managing director of Healey Construction said: "We are pleased with this new purchase as it is ideal for our house building programme and is already proving a valuable asset."

Case launched its new telehandler range, designed specifically for the construction sector, last November and now comprises three models, the 13 metre TX 130, the 14 metre TX 140 and the 17 metre TX 170. Mike Salmon (*right in pic*) hands over the TX140 to Healy Construction managing director Dominic Healey. ■

## JCB to start engine production

JCB HAS purchased an 18,000 square metre warehouse in South Derbyshire in the UK to accommodate the production of its own brand of engines. The first JCB unit is expected to roll off the assembly line by October 1 this year, with output 'progressively' increasing in 2005.

The new business will trade as JCB Power Systems Ltd and will eventually produce diesel engines for around 70 per cent of the company's off-road machines, including all JCB telehandlers. The company currently buys most of its engines, around 40,000 units a year, from Peterborough-based Perkins, which is owned by larger rival firm Caterpillar, from which it will continue to source 1, 1.5 and 2-litre engines for the foreseeable future.

JCB chief executive John Patterson said that the engines would initially be made solely for JCB machines, and that the investment so far, which includes development work already carried out, works out at between £75 and £80 million.

Also commenting on the move, Sir Anthony Bamford, JCB chairman and managing director said: "The JCB engine will give higher performance than existing engines and also comply with future worldwide emission requirements. When manufactured, the engine will enable JCB to supply the best possible power train package for its customers." ■

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## Revenue increase at Terex

TEREX CORPORATION has posted a 39 per cent revenue increase with its full-year 2003 results, the first with the Demag and Genie acquisitions under its belt. It also posted a net loss for the year of US\$25 million (UK£13.71 million), compared with a loss of \$132 million (£72.37 million) reported in 2002.

Revenues of around \$1 billion (£0.55 billion) means that the company is right on the heels of market leadership in the crane business and that it is now the largest producer of aerial lifts in terms of revenue.

Total group sales for the full-year were \$3.9 billion (£2.14 billion), a rise of 39 per cent from \$2.8 billion (£1.54 billion) reported the previous year. Much of the increase was attributed to the acquisitions of Demag and Genie during 2002, as revenues without the acquisitions rose by just 3 per cent to \$2.4 billion (£1.32 billion). Crane sales for the full year were up 45 per cent to just over \$1 billion (£0.55 billion), reflecting the full year effect of the Demag acquisition.

The outlook for the crane division in revenue terms is flat, compared with other parts of the business. Terex stated that it expects to see sales drop to between \$850 million (£466 million) and \$950 million (£521 million) with operating profits for the full year firming to four to five per cent.

"I am pleased with the growing strength of the Terex Crane franchise," said Steve Filipov, president of Terex Cranes. "Demag closed December with a record month – the highest revenues ever achieved in its history. Our all-terrain crane product line continued to gain market share in the largest market, Western Europe. However, the crawler crane product line continues to be challenging due to the difficult North American market. We closed the Peiner production facility in Trier, Germany and have started production of Peiner Tower Cranes in our Demag facility in Zweibrücken, Germany. We expect to see the financial benefits of this move in 2004." ■

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## Telehandler fatality on Ireland jobsite

IRELAND'S HEALTH & Safety Authority (HSA) has launched an investigation into the death of a worker at the ESB power-plant construction site in Shannonbridge, County Offaly, Ireland. The ESB and Foster Wheeler, the main contractor, are participating in the investigation.

The man in his late 30s was working on the construction of the power plant, which is located in the west of the county, when he was involved in an accident involving "heavy-lifting equipment".

It is believed that the man was killed after getting out of a telescopic handler that he had just parked beside a trench on the site. After the man had exited the machine, it is said to have subsequently subsided into the trench, crushing its operator. The man was employed by a firm of sub-contractors working on part of the power-plant, which is being built under Turkish contractors Gamma. ■



## Record revenue high for Palfinger

AUSTRIAN KNUCKLE-BOOM crane producer Palfinger has reported record revenue levels with the announcement of its preliminary 2003 earnings.

Despite what Palfinger says were "difficult economic conditions" during 2003, the company has reported a 9 per cent increase in revenues for the period, amounting to €334 million (UK£230.4 million), compared with €306.5 million (UK£211.28 million) in 2002. The jump in revenues for the 2003 period, however, follows a significant drop in the company's sales during 2002 from a figure of €332.1 million (UK£228.93 million) reported in 2001.

Palfinger said that the main factors influencing last year's earnings were good results from its Epsilon crane division and the positive effects of its Rapid Process (RAP) delivery programme for its knuckle boom crane division.

The main negative factor, according to Palfinger, was "unsatisfactory productivity" from its Guima hook loader division, which the company acquired back in 1999 as part of its purchase of Financiere Ghiretti SA. If economic conditions remain stable, Palfinger expects to further reduce its EBIT in 2004, while sustainable cost cuts are expected with the completion of its Location Optimization Program. The company said that it will also be expanding its service business and restructuring the Guima division in the coming months. ■



## Dutch dozen for Kobelco

**KOBELCO CRANES** Europe has secured orders for 12 of its 250 tonne CKE2500 crawler cranes. All 12 units have been sold to Dutch joint-ventures that involve Hovago, the rental company owned and operated by Doron Livnat and the Baris family.

The first ten units have been sold to P van Adrighem and Hovago for delivery into the European market. The units will be jointly owned by the two companies, but the exact nature of the joint-venture has not been revealed. The units are scheduled for delivery this month.

The two remaining units have been sold to Mammoet-Hovago in The Netherlands and are destined for work in China. Both units are also scheduled for delivery this month.

Kobelco claims to have sold over 140 of its CKE2000 and 2500, 200 and 250 tonne class crawler cranes since their launch back in 2001. The CKE2500 can operate with up to 90 metres of boom and was designed specifically for the European market with fast set-up and dismantle times and easy transportation configurations. The company says, however, that the units have proved a major success in China, where Kobelco claims to hold an 80 per cent market share in the crawler sector. ■

## UpRight reports 18 per cent revenue rise

UPRIGHT INTERNATIONAL Manufacturing Ltd, the main trading company of the UpRight Group has announced that revenues for the first six months of the fiscal year to the end of December 2003 were up 18 per cent, compared with the same period of last year.

The company has seen increased sales across all product ranges, including aluminium towers. UpRight's European plant saw a significant rise in electric scissor lift production, while sales of its US-built boom lifts reached their highest levels for over a year.

John Coughlan, president of UpRight commented: "Since December, every area of the UpRight business has been operating profitably, including North America, Europe, Asia, Japan and South America. We are seeing the best results since 2000".

"In the US, we have remodelled the sales organisation and I believe that we have a more focused approach with a lean and aggressive team in place," he continued.

When asked about the future of the company's Madera plant, Coughlan said that the company has a clear strategy and is building more booms there now than at any point during the last 12 months.

"The US business is now profitable," said Coughlan. "Some of the new products at Bauma, such as a new 40 ft plus boom lift, have been designed in the US and will be built there. You will also see some major changes and improvements to our customer support and parts services in the weeks and months ahead and, while it might seem that we have been quiet over the past few months, I can tell you we have been very busy." ■

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## Holland Lift appoints UK distributor

**HOLLAND LIFT**, The Netherlands-based producer of heavy-duty scissor lift work platforms has appointed Russon Access as its new UK and Ireland distributor, effective from March 1, 2004.

Russon Access of Brierley Hill in the West Midlands was previously the UK distributor for the Liftlux, more recently trading as Manlift, range of heavy-duty scissors. Late last year, however, Liftlux's owners Manitowoc announced that it was ceasing production of the Liftlux product line and closing the Liftlux plant, which left Russon without a product line and with an uncertain future.

Russon already has a number of potential orders lined-up subject to confirmation. The company will still carry out service and maintenance work for Liftlux machines in addition to distributing spare parts. Allen Russon, principle of Russon Access said: "As far as customers for the Liftlux range are concerned, it is very much business as usual in terms of product support. It is just that new units are no longer being produced." ■

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## £40,000 fine follows fatal fall

**UK CONSTRUCTION** company Eugena Ltd has been fined a total of £40,000 and ordered to pay £12,983 in costs after pleading guilty to a breach of health and safety legislation at the Old Bailey in London. The case was taken to the company by the Health and Safety Executive (HSE), following a fatal accident during construction work at St Thomas' Hospital in London in June 2001.

Construction worker Ian Mallon was laying blockwork at a height of about 2.5 metres when he fell from the unguarded edge of a scaffold work platform. Mr Mallon subsequently suffered severe head injuries from which he died in hospital several days later. It was later discovered that the incomplete scaffold platform used by Mr Mallon and his workmates had not been inspected by a competent person after alteration.

Eugena Ltd pleaded guilty to a breach of duties under Section 3(1) of the Health and Safety at Work Act etc 1974, in that they failed, so far as was reasonably practicable, to ensure the health and safety of persons not in their employment. ■

## Amco Veba acquires Ferrari cranes

**ITALIAN KNUCKLE** boom crane producer Amco Veba has confirmed in an interview with C&A the acquisition of F.lli Ferrari cranes for an undisclosed sum. The deal effectively doubles the size of Amco Veba's crane division.

Dr Giancarlo Perego, president of Amco Veba and its largest shareholder, confirmed that the Ferrari plant will remain open and that both companies will maintain their separate identities and distribution. "The two companies, which both hold small global market shares rarely competed head-to-head," he said. "They cover different market sectors and with both of them exporting around 80 per cent of their production, they have different geographical strengths.

"Ferrari is an excellent product and a very strong and prestigious name. They are mostly well-known for their smaller cranes, while Amco Veba has concentrated on mid to large models," concluded Perego.

The two companies generated revenues of around €20 million (UK£13.56 million) each in 2003, although Amco Veba also has other divisions. Ferrari employs up to 100 staff at its Beretto facility. ■

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## Gruas takes Spain's first 3300 SL

**SPAIN-BASED** crane rental firm Gruas Alhambra has put the country's first Sennebogen 3300 Star-Lifter (SL) crawler crane to work on a bridge construction project for the N-340 highway between Almeira and Malaga. The crane is being rigged with a 29.9 metre boom configuration, where it can lift 8 tonnes at a 20 metre radius, and also with a 41.1 metre main boom, where it can lift 6 tonnes at the same radius, to lift iron and concrete foundations for the bridge's pylons. ■

## Palfinger launches UK roll loaders



**PALFINGER HAS** launched a new range of roll loader cranes for the UK market in collaboration with its UK distributor TH White. The first model in the range, the PK12000 roll loader, was seen publicly for the first time at the recent opening of TH White's new Bradford workshop facilities, with a further three units expected to join the line at a later date.

The PK12000, capable of lifting 1.92 tonnes at 6.1 metres, has been designed to match the lifting capacities of Palfinger's standard PK12000 knuckle boom, while the three subsequent models will be based on the PK501, PK9501 and PK10000 with lifting capacities of 7.1, 9 and 9.5 tonne/metres respectively.

Commenting on the launch, Mark Rigby, TH White director and general manager of the Palfinger crane division said: "We have grown Palfinger lorry (knuckle boom) cranes into a leading position in the UK market. We know we can make serious inroads into this market sector as well." ■

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## Half-year revenue decline at Ashtead

**THE ASHTEAD** Group has reported declining revenues of more than UK£21 million to £256 million from its main US and UK rental businesses, following the release of its half-year results to October 31, 2003.

The Group's Sunbelt business in North America actually posted a small improvement in revenues over the same period in 2002 at US\$293.6 million (UK£172.5 million), but fell by 5.7 per cent when converted back to sterling.

In the UK, its A-Plant business reported a 12 per cent drop in revenues to £83.5 million, but significant restructuring has, according to its management, stripped out £15 million in costs. Disposals and property sales netted £18.2 million, which included Big Air, its Mast Climber division, its Irish business and surplus properties. See *vertikal.net* January 15, 2004.

Chief executive George Burnett said: "While a weak dollar will continue to reduce reported sterling debt and turnover levels, the effect on profitability will be more modest. The Board is encouraged by the improved performance in its US businesses, particularly since the equipment rental industry tends to see late cycle recovery. The favourable indicators regarding the current strength of the US economic recovery enables the Board to take a more optimistic view of prospective trading conditions in 2004 and beyond." ■

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The Group



## MCG survey shows skills shortage

**THE MAJOR** Contractors Group (MCG) has failed to meet its own target of achieving a fully qualified workforce on all construction sites where an MCG member is the principal contractor by the end of 2003, according to a recent survey. The results showed that 66 per cent of staff on sites where the main contractor is a member of the MCG carry an approved card such as the Construction Skills Certification Card (CSCS). The MCG claims that over 600,000 workers now carry a CSCS or equivalent card, which included a large number of the 100,000 International Powered Access Federation (IPAF) PAL card holders in the UK. The MCG could not confirm the precise number, however.

Commenting on the results, MCG chairman Dermot Gleeson commented: "While we would have been delighted to have recorded 100 per cent in every category, we believe the results are a tremendous achievement in a relatively short period of time, not only on MCG members' sites but throughout the industry." ■

FULL STORY ON [WWW.VERTIKAL.NET](http://WWW.VERTIKAL.NET)



**PANTHER PLATFORM** Rentals has purchased what will be the UK's first Oil & Steel Eagle 4430 truck mounted platform, to be handed over to the company at Bauma 2004. The 44 metre working height platform provides 30 metres of outreach and features a jib that can be angled up to plus 170 degrees, and also a 360 degree rotating turret. ■



**BUXTON LIME** Industries, part of the Tarmac Group, has taken delivery of this new 17 metre Bobcat T40170 telehandler from Loughborough-based Bobcat dealer, Butler Reynolds. The unit was purchased with a number of attachments including a crane jib, fly-jib, winch, pallet forks with side shift, a bucket and a man platform and will be used for various material handling applications at Hindlow Quarry in Derbyshire. Bobcat claims that the unit is the only telehandler

on the market that can lift above 17 metres with or without stabilisers. ■

## Atlanta showdown



**AFTER TWO** successive shows with poor attendance levels and minimal purchasing activity, the up-beat mood at last month's American Rental Association (ARA) Rental Show held in Atlanta cast a light at the end of the tunnel for the US rental market. ARA officials confirmed that total attendance was up by over 1,500 visitors over last years figure to 5,568. "The show generated incredible confidence and excitement about the industry," said Carla Johnson, ARA director of Associate Member Services, in a recent ARA report.

Using the opportunity to showcase altogether new products were the likes of Genie with its new 16.9 metre TZ 50 trailer-mounted platform and JLG, which launched its 1250AJP Ultra boom to the US market for the first time. Snorkel impressed with its 42 foot (12.8 metre) straight boom with new 'over-centre' jib, while SkyJack presented several new compact rough-terrain scissor lifts with new auto-levelling outriggers. SkyJack president, Lloyd Spalding, stated that he was relatively optimistic for the year ahead in the US.

The most talked about aerial product, however, was MEC's new 30 foot (9.44 metre) scissor lift (*pictured*) fitted with special wheels which provide totally omni-directional movement of the machine. Haulotte's Easy Crane, on show for the first time in the US, also attracted far more interest than expected, while the company received several orders for its joint-Faresin produced Telehandlers.

Terex showcased the newly "Americanized" TX5519 built at Italmec's Italian plant, while taking part in its first ever US show, the International Powered Access Federation (IPAF) exhibited under its new Aerial Work Platform Training (AWPT) banner and announced the formation of a new advisory council to help implement aerial work platform training programmes in the US.

Next year's Rental Show is scheduled to take place in Las Vegas between 14 to 17 February. See 'What's On', page 46. ■



**ITALY-BASED PLATFORM** producer, Barin SpA, has delivered one of its AB 17 under-bridge inspection units to Sichuan Chengnan of China for inspection and maintenance work on the Chengdu-Nanchong expressway project. The unit, mounted on a Volvo FM12 LHD, 8 x 4 truck chassis, provides a horizontal underbridge reach of 17 metres and a vertical underbridge depth of 21 metres. ■



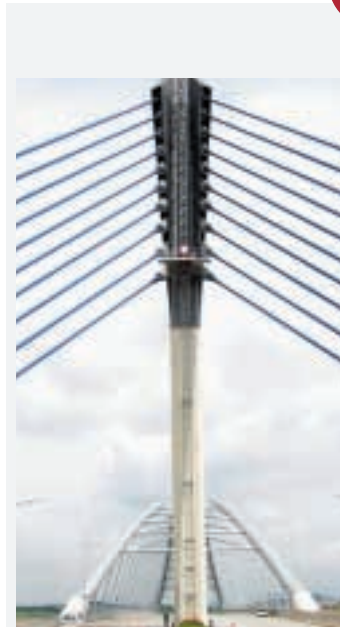
# JLG completes military service

**JLG HAS** completed the transfer of its military design telehandler production, bringing the final phase associated with the company's OmniQuip acquisition. "The transfer of the remaining production of government design telehandlers marks the successful completion of the first phase of our integration plan," said Bill Lasky, chairman of the board, president and chief executive officer at JLG. "We will continue to work towards completing the transfer of all remaining activity including the worldwide service parts business by the end of our current fiscal year.

"The second phase of our integration plan, commonization of the supply base and integration of the OmniQuip and JLG brands and marketing programs, is well underway. And we have begun evaluating standardization of design, which is phase three of the plan, the details of which will depend for the most part on customer input regarding the critical characteristics of each of our brands," he concluded. ■

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Please send in all your product, company and general lifting and access related industry news to; News, The Vertikal Press Ltd, Unit 1/Level 5, New England House, New England Street, Brighton BN1 4GH.



**BBR CONSTRUCTION Systems** recently called on the assistance of this Scanclimber SC1300 mast climber for inspection and service work around the pylon area of the 60-metre high Seri Saujana Bridge in Putra Jaya, Malaysia.

A specially shaped platform was used to avoid contact with the wire rope attached to the bridge's pylon, which itself leans back at an angle of 12 degrees. ■

## Haulotte on the move

**FRENCH AERIAL** lift producer Haulotte has finally made a move to acquire financially troubled UK Platforms, the company set up some three years ago with financial support from Haulotte, according to its employees and directors. Haulotte has declined to comment or make any announcement on the issue, so it is too early to say what it plans to do with UK Platforms, or even how the takeover might be structured. Options may include a full takeover along the lines of the LEV acquisition, or it may look to facilitate a sale to another rental company. The reports, yet to be confirmed by Haulotte, indicate that two of the three UK Platform partners have departed the company, while one has remained on board.

Haulotte has also seen its share price soar, following the release of Terex's 2003 financial results, which showed a substantial performance improvement in Terex's Genie division, and positive statements on the aerial lift market for 2004. The results, along with more modest but still positive statements from Haulotte president Pierre Saubot in an interview with a France-based financial newsletter, were interpreted by many French fund managers as a buying signal.

Saubot who said that he sees the early signs of a pick-up in the powered access market, also repeated an earlier statement made to *Vertikal.net*, in which he said that Haulotte's management was ready to look at any opportunities that might come along, just as they did with the LEV purchase last year.

C&a

## News highlights

**SENNEBOGEN HAS** announced that it has chosen the UK's no.1 construction equipment show, SED, this year for the worldwide debut of its new 50 tonne capacity lattice boom crawler crane, the 640 HD. At the time of writing, further specifications were unavailable. The unit will be displayed along side the company's 80 tonne G83 HD telescopic crawler crane, to be seen for the first time in the UK. Both models will be on show on the stand of Sennebogen's UK and Ireland dealer, E H Hassell & Sons.

**GEORGE BRUMWELL** has been appointed as the new chairman of the UK's Construction Skills Certification Scheme (CSCS), after replacing Tony Merricks who stood down after serving as CSCS chairman for 10 years. Graham Medcroft takes on the role of vice-chairman.

**JLG HAS** announced the appointment of David L Pugh to its board of directors, expanding the company's board to nine members. Pugh is currently the chairman of the board and chief executive officer of Applied Industrial Technologies in Cleveland, Ohio in the US.

**UNITED RENTALS'** new CEO Wayland Hicks has stated that the company, which operates the world's largest powered access fleet, is likely to spend about US\$450 million on fleet replacements in 2004.

**PETER HIRD**, owner and managing director of Peter Hird and Sons Ltd, has announced his retirement at the age of 65. His eldest son, Peter Hird Jnr, who has worked alongside his father for several years, has taken over as managing director and joint-owner.

**LIFTING EQUIPMENT** specialist, Lloyds British Testing plc has acquired Somers Handling, a supplier of specialist handling equipment to the metal production and rail industries. Somers Handling will be integrated into the former company to create Lloyds Somers. Its head office will be relocated to the Lloyds service centre in West Bromwich.

**SOUTHERN ELECTRIC Contracting** in the UK has purchased a further 39 van-mounted platforms from Versalift. The order comprised a mixture of 12.9 metre working height ET36NF platforms and 14.2 metre ET38NF models, all of which are mounted on Mercedes Sprinter vans.

**BROGAN ACCESS** of East Motherwell in Scotland has taken delivery of a 35 metre working height Wumag WT350 truck-mounted platform. The unit is mounted on an 10 tonne Mercedes chassis, provides 30 metres of outreach and a 350 kilogram platform capacity.



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# The horse before the cart?

Compared to scissor lifts and booms, the mast boom is a relatively recent development to hit the shores of Europe, having started out as niche product in the US. *C&A* takes a look at how the mast boom is fairing up today.

**THE MAST** boom was originally conceived by US-based aerial platform producer, Lift-a-Loft, and subsequently further engineered and brought to its current volume status in France, Europe's largest mast boom market, by Delta Systemes, now known as Manlift, part of the Manitowoc Group.

The original idea was to create a product that fitted in half-way between a scissor and a boom lift, and one that would penetrate the mainstream market at a price to match. Until the mast boom came along, if you needed outreach, you bought a boom, but even the smallest

units were bulky, heavy and expensive. To cater for this market, some producers developed extra long deck extensions, or cantilever baskets for small scissor lifts, but these usually offered less than 2 metres of outreach, and because it was longitudinal to the main platform, this was impractical for use in aisle ways and tight areas.

With the advent of the mast boom, outreaches of up to 3 metres, and working heights of up to 8 and 10 metres were now achievable, and often in a more compact package than a mini electric scissor lift. With a width of under 1 metre, and a slewing capability of at least 180 degrees, these new machines were perfect for industrial maintenance, where they could work in tight areas and reach over obstacles. Some of the earliest users were car plants, where mast booms allowed maintenance access directly over assembly lines during normal working hours without disrupting production.

The big leap forward though came in France, when Delta, finding that relying on end user sales was limiting, started to rent mast booms to customers who were willing to try them, but not able or willing to buy them. Until then, most rental companies refrained from adding mast booms to their fleets. After-all, no one called and asked for them!

Once Delta started to make them available to rental companies, however, all sorts of users began to see the benefits. Some moved from booms, where they had no need for the extra outreach, and profited from more compact dimensions, not to mention lower rental rates, while others upgraded from scissors, to benefit from the ability to reach over obstacles cluttered on the ground.

#### GLOBAL HITCH

Today in France, you are just as likely to see electricians, HVAC engineers and other contractors using mast booms as you are industrial or commercial users. So far, however, this wider-spread usage has not caught on in the same way outside of the country.

According to Marcel-Claude Braud, chief executive officer at Manitou, numerous major rental companies have recently renewed their fleets with around 200 of its 80 VJR and 105 VJR mast booms. Pictured is the 10 metre working height 105 VJR model.



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## MAST BOOMS



Manlift's Toucan mast boom line ranges from the 8 metre working height Toucan 800 up to the 13 metre 1310. Pictured is the 9.2 metre working height Toucan 1210.

"The mast boom market is primarily a French one with over 1000 units sold per year," says Laurent Guillaux, vice president of sales at Manlift, producer of the Toucan mast boom range. "Even French rental companies have been timid in their investments over the last two years, so volumes have dropped since 2000. This year should be a good vintage, however, as the rental companies have started investing again in reasonable volumes. End user sales in France have remained stable over the last two years after a peak in 2000, but fluctuations in this market are less marked.

"Most of our Toucan sales are in the European Union," continues Guillaux. "Asia is on the up and so is the Middle East, but still quite behind. The success of the mast boom concept in France has been very aggressive end user marketing from the outset, which has generated a strong demand for rental, which in turn has helped increasing end-user sales.

"The concept is coming through in other European countries as rental companies show more and more interest," Guillaux explains. "Industrial sales, on the other hand, have not been pushed so aggressively in France, so the process is slower. In price sensitive markets like Spain, the inherent cost of mast boom technology has been a deterrent. Also, the buoyant activity in Spain's construction sector has not forced rental companies to tackle the industrial market."

According to Patrick Mutel, directeur generale of French rental company, Zoom France, around 40 per cent of the annual volume [mast boom production] is sold directly to end users, mainly for factory, or outlet maintenance, while around 60 per cent goes to rental companies. "Every rental company in France has mast booms in its fleet," says Mutel. "Around 40 machines out of our 650-strong fleet are mast booms, while Kiloutou operates around 180 units."

In the UK and Ireland, mast boom usage outside of specialist applications is very rare. In fact the number of large rental fleets with significant numbers of mast booms in their fleets could probably be counted on one hand. It seems to be a case of the horse before the cart.



## MAST BOOMS

### SPOILED FOR CHOICE

In spite of the fact that the mast boom market is still largely an end user one, with some 50 per cent of world production delivered into France, there is a surprisingly large number of mast boom products available. C&A counted at least nine active manufacturers from five different countries. We also estimated, however, that around 80 per cent of the units sold each year are produced in France.

If you are buying in the UK or Ireland, then the choice of brand is practically limited to four producers who actively market their products in the two countries, as most find it hard to meet the challenge of building this relatively low volume product at a cost that allows it to be sold in the required price range between scissors and boom lifts. "The manufacturing of mast booms is much more complicated than for a scissor," explains Mutel. "The cost is therefore around 30 per cent more expensive."

One company that doesn't seem to have an issue here is Manlift with its Toucan mast boom range.

For many years, the industry has been told that the Toucan product is the Jewel in Grove/Manlift's crown, consistently profitable and well-respected. Today, the crown has gone, and the jewel is all that remains of the once complete Grove/Manlift product range.

The Toucan line ranges from the eight metre working height 800 up to the 13 metre 1310 and is the most complete range of mast booms available on the market today, with 11 standard models and special options for applications such as stock-picking and aircraft maintenance.

"Compactness and manoeuvrability are still the main factors that the market is demanding, while the ability to work outside without restrictions and up-and-over clearance are essential," continues Toucan's Patrick Gillaux.

Most mast booms fall into the eight or ten metre working height category, with an overall width of just under a metre, and a stowed height of just under two metres, which allows them to pass through most industrial doorways and narrow aisles. Working outreach, which is typically half a metre beyond the basket edge, is usually around three metres.

While the main dimensional specifications are very similar, not all machines are the same when it comes to other specifications. Turret rotation or slew capacity, for example, varies from 70 degrees either side of centre (too limiting for many), to a full 360 degrees (probably more than absolutely necessary). The design of the mast itself is typically



UpRight says that its relatively new powered platform breed, the MB range, which includes the 10 metre working height MB26 (pictured), sits in between a scissor and a boom lift.



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# MAST BOOMS

divided into two camps. Firstly, there is the open design of the forklift-style mast, favoured by Manlift, who says that it is easy to inspect and service, and handles the deflection caused by the jib better and will not bind up as with the second box design-type.

The box-section design is now utilized by almost everyone else, and typically takes up less space, offers more rigidity, particularly in the front to back plane, and offers greater protection to the extension cylinder and any chains and cables. In reality, however, the masts on all of the top units work well, so choice is generally a personal one.

A key performance factor to look for is gradeability and the ease of loading onto transport, as some early units were notoriously difficult and even dangerous to load onto standard rental trucks. More recent product introductions have much lower centres of gravity than in the past, lighter overall weights and good gradeability.

Ground clearance is still a bugbear, however. With narrow width to height ratios, all mast booms will be fitted with some form of pothole protection, usually in the form of massive low hung blocks behind the front wheels and in front of the rear wheels.

UpRight was the first to offer active pothole protection to overcome the ground clearance issue, but while solving a declared problem, this does not appear to have attracted users to switch brand in any significant numbers, so one must assume that limited ground clearance on the "passive pothole protection" units is ultimately acceptable. It does though limit mast booms very much to "slab" type ground conditions.

UpRight says that its relatively new powered platform breed, the MB range fits nicely between a scissor and a boom lift, and includes the 10 metre working height MB26 and the 8 metre MB20N (narrow), one of only three mast booms built that allow passage through a standard 820 millimetre single doorway, the others being the 5 metre working height mast boom from France-based Comabi, launched last year, and CTE's 8.4 metre PSS-Dumbo). According to UpRight, its MB product has been particularly popular among customers who typically rent scissors or smaller booms, such as maintenance contractors who prefer the extra outreach that you don't get with scissor lifts. Other users appreciate the ease with which you can easily maintain a parallel work pattern against a vertical work surface or the high up-and-over reach that the vertical mast design provides.

"We are currently working on a new control system for the MB mast boom to give better user interface, extended battery life, smoother control of the machine, and even better gradeability," explains Steve Couling, European sales and marketing director at UpRight International. "Mast boom sales to the end-user and the resale market remains steady, but the rental market for mast booms is not as buoyant as we had expected in the UK. It shows encouraging signs though, but France remains the strongest rental market for them at present."

Arguably France's number two producer behind Manlift, is Haulotte, which offers its Star range that spans from eight metres to 12 metres

working height, and incorporates ideas from the ABM product range following an acquisition a few years ago.

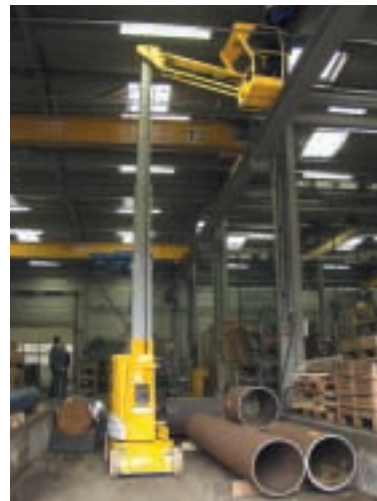
Also based in France, Manitou produces the VJR range comprising an eight and ten metre model in the 80 VJR and 105 VJR respectively. "More than 2000 units are now in service worldwide," explains Marcel-Claude Braud, chief executive officer. "The rental market shows a great interest in our machines because of the compactness and reach. In France for example, the major rental companies have renewed their fleets with around 200 80 VJRs and 105 VJRs."

Other mast boom producers include, CTE and Aero of Italy, the former of which is currently considering marketing its two PSS-Dumbo models in the UK for the first time.

So what about the future of the mast boom? Well, according to Gillaux "it is currently playing a big part in the strategic development of many rental companies in France, and while competition is still cut-throat in the construction sector, industrial/commercial rental remains a comparatively lucrative activity."

That maybe the case across the pond, but what about the UK? According to UK rental firm, HSS Lift & Shift, the introduction of the mast boom into its hire fleet has opened up new market areas for the company, where its customers have found scissor lifts either too big and heavy for specific applications, or standard AWP's inappropriate.

"These products are becoming widely accepted in the hire market because the customers are using the machines for short-term building and site maintenance or for applications such as stock picking or inventory control during peak periods, such as Christmas and seasonal sales," explains a HSS spokesperson. "HSS requires units that are easy-to-operate and maintain, economical to run, and machines that are also durable enough to withstand the abuse received whilst out on hire."



So will the mast boom take off in the same way in the UK as it has in France? It comes back to the question of the cart and the horse. If they are given the chance and become more widely available to rent, then yes, maybe. If not, then for now it seems unlikely.

Arguably France's number two mast boom producer, Haulotte, offers its Star range which includes 5 models ranging from eight metres to 12 metres working height. Pictured is the ten metre Star 10.

## 8 METRE CLASS

MAKE	MODEL	WORKING HEIGHT	O/A WIDTH	LIFT CAP	MIN LENGTH	GVW	OUT REACH
Manitou	80 VJR	7.90 m	990 mm	200 kg	2,670 mm	3300 kg	3.30 m
UpRight	MB20N	8.00 m	815 mm	215 kg	2,200 mm	2,172 kg	2.13 m
Manlift	Toucan 800	8.00 m	990 mm	200 kg	1,900 mm	1,950 kg	2.2 m
Manlift	Toucan 800Di	8.00 m	990 mm	200 kg	2,500 mm	2,000 kg	2.8 m
CTE	PSS-Dumbo	8.40 m	750 mm	120 kg	2,250mm	2,200kg	3.3 m
Manlift	Toucan 861	8.72 m	990 mm	220 kg	2,675 mm	2,980 kg	3.14 m
Manlift	Toucan 870	8.72 m	990 mm	220 kg	2,675 mm	2,980 kg	3.14 m
Aero	VG 900E	8.90 m	990 mm	265 kg	2,450mm	2,700kg	3.15 m
Haulotte	Star 8	8.73 m	990 mm	200 kg	2,610 mm	2,480 kg	3.10 m
Haulotte	Star 9	9.00 m	990 mm	210 kg	2,350 mm	2,350 kg	2.50 m
Manlift	Toucan 910	9.00 m	990 mm	200 kg	2,775 mm	3,400 kg	3.10 m



## 10 METRE CLASS

Manlift	Toucan 1010 Aero	9.90 m	1,060 mm	200 kg	2,820 mm	3,500 kg	3.47 m
UpRight	MB26	10.00 m	990 mm	215 kg	2,800 mm	2,672 kg	3.0 m
Haulotte	Star 10	10.00 m	990 mm	200 kg	2,600 mm	2,540 kg	3.1 m
Manlift	Toucan 1010	10.10 m	990 mm	200 kg	2,890 mm	3,300 kg	3.12 m
Manitou	105 VJR	10.05 m	990 mm	250 kg	2,690 mm	3,290 kg	3.35 m
Aero	VG 900E	10.45 m	1,150 mm	265 kg	2,670mm	3,100kg	3.35m
Manlift	Toucan 1100	11.00 m	990 mm	200 kg	2,680 mm	3,515 kg	3.30 m
Haulotte	Star 11	11.00 m	1,020 mm	200 kg	2,350 mm	2,580 kg	2.50 m
CTE	PSS-Dumbo	11.00 m	1,000 mm	200 kg	2,250mm	3,300kg	3.30 m

## 12 METRE AND OVER CLASS

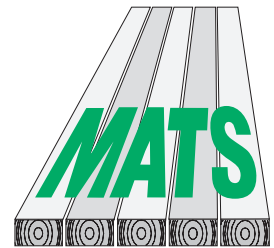
Haulotte	Star 12	12.00 m	1,290 mm	210 kg	2,350 mm	2,450 kg	2.5 m
Manlift	Toucan 1210	12.00 m	1,200 mm	200 kg	3,850 mm	5,200 kg	5.00 m
Manlift	Toucan 1310	13.00 m	1,345 mm	200 kg	4,070 mm	5,600 kg	5.22 m

## Micro mast omission

C&A would like to apologise to Manlift, which kindly pointed out that they had been left out of the micro mast lift table which formed part of our electric scissor lift feature published in the last issue of the magazine. The following three platforms with mast-type lift mechanisms are currently offered by the company.

Manlift	Toucan Duo	6.00 m	780 mm	130 kg	1,650 mm	1,000 kg
Manlift	Toucan Jnr 6	6.00 m	780 mm	200 kg	1,500 mm	850 kg
Manlift	Toucan Jnr 8	8.00 m	780 mm	120 kg	1650 mm	950 kg

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# The big

Bauma celebrates its 50th anniversary this year and more than 400,000 visitors are expected to turn out in Munich this month for the celebrations.....  
Oh, and possibly a few exhibitors as well!

So here we are again! And just when you thought the world's largest construction equipment exhibition couldn't possibly get any bigger,...it does just that, and by an extra 50,000 square metres. The reason is Bauma Mining, a brand new feature of the show devoted solely to the latest mining equipment and machinery from around the world. For this reason, Bauma tops-up a total exhibition space of nearly half a million square metres this year, making the 2004 event the biggest the world has ever seen.

As you're reading these pages, however, chances are that mining isn't your primary concern. So turning our attention to the lifting and access industries, it goes without saying that the usual cyclical injection of new product releases can be expected this year from the world's equipment producers. And they are nearly all present!

So where to begin? Well, if you are reading these pages at the show itself, you're probably wandering what on earth

your next move is going to be among the masses of bodies meandering up and down the vast site network. This is precisely where your C&A show guide comes in to hopefully give you a jolt in the right direction.

Spliced across the following pages is a comprehensive exhibitor listing of those companies, both small and large, of interest to the lifting and access industries, and where possible, summaries of their very latest product offerings along with a detailed map of where to find them.

What's more, for more detailed information on all the new and important lifting and access equipment being launched during Bauma week, and indeed for further information on how to make your trip to Munich as precise and to the point as possible, your free copy of the definitive *Vertikal Bauma* show guide is available for collection from the *Vertikal Press* stand (outside area F7 702/6), or from one of the distribution points at the main entrances to

the outside areas of the exhibition. So from all the *Vertikal Press*, whichever route you choose, have a fantastic Bauma 2004.....and enjoy!

### Where?

New Munich Trade Fair Centre

### When?

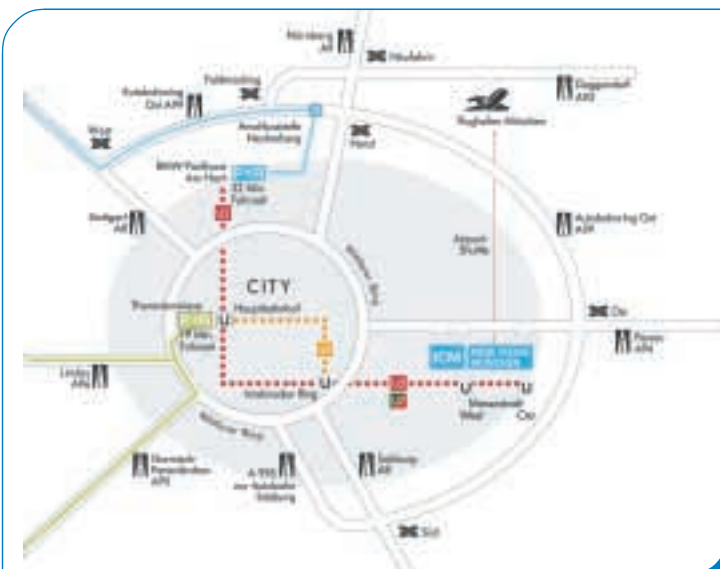
Monday 29 March – Sunday 4 April, 2004

### Opening hours:

Mon - Fri:	9.30 am - 6.30 pm
Sat:	8.30 am - 6.30 pm
Sun:	9.30 am - 4.30 pm

### Admission prices:

Day ticket:	€20 (£13.55)
Advance ticket:	€17 (£11.52)
3-day ticket:	€42 (£28.45)
Advance ticket:	€37 (£25.06)



## Travel plans:

### By air:

A regular shuttle service departs every 30 minutes from Munich International Airport for the New Munich Trade Fair Centre. Tickets are €6 one-way or €10 return.

### By train:

Both the U2 and U7 U-Bahn (underground) lines run to Messestadt West and Messestadt Ost stations at the Bauma show grounds from Munich Central Station (Hauptbahnhof). Get off at the second exit (Ost) for the main cranes & access exhibits. Travel by train is free with your Bauma pass.

### By car:

From the city of Munich, visitors should follow the Bauma 2004 direction signs and electronic traffic signals, particularly on the main A 94 road, which has three exits for the show grounds.

In addition to the show grounds' own parking facilities, several decentralized parking locations are available around Munich city centre. Parking is free and visitors can take public transport to and from Bauma 2004 free of charge on presentation of admission or guest direct tickets.





# Exhibitors

\*H = Hall OA = Outside area

## COMPANY STAND

**3B6** *H: A5 332*  
Machine control weighing systems

**ASSOCIATION OF EQUIPMENT MANUFACTURERS (AEM)** *H: C2 433*  
Information on the US-based association's range of services to manufacturers of construction equipment, as well as its own safety publications. The AEM pavilion will be showcasing member-manufacturers' products and services.

**AEROLIFT INDUSTRIALS** *H: C1 316*  
Low capacity lifting devices and hoists.

**AHLMANN BUAMASCHINEN** *OA: F7 709/1*  
A range of telehandlers ranging from 2.8 to 3.5 tonnes and 6.3 to 12.55 metres lift height.

**AICHI CORPORATION** *OA: F11 1102/1*  
Tracked aerial work platforms.

**AIRO TIGIEFFE** *OA: F12 1201/4*  
Introducing its updated range of electric scissors lifts.

**AIRTEK & LIFTPROFI** *OA: F9 901/3*  
A demonstration of Airtek's truck mounted aerial work platforms from 14 to 24 metres working height and self propelled scissor lifts from 5.8 to 12.5 metres working height. Sharing the stand is Liftprofi, which offers a range of lower capacity lifting devices.

**AMCO VEBA** *OA: F9 N914/4*  
Demonstration of the new 50 tonne/metre capacity knuckle boom.

**ANMOPYC** *H: A1 306*  
Spanish Manufacturers Association of Construction and Mining Equipment.

**ARCHIMEDES-VOULGARIS** *H: A5 213*  
Hydraulic rotators for truck, wood and scrap yard cranes from 4 to 7 tonnes capacity.

**ARCOMET** *OA: F12 1205/2*



The Netherlands-based rental company and crane producer presents its 6 tonne capacity compact AF 38 mobile tower crane, the first model in its new line of mobile tower cranes.

The unit features a 38 metre jib, which the company says targets a niche market in between existing 33 and 42 metre jib cranes.

**ARNCO EUROPE** *H: C7 219*  
Tyre flat-proofing.

**AROSHYDRAULIK** *H: A4 531*  
Hydraulic cylinders for construction machines.

**ASCOREL** *H: A3 609*  
Zone control and anti-collision systems for tower cranes.

**AUSA** *OA: F8 802/3*  
Rough terrain forklifts.

**AUTEC** *OA: F7 704/8*  
A range of remote controls from the Spanish producer.

**AUTOGRU RIGO** *OA: F12 1204/1*  
Mobile cranes ranging from 25 to 130 tonnes capacity.

**AUTOGRU PM** *OA: F8 N823/2*  
Taking centre stage on PM's stand is the new 80 tonne/metre PM 80SP model, which is now the company's largest capacity unit. The result of a collaboration with Italian electronics firm Digitek Spa, the unit also showcases a new advanced electronic load limiting device,

which is now provided with all PM cranes over 50 tonne/metres capacity. Also new from PM for Bauma are the PM 30SP, PM 23S and PM 27S versions.

**BASKET** *OA: F10 1003/4*



Basket kicks-off of a new line of truck-mounted platforms with the compact VP 25 and VP 28 units. The company has also created a new line of tracked articulated and telescopic self-propelled units up to 25 metres working height with self-levelling on a slope up to 30 per cent gradient. Also on display is the new 15 metre working height RQG 150 spider-type platform.

**BERTRAM** *OA: F11 1102/1*  
German rental firm offering a range of aerial lifts including Omme trailer mounts and PROF scissor lifts.

**BISON STEMATIC** *OA: F12 1203/6*  
On show from one of Germany's truck mounted platform producers comes the 47 metre working height TKA 47 KS.



**BOBCAT EUROPE** *OA: F9 909*  
From Bobcat's Pont - Chateau production facility in France comes its 3.5 tonne capacity T35120 telehandler, now the ninth model in the firm's T-series, and with a 12 metre lift height fills the gap between its existing 9 and 14 metre models. New for the T35120 is a lighter high-strength tensile steel boom comprising a built-in, counter-bow system to prevent the boom bending under heavy loads. The unit is also fitted with Bobcat's new operator cab, now available across the whole T-series range.

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**BONFIGLIOLI H: B4 308**

Knuckle boom cranes from one of Italy's many producers.

**BRAVIISOL OA: F11 1104/10**

Single person self-propelled mast booms from 4.9 to 8.95 metres working height.

**BREVINI WINCHES H: A4 231**

Lifting and pulling winches.

**BRIDGESTONE DEUTSCHLAND H: A6 111/212**

Tyres of all sizes for all applications.

**BRIDON INTERNATIONAL H: A6 208**

Wire rope for cranes.

**BRONTO SKYLIFT OA: F12 1202/4**

A brand new 61 metre machine from the Finish truck-mounted platform producer.

**CAMS INDUSTRIALE OA: F6 N613/2**

Italy-based producer of the Bencini industrial crane range with capacities ranging from 2.55 to 19 tonnes.

**CASE (CNH) OA: F6 601/603/1 – F5 501/1/4**

Marketed by CNH Global, Case Construction Equipment recently completed its Lecce, Italy-built TX telescopic handler line to include three models, the 12.45 metre TX 130, the 14 metre TX 140 and the 16.6 metre TX 170.

**CATERPILLAR H: B6 201-503 – OA: F7 703**

The firm's B-series telehandler line will be represented by the 13.5 metre lift height TH360B, which is equipped with a man-basket for the show, the 6.1 metre TH220B, the 7.2 metre TH330B and the 5.5 metre TH215.

**COMANSA OA: F11 1103/8**

Italian tower crane manufacturer showcases the new 21 LC 550 topless tower model, which is now the biggest model in the Linden 2100 tower crane series. The unit is capable of lifting 4 tonnes at a maximum jib length of 80 metres. A model from the Linden LC 1000 series will also be displayed.

**COMER INDUSTRIES H: A4 121**

Solutions for industrial machinery, specializing in power transmission components and systems for cranes and construction machines.

**COMETTO INDUSTRIE OA: F8 N828/1**

Heavy transport solutions including modular elevating transporters, hydraulic semi-trailers and modular trailers from 30 to 4000 tonnes capacity.

**CONEXPO-CON/AGG 2005 H: C2 437**

Information on next year's international trade show for the construction and construction materials industries, held in Las Vegas in the US.

**CONTINENTAL H: B2 303/402**

Tyres of all sizes.

**CORMACH OA: F8 N821/4**

From Cormach comes the world premiere of the 125000 E9 F146 knuckle boom, which for the show is displayed with its basic 9-extension boom and installed on a four-axle truck. A foldable jib with 6 hydraulic extensions will be added later in the year. The 180000 E6 Jib 4 is also displayed with a brand-new 4-section hydraulic jib. The unit features a 38.56 metre boom and can lift 670 kilograms in the horizontal position. Also on show is the 65000 E6, which is the first unit sold under Cormach's new German distributor Petrick & Brechtel.

**CTE OA: F10 1004/5**

Truck/van-mounted platforms from Italy.

**CRANES & ACCESS OA: F7 702/6**

The team from C&A will be present throughout the show welcoming as many readers onto the stand of its publisher, The Vertikal Press, where a free copy of *Vertikal Bauma* can also be picked-up.

**CUMMINS DIESEL DEUTSCHLAND H: A4 321**

The company's new Tier 3 power engine range, comprising two brand-new models and four re-engineered versions, makes its world debut, while the firm also promises some news for access equipment manufacturers.

**DAIMLER CHRYSLER H: A4 119**



Mercedes-Benz Unimog.

Information on the new Mercedes-Benz Unimog series.

**DANA CORPORATION H: A4 316**

A range of engine components.

**DEUTZ AG H: A4 325/524**

Diesel engines for industrial applications.

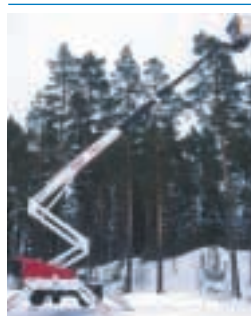
**DIECI OA: F9 907A**

A range of telehandlers from the Italian producer ranging from 6.35 to 20.6 metres working height.

**DINAMIC OIL H: A3 308**

Winches for industrial applications.

**DINO LIFT OY OA: F13 1305.**



Dino Lift 240RXT.

Dino Lift will be debuting its new 24 metre 240RXT rough terrain self-propelled boom, and 'possibly' a brand-new trailer mounted unit as well.

**DENKA LIFT OA: F10 1004/3**

See entry for Rothlehner Arbeitsbühnen.

**EHB ELECTRONICS H: A4 509**

Electronic monitoring systems.

**EFFER-KRANE OA: F8 N818/5**

Among the products on show from Effer is the largest knuckle boom in the world, the 2200 CL 6S, and also the 1750 6S with six-extension fly-jib, the 550 8S with six-extension fly-jib and winch, and the 370.11 6S Octopus series unit.

**ENERPAC H: A3 455/552**

A wide range of hydraulic technology for specialist applications.

**EUROGRU, MSB MASCINENBAU OA: F9 901/1**

From Eurogru comes the new Eurosprint 245 self-erecting tower crane, which the company says can be towed at up to 80 kilometres per hour on a type-three licence. The unit can lift 500 kilograms at a maximum jib length of 18 metres, while the maximum capacity is 1.5 tonnes.

**F.LLI FERRARI OA: F8 N826/4**

The well-known producer of compact knuckle boom cranes recently purchased by Amco Veba.

**FALCK SCHMIDT OA: F12 1205/3**

Van-mounted platforms from 10 to 15 metres working height, truck-mounted platforms from 10 to 33 metres working height and spider aerials from 14 up to 34 metres working height. A new spider will be on show.

**FARAONE OA: F11 1101/4**

A variety of ladders, scaffolding products and self-propelled work platforms.

**FARESIN-HAULOTTE OA: F1 1204/3**

See entry for Haulotte, Pinguely.

**FASSI GRU IDRAULICHE OA: F8 N820/3**



Fassi F1500 XP.

Fassi presents a prototype unit of a new 24 tonne/metre class knuckle boom line. Its top-of-the-range 150 tonne/metre

F1500 AXP.28 is also on display with the new above 25 degrees L516 six-section extension boom, while its F600 AXP.26 and F800 AXP.28 models are showcased with the new L414 and L214 jibs respectively, both of which comprise four hydraulic extensions. New versions of Fassi's 25 to 45 tonne/metre knuckle boom range with eight-section extension booms are also on display.

**FAYMONVILLE OA: F8 N825/5**

Low loaders, semi-trailers and special transportation vehicles.

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# HOLLAND LIFT



**FELTES** *H: A1 422*

Light weight lifting devices.

**FIAT KOBELCO** *OA: F6 601/603/1*

Also falling under the CNH umbrella, Fiat Kobelco produces its three-strong Evolution telescopic handler line, ranging from the 13 metre lift height T13 to the 17 metre T17.

**FLEETGUARD** *H: A5 322*

Filtration and exhaust systems.

**FERRARI INTERNATIONAL 2** *H: A3 434*

Producers of hydraulic accessories for aerial platforms and cranes.

**FM GRU** *OA: F11 1104/11*

Italian-built tower cranes

**FURUKAWA UNIC** *OA: F11 1102/15*

UNIC Cranes Europe will announce the launch of its European-wide sales network, which sees the return of Japan-based mini crawler crane producer, Furukawa Unic Corporation. UNIC Cranes will be looking to add further distributors to bCon in Belgium and Aerial Work Platforms in the The Netherlands, which have already signed up.

**GEDA-DIECHENTREITER** *OA: F10 1004/1*



**Geda M01.**

Geda will be presenting models from its transport platform product line, including the 150-metre lift height, single-mast ERA 1200 Z/ZP. The 100-metre lift height 500 ZP will also be available for viewing on the stand of Ammann (OA: F11 1109). Information on the company's cleaning hoists will also be available.

**GENIE EUROPE** *OA: F7 704/705*



**Genie TZ50**

For the first time in Europe, Genie presents its latest trailer mount, the compact 16.9 metre working height TZ50, which will be displayed alongside the new GS-5390 scissor lift. Also being launched is the Terexlift Italia-built 7 metre working height Gladiator II GTH-3007 telehandler, which replaces the current Gladiator model.

**GESSMANN, W** *H: A5 204*

Crane operation systems, including multi and single axis joysticks.

**GOLDHOFER AKTIENGESELLSCHAFT** *OA: F8 N820/1*

Low-loaders, semi-trailers, trailers and heavy-duty trailers.



**GOODYEAR** *H: A 217*

Tyres for vehicles of all sizes.

**GROVE** *OA: F11 1106/1*



**Grove RT890E.**

The first showing of Grove's new high-spec, 55 tonne capacity GMK3055. The compact three-axle unit hosts a new six-section, 43 metre boom, which provides a 5 metre advantage over its predecessor, the popular GMK3050. Making its European debut is the recently launched 80

tonne capacity RT890E rough terrain unit, now the fifth model in Grove's E-series, which replaces the RT875 and RT875BXL. Other models on display include the 80 and 100 tonne GMK4075 and GMK5100 all-terrain units and the 220 tonne capacity, six-axle GMK6220-L with the longest boom in the GMK range of 72 metres. Topping the bill is the flagship 450 tonner, the GMK7450.

**HATZ** *H: A4 33/532*

Diesel engines and components, including the original silent pack.

**HAULOTTE, PINGUELY** *OA: F10 1003/1*



**Haulotte FH 1740.**

Visitors to the company's stand will see the latest addition to Haulotte's Toplift telehandler campaign by way of the FH 17-40

prototype. A 17 metre lift height and a 4 tonne lift capacity makes the unit the firm's flagship telehandler model and the seventh unit to be developed under its partnership with Italian manufacturer Faresin. Haulotte has also added a fourth model to its Easy Crane self-propelled crane range with the introduction of the 2.25 tonne capacity GHA 16-22. From the access business comes the new 10 and 12 metre working height Compact 10 RTE and Compact 12 RTE rough terrain electric scissor lifts, while at the time of writing, Haulotte told *Cranes & Access* that a prototype of a new self-propelled platform may also be displayed.

**HBC-RADIOMATIC** *OA: F7 702/5*

A range of remote controls and other electronic systems for cranes.

**HERKULES TELESKOPSTAPLER JACOB FAHRZEUGBAU** *OA: F8 80C4A/805A*

German-built telehandlers.

**HERMANN PAUS** *OA: F7 703/4*

A range of access equipment including ladders, material hoists and trailer-mounted platforms.

**HETRONIC STEUERSYSTEME** *OA: F10 1006/2*

The remote control specialist will introduce its new BMSII control system for knuckle boom cranes and a new transmitter for tower cranes.

**HINOWA** *H: A6 222 & B5 205/304*

Tracked undercarriages and a line of tracked self-propelled aerial platforms.

**HITACHI CONSTRUCTION MACHINERY (EUROPE)** *OA: F6 N612/7*

Recently merged with Sumitomo, Hitachi presents the new 90 tonne capacity SCX900-2 which makes its world debut appearance. Also on show is the 250 tonne capacity SCX2500. Watch out for a new SCX version over 100 tonnes capacity later in the year!

**HKS** *OA: F9 N913/1*

Hydraulic, pneumatic and mechanical components.

**HMF LADEKRANE** *OA: F8 N817/2*

The German producer presents its Odin & Thor knuckle booms with 52 and 72 tonne/metre capacities respectively.

**HOLLAND LIFT INTERNATIONAL** *OA: F12 1201/5*

Holland Lift has promised some exiting new model launches at Bauma and will be looking to extend its distribution network. Russon Access, the new distributor for the UK and Ireland will also be on the stand.

**IGUS** *H: A6 132*

Cable carriers and harnessing equipment.

**IKUSI** *OA: F8 801/7*

A range of remote controls and other electronic systems.

**IMO** *H: A3 313*

Slew drives and slew rings.

**IMET** *OA: F7 704/4*

Remote controls.

**IMER GROUP** *OA: F9 903/1*

Introducing its Centipede lift and AP 120 hoist.

**INTER CONTROL** *H: A4 329*

Control systems for access platforms, including the digsy CMV high-resolution colour graphic display.

**INTERVECT ALIMAK HEK** *OA: F11 1102/4*

From Alimak comes a completely new range of Scando modular design construction hoists, which have been allocated '610' and incorporate the firm's Intelligent Control System (ICS). The units have been designed to decrease costs for the rental company, for quicker and safer installation, and to provide higher capacities and speeds using less power. From sister company HEK comes a new transport platform by way the GTP Dual T 1500, which follows on from the GTP Dual 1500, but with a repositioned platform for easier loading and unloading.

## **IPAF FGL E Süd 1 (Southern entrance)**

The International Powered Access Federation (IPAF) continues its quickening international expansion with a debut appearance at Bauma this year. The Federation will be operating a 5000 square metre Demo Area where IPAF members will be able to try and test a wide variety of the very latest powered access equipment from the world's manufacturers. IPAF will also be announcing details of its new powered access training network covering Germany.

## **ITALMEC H: C3 110**

Truck mounted aerial work platforms from 7 to 70 metres, including fire-truck adaptations.

## **ITECO OA: F11 1102/1**

A comprehensive range of electric, diesel and diesel/electric scissor lifts from 6.2 to 14.6 metres working height.

## **ITOWA OA: F8 801/1**

Radio remote control systems.

## **JASO EQUIPOS DE OBRAS OA: F10 1003/8 CONSTRUCCIONES**

Tower cranes from Spain.

## **JCB OA: F8 807**

Making its public debut on JCB's stand is the 535-140 model. With a 3.5 tonne payload and a maximum lift height of 13.8 metres, JCB sales MD Françoise Rausch claims that the



**JCB 535-140 Loadall.**

new 535-140 is ideally suited to the construction of the increasingly popular three-storey housing developments and retail parks in the UK.

## **JLG INDUSTRIES OA: F12 1202/1**

On display from JLG will be the new 17 metre, 4 tonne capacity 4017 telehandler. The new flagship model is based on the 4000 series, but features an extra fourth boom-section. There will also be a pre-production model of the compact 266, which is a 2.6 tonne capacity, 6 metre working height unit, and the first model in the line to be offered with hydrostatic transmission. Also on display is the new 1250 AJP Ultraboom with a 38.1 metre platform height and 18.45 metre up-and-over reach, officially launched at the recent ARA show in the US. JLG is also planning the expansion of its Workstation package line, while details of its European Equipment Services operation will be available.

## **JOLLY CRANE OA: F10 N1016/7**

Knuckle boom cranes from Italy.

## **JOIST CRANES OA: F11 1102/6**

On show will be the new BT312.12 topless tower crane, which features an 80 metre jib at

the end of which the lift capacity is 1.8 tonnes. Maximum capacity is 12 tonnes.

## **JUMBO STILLADS A/S OA: F9 908/3**

Denmark-based producer of ladders, scaffolds and personal lift equipment.

## **KESLA OY OA: F11 1102/17**

New versions of the Finish company's rough terrain aerial platforms will be presented.

## **KLEENOIL PANOLIN H: A4 513**

Lubricants and microfiltration.

## **KINSHOFER GREIFTECHNIK OA: F8 N816/1**

A range of specialist grabs for cranes.

## **KNOTT H: A4 424**

Brake technology for construction vehicles.

## **KOBELCO CRANES EUROPE OA: F11 1102/2**



**Kobelco CKE 1350.**

On show from the Japan-based producer is the first production unit of its recently launched CKE1350. The 135 tonner joins the 75 tonne capacity BME750HD heavy-

duty foundation crawler and the 80 tonne capacity, multi-purpose CKE800 unit on the company's stand.

# BAUMA 2004

## stand F1305

# 240RXT

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**DINO XT-models**  
DINO 160XT, 180XT, 210XT, 260XT

**DINO special self-propellers**  
DINO 205RXT, 240RXT



## KOMATSU

OA: F5 501/1/1



Komatsu WH613.

Komatsu introduces two models from its new six-strong "super-low profile" telehandler series, prototypes of which were unveiled at both SAIE and Batimat last year. The models on show this time around are the 12.7 metre, 3.5 tonne capacity WH613 and the 14.1 metre, 4 tonne capacity, WH714. The complete range provides lift capacities ranging from 3.5 to 4.5 tonnes with maximum lift heights from 9 to 16.1 metres.

## KÖNIG – KRANE

OA: F1 1102/6

German producer of self-erecting tower cranes.

## KRAN & BÜHNE

OA: F7 702/6

The team from C&A's sister publication *Kran & Bühne* will also be on hand at *The Vertikal Press* stand throughout Bauma week for a chat and to hear readers' thoughts and opinions. Don't forget to drop by and pick up your free copy of *Vertikal Bauma*.

## LOMBARDINI MOTOREN

H: A4 309

Diesel engines, engine accessories and spare parts.

## LEGUAN LIFTS

OA: F11 1102/6

From Leguan Lifts comes a presentation of its 125 series self-propelled aerial lifts, which will be demonstrated with the company's new platform load control system.

## LEYHER, WILHELM

H: A2 317/416

Germany's leading scaffold producer will display ladders, rolling towers and scaffold products, including the SpeedyScaf and Allround Scaffolding brands.

## LIEBHERR-WERK BIBERACH

OA: F8  
803/804/805/806

On show from Liebherr Biberach is the new 110 EL 6 FR. tronic top-slewing tower crane, which joins the EL line at the top-end of the range. The unit has been designed to be precisely tuned to suit different operating requirements in various regions, while its modular element system means that it can be combined with various components from the EC-H, LC and HC tower crane ranges. Also on display is what Liebherr describes as its flagship exhibit, the 40 tonne capacity EC-H 40 tower crane, which is also joined by two new additions to the firm's fast-erecting tower crane line, the 32 H and 42 K.1, the latter of which will eventually replace the 42 K fast-erector.

## LIEBHERR-WERK EHINGEN

OA: F8803/  
804/805/806



Liebherr LTC 1055.

In the 55 tonne capacity mobile crane class comes Liebherr's new compact LTC 1055. The three-axle unit is 100 per cent hydrostatically driven, while a 36 metre telescopic main boom and a 15 metre double-folding boom creates a

maximum lift height of 51 metres. Also a first-timer at Bauma this year is the 750 tonne LG 1750 lattice-tower mobile crane, which has been specially developed for wind turbine erection. The unit is joined on the stand by another new-comer, the MK 100 mobile construction crane, which is mounted on a new five-axle chassis and boasts a four-section, 52 metre long telescopic jib. The 80 tonne capacity LTM 80/2 also makes its first Bauma appearance, along with the LTM 1220/1 and the 500 tonne capacity LTM 1400/1 mobile units.

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## LIEBHERR-WERK NENZING

**OA: F8**  
**803/804/805/806**

Visitors will find the 200 tonne capacity LR 1200 self-erecting model from the company's hydraulically-driven crawler line making its world debut. Also, don't miss the first chance to see the previously announced 400 tonne capacity, 'narrow-track' LR 1400/2-W crawler, specially developed for wind-farm erection.

## LINK-BELT CONSTRUCTION

**H: C2 530**  
**EQUIPMENT COMPANY**

Full details of the company's range of rough terrain, truck-mounted and crawler cranes.

## LIONLIFT SRL

**OA: F12 1204/4**

Articulated and telescopic truck-mounted platforms ranging from 14 to 20.30 metres.

## LOCATELLI F.LLI

**OA: F11 1104/8**

Celebrating its 50th year anniversary along with Bauma itself this year is Italian producer Locatelli. On the company's stand is its tried and tested 20 tonne capacity ATC 20 city crane with six-section, 34 metre boom. The unit is being displayed with new working platform mounted on an articulated telescopic extension.

## MKG MASCHINEN UND KRANBAU

**OA: F8 N813/1**

Knuckle boom cranes from the German producer.

## MABER COSTRUZIONI

**OA: F10 1001/2**

Italian manufacturer of rack and pinion goods hoists, passenger hoists and mast climbing work platforms.

## MAEDA SEISAKUSHO

**OA: F11 1103/7**

The mini-crawler crane producer introduces its new LC785 to Europe for the first time. The unit is a step up from the firm's MC mini-crawler range and provides a 4.9 tonne lift capacity at a 2.1 metre radius and 0.2 tonnes at a maximum radius of 14.52 metres.

## MAN WOLFFKRAN

**OA: F9 905/3**

The German tower crane producer and rental firm is presenting its new wares, and indeed its whole product range interactively this year, so no hardware will be on show in the iron. Visitors will therefore have to venture into cyber space to view the new WOLFF 7532 FL (XL) and 6071 (XXL) tower cranes. The former unit offers a 3.2 tonnes capacity at a maximum jib length of 75 metres, while the standard maximum capacity is 12 tonnes - 16.5 tonnes optional. The latter unit features a 60 metre jib and provides a 7.1 tonne lift capacity.

## MANITOWOC CRANE GROUP

**OA: F11 1106/1**



On show from Maniowoc is the very first, long-awaited Model 15000 crawler crane, the first **Maniowoc Model 15000.**

Maniowoc crawler to be built outside of the US. Produced at the company's Wilhelmshaven facility in Germany, the 250 tonner is based on the popular Model 999 and is designed for the European and Asian markets. For the former market, the crane's lattice boom is made from tubular chord and conforms with the standard European shipping width of 3 metres, while its optional luffing jib can be stowed inside the units main boom sections for optimised transportation. The first unit has been bought by a German operator and will be displayed in its colours at the show.

## MANITOU

**OA: F9 908/1**



**Maniowoc 180 ATJ.**

Maniowoc is showcasing two brand-new telehandler models in the 7 and 24 metre lift height categories. The larger compact chassis MRT 2540 receives its European debut at the show, while the smaller MLT 845 HT LSU unit showcases Maniowoc's new Load

Sensing Ultra (LSU) technology that will be used on other Maniowoc telehandlers in the future. From the access division comes the new 18 metre working height 180 ATJ self-propelled platform, while a new NC 1000 roofer's platform attachment for use with Maniowoc's 14 and 17 metre machine's will also be displayed.

## MANLIFT

**OA: F11 1104/11**



**Maniowoc Toucan Duo.**

Maniowoc of the Maniowoc Crane Group presents a selection from its Toucan range of compact vertical, and mast boom lifts. On show is the 12 metre T1210, the 10.10 metre T1010, the 8 metre T800, the 8.72 metre T861 and the 6 metre Toucan Duo.

## MARCHETTI AUTOGRU

**OA: F13 1305/1**

Representing Marchetti's various product lines is the 20 tonne capacity MG Trio 20.35 city crane, the 90 tonne MTK 1004 truck-mounted crane mounted on a Volvo 8 x 4 metre carrier, and the MG 90.4 all-terrain crane, also with a 90 tonne capacity.

## MATILSA

**OA: F12 1201/6**

A selection from the Spanish producer's self-propelled aerial platform range.

## MERLO

**OA: F9 910A**

Merlo's 25 metre lift height ROTO 40.25, first seen at Intermat last year, gets another outing but his time in production form. The 4 tonne capacity machine features a new cab design with a tilt function of up to 13 degrees and the company's MERlin CSS digital control system.



## MICHELIN

**H: A6 427/526**

The tyre specialist for all applications launches its new 445/95 R25 X-Crane AT tyre for cranes driven on roads.

## MOBA MOBILE AUTOMATION

**OA: F11 1106**

Aerial platform overload devices and various measuring and control solutions.

## MOOG

**OA: F13 1303/2**

Information on the company's specialized road and rail bridge inspection platform equipment. **NBB CONTROLS & COMPONENTS** **H: A6 340** Radio remote controls.

## NEW HOLLAND CONSTRUCTION

**OA: F6 601/603/1**

The company's LM telescopic handler range includes the LM1340, LM1440 and LM1740 and offers lift heights up to almost 17 metres and lift capacities of up to 4 tonnes.

## NEXT HYDRAULICS

**H: B4 101**

Knuckle boom cranes from Italy.

## NOSTOLIFT OY

**OA: F11 1102/17**

Truck-mounted aerial platforms from the Finnish manufacturer.

## OFF-HIGHWAY RESEARCH

**H: A5 422**

Research and consultancy in the global construction equipment markets.

## OIL & STEEL

**OA: F11 1101/2**

Information on the company's Eagle, Snake and Scorpion truck-mounted platforms, and the Octopussy line of tracked self-propelled aerial lifts. Oil & Steel was acquired by PM cranes in July last year.

## OIL-CONTROL

**H: A5 409**

Hydraulic valves.

## OLEODINAMICA PANNI

**H: A4 131**

Hydraulic cylinders, valves and distributors.

## OMME LIFT A/S

**OA: F11 1102/1**

The Danish producer will present its 1820 EBZX articulated telescopic trailer mounted platform with an 18.2 metre working height and 10.2 metre outreach.

## ORMIG

**OA: F12 1206/1**

Three cranes are on show from the Italy-based firm, including the 10 tonne capacity 9tmE and 22tmE pick-and-carry cranes, and the 80 tonnes capacity 804AC mounted on a commercial truck.

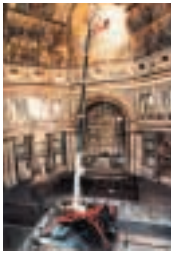
## PAGLIERO, OP

**OA: F12 1203/1**

Italian producer of tracked self-propelled aerial lifts and truck and van-mounted platforms.



**PALAZZANI INDUSTRIE** OA: F12 1203/3



Palazzani will be displaying five units from its Ragno tracked self-propelled platform range, including the new 30 metre working height XTJ 30, intended as an alternative to the company's existing 30 metre TSJ 30.

Palazzani XTJ 30.

**PALFINGER** OA: F8 N818/1



Palfinger PK 100002 Performance

From the Austrian knuckle boom producer comes no-less than 14 knuckle boom launches across its Performance, Advantage Generation and Compact crane lines, ranging from the 0.7 tonne/metre PC 801 Compact to the 92.2 tonne/metre PK 100002 Performance. Five new 'above 25 degrees' extension fly-jibs are also being launched, but the main focus of the stand will be a unique demonstration of the company's KTL cathodic paint system now used on all Palfinger knuckle boom cranes.

**PARTEK CARGOTEC** H: B4 217/318

PARTEK'S new Hiab XS 288 is the company's latest attack on the 25 to 30 tonne/metre category, while its 11.4 metre outreach XS 055 targets the other end of the scale at 5 tonne/metres.

**PAT** H: A5 207

Electronic control systems.

**PERI** OA: F9 902

Peri will be showcasing up to 24 new products across its extensive range of scaffolding and formwork equipment.

**PERKINS MOTOREN GmbH** H: A4 125/320

The company launches its new range of Tier 3/Stage 3a compliant engines.

**PFAFF-SILBERBLAU HEBEZEUGFABRIK** H: B3 421

Manufacturer of overhead cranes and hoists.

**PFIEFER** H: C1 128

Wire ropes, cables and clamps.

**PIAT** OA: F11 1101/5

Mast climbing work platforms and passenger and material hoists from Italy.

**POTAIN** OA: F11 1104/11



Potain MDT 128.

From the French tower crane producer comes the new Igo MA 13 self-erecting tower crane, designed for quick turn around jobs such as renovations and the construction of small buildings. The unit is joined by the larger 4 tonne capacity Igo 50, which is capable of lifting 1.1 tonnes at a maximum jib length of 40 metres. Larger still, the up-rated GTMR 346 B self-erector also receives a Bauma launch with an improved lift capacity from 5.5 tonnes up to 6 tonnes, and 1.1 tonnes from 1 tonne at a maximum 45 metre radius. Following on from the success of its 8 tonne capacity MDT 178 launched at Intermat last year, Potain is also launching the 6 tonne capacity MDT 128 topless 'City' concept unit, designed to be faster and simpler to erect through reduced structural components. Also on display is an upgraded version of the MD 485 top-slewing tower, the MD 485 B, of which a 20 tonne and a 25 tonne capacity unit will be available.

**RITCHIE BROS** H: B0 305

Canada-based construction equipment auctioneers.

**RÖSLER SOFTWARE** OA: F11 1102/1

Software for the equipment rental industry and "black-box" GSM remote control monitoring and control systems for aerial lifts.



Nootboom MEGA Windmill Transporter.

The company will be looking to add distributors to its UK and Ireland network.

**ROTHLEHNER ARBEITSBÜHNEN** OA: F10 1004/3

German distributor for Denka Lift truck-mounted aerial work platforms and manufacturer of its own range of self-propelled booms.

**ROYAL NOOTEBOOM TRAILERS** OA: F8 N824/4

Dutch producer of trailers with payloads ranging from 20 up to 1,000 tonnes.

**RUD KETTENFABRIK RIEGER DIETZ** H: C7 405

Chain slings and components for cranes

**RUTHMANN** OA: F10 1006/3

On display will be the 30 metre working height TVT 300 truck-mounted platform mounted on a 7.49 tonne MAN chassis with a total length 7.75 metres.

**SKF** H: C2 416

Swedish producer of wheel and slew bearings.

**SAFI** OA: F11 1101/5

Italian producer of mast climbing work platforms and hoists.

**SAUDEM** H: A6 104/1

Spare parts and motor overhaul and rewinding for tower cranes.

**SAUER-DANFOSS** H: A5 339/446

Hydraulic and electric components for the crane and aerial lift industries.

**SCANINTER SCANCLIMBER** OA: F13 1302



Finnish producer of mast climbing work platforms, including the new SC2032F personnel/material hoist and the SC5000 mast climber.

Scanclimber SC2032F single cage version.

**SCHEURLE** OA: F8 N826/5

Heavy-duty transporters for payloads ranging from 15 to over 15,000 tonnes.

**SENNEBOGEN** OA: F7 706/1

New from the company is an 80 tonne capacity mobile crane with a four-section telescopic boom for a vertical lift heights up to 60 metres. The company is also displaying the flagship unit from its Star Lifter (SL) crawler line, the 180 tonne capacity 5500 SL along with the 5 tonne capacity 305 Multihandler offering a 7 metre lift height.

**SMIE** OA: F7 704/3

A range of new wind speed alarms for cranes and information on the company's anti-collision systems.

**SNORKEL** OA: F6 N613/5

Presentation of brand new scissor lift models, plus an improved boom design for the Canada-based producer's self-propelled aerial lifts. Bauma represents the launch of a new higher profile programme for Snorkel in Europe.

**SOCAGE SRL** OA: F8 N820/3

The €15 million turnover wholly-owned subsidiary of Fassi Gru, Socage, showcases its new 75 metre working height Sioux truck mounted telescopic boom, which is mounted on a 4-axle Scania carrier for the show. Also new are the 20 metre T20 telescopic boom mounted on a Nissan Cabstar and the 22 metre DA22 double-link telescopic boom coupled with a Mercedes Sprinter.

**SPIERINGS KRANEN** OA: F11 1103/2

On the display from the Netherlands-based folding mobile crane producer is the upgraded

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version of its SK598-AT5 launched at Bauma back in 1998. The new SK599-AT5 has an increased capacity to 9 tonnes at a 13.8 metre radius and 2.1 tonnes at 48 metres, compared with 8 tonnes at 12.8 metres and 1.7 tonnes at 48 metres offered by its predecessor. The unit on show is the first ever unit and will be delivered to UK crane hire company Ainscough Crane Hire after Bauma. The unit is joined by Spiering's six-axle, 10 tonne capacity "Mighty Tiny" SK1265-AT6 which gets its European launch.

**STEINWEG** **OA: F12 1203/2**

Passenger and material hoists from 150 to 2800 kilograms capacity.

**TADANO FAUN** **OA: F12 1205/2**

Headlining Tadano's stand are three new units including the 160 tonne capacity ATF 160-5, the 110 tonne capacity ATF 110-5 and 70 tonne capacity GR-700EXL rough-terrain crane. The two former units, with respective boom lengths of 60 and 52 metres, feature a new single cylinder boom system, which when used with their respective extensions offer under hook heights of over 100 and 80 metres. Making its European debut, the GR-700EXL provides 44 metres of boom extendable by 9.9 and 17.7 metres.

**TCM** **OA: F10 N1016/6**

The Italian producer manufacturers the 45 tonne capacity 45/4 and the recently launched 70 tonne capacity 70/4 crawler crane models.

**TECCHIO** **H: B4 136**

A range of van and truck-mounted aerial work platforms up to 34 metres working height.

**TEREX ATLAS** **OA: F7 704/705**

TEREX-ATLAS launches its 260.2 knuckle boom unit in the 25 tonne/metre class. The unit features eight hydraulic extensions, providing an effective range of up to 20.7 metres. Also on show is the model 290.2 E, which features Terex-Atlas' LM plus system, and the model 390.2, which along with the 260.2, highlights the firm's new winch program. A selection from its new smaller units is also displayed.

**TEREX-DEMAG** **OA: F7 704/705**



**Terex-Demag AC250-1.**

From the Terex-Demag camp comes its three-axle, 55 tonne capacity AC55 City crane with a 40

metre boom and new counterweight system, which allows additional counterweight to be added on site. This system can also be found on the AC 70 City with its class-leading 52 metre boom. Also on display is the new 250 tonne capacity AC 250 with its 80 metre boom and hydraulic luffing jib, and the re-developed version of the AC 120, the AC 120-1. All units mentioned feature Demag's Unimec telescoping boom pinning system and IC-1 crane control



system. Also being showcased is the company's prototype of its 300 tonne capacity CC 2000-1. Like Manitowoc's 999, the unit has been designed with optimised dimensions for European transportation. The unit is joined by the larger 350 tonne capacity CC 2200, which also demonstrates Demag's new IC-1 control system.

**TEREX GRU COMEDIL** **OA: F7 704/705**

A new self-erecting tower crane produced at the Demag Zweibruecken facility in Germany.

**TEREX BENDINI** **OA: F7 704/705**

Terex Bendini adds the prototype of the new 44 tonne capacity RC 45 to its rough terrain crane line, which ranges from the 30 tonne capacity AC300, up to the 60 tonne AC 600L. Also at 60 tonnes capacity is the A 600 C crawler crane.

**TEREX LIFT** **OA: F7 704/705**



**Terex Lift Girolift 3714 SX**

From TEREX LIFT comes four new telehandler models ranging from 2.5 to 3.7 tonnes capacity and 6 to 14 metres lift height. The Telelift 2506 is the smallest capacity unit with a 6 metre lift height, while the Telelift 3007 takes the capacity up to 3 tonnes and the lift height up to 7 metres. The Telelift line is capped at the 4 tonne capacity, 17 metre working height 4017 model, while the 3.7 tonne capacity Girolift 3714 SX (SIMPLEX) model has been developed with simplified operating functions especially for the rental market.

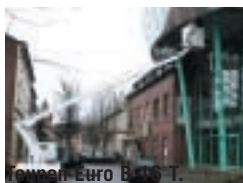
**TEREX PEINER** **OA: F7 704/705**

Peiner will present the first SK 415 tower crane produced at the Zweibruecken facility.

**TEREX PPM** **OA: F7 704/705**

From Terex's PPM operation comes a long boom version of its 55 tonne capacity AC 55, the AC 55 L with 44 metres of main boom, and the presentation of the 35 tonne AC 35-L with 37.4 metre boom. The two units will be on display alongside their standard counterparts, the AC 35 and AC 55.

**TEUPEN** **OA: F12 1204/6**



**Teupen Euro B 16 T.**

Introducing the latest addition to its Euro B truck-mounted platform family, the 15.8 metre working height Euro B 16 T mounted on 3.5 tonne chassis. As with all members of the Euro B family, this new unit complies with the new European driving licence regulations.

**TIME EXPORT**

**OA: F12 1203/4**



**Versaalift ET-32-NFXS.**

Producer of the Versaalift van and light truck mounted platforms, including those for high-voltage insulated

work, the company will be launching its new ADS (Access Drive System), which converts a truck-mounted lift to self-propelled lift operational from the platform. Also on show will be the 12.2 metre working height ET-32-NFXS mounted on Ford Range 4 x 4 pick-up.

**THYSSENKRUPP**

**H: A6 437**

Over 2,000 standardized steel grades.

**UPRIGHT**

**OA: F11 1106/3**



**UpRight TM12.**

From UpRight comes two telescopic boom launches with platform heights of 12.2 and 14 metres, while several new portable products from the company's access tower business will be showcased for the first time aimed at the rental sector. Also on show will be the 17.2 metre working height TL50 trailer-mount, and the European-built TM12 vertical mast lift, one of the latest models to be added to UpRight's Europlant lines.

**VERTIKAL PRESS**

**OA: F7 702/6**

Publisher of *C&A, Kran & Bühne* and *Vertikal.net*, the Vertikal Press will be welcoming all visitors on to its stand throughout the show, where full information on all the services offered by the group will be available. Visitors to the stand will also be able to pick up a free copy of *Vertikal Bauma*, the definitive guide to all the lifting exhibits at the show.

**WUMAG**

**OA: F13 1304**

From the Germany-based truck-mount producer comes the presentation of the 53 metre working height WT 530 unit from the company's heavy-lift range. Mounted on three axles, the platform provides a lateral outreach of 40 metres and a 700 kilogram payload capacity.

**ZF**

**H: A4 312**

The latest crane transmission systems from the Germany-based producer.





Above: Germany-based crane producer Demag introduced the option of an extra “modular” axle on its mobile cranes, such as this AC 100, to create lower axle weights, and to allow transportation with increased counterweight.

Ask most hands-on people in the UK crane industry about ‘tag-axles’ and trailing booms, and most will immediately tell you that they are banned! Plain, simple and categorically..... banned! C&A reports.

# Tag match

**PLAIN AND** simple that is, until you probe a little further and ask the question why? Delve further still and try to determine some definitions and relevant regulations to explain the ban, and the whole situation becomes astonishingly foggy, no matter who you talk to. Even the UK’s Department for Transport failed to pin-point where it is written, in legislation terms, that tag-axles and trailing-booms are banned.

It seems, however, that a trailing boom configuration has for years been classified as just a plain old trailer, and at least since 1932, when STGO (Special Types General Order) rules started, trailers have not been allowed behind a crane. Why? Well, it boils down to the fact that cranes have always been classified as special machines, the main functions of which are exercised off-highway and so are not subject to goods vehicle regulations. These include tough MOT tests and inspection regimes, high vehicle excise tax and the use of white (taxed) diesel.

In order to maintain tight controls on this category, and to prevent loopholes that might allow some smart Alec to start delivering goods with a trailer on the back of a crane, anything that resembled the transporting of goods was prohibited, and risked the loss of all the above mentioned privileges. A trailer clearly carries goods does it not? Banned!

A trailing boom does not carry goods, although counterweight and hook blocks are often placed on the “dolly”. Aha, the thin end of the wedge one might say. But it seems to be the case today

that no trailers, no matter what you call them, are allowed. In spite of the current categoric statement on trailing booms, they have been allowed in the past. For instance, the Gottwald AMK 200-103 had a four-axle trailing boom dolly, while the Coles LH 1000 featured a two-axle dolly or trailer.

## LOST IN TRANSLATION

Tag axles on the other hand are much more of a mystery? The Department for Transport has no definition or category for such things. The nearest they could find when asked by C&A was suspended or retractable axles, which since January 2002 have not been permitted unless they are automatic.

Now, while a retractable axle might seem a far cry from a tag-axle, it is in fact much closer than you might think. In countries where tag axles are widely used, they are defined as an extra axle attached to the rear of a crane, which transfers weight from the main axles. In order to do this, it must be retractable and suspended, usually via a hydraulic cylinder fitted with a gas accumulator. It adjusts itself on the road to maintain its share of the crane’s overall load. Some steer on a vertical pivot to avoid tyre scrub, and when reversing they are usually raised to avoid damage.

Once on site, the tag-axle is often removed, returning the crane to its normal dimensions. In this respect, a traditional tag-axle clearly comes under the ‘retractable axle’ rules, and should therefore be permitted as long as it is automatic.

The confusion, however, may come down to the centre pivot design and the way that the axle trails the main crane when in transit. It is very much like a little trailer. Perhaps a keen-eyed civil servant could see the day when a wide-boy operator would add a big trailer to the crane and declare that it was in fact just a big tag axle. Who knows?

So, why all this interest in tag-axles you may well be asking? Well, last year Germany-based crane producer Demag introduced the option of an extra “modular” axle on its mobile cranes to create lower axle weights, and to allow transportation with increased counterweight. “Foul play,” cried some, “that’s just a tag axle!”

Given our findings above, even if it was a tag axle, this would not be a problem as long as it was automatic. But, by all the definitions and expert opinions that we have come across in our investigations, Demag’s modular axle is clearly not one of the aforementioned, unmentionable, axle-types. With a four-point connection to the crane’s chassis, and linked into the crane’s suspension, steering and braking systems, it is very much a regular axle. Now what about those trailing boom dollies? *See page 33.* **C&A**

**Below: It seems that a trailing boom configuration has for years been classified as just a plain old trailer, and at least since 1932, when STGO rules started, trailers have not been allowed to be towed behind a crane.**







Liebherr states that all of its cranes can be configured to travel with loads of 12.5 tonnes per axle, including this new 400 tonne capacity LTM 1400/1.

# Heavy Movers

## UK road travel for big cranes after 2004....What's the reality?

**THERE SEEMS** to be some confusion and uncertainty in the air over STGO (Special Types General Order) 2003, which will govern the movement of most cranes on UK roads, following a transition period, that will come to an end on December 1, 2004.

Unlike many new regulations or rulings, this one will effectively be retrospective and apply to all cranes no matter how long in the tooth they are. Confusion surrounding various aspects of the rules is not helped by the fact that two key specialists at the Department for Transport departed in 2003, just as the STGO 2003 regulations were implemented.

The STGO rules initially came into being in 1932, allowing 'exceptional' loads, as well as cranes under construction and use regulations, to be driven on the UK's public roads despite their excessive widths, lengths and gross vehicle weights, and loads of up to 20 tonnes per axle. Crane companies today are also obliged to comply with speed restrictions and provide prior notification for planned transport routes under the rules.

The previous regulations, STGO 1979 were, however, very grey indeed. Generally, large cranes have been technically limited to a 12 miles per hour speed limit, except on motorways where 30

miles per hour was allowed, or rather enforced. In practice, local authorities and police have not applied the rules, and often penalised drivers for the congestion it causes, which has created difficulties in that drivers could be stopped and prosecuted for either going too fast or too slow.

A further problem concerned a crane's VIN plate. Each plate is usually stamped according to the minimum axle weights achievable, which invariably complies with the European standard of 12 tonnes per axle.

Manufacturers haven't had a problem in the past with permitting cranes to travel with a greater load than 12 tonnes, as long as road regulations allowed it. Over the year's however, UK crane hirers have been known to fall foul of the law, despite working within STGO rules, after having notified and obtained approval from the relevant authorities for

a routing etc, only to be flashed-down by the police, weighed-in and walloped with a prosecution because the weight-per-axle shown on the VIN plate has been exceeded and thus, the vehicle overloaded.

The Construction Plant-hire Association (CPA) has now advised its members to remove the vehicles' VIN plates on instruction from its legal advisors, who say that at the present time mobile cranes are not legally required to sport them.

Under the new STGO 2003 rules, all cranes will be placed into four categories, which depending on tyre size and axle weights, will govern their permitted maximum travel speed.

The first category, Category A, will be for those units that will effectively meet normal road vehicle rules, and be required to meet the following criteria in full road travel format;

► 35

NO OF AXLES	MIN DISTANCE BETWEEN FIRST AND LAST AXLE	MAX GVW
1	3 METRES	20,000 KILOGRAMS
2	5 METRES	30,000 KILOGRAMS
3	6 METRES	36,000 KILOGRAMS

**GMK 3055**  
Preliminary  
Information



**GMK 3055  
THE BRIEF**

Longest boom on a 3 axle  
all terrain Crane

Hydraulic Swingsway

Most Compact carrier in 45-60T class

Full working spec 12T/axle

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Category B will apply to cranes carrying a weight of up to 12.5 tonnes per axle, while Category C for cranes up to 16.5 tonnes per axle. Cranes with axle loads carrying a weight in excess of 16.5 tonnes per axle will be classified as engineering plant.

Generally, it will be much more difficult, except for the one-off movements of special loads, for a vehicle to travel on the public highway with axle loads in excess of 16.5 tonnes. If weight reduction is not possible, then the crane will travel as a unit of 'engineering plant' as before and restricted to a maximum speed of 12 miles per hour on 'A' roads, and 30 miles on motorways. The idea is that now this is more worthwhile, the engineering plant ruling will be rigorously applied.

Taking this into account, it does not seem unlikely that local authorities will block the movement of cranes travelling as engineering plant during the day time. Cranes will now fall into three main categories as below.

CATEGORY	MOTORWAY	DUAL-CARRIAGEWAY	OTHER ROADS
A (-12.5 TONNES PER AXLE)	60 MILES PER HOUR	50 MILES PER HOUR	40 MILES PER HOUR
B (12.5 TONNES PER AXLE)	50 MILES PER HOUR	45 MILES PER HOUR	40 MILES PER HOUR
C (16.5 TONNES PER AXLE)	40 MILES PER HOUR	35 MILES PER HOUR	30 MILES PER HOUR

### MORE WORK FOR MANUFACTURERS

By December this year, all cranes will need to be fitted with a special STGO plate (the second plate), which will contain the GVW, the weight per axle, the machine's classification, either A, B or C, and the maximum speed that the weakest component can handle at the given axle weight - generally thought to be the tyres.

For cranes supplied in recent years,

manufacturers generally have this information on hand and can calculate the data for older models. Every crane will need to be weighed in its normal travelling configuration or, in the case of a unit with multiple configurations, the configuration that is most likely to cause problems with the regulations.

Crane manufacturers will be expected to provide the plates and assist hire companies (it is believed) in fitting them, although no manufacturer is yet in a position to confirm this. The CPA is planning to meet with major manufacturers to discuss a combined industry standard on the plates and manufacturer contact points to simplify the process for its members.

So what does this mean for the larger telescopic cranes already a part of many UK hire company fleets? Well, the units that will be most affected will be the 500 tonne plus telescopic cranes where stripping to 16.5 tonnes will require some sacrifices. This means that the manufacturers that are most likely to be affected

are Liebherr and Demag. The latter company is quite clear that its units can all travel relatively intact at under 16.5 tonnes.

On the other hand, Liebherr's 500 tonne capacity LTM 1500, for instance, will pose a challenge when fitted with its 84 metre main boom option. The company claims, however, that the boom can be converted to 55 metres within half an hour, allowing the unit to travel easily within the

new rules, but requiring a back-up truck to deliver the additional sections when needed.

Liebherr states that all of its cranes can be configured to travel with loads of 12.5 tonnes per axle, and that the only question is, *how much counterweight or ancillary equipment, such as its 'Y' guy boom support system, will be able to travel on the crane?*

With most big lifts these days requiring some form of additional transport anyway, for counterweight for instance, the company does not see the new rules being a major problem in themselves. The problem will lie, however, in how the authorities interpret the rules in practice.

It is often the case that a local authority would prefer fewer heavier vehicles or back-up trucks on its main arteries in order to ease congestion. And some bridge authorities are not entirely happy with the new rulings, although they still have the ability to route such cranes away from sensitive bridges. Apart from referencing the STGO revision, there is no change in the crane movement notification requirements.

So, at the end of the day, the new rules do not change much at all and existing working practices will largely continue. The rules should, however, make life easier and clearer for crane hirers and owners, once the new plates are fitted. While a lot of focus and concern has been on the largest cranes, it may well be the smaller ones that are ultimately most affected. If new models can meet either Category A criteria, or more likely B, with a full compliment of equipment they will be able to move around faster and more easily compared to other, heavier cranes. Focus too will be on components. Where a tyre is the limiting factor for a crane's axle weight or speed, pressure will be on the two big manufacturers to develop new products with improved characteristics.

For the meantime, remember that December 1 is less than nine months away, and every crane must be fitted with the STGO plates by then! For more on this subject go to [www.vertikal.net](http://www.vertikal.net).



## Up she rises



VT SHIPBUILDING recently called on the support of Ainscough Crane Hire's Southampton depot to hoist the world's tallest mast onto the privately owned 740 tonne Mirabella V sailing yacht. Ainscough supplied a 500 tonne Liebherr which was operated at a 26 metres radius, fitted with 47 metres of 'Y' guyed main boom and a 49 metre luffing fly jib to lift the 90 metre tall mast, weighing in at 40 tonnes. In

addition, a 300 tonne Demag was supplied with a 49.4 metre main boom which was used for tailing the mast, while a 160 tonne Liebherr was fitted with 60 metres of main boom, plus a 12 metre fly jib to remove the lifting tackle from the mast at a height of 65 metres.

Ainscough had previously supplied two, 100 tonne Liebherrs to load the 15 tonne bare mast on to a barge at Portsmouth before sailing it to Southampton Docks, and also supplied a 500 tonne crane to lift the 60 tonne hydraulic fin into the hull of 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 tonnes before but this is different. The contract took a huge amount of planning and preparation but did go well due to the excellent teamwork between ourselves and all parties concerned. We are delighted that we have been involved with such a large and

interesting project."

\*Ainscough recently took delivery of five, 50 tonne capacity Grove GMK3050 all-terrain cranes. Grove's popular 50 tonner features a 38 metre, 5-section boom, which with jib extensions, gives lift heights of up to 52 metres.

Commenting on the purchase, Ainscough chairman and managing director, Martin Ainscough said: "We are very pleased with the new Grove machines, all of which are based at our southern region operations and are proving to be very much in demand."



# A family affair



From left to right, NMT directors, Nick, Mark and Tim Ambridge, stand in front of the company's new Demag AC200-1 and articulated trailer unit.

NMT Plant Hire of Bedford in the UK enters its 29th year in business this year, and the company is confident that a recent ongoing investment span will take the company well into the next 29. C&A caught up with joint-director Tim Ambridge.

More than a quarter of a century has passed since Mark Ambridge, with a little help from father, Richard, founded NMT with just a few small rollers and dozers. Today, with the addition of brothers Nick and Tim, hire desk operator and technical director respectively, the company now operates a fleet of 20 mobile cranes ranging from 25 to 300 tonnes, shortly to be increased to 400 tonnes.

Last year, NMT spent over UK£3 million in new craneage, which bought the company a 200 tonne Terex-Demag AC200-1, a 60 tonne capacity AC 60 City Class, and a 35 tonne capacity AC 35.

"The latest addition to the fleet is the 200 tonne Terex/Demag AC200 with a main boom of 68 metres and a 33 metre extension jib," says Tim Ambridge, joint-director of NMT. "We selected Terex-Demag over the other manufacturers because of their innovative features on the cranes, such as three outrigger positions, the longer booms on the larger cranes and the compactness and manoeuvrability of the city class cranes.

"We have a large number of regular and high profile clients with whom we have built up a good working relationship, and who expect to see modern cranes arrive on site," he continues. "The latest purchase means that we can offer a wider range of crane sizes, but still maintain the relative compactness of the machines."

The company has spent in excess of £4 million with Terex-Demag during the last four years, which in addition to the above mentioned cranes, has bought the firm an 80 tonne AC 80-1, two 50 tonne AC 50-1s and a

40 tonne AC 40. "We also bought a 55 tonne Liebherr LTM 1055 last year," continues Ambridge. "The investment has put us in a very strong position within the crane industry.

"We have also expanded our fleet of transport vehicles, adding two lorry loaders fitted with 36 and 47 tonne/metre capacity knuckle boom cranes, two articulated units and a five-axle, rear-wheel steer trailer capable of carrying 100 tonnes."

The company's offices were also recently the subject of a major refurbishment, which saw the installation of the latest CAD & Crane Hire software. "I can foresee an exciting future for our company," says Ambridge. "With the ever increasing number of contract lifts performed, the industry is becoming a much safer environment, and with the introduction of the CPCS card for Appointed Persons, things can only get better. We believe that the future of

crane hire is in modern equipment, better qualified personnel and the education and training of our customers. I think that as a family run business the personal touch gives us an edge over our larger competitors.

"Rental rates have increased in the last couple of years which is good. However, like most crane hirers, we believe that rates should be a lot higher considering the massive investments we make."

C&A



NMT recently put its new Demag AC200-1 to the test when it was used to lift a number of air conditioning units onto a roof in central London for Mechanical Movements. The crane fully utilised its 68 metre main boom with a 17 metre fly-jib set at 40 degrees.

## Nationwide places £5 million order with Liebherr

**NATIONWIDE CRANE** Services has placed an order for £5 million worth of mobile cranes with Liebherr Great Britain in what is the company's largest ever single crane purchase. The order

comprises an LTM 1030/2, a 55 tonne capacity LTM 1055/1, two 60 tonne capacity LTM 1060/2s, two 80 tonne capacity LTM 1080/1s, an LTM 1090/3 and an LTM 1250/1. Nationwide's second such unit. The company will also receive its third-equal flagship 500 tonne capacity LTM 1500, to be supplied with the "Y" boom support system and spacer options, which significantly increases the model's reach and lift capabilities.

C&A would also like to congratulate Nationwide Crane Services managing director, David Slack, who recently married wife Sue.





Extra safety mirrors are vital on telehandlers that are able to rotate in order to provide all-round visibility, such as with this 21-metre Roto machine.

**As UK Forks embarks on the re-profiling of Britain's largest telehandler hire fleet, C&A caught up with its new divisional director Rob Coxton to ask, Why?**



"In the UK, continuing urban regeneration favouring brown field developments, combined with the construction of taller buildings and the use of uneven or restricted sites, means the market is demanding longer reach telehandlers, and those fitted with stabilisers," according to Rob Coxton, divisional director of UK Forks, a division of Harrogate-based specialist equipment hire firm, Vp Plc.

"The gradual re-profiling of our fleet means purchasing larger machines at the expense of smaller ones and straight-mast forklifts to reflect the latest needs of our key markets," he explains.

"There is a distinct, accelerating shift towards higher lift capacity, and longer reach machines, which is directly attributable to the evolving nature of house-building in the UK in terms of their designs, and also planning regulations such as PPG3.

"Government-driven urban regeneration also means that developments are increasingly located on uneven or restricted sites, or those with a building in place which is being re-used, such as old mills being turned into luxury apartments. This also determines the type of telehandler required by the market."

Despite this general trend, however, it would seem that the smaller machines are not being made entirely redundant. "There is a significant increase in requests for machines with a five-metre reach, such as 'Buggiscopics' and JCB 520-50s," continues Coxton. "This is because of their capability to operate inside large structures, scurrying about and carrying materials in order to feed larger machines outside which complete the lift."

At the other end of the scale, demand is also increasing for the 21-metre Roto telehandlers, according to Coxton. "Rotos are attracting increasing interest from builders undertaking high-rise construction projects which require a flexible materials handling solution," he says. "Rotos are ideal because they can perform the duties of a forklift, access platform and a crane within a single package on a rough-terrain platform."

## Spring cleaning

"Mid-range, in-demand machines, such as the 14-metre Bobcat telehandler, are also proving popular because of that little extra reach offered, but as a compact, manoeuvrable package."

### OUT WITH THE OLD. . .

UK Forks will be announcing the completion of a series of fleet investments across the firm's national network of depots this Spring. "Health and safety also remains a growing priority," says Coxton. "Our customers are becoming even more safety conscious, which means a growing preference for machines with stabilisers.

"We have recently noticed a dramatic shift in demand from un-stabilised 9-metre machines to stabilised 10.5-metre machines, although we can also provide a 9-metre Dieci model with stabilisers. We have a vigorous health and safety policy, which includes the availability of a range of safety devices on our machines such as high-viz decals, reversing alarms, convex mirrors and rear-view cameras."

For some time now, UK Forks has been working with customers such as Taylor Woodrow and Wimpy Homes to develop machine safety, while also assisting the Health and Safety Executive (HSE) in studies to determine the best visibility aids.

"Even though our customers are enjoying a prosperous period, rental rates remain keen and we are constantly having to drive down costs," Coxton explains. "I do not foresee, however, a rates collapse as once occurred with powered access where excessive fleet expansion triggered over supply.

"The plant hire industry has more than enough suppliers vying for market share, which provokes tough competition. Telehandler hire is a relatively mature market, which has grown organically through proven performance and demand. UK Forks is now reasonably well-established and has necessarily moderate growth aspirations which we wish to achieve both organically and through acquisitions. I want us to capitalise on a business model which offers national capacity and centralised control supported by regionally-based sales and engineering staff and mobile fitters.

"One challenge," continues Coxton, "is to dispel any perception that we are a remote, faceless national organisation. We offer the strength and security of national control, but also staff at our depots, or in the field, that are every bit as local to whichever development site or contractor requires our services."



**This dash-mounted display monitor of a Manitou MT1233S supplied by UK Forks receives images from a camera on the rear of the vehicle, providing the driver with an easy rear view to eliminate blind spots, while also aiding safe reversing.**



# Shouting

**What?** IPAF AGM and Luncheon.  
**When?** Thursday 22 April, 2004.  
**Where?** London Heathrow Marriott Hotel.

**AGM:** 8:30 am  
**Access Summit:** 10:00 am  
**Luncheon:** 1:15 for 1:30 pm

Among the focal issues at next month's International Powered Access Federation (IPAF) AGM and Luncheon will be 'temporary work at height'. C&A looks ahead as the Federation gears up for its 2004 event.

**ONCE AGAIN** forming the backbone of IPAF's annual access industry showdown taking place next month will be the popular Access Summit, which the Federation says will this year address the growing impact of legislation and its effect on how people all around the world work at height. The theme is one of major focus for Tim Whiteman, who has so far during his opening season as IPAF's new managing director frequently stressed the major implications that new legislation holds for the platform industry and its users.

"The significant changes that are about to take place will bring both challenges and opportunities, especially in Europe, but also elsewhere," says Whiteman. "National legislation reflecting the *Temporary Work at Height Amending Directive (2001/45/EC)* is going to take effect in all member states over the next two years."



IPAF managing director Tim Whiteman has stressed the growing impact of legislation and its effect on how people all around the world work at height.

Britain's Health and Safety Commission (HSC) has estimated (Regulatory Impact Assessment – Annexe C to the Proposals for Work at Height Regulations) that the new regulations will see between 45,000 to 70,000 workers move away from using ladders to other forms of access. The challenge will be for them find the most suitable alternative, which provides an opportunity for the platform industry to help ensure they get the right equipment and that they are properly trained to use it safely and productively. And it is this major change in the regulatory climate for those working at height, which is the motivating factor behind Tim Whiteman's decision to make it the focus of this year's Access Summit.

#### FREE-FOR-ALL

IPAF's commitment to this topic has also fuelled its own decision to open the doors, free-of-charge, to this year's Summit to anyone with an interest in the access business, so that as well as those within the industry, those who use its products or services can come and hear the authoritative views of speakers who are actively involved in framing the legislation and interpreting its implications.

Anyone interested in access is welcome to attend the Access Summit free of charge, which begins at 10.00 am on the day. Everyone – IPAF members, their guests or other non-members must, however, reserve their places before 15 April. (*Details on page 41*)

With Britain's draft Work at Height Regulations (WAHR) out for industry consultation until April 2, of considerable interest at the Summit will be the examination of the broad implications of new legislation as well as the practical details.

#### THE AGM

Tim Whiteman will take the opening stage at this year's AGM, which starts at the usual time of 8.30 am. It will be the first under the



# from the Summit

chairmanship of Whiteman, who will set out the ambitious international expansion plans already underway and report on progress.

The 2004 event will also be the year that IPAF's current president Peter Bennett steps down from the post to be succeeded by Haulotte managing director, Pierre Saubot. IPAF will not forget Bennett's hard work over a great many years on numerous committees as well as under his role as president. His energy and enthusiasm will be sorely missed and best wishes go with him for success in the future.

## LUNCH WITH SIR BOBBY



Sir Bobby Charlton.

As happens every year, all sectors of the access industry and its customers will once again be brought together at this year's Luncheon, which follows directly on from the Access Summit. It presents the perfect opportunity to mix business with pleasure and also a chance to maintain that important relationship with industry colleagues. It also provides the perfect opportunity to invite key customers to give them additional insight into what the access industry has to offer.

This year, IPAF is delighted to welcome Sir Bobby Charlton as its guest speaker. Dubbed "Sir Football" by many, his unrivalled reputation is typified by the story that, following England's 1966 World Cup win, there were football fans all around the world who knew only two English words. One was 'Charlton' – the other 'Bobby'.

## Spreading the word



Among the Summit's speakers this year will be head of the British Health and Safety Executive (HSE) Falls from Height Team, **IAN GREENWOOD**, whose remit takes in HSE's priority activities targeted at reducing the number of fatalities and major

injuries caused by falls from height across all industries. Greenwood is currently responsible for analysing the responses to the draft Work at Height Regulation consultation that ends on April 2. At the Summit he will explain the background to the proposals and look to draw out some of the issues to be addressed in implementing the new regulations. ■



**PAUL ADORIAN** returns to the Summit for the first time this year as managing director of EC Notified Body, Powered Access Certification Ltd. On his agenda will be the examination of the details of the draft regulations

from the standpoint of the access industry and its users, and the practical aspects that he believes will benefit from change. ■



Representing the London Fire Brigade, **NEIL FEBEN**, divisional commander, brigade head of safety and responsible for the brigade's WAHR, will be looking at the implications of the new regulations in the context of the demanding conditions under which firefighters work at height. ■



Outlining the situation in Germany will be Zoom Deutschland managing director, **Fred Ostermeyer** who will also be spelling out what the new legislation is likely

to mean for the development of platform operator training in his own country. ■



**DENNY ECKSTINE**, executive vice president of AWPT Inc (Aerial Work Platform Training Inc), the IPAF subsidiary established to promote and deliver operator training

throughout North America, makes the trip from the other side of the Atlantic to focus on the legislative and regulatory requirements in North America and their safety and training implications. Eckstine worked closely with IPAF to introduce its training into North America. ■

## INDUSTRY VOICE

With the Work at Height Regulations (WAHR) to be introduced in Britain set to have a huge impact on all those who work at height, the Health and Safety Commission (HSC) has been seeking views from industry, unions and workers. The four-month consultation period was launched in December, 2003 with a consultation document setting out the proposed new regulations and guidance to improve the planning, organising and management of work at height. The HSC has set a 2 April closing date for comments, after which time the regulations will be revised. It is expected that the final proposals will be put to ministers later this year. Copies of the proposals are available on the HSE's website at: [www.hse.gov.uk/consult/live.htm](http://www.hse.gov.uk/consult/live.htm).

Speaking at last year's Summit, the HSC's Bill Callaghan brought to light the important point that improvements in safety rely on the co-operation of everyone in industry to take responsibility for safety and that members should not simply hand it to someone else.

In relation to the new regulations, he has since also stressed the vital importance of comment from industry: "We have already consulted widely with industry in drafting these regulations in an effort to get them right," Callaghan says. "But if there are any outstanding issues or concerns about the proposed regulations and guidance, now is the time to tell us."



**The HSC's Bill Callaghan has stressed that improvements in safety rely on the co-operation of everyone in industry to take responsibility.**

One view of the practical detail of the new regulations will come from Paul Adorian, and anyone who has heard him repeatedly argue for improved safety legislation and tougher enforcement will be in no doubt that he stands squarely behind moves that will improve safety. They will also know that he has a keen analytical eye for detail and so will be far from surprised to hear him voice some constructive criticism and practical suggestions at this year's Summit.

On taking over Powered Access Certification (PAC) Ltd from IPAF, one of Adorian's objectives for the company was to work to make European legislation more comprehensible to those at whom it is directed. That is precisely where he stands on his constructive critique of the draft Work at Height Regulations.

Ian Greenwood, who will be one of four other speakers sharing the Access Summit platform with Adorian, is directly involved in analysing the responses to the draft regulations and it is his complex task to take into account the many doubtless, diverging suggestions that will have been received from industry, trade unions and individual workers. In addition to drawing together the background to the new regulations, Greenwood's views on the many issues to be addressed in order to get the balance of the regulations right, and the approach to implementing them, will be of key importance to everyone.

## TOUGHER ENFORCEMENT

Legislation is one side of the regulatory coin, but without the other - enforcement - it really amounts to little. There are strong political pressures around the world to reduce workplace deaths and injuries, and global statistics have identified falls from height as a prime target. The 'Don't Fall For It' campaign launched last year in Britain was part of a Europe-wide initiative to reduce death and injury resulting from falls from height, and was aimed squarely at the construction industry. The initiative was the first of its kind organised by the Senior Labour Inspectors Committee (SLIC).

Kevin Myers, chief inspector of Construction for Great Britain's Health and Safety Executive (HSE), who sits on the SLIC construction Working Group, described support for the campaign by all EU Member States as "a very positive example of co-operation". It provides mounting evidence of an increasing determination to cut down on the 1,300 construction industry deaths throughout Europe. However, while the British campaign pulled no punches, including hard hitting advertising and two construction site inspection 'blitzes', it confirmed that far too many contractors are still neglecting safety issues for the protection of their workers who work at height.

The first site inspection blitz last summer found that on over one third of almost 1500 sites visited by HSE inspectors where work at height was taking place or planned, the risk of falling was not being properly managed. The second round of the inspections, in September, again highlighted that far too many firms, especially smaller ones, were simply not taking safety seriously enough. The situation brought a condemnation of the construction industry for its failure to raise the standards of work at height from Myers. Reminding of the number of construction workers killed by falls from height, the largest killer, he stressed that: "Given that most falls from height accidents are preventable, there is no excuse for not ensuring that all work

being carried out at height is done safely. What inspectors found during the second blitz of the 'Don't Fall For It' campaign suggests that a large section of the industry is not improving itself, as it claims. Many in the industry are deliberately cutting corners, paying lip service to safety and risking the lives of their workers."

## HARNESSING COMMERCIAL PRESSURE

Highlighting the commercial pressure for improved safety at height is a key question that the 'Don't Fall For It' campaign posed: *Are co-ordination obligations being properly met, and is health and safety taken into consideration during the selection of contractors and subcontractors?*

This is especially relevant in signalling a determination to harness the 'trickle down' commercial pressure for improved safety at height expected to be exerted by principal contractors. Principal contractors are being pushed to help police safety. It makes good commercial sense for them to do so and keep accidents off their sites.

It would be too easy to focus on the downside, however. There are always going to be those who will cut safety corners because they think it adds to their profit. Yet the positive side is encouraging. Governments are putting pressure to bare and committing resources to step-up enforcement action, as well as to provide guidance for those who are making genuine mistakes. Even more importantly, industry is recognising that accidents cost them money and are becoming increasingly receptive to government pressure to help police safety and training requirements.



**While the British 'Don't Fall For It' campaign included hard hitting advertising and two construction site inspection 'blitzes', it also confirmed that far too many contractors are still neglecting safety issues for the protection of their workers who work at height.**





Places for this year's Access Summit must be pre-booked, by Thursday 15 April. Tickets for the IPAF AGM and Luncheon at the London Heathrow Marriott Hotel on Thursday 22 April, 2004 are available at £49.95 (plus £8.74 VAT totalling £58.69 where applicable) from Jean Harrison at IPAF.  
 Tel: 015395 62444 Fax: 015395 64686 e-mail: jean.harrison@ipaf.org. Website: www.ipaf.org.



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# Air protection

SAFEFORCE, the safety equipment division of Hire Station, part of the Vp plc group, has designed and introduced an airbag safety system that can be temporarily installed on construction sites for increased work at height safety. The "soft fall arrest" Airbag Safety System comprises individually inter-linked modular air mattresses that when inflated, by an electric or petrol fan, expand and join together to form a continuous, cushioned protective surface to protect from falls from heights of up to 7 metres.

Each bag has been subject to examination by the Building Research Establishment to test resistance to falling weights by dropping 85 kilogram masses from a height of 16 metres. No damage was caused to the bags. The airbags are available in standard sizes and can be configured to suit individual applications.

Safeorce says that its decision to produce the bags follows figures published by the Health & Safety Executive, which show that during 2001/2002, 68 people were fatally injured and nearly 4000 suffered serious injury following falls from height in the workplace. ■



REID LIFTING has developed a new version of its Porta-Davit lifting

system by way of the 500 kilogram capacity Porta-Davit T, which can be specified with a beam reach of up to 2 metres. The unit features a horizontal lifting beam with integral winch, while the incorporation of two built-in shackles allows chain-block lifting if required. Made from high-tensile aluminium, the unit can be packed-down into two heavy-duty carry bags. ■

# Tiny titans



GERMANY-BASED ROTZLER has introduced the surface-mounted Titan Compact (TC 1/2) rope winch range for knuckle boom and marine cranes and special hoisting applications. The TC line comprises three compact versions with lifting forces of 7, 10 and 19 kN, the smallest of which weighs 50 kilograms and measures just 320 millimetres in length, 280 millimetres in width and 280 millimetres in height.

On each winch model, the gearbox torque (load) is constantly measured and converted into a linear analogue signal with the aid of an electronic measurement control device (MCD). The signal can be integrated into almost any electronic crane control system to allow the operator to keep an accurate check on the crane's load at all times. A linear signal also provides a means of generating acoustic or visual warnings, which must be given if the winch exceeds 90 per cent of its load rating.

The gearbox measuring function is effective while the winch is hoisting and lowering, and also while static with the holding brake on. Also incorporated into the winch's electronic system is the ability to identify the lowermost hook position, which prevents the operator from un-spooling beyond the minimum three safety windings demanded by EN 12999. ■



# Chain gang

ABUS CRANE Systems in the UK has added to its range of chain hoists with the launch of the GM2. The unit is a low headroom unit for load capacities of up to 630 kilograms safe working load (SWL), and provides hoist speeds of up to 20 metres per minute and a duty rating up to M7 heavy-duty rating (dependent SWL).

Features include a brake design which allows around 1 million braking operations to be performed under normal operating conditions before any brake adjustment may be necessary, and a specially hardened modular load chain. A 'teach-in' limit switch is also available.

Abus Cranes offers complete cranes up to 100 tonnes SWL, wire rope and electric chain hoists, floor and wall mounted jib cranes, mobile gantries, remote control systems and the 'HB' range of light crane systems. ■

THIS NEW chemical and water resistant outrigger protection pad for cranes and access equipment is now available from Stilton Surveys in the UK. Manufactured from PP/PE, the pad measures 600 x 600 millimetres, is 40 millimetres thick and weighs 13.5 kilograms. ■



Please send in all your product innovations to: Innovations, The Vertical Press, Unit 1/Level 5, New England House, New England Street, Brighton, BN1 4GH.

# Bauma demo for IPAF

**BAUMA 2004** is going to be a major event for IPAF. Its decision to attend this major international event for the first time underscores its commitment to world-wide development. Strengthening its international standing will enable IPAF to provide better support for its membership and the whole industry within each country that it operates.

The centrepiece of IPAF's participation at the show will be the 5000 metre square IPAF Demo Area, at the southern entrance to the exhibition (Stand number: FGL.E Süd/1). IPAF members exhibiting at Bauma, including Haulotte, JLG, Genie, Bronto, HEK, Aichi, CTE, Dino Lift, Merlo, Wumag and Bizzocchi, will all be using the Demo Area to show-off their wide range of powered access equipment in action, rather than as static displays as is usually the case with individual stands.

Safety and training will feature prominently, and IPAF's Training Centres will also be in evidence at the Demo Area, highlighting the safety and commercial benefits of operator training.



Typical machines from some of the members using the IPAF Demo Area at Bauma, will include Haulottes' Compact 12 RTE rough-terrain electric scissor lift for use in and outdoors, JLG's 510 with Sky Power self-contained power generation (both pictured).

## MAJOR GERMAN EXPANSION

Bauma 2004 will also see the launch of a significant expansion of IPAF's training centre network for Germany. Friedemann Holzwarth, Zoom sales & marketing director, Kevin Appleton, from parent company Lavendon Group, Tim Whiteman, IPAF managing director and Reinhard Willenbrock, IPAF's German representative, will all be presenting full details of this important development at the IPAF Demo Area on 31 March during Bauma week at 11:00 am. "There are still many people in Germany that don't understand how aerial work platforms can be used," said Whiteman. "IPAF training will soon be available throughout Germany from both small and large rental companies."

As part of the expansion, Zoom will establish a main training centre in Leipzig and open a further eight satellite training centres at its main regional depots, including Braunschweig, Frankfurt, Stuttgart, Berlin, München, Nürnberg, Düsseldorf and Bielefeld, effective from April, 2004

This development of the training operation in Germany will complement the existing centres already operated by JLG and Gardemann. The German language version of the successful Operators' Safety Guide and Operator's Log Book will also be launched at the show. ■

# IPAF staff train on booms and scissors

Several members of IPAF's Milnthorpe workforce recently acquired PAL Cards, after successfully completing an IPAF operator training course. From IPAF training administration, Susan Foster, whose is responsible for making sure that trained operators receive their PAL Card shortly after completing their training, now holds a PAL Card herself for self propelled booms and scissor lifts.

"It was slightly nerve racking to start off with, but I was relieved to find that I soon got the hang of it all," said Foster. She also admits to being rather proud of her PAL Card. Eleanor Morrison, who works with Susan, was also on the same course and was also awarded a PAL Card. "I think it was a really good idea to give us both the chance to do the training," said Morrison. "We are now even more aware of what the training involves. It helps us provide a better service when we speak to operators on the telephone because we have been on the course – and especially because we are now fellow PAL Card-holders"

Asked what she thought of the instructor, she had to admit: "He was excellent!" He should be – he was IPAF International Training Manager, Rupert Douglas-Jones (pictured with Susan during her training). ■



## FEM MEWP Product Group to meet at Bauma

The second meeting of the MEWP Product Group of Fédération Européenne de la Manutention (FEM), for which IPAF acts as secretariat, will take place on the first day of BAUMA (March 29).

The initial meeting held in September 2003 in Brussels resulted in the agreement that the Group should study accidents involving MEWPs and all forms of work from height to determine their origins and make recommendations. The Group also felt that the creation of International Market Statistics should be investigated with manufacturers. The structure of these market statistics will be decided at the Bauma meeting. ■

## IPAF granted ISO 9001:2000 certification



**IPAF HAS** been certified to the international standard ISO 9001:2000, following an audit of its operations at its Milnthorpe nerve centre by ISOQAR. The efficient running of IPAF's internal systems are vital in the rapid expansion of its training network and the development of additional member services.

The ISOQAR auditor assessed the provision of support, assistance and general guidance to members and the industry as a whole, as well as the control and administration of the training scheme. Identifying IPAF as a 'most efficiently run organisation' with a 'strong commitment by senior management and staff', the auditor's report commended internal and training operation audits.

Training Centre Auditor Geoff Marshall and IPAF Scheme Auditor Giles Councill have been responsible for guiding IPAF through the audit. Commenting on the certification, Giles Councill said: "We've not had to put in place any new systems, nor change what we already had. We're delighted that the initial audit confirms our quality management is up to standard.

"Perhaps most importantly, the audit has reinforced our own commitment to continual development and improvement. This will provide members with a better service and make our training operation even more efficient." ■



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 Bridge End Business Park, Milnthorpe,  
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JLG 600A *	'97/'98	4	4x4; oscillating axle
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Grove AMZ86XT *	1998	2	4x4x4; jib



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Brand/model	Year	Qty.	Description
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2002 - £22,000 - (€31,750)



**Genie S65 - 4WD**  
Telescopic Boom  
Cummins diesel  
65ft working height, (19.6m)  
1999 - £26,000 - (€37,680)  
2000 - £29,000 - (€42,000)  
2001 - £34,000 - (€49,250)

**Genie Z34/22n**, articulating boom, 40ft work height (12.1 m), 48v d/c battery, choice  
1998 - £ 8,000 (€ 11,500)  
1999 - £ 10,000 (€ 14,500)

**Genie S45 - 4WD**, straight boom, Cummins diesel, 45ft working height, (13.6m), choice  
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**Genie S60 - 4WD**, straight boom, Cummins diesel, 60ft working height, (18.1m) choice.  
1999 - £ 24,000 (€ 34, 750)

**Genie S80 - 2WD** telescopic boom, Cummins diesel, 80ft working height, (24.2 m) choice  
1999 - £ 28,000 (€ 40,575)

**Genie S85 - 4WD**, telescopic boom, Cummins diesel, 85ft working height, (25.7m) choice.  
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**Genie S125 - 4WD**, 4 Wheel Steer, telescopic boom, Cummins diesel, 125ft work height, (37.8m) choice  
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**Grove AMZ131xt 4WD**  
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131ft work height, ( 39.6m )  
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**Grove MZ116**  
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**Izuzu Diesel Engine. Choice**  
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Kubota diesel,  
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Deck extensions,  
Outriggers, choice  
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Kato	NK250Ev	Truck Crane	1997	25 tonnes
Tadano	AR300E	All Terrain	1993	30 tonne
PPM	380ATT	All Terrain	1992	35 tonne
Kato	KA 400E	All Terrain	1992/5	40 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
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Grove/Krupp	GMK 5180	All Terrain	2000	180 tonne
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LIEBHERR	LTM1100	AT	1994	100 tonne
DEMAG	AC205	AT	1996/98	80 tonne
GROVE	GMK3050	AT	1999	50 tonne
LIEBHERR	LTM1050	AT	1999	50 tonne
GROVE	TM750E	TM	1993	50 tonne
FAUN	RTF40-3	AT	1992	40 tonne
PPM	380ATT	AT	1989	35 tonne
KATO	KA300	AT	1991/94	30 tonne
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DEMAG AC 435	180 t	1995
FAUN ATF 40-3	40 t	1992
GOTTWALD AMK 31-21	20 t	1988
GOTTWALD AMK 35-21	18 t	1972
GROVE GMK 3090	50 t	2000
GROVE GMK 4070	70 t	1998
GROVE GMK 6300	300 t	2000/2001/2002
KRUPP KMK 2025	25 t	1992
KRUPP KMK 3045	45 t	1990
KRUPP KMK 4070	70 t	1990/1991
KRUPP KMK 4080	80 t	1995
KRUPP KMK 5090	90 t	1990
KRUPP KMK 6300	200 t	1991
LIEBHERR LTM 1025	25 t	1992
LIEBHERR LTF 1030	30 t	1992
LIEBHERR LTM 1030	30 t	1994/1997
LIEBHERR LTM 1040	40 t	1994/1999
LIEBHERR LTM 1050	50 t	1996
LIEBHERR LTM 1090	80 t	1999/1999
LIEBHERR LTM 1090	90 t	1997
LIEBHERR LTM 1160	160 t	1998/2001
LIEBHERR 20 K	24/20 m	1992
LIEBHERR 25 K	26/20 m	1992
LIEBHERR 50 K	40/23, 1 m	1993/1994
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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
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