

CRANES & access

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Survey 2003** p19



Mast climbers p25



Crawler cranes p33

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CKE1800	180 t	85 m
CKE2000	200 t	88 m
CKE2500 *PHOTO	250 t	91 m
7300	300 t	96 m
CKE4000 <i>NEW</i>	400 t	96 m
7450	450 t	98 m
7650	650 t	102 m
7800	750 t	116 m
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ON THE COVER:

ACCORDING TO the International Powered Access Federation (IPAF), it has recorded an average of less than two accidents per year involving mast climbing work platforms since 1989. Compare this to the thousands of injuries and over 900 fatalities over the past 10 years within the construction industry as a whole, this demonstrates the relative safety of MCWPs, which are often working at heights in excess of 100 metres. Turn to page 25 for our full mast climbers feature.

For the full story see:

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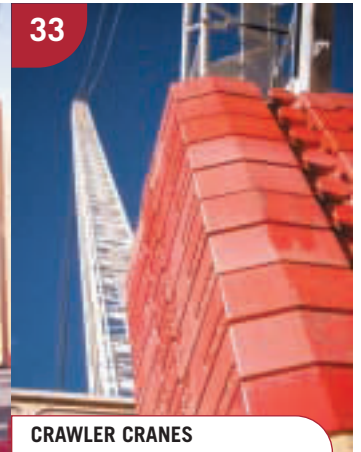
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19 HIRE RATES SURVEY

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JUST AS Brazil's Ronaldinho squeezed in that crippling late free-kick against England to crush any chances of a 1966 repeat performance at last year's World Cup, so the team at *Cranes & Access* squeezes in its bonus issue of the year – someone mention crippling? However, welcome to the November issue, and an altogether new chapter at the Vertikal Press.

This November edition is the first complete issue under the wing of the

Vertikal Press' new Publisher, Leigh Sparrow, who is called into this month's 'Comment' to address readers about what changes they can expect throughout the fast-approaching new year.

"Well first of all, evolution, not revolution," says Sparrow. "Our aims at the Vertikal Press will be to continue to increase the depth and pertinence of our articles, with more product reviews and evaluations, industry news, statistical coverage and analysis, and hopefully, more input from you, our readers.

"We will be increasing the frequency of *Cranes & Access* from six to eight times a year to match its German sister publication *Kran & Bühne*. The speed at which this will happen, however, will depend very much on you our customer, either reader or advertiser.

"We will also be looking to increase the content of our already substantial online library and archives on *Vertikal.Net*. I also want to add some fun and variety to our publications, starting with *Vertikal Bauma* which comes out in March, the third in the series the Vertikal Press' specialist guides to the major exhibitions.

"My first job will be to speak to as many of you as I can to learn your thoughts on the three publications and what YOU want to see us do. We will welcome all comments, opinions and ideas, by email, post, phone or fax.

"I will stop here as I know that the Vertikal team are already throwing their hands up in horror for being so verbose and I have already been told that editorials must be short, concise and to the point... well I'll have to learn that one!" concludes Sparrow.

Looks like a busy year ahead, but for the meantime, enjoy what remains of this one and the November issue.

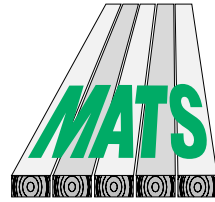
Warren Wadsworth

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Sales 50 per cent up at Terex

TEREX CORPORATION in the US has announced a 50 per cent jump in revenues for the nine months to 30 September, 2003. This equates to US\$2.8 billion (UK£1.6 billion), compared with a figure of \$1.8 billion ((£1.08 billion) reported in the corresponding period of 2002. Terex said that this is largely due to its prior acquisitions of Demag and Genie.

Terex Cranes saw its sales for the nine months increase by over 66 per cent to \$737 million (£434 million), from \$443 million (£261 million) 12 months earlier. This was due to the full-year effect of the Demag acquisition.

Gross profit for cranes rose by 39 per cent to \$85 million (£50 million), while SG&A doubled, reflecting the different approach of the Demag crane business to that of Terex Cranes. As a result of the lower gross margin percentage and higher SG&A, the Group's operating income fell by over 20 per cent to \$25 million (£14.7 million) for the nine months.

Sales of Terex Aerial Work Platforms for the nine months, now represented almost entirely by Genie, were \$451.3 million (£265.8 million) compared to only \$47.6 million (£28.5 million) in 2002.

Gross profit for platforms was \$96.7 million (£57 million), over 21 per cent of revenues. SG&A was \$42.2 million (£24.9 million), or 9.4 per cent, giving an operating income for the nine months of \$54.5 million (£32 million), a healthy 12 per cent.

"We are pleased with our execution so far this year," said Ron Defeo, chairman and CEO at Terex. "We began the year with a lot of uncertainty. We recognized that an end market recovery was unlikely, but at the same time we believed that Terex was in a good position to change and improve. We have made progress and our internal focus has been paying dividends, as we have generated over \$278 million in cash from operations over the last 12 months." ■

Vertikal Comment:

Are Genie now the world market leader? See JLG results page 9.



MORE THAN 1200 members of the global crane community dropped in on Terex-Demag recently at its Dinglerstasse and Wallerscheid production facilities in Germany. Among the crane's on show were Demag's new six-axle AC 200-1 P and seven-axle AC 200-1 TP variants of the 200 tonne capacity AC 200-1, of which 53 units have been sold since June this year. The seventh axle on the AC 200-1 TP is a removable "tag" axle which can fully integrated into the unit's braking and steering systems. The additional axles have been included to meet transportation regulations in mainland Europe, allowing each version to carry more weight when in transit.

Pinguely-Haulotte buys into French rental industry

PINGUELY-HAULOTTE has signed an acquisition agreement for LEV, the access rental arm of France-based truck rental company Fraikin. The sale of LEV follows the acquisition of Fraikin (from Iveco-Fiat) in January of this year by Eurazeo, France's largest publicly held private equity investor, in partnership with Pragma-Capital and UI (Credit Agricole), for a disclosed sum of €805 million (UK£560 million).

LEV currently owns approximately 1,500 machines, a 180-strong workforce and 30 rental locations spread throughout France, which for the last 20 years has constituted one of the country's major platform rental networks. 2002 saw LEV generate a revenue of €22.3 million (£15.54 million).

Haulotte hopes that the LEV acquisition will enable the expansion of its products and services throughout France, and ultimately bring the company closer to the end user market.

All future operations under Haulotte will have the full support of LEV's existing management structure, including Bernard Pointet, LEV's president and general manager. ■

Full news story on www.Vertikal.net.

Turn to page 16 for the full interview with Haulotte president Pierre Saubot.



Crawler collapse on Southend job site

A SUMITOMO SC350 crawler crane, similar to the one pictured, on hire from Wharton Plant Hire collapsed on a Southend-on-Sea job site in Essex, UK last week causing damages of up to £200,000.

The jib of the 35 tonne capacity machine complete with load crumpled to the ground after the crane's winch was accidentally left on creep mode, causing the jib to arch over the crane's cab and eventually collapse to the ground to the rear of the crane. No-one was hurt in the accident.

The Health and Safety Executive is waiting for a report from the main contractor on the project, Fitzpatrick, who is in turn awaiting a report from the subcontractor that was responsible for the crane's operation. The crane's owner Wharton Plant Hire declined to comment on the incident. ■

Demag open day

Guests were alerted to the upgraded version of the 500 tonne AC 500-1, the AC 500-2 SSL, which has been specially developed to meet the growing European demand for wind turbine erection. The unit features an optimised superstructure and boom system that gives an increase in lift capacity of up to 30 per cent than its AC 500-1 predecessor, allowing a wind turbine to set up entirely by the unit's luffing jib.

Another attention grabber was the European 70 tonne, IHI CC 280, fresh from Japan and decked out in the traditional cream and red livery of the host company. Also on the crawler front were the new CC 2000-1, complete with a new ballast wagon extender, and CC 2200, with respective lift capacities of 300 and 350 tonnes. Both units are based on the earlier 300 tonne capacity CC 1800-1, but feature new stronger boom systems, a telescopic frame superlift option and Demag's new "IC-1" crane control system.

Preparations are also fully underway for the relocation of production of the Peiner SK tower crane range which was previously produced 100 kilometres north of Zweibruecken in Trier. Operations to produce the 315, 415 and 575 towers and the 212 and 213 tower sections are scheduled for an early 2004 start at the Dinglerstasse facility.

The five-day event was one of the first public showings of the newly-founded relationship between the host company and its new sister company, Genie Industries, which also presented a selection from its access equipment portfolio. Terex said that it sold more than 30 new and used cranes at the event. ■



Autogru PM acquires Oil & Steel

ITALY-BASED knuckle boom manufacturer Autogru PM has acquired 100 per cent of the capital of aerial platform manufacturer Oil & Steel. The purchase was made through Autogru PM by BS Private Equity which, along with its current managing director Marco Milesi, was involved in a management buy-in to Autogru PM back in May 2002. The founders of Oil & Steel have underwritten an increase in the capital of Autogru PM as part of the transaction.

The Oil & Steel acquisition gives the combined group a turnover of €85 million (£60 million) and the merged company will be controlled jointly by Milesi and the founders of Oil & Steel, P Balugani, F Flisi, M Piantoni and R Valentini, who all retain their roles within the company.

"From a commercial point of view, the two companies (Autogru PM and Oil & Steel) will be independent, in order to increase their market share in their respective fields," said Milesi. "The operation will enable the partners of Oil & Steel to continue the work began in 1995, and also return to the field of hydraulic cranes for trucks."

Autogru PM now claims to be the world's fourth largest manufacturer of hydraulic knuckle boom cranes with a turnover of €55million (£38.79 million) and exporting approximately 60 per cent of its production to more than 50 countries worldwide.

Meanwhile in the UK, Arborplant, recently supplied six Oil & Steel Octopussy tracked mobile units to Scottish Power (SP systems). The order comprises five,1250 two-man basket units and one, 1465 one-man basket unit. All units are 5 metre outreach, 10.5 metre working height machines. ■

Full news story on www.Vertikal.net.

Ainscough opens London depot

AINSCOUGH CRANE Hire has opened a new crane hire centre in London to boost customer service levels in the south of England. The London Hire Centre will process all hire calls, which will then be distributed to one of Ainscough's other southern depots in either Beckton, Hayes, Heathrow or Hendon, which will then supply the cranes.

Ainscough managing director Martin Ainscough said that the new London Hire Centre will mirror the company's National Hire Centre operation based in Wigan. "Although we have closed our Erith depot, we now have four prime locations within the M25 and over 150 cranes with a lifting capacity of up to 500 tonnes," he said. "These depots will also be supported by a further 100 cranes based at our Maidstone, Southampton and Fawley depots that will continue to operate independently." ■

HSE prosecutes and condemns UK construction industry

TWO LONDON-based companies have been fined a total of £100,000 at the Old Bailey following a Health and Safety Executive (HSE) prosecution into the death of 26 year-old David Mott who fell through false ceiling tiles while dismantling mobile platforms at Exhibition Hall 1 at Earls Court, London.

The prosecution followed an HSE investigation into the incident in which Mr Mott fell 35 metres to his death on 23 June 2000 at Earls Court, Warwick Road, London. Six months prior to the death of Mr Mott, another worker was killed in a similar incident, for which Earls Court Ltd was fined £70,000 in a prosecution taken by the London Borough of Kensington and Chelsea.

Both companies had earlier pleaded guilty to breaching Section 3(1) of the Health and Safety at Work Act 1974 (HSWA), which requires employers to ensure that persons not in their employment are not exposed to risks to their health or safety.

The judgement comes after the recent denouncing of the UK construction industry by HSE chiefs for its failure to raise the standards of work at height following the second national construction falls from height blitz in September. HSE inspectors served 332 prohibition and 82 improvement notices after visiting almost 1500 sites around the UK, while thirteen potential prosecutions are today being considered as a result of the inspections.

Chief Inspector for Construction at the HSE, Kevin Myers, subsequently condemned the industry for the evident lack of improvement in work at height safety. "Since the beginning of April this year 17 construction workers have died due to falling from height and it remains the single biggest killer in this industry," said Myers. "What inspectors found during the second blitz 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." ■

Full news story on www.Vertikal.net.

Crane giants in court battle

TEREX CRANES has filed a patent infringement action against Liebherr's German mobile and crawler crane production operation, Liebherr Ehingen. The filing was lodged at the patent division of the Mannheim district court in Germany, where on 6 February 2004 a preliminary hearing will be held to decide whether there is a case to answer. Terex has said that Grove may be next in line.

The believed infringement focuses on Liebherr's 'Y-guy' boom support system, which the company launched at the end of 2001 as a rival product to Terex's Sideways Superlift (SSL) technology. Terex's Demag subsidiary developed and secured a patent for its SSL system 12 months prior to the introduction of the Liebherr system.

Terex Demag's SSL system is an attachment for telescopic booms which increases a crane's lifting capacity, particularly when lifting with the boom in near vertical position at a low radius. Like the Terex Demag technology, Liebherr's 'Y-guy' system provides lateral support to telescopic booms, again enhancing lift capacities when the boom is in a near vertical position.

The Intermat exhibition held in Paris back in May also saw Grove showcase a similar lateral boom strengthening attachment, dubbed Mega Wing-Lift, on a 450 tonne capacity GMK 7450 all terrain crane. Terex said that it may also take action against Grove's Mega Wing-Lift system, which it believes is also an infringement on its SSL system.

Liebherr Ehingen said that it does not believe that Terex should have been awarded the patent for such a system and that it will contest the filing. ■

Revenue down but profits rise at JLG

THE 2003 fiscal year saw a drop in JLG's sales to US\$760 million (UK£455.69 million) from \$770 million (£461.69 million) reported in 2002. Despite the fall, income was up from \$12.9 million (£7.73 million) to \$14.2 million (£8.51 million) during the corresponding periods, while operating profit also increased from \$30.7 million (£18.41 million) to \$39.2 million (£23.5 million).

For the 4th quarter period of 2003, Jim Woodward, executive president at JLG, said that revenues were 3 per cent lower than in the same period of 2002, reflecting a \$17 million (£10.19 million), or 7 per cent drop in sales of new aerial work platforms. Total sales dropped from \$249 million (£149.30 million) to \$242.2 million (£145.22 million) over the corresponding periods.

Woodward said that the drop was mainly attributable to Europe where sales decreased by 18 per cent, or \$10.3 million (£6.18 million), compared with last year and that large amounts of relatively young equipment entered onto the market has depressed new equipment sales.

According to JLG's CEO Bill Laskey, 2003 was one of the most challenging years in the company's history. JLG's full year financial results show that its aerial platform sales decreased by 9 per cent, or \$54.8 million (£32.86 million) to \$435 million (£261.7 million) in 2003, which Woodward said was mainly due to 37 per cent decline in the company's scissor lift sales. Hopes have been placed on the introduction of the new pro-fit scissor line to reverse this trend. The significant drop in scissor sales was, however, offset by a \$32.1 million (£19.25 million) increase in telehandler sales to \$119.5 million (£71.9 million). Total sales for Europe were down by 14 per cent, or \$23 million (£13.79 million) in 2003, and by \$4.2 million (£2.52 million) in North America. Increases were seen in Australia, the Pacific Basin and Latin America, but these represented relatively small sales.

Laskey said that while there is evidence of a growth in manufacturing capacity in the US and that there are signs of improving utilisation and rental rates, specifically for telehandlers in the non-residential construction sectors, many of the more significant companies in Europe still face severe economic conditions and there is as yet, no recovery in sight.

Full news story on www.Vertikal.net.

VERTIKAL COMMENT: With the announcement of lower aerial lift revenues at JLG falling to \$435 million, and Terex-Genie's nine months sales reported as \$451.3 million, it would seem that Genie might have taken over the position of market leader in the aerial work platform market in 2003.



Grove quartet for Bryn Thomas

BRYN THOMAS Crane Hire of Flint, North Wales has taken delivery of four new Grove GMK all-terrain cranes, taking the firm's crane fleet up to 32 units. The order included a 100 tonne capacity GMK5100, two 50 tonne capacity GMK3050s, taking the firm's tally to four, and a 35 tonne GMK2035. Bryn Thomas now operates eight GMK cranes, including the UK's first 100 tonne GMK5100, which was delivered to the company back in 2000.

Since 2000, Grove has delivered nearly 400 GMK 5100s from Manitowoc Crane Group's Wilhelmshaven facility in Germany, and is now one of the company's most popular models alongside the 50 tonne capacity GMK3050.

Bryn Thomas also commented that several new contracts recently awarded to the company in connection with the electrification of the national main-line rail network to the company means that investment in additional larger capacity cranes is highly probable. ■

Menzies leaves UpRight

UPRIGHT HAS announced the surprise departure of Ian Menzies, its president and chief executive officer.

Menzies successfully lead the North American business of UpRight through Chapter 11 process from which it emerged in September 2002. Since then UpRight has faced sluggish demand in the North American market and production delays; delivery times on some of its most popular models have been seriously extended.

Menzies has been replaced by John Coughlan (pictured) who will be based in Ireland and is the fourth CEO of UpRight since the departure of David Sargent in 1998. Rick Stowe, chairman of the ultimate parent company Griffin said: "John Coughlan will lead a global management team that will support both the North American and European operations.

In an interview with C&A, Coughlan said that he believes that the access industry is at the bottom of a retrenchment cycle and on the point of an upturn. "Timing is everything," he said. "A new truly global corporate structure will ensure that UpRight moves back to being a single worldwide business rather than two separate businesses joined by a common name. With one part of the business going through the Chapter 11 process it was almost

inevitable that the company would show divisions."


When asked what he plans to do about UpRight's poor reputation in the recent past for parts deliveries, Coughlan said that actions have already been taken and that September was the best month in four years for volume of parts shipments and availability. "With that trend continuing during October, we will soon be more than meeting expectations. On the production side and lead times, our new global team is already focusing on this area.

I cannot promise that it will change overnight, ...but it will change."

Coughlan, who sees himself as an "engineer-marketeer" stressed that UpRight will become a more customer focussed company from top to bottom. "We want to be number one to our customers" he said. ■



Visit www.Vertikal.net for the full interview with John Coughlan



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Ruthmann goes compact

GERMANY-BASED aerial platform producer Ruthmann has said that its new Steiger TB 180 has been launched as an alternative to the costly and time consuming use of scaffold systems for short duration jobs. The company describes the unit as a slightly modified version of the larger 22 metre working height TB 220, offering a lateral outreach of up to 12.8 metres and an 18 metre working height.

Features include an automatic self-levelling system and an optional memory function which enables the machine to return to the last set up position, while an automatic return system brings all of the unit's functions back to its original transportable position, all at the push of a button. A cage levelling system also ensures that the 1.4 metre by 0.7 metre cage is always kept in a true horizontal position. If desired, the TB 180 can be mounted on a heavier 4.6 tonne truck chassis and can be driven on a Euro B driving licence. ■

“Thank-you”



TIM WHITEMAN, founder of *The Vertikal Press*, looks back on the company he launched in 1999.

I used to be a freelance journalist who wrote about everything from criminality, to cults and, of course, cranes. The most satisfying subject was the lifting industry. Why? Because it is run by “real” people who devour information – I know that every single page of every issue of *Cranes & Access* is read by thousands of people. If we ever got something wrong, (which can happen!), we got instant response because our readers care passionately about this business. What’s nice is that when the magazine does something really good, it also gets feedback. Thank-you to those people who write and phone – you make the job exciting and remind editors that, unlike some industries, magazines are really read in this business.

I will miss those contacts now that I am no longer publisher of *Vertikal Press* but I am truly delighted that my place is being taken by Leigh Sparrow. He brings a wealth of crane and access industry experience that complements the many talents of the existing team. Very, very important, is that he is passionate about cranes and platforms.

My responsibilities at IPAF mean less contact with the crane industry, something I very much regret. But, exhibitions are a great place to meet people and IPAF will be exhibiting at many of the same shows as *Vertikal Press* so I hope to keep in contact.

Why am I leaving publishing, an industry that has looked after me for the last 20 years? Because IPAF, a non-profit organisation, is dedicated to raising safety standards and reducing accidents in the platform business. Even though recession blights parts of the industry today, it is going to experience huge growth in the near future and I look forward to IPAF playing a vital part in training and protecting the people who use platforms around the world.

So, a huge thank-you to you the readers, customers and staff who have created *Cranes & Access* and its sister magazines, *Kran & Bühne*, *Vertikal bauma* and *Vertikal.net*. Thank-you and good luck – see you at *bauma*?

Tim Whiteman (tw@vertikal.net)

Vanson launches luffer

VANSON CRANES has introduced a new compact luffing jib tower crane for use on restricted construction sites. The company says that the new VC 20.1L has been designed and engineered to combat the impracticality of using larger cranes on smaller sites, and that by incorporating steel counterweights for a 2 metre ‘tail’ radius and making the jib out of service at a 3 metre radius, it has produced a very compact out of service envelope.

The unit can accommodate extended jib lengths to 20 metres radius at which the crane provides a 1 tonne lifting capacity. Maximum lifting capacity is 3.5 tonnes at a 4.3 metre radius. The VC20.1L can be erected on a 1.2 metre squared tower, freestanding to 36 metres, or mounted directly on the roof of a building. All of the crane’s components are designed to be lift transportable and can be manhandled to avoid the need of a mobile crane for erection. ■





AFI opens German business

AFI, THE UK-based access rental company headed by ex-Lavendon managing director David Shipman, is working closely with a team headed by ex-Zoom managing director Günther Aust to help the team open a new rental operation in Germany.

A substantial part of the new operation will be owned by the German management team so maintaining AFI's policy of meaningful employee investment, especially from the senior management team.

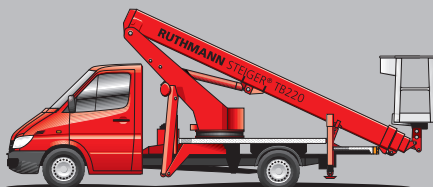
AFI has also boosted its UK depot network with the opening of two addition depots in London East and Birmingham. The London East depot at Upminster will work together with the company's established London West depot, which was opened in July at Iver Heath, Buckinghamshire to over coverage throughout London and the surrounding areas.

Steve Porter has been appointed as regional sales manager for London East, while Paul Burford will oversee operations at the Birmingham branch. Both depots will initially operate a fleet of 100 boom and scissor lifts and AFI plans to double this figure during the next 12 months.

AFI now offers UK coverage from a total of nine depots with a combined fleet of over 700 boom and scissor lifts. According to the company, its turnover has doubled to £4.2 million during the 2003 financial year and it expects this figure to rise to £6.5 million during 2004. ■



13.8



Reach more with the TB 220.

Its extraordinary lateral outreach of 13,80 m makes the STEIGER® TB 220 just as attractive as its working height of 22 m. It is mounted on a 3,5 t carrier chassis and can already be driven with the Euro B driving licence. Its short overall length is the point in favour of its flexibility at each place of utilisation. Its automatic

First for SEV

SEV GROUP is now taking orders for its first 12 metre working height truck mounted platform, which is now in full production. Designated the AL12, the unit has been designed for mounting on 3.5 tonne truck chassis, offering a 12.3 metre working height and 4.8 metre outreach.

An 'easy-to-mount' King Post kit version is also available at a discounted price. The company says that the AL12's safe working load of 0.215 tonnes combined with closed dimensions and a narrow jacking width make the unit ideal for busy city centre work, road bridge and lighting maintenance, tree surgery and general building maintenance.

David Smith, managing director of the SEV Group, said that whereas the 12 metre powered access market has traditionally been serviced from trailer mounted units or straight telescopic van mounted platforms, the AL12 combines the best of both worlds with knuckle boom configuration and very quick set-ups. The development of the AL12 King Post kit means that the unit can easily be fitted to a broad spectrum of lightweight chassis to accommodate both home and export markets. ■

Crane Safety 2004

THE DATES have been issued for the next UK Crane Safety conference. The annual event organised by Cranes Today and Hoist will once again be held at the Thistle Tower Hotel, London on the 21 and 22 of June, 2004. The theme this time around will be Crane Safety: Management and Technology.

The two-day conference will be home to various discussions that will address human factors, man management and operational issues, while a number of 'break-up' workshop sessions will address technology, engineering and technical issues for specific sectors of the lifting industry. ■



Manitowoc Group announces net earnings decline on rising sales

THE MANITOWOC Company has announced a 7 per cent increase in sales for the third quarter of 2003 compared to the same period of 2002, which it said largely reflects the company's acquisition of Grove Worldwide in August 2002.

Like-for-like revenues for the quarter declined by 9 per cent, reflecting a weak North American crawler crane market. This was partially offset, however, by improvements in the sales of tower cranes and mobile cranes in Europe and Asia.

Net earnings for the quarter fell by over 50 per cent to US\$7.2 (UK£4 million), compared with a figure of \$14.7 million (UK£8.7 million) reported in the same period in 2002.

Year-to-date sales for the first nine months of 2003 improved by 23 per cent to \$1.2 billion (UK£0.7 billion). With the Grove acquisition excluded, like-for-like revenues were down by 12 per cent.

Sales for the crane businesses were up 20 per cent for the third quarter of 2003 to \$263 million (UK£156 million), compared to a figure of \$220 million (UK£131 million) for the corresponding period of 2002.

Nine month sales for 2003 jumped by 56 per cent to \$768 million (UK£457 million), from \$491 million (UK£292 million) in 2002, largely attributable to acquisition activity.

Operating income for the Group dropped by around 50 per cent to \$9 million (UK£5.35 million) for the quarter and \$25 million (UK£14.9 million) for the nine months, compared to \$19.3 million (UK£11.4 million) and \$52 million (UK£31 million) respectively reported in 2002. The poor results in the crane businesses were blamed on pricing pressures and low volumes stifling margins.

The backlog for the crane companies at the end of September was \$150 million (UK£89 million).

Around 70 per cent of Manitowoc's crane sales are now outside of North America, reflecting the massive change in the group's crane business profile that the acquisitions of Potain and Grove have brought.

The company stated that one of its key strategies was to expand its global market share in the crane business by investing in new products and product support while simultaneously increasing operating efficiencies.

Terry Growcock, Manitowoc's chairman and chief executive officer said: "We are seeing increased international activity and gains in market share resulting from the strategic acquisitions of Potain and Grove Worldwide, and we are aggressively protecting our market share elsewhere. As we have previously said, we expect that crane industry conditions will remain difficult throughout next year."

"We have taken many steps in our crane businesses over the past year to improve efficiency and reduce costs. Despite decisive actions, a competitive pricing environment and lack of volume are overshadowing our ability to generate higher margins. When our end markets recover, we are optimistic that our margins will rebound strongly," Growcock added.

A sum of \$1.2 million (UK£0.7 million) was included in the third quarter for ongoing plant rationalizations and closures within the crane sector. A good deal of this reflects the ongoing integration of the National Crane business into Grove's Shady Grove plant.

Cash generation for the Group was by far the highlight, with \$70 million (UK£41.6 million) generated in the quarter and \$94 million (UK£56 million) year to date. Much of this cash was used to pay down debt earlier than expected and at the nine month stage the company is already ahead of its planned reductions for the year. ■

positioning system, carrying capacity of 200 kgs and the memory function are only a few details of the comprehensive standard outfit. Especially appreciated is the TB220 due to its low passing clearance, its extraordinary quiet running and its stability. Make an appointment for a test drive!

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JCB wins £2.5 million order

GREENSHIELDS JCB has landed a £2.5 million contract to supply telehandlers and rough terrain (RT) forklifts to street cleansing and heavy plant equipment supplier, Kent Sweepers (KS) in Rochester, Kent. The company has taken delivery of 80 Loadall telehandlers, comprising Loadall 535-954s, 537-135s, 540-70s, 540-170s with lift capacities ranging from 3.5 to 4 tonnes and lift heights ranging from 9.5 to 16.7 metres.

Long-standing JCB customer KS today operates 9 depots throughout the UK and a fleet solely consisting of JCB machines. "We like to keep to one brand so we have uniformity," said Len Smith, owner and managing director of KS. "Most of our people have expertise on the JCB machines and historically we have used JCB." As part of the contract, JCB also supplied a number of its 926 RT forklifts. ■

HSE issues cherry picker guidance

THE HEALTH and Safety Executive (HSE) has published a new information sheet on preventing falls from boom-type Mobile Elevating Work Platforms (MEWPs), or 'cherry pickers'.

The HSE said that the new guidance is aimed at those who use or control the operations of boom type MEWPs, used across a range of industries including construction, agriculture, public utilities and shipbuilding.

HSE Information Sheet MISC614 - *Preventing falls from boom-type mobile elevating work platforms* clarifies the issues surrounding the selection and use of appropriate personal fall protection equipment used as part of a suitable personal fall protection system.

Analysis of the causes of accidents involving MEWPs showed that accidents were primarily caused by unsuitable ground conditions; critical parts of the MEWP failing or malfunctioning; or the MEWP being struck by another vehicle. Consequently it is critical that these issues are eliminated or properly controlled.

The HSE also said that fall protection should not be relied upon as the only means of control because if the MEWP is pushed over or falls over, then being attached to it by a fall protection system is unlikely to prevent you from being injured or killed. For this reason, advice on controlling the risk by ensuring a safe site, safe plant and a safe operator are essential parts of this guidance.

The guidance does not specifically apply to scissor lifts where fall protection is not normally required, unless a person needs to lean over the guardrail. In this instance, the sections of the guidance that relate to safe plant, a safe site and a safe operator are relevant to preventing falls from scissor lifts due to overturning incidents. ■

RK buys SVP to become Finland's largest rental co

RAKENTAJAIN KONEVUOKRAAMO oyj (RK), the second biggest rental company in Finland, has bought 100 per cent of Suomen Projektivuokraus (SPV) capital stock to create Finland's largest rental company as measured by turnover. RK is currently celebrating its 50th anniversary and it is understood that Tatu Hauhio, the son of Kari Hauhio, a previous owner of SPV, will head up the new SPV division of RK.

The deal comes at a time when Reijo Saarenoja, managing director of the RK Group, is due to retire. The managing director designate is Vesa Koivula. Both RK and SVP run large access fleets, including scaffold, self-propelled, truck and trailer lifts and significant mast climber fleets.

RK has 62 outlets in Finland while SVP has six. Both companies also carry a wide range of products, including small tools and cabins. ■

Volvo Rents to open third Ireland location

VOLVO CONSTRUCTION Equipment Rents has signed an agreement with Cawley & Scanlon Construction to open a Volvo Rents franchise in Ballymote, County Sligo, Ireland. This takes Volvo Rents' Irish network to three locations, the first of which opened in August this year. The two established franchises are operated by Tullamore Tool and Plant Hire and Michael Hickey Plant and Tool Hire respectively. The new location is expected to be open for business within a month.

As well as Volvo's core product lines the franchisees will also have access to a wide range of non Volvo products under a preferred supplier programme, whereby Volvo selects, evaluates and negotiates beneficial prices for their franchisees. The non Volvo product line up includes a wide range of aerial work platforms and many of the North American stores have selected units as a significant part of their start up fleet. There is as yet, however, no indication as to if, or when, the budding Irish network might start to add such equipment to its fleets.

Franchisees will, however, benefit from a Volvo telehandler line up when it is launched. Volvo purchased the rights to the UpRight telehandler range in 2002 and it is believed to be "Volvoising" it and preparing for production. The company has also announced the signing and completion of a "development agreement" for up to 18 locations in Spain, giving its European programme a significant boost. ■

Lavendon Group issue profit warning

THE LAVENDON Group, Europe's largest powered access rental company, today issued a trading update warning that lower than expected revenues in Germany and the UK is likely to put pressure on its full-year earnings.

The company issued an interim statement in September that noted "caution regarding prospects for the rest of the year". There has been an improvement in activity since the summer, but recent weeks have seen that trend fall below earlier expectations.

Given these more difficult trading conditions, management focus has centred on controlling costs, generating free cash and reducing debt levels.

In the UK, activity in the commercial/industrial construction, manufacturing and telecommunications sectors has remained subdued and is currently below that of last year, resulting in a year-on-year revenue decline of some 4 per cent, with consequential pressure on margins.

The company reports that activity in Germany continues to be depressed, causing a decline in year-on-year demand. The effect is now being partially offset by an improvement in hire rates, which limited the revenue decline to 5 per cent in the period to mid-October this year.

The Group's other European operations are together still showing year-on-year revenue growth and an improving trend in profitability. In the Middle East, growth in both revenues and margins are substantial and this is expected to continue for the remainder of the year.

A Lavendon Group spokesperson said: "Whilst the performance of our operations in the UK and Germany has not met expectations during recent weeks, which will have a significant effect on the overall profitability of the Group for the year. Strong cash flows continue to be generated, allowing the Group to reduce debt levels month-by-month". ■

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News highlights

ALAN JOHNSON has been named as the new chairman of the Association of Lorry Loaders Manufacturers and Importers (ALLMI). Johnson takes over the reins from Doug Dyson who has been chairman of ALLMI for over five years since retiring as technical director of Atlas Hydraulic Loaders. Johnson will retain his position as managing director of HMF UK, the wholly-owned sales and distribution subsidiary of Denmark-based knuckle boom crane manufacturer HMF.

WATERLAND TRADING, the Dutch Tadano Faun representative, has taken over Tadano Faun mobile crane representation for Belgium. Tadano was previously represented in Belgium by Arcomet which sold the dealership in order to concentrate on its core business activities of tower crane rental and manufacturing self-erecting tower cranes.

JIM CATTRON, founder and chairman of the Cattron Group, has retired after 57 years of service in the radio frequency communications and industrial remote control industries. Cattron recently resigned as chairman and sold his interest in the Group to a senior management group and Weatherly Private Capital LLC.

MARK RIGBY has been appointed as the new general manager of the Palfinger division of TH White, following the retirement of the founder of the crane division of TH White, Bob Akerman. The Palfinger division holds UK national distributorship for Palfinger knuckle boom cranes, Palift loaders and the Epsilon range of timber cranes.

EPL HAS taken delivery of three Z20 truck mounted platforms from CTE. The 20 metre working height articulated platforms are mounted on 3.5 tonne Nissan Cabstars. CTE only recently expanded into the UK, and the Z20, along with the S20 straight boom version, remains at the heart of CEO, Lorenzo Cipriani's UK market attack.

MESSE MÜNCHEN, the organiser of Bauma, the world's biggest trade fair for construction machinery, vehicles and equipment, has said that the 2004 event will be the biggest yet. Approximately 500,00 square metres of the Munich Trade Fair Centre in Germany has been set aside for next year's show, which in 2001 attracted over 400,000 visitors and 2,500 exhibitors from around the world. Bauma 2004 takes place from 29 March to 4 April in Munich, Germany.

OIL & STEEL has supplied six of its Octopussy tracked MEWPs to Scottish Power for light maintenance duties across its various UK sub-stations. All six platforms, comprising five 1250 two-man basket machines and one 1465 one-man basket machine, provide a 10.5 metre working height and a 5 metre outreach. The deal was completed through Oil & Steel UK distributor, Arbolplant.

POLICE CLOSED off roads around London's Tower Bridge last month after a protestor representing Fathers for Justice climbed up a 30 metre tower crane on Taylor Woodrow's £100 million K2 office development at St Katherine's Way. A Taylor Woodrow spokesperson said that it was unclear whether or not it is the same protestor who invaded the same site last June. The man, who at the time was also protesting for fathers rights, ended his protest after staying up the crane for 16 hours.

AINSCOUGH CRANE Hire has taken delivery of its first ever self-erecting tower crane. The 8 tonne capacity Spierings SK598-AT5 will shortly be taking up residency at the T5 construction project at London's Heathrow Airport for a 12-month hire period to Hathaway Roofing. "The Spierings was identified early in the planning stages as being the only mobile crane able to satisfy our requirement for T5," said Sean Ward, Hathaway plant manager. "We are able to reach our required radius of 48 metres with a 1.7 tonne load without breaking radar limits imposed by Air Traffic Control.

THE MITIE group has announced the death of its founder and president for life David Telling. Mr Telling stood down as executive chairman on the 25 September this year due to ongoing ill health, then on 10 October it was announced that he was standing down from all duties at Mitie. Finally on Friday 31 October he passed away.

Please send in all your industry news stories either by e-mail directly to the news editor at ww@vertikal.net, or alternatively to the following postage address; The Vertikal Press, New England House/Level 5, New England Street, Brighton BN1 4GH, UK.

**CRANES
& access**

Haulotte

C&A: You expressed concern to C&A over the current confusion concerning the implementation of EN280, can you explain those concerns?

PS: Yes, I believe that the industry as a whole has an opportunity with the publication of EN280 to break out of the current position where rental rates across Europe are un-commercial. As an industry, we should be very clear on promoting safety and the fastest possible adoption of EN280.

C&A: The main issue you have raised is the fact that machines CE approved prior to June 2002, are able to be sold without the final amendments to EN280.

PS: Yes, EN280 was developed by experts over many years, and while it may not be perfect, it is the best standard for safety we have. The industry as a whole should now be clear and promote its adoption rather than discussing the continuation of older approvals.

C&A: The main point here though is the full envelope overload device requirement, a late, politically motivated addition rather than a safety recommendation. And even when the requirement was added, most thought that it only applied to boom lifts. Many experts argue that these devices are not state-of-the-art, will increase costs, possibly slowing the uptake of powered platforms.

PS: I believe that anything we can do to improve safety should be done. I recall the crane industry 30 years ago, overload devices were not required. People argued against fitting them, but the reduction in accidents afterwards was significant, the arguments quickly disappeared.

As to the cost, most units are rented, a few hundred euros on the price of a machine translates into a small amount on a week's rental. If companies knew they had to upgrade their fleets in the next few years to meet EN280, they would be forced to charge viable rental rates.

Non profitable rental rates are bad for the industry, bad for safety, not only in that maintenance might suffer and machines might not be replaced as often, but also in terms of spreading the use of aerial work platforms. Ten years ago, we had a rental company in Paris, business was slow, we hired two young salesmen, gave them a few weeks training, set their basic pay low and paid them a percentage



Pierre Saubot, president of Pinguelly-Haulotte.

In an exclusive interview with Cranes & Access, Pierre Saubot, president of Pinguelly-Haulotte, expresses his concerns on the access industry's approach towards the EN280 standard and CE certification, and talks about the company's latest moves.

of the business they brought in. They were told not to go anywhere they saw platforms working and to only go to places not using platforms. Within three months we had a new customer base and everything was rented at good prices. They were all new users, we had spread the concept.

Today's rental rates, do not allow companies to hire good salesmen, so we are not finding new applications and promoting safety as fast as we should.

C&A: You reference crane overload devices, but crane operators frequently lift loads where they only had a vague notion of the weight, boom length and working radius on machines that had 20, 30 or 40 different lifting capacities. A work platform usually has a single lift capacity, the operator loads the platform and becomes part of the load thus is sensitive to the machines stability.

PS: Yes, but people still overload work platforms and now they might get used to machines with overload devices, and then rent a unit that does not have one, this could be a risk. It is not only the overload that I am referring to, it 's all of EN280.

If EN280 was mandatory on all new machines, in five years, most machines would fully comply, compared to maybe 20 per cent today.

C&A: Most manufacturers claim to have incorporated most, if not all EN280 requirements into their products and notified bodies have referenced the draft standard for years. It is largely overload devices that are excluded, and many manufacturers argue that such devices have minimal effect on safety.

PS: I am not sure about this, we know of producers who sell machines that are rated for impractical conditions. We should be very clear on the message we send. Others also have a role to play. Insurance companies could charge lower rates for full EN280 machines, or charge higher prices for older units.

The White Island

C&A: Most of our readers are located in the UK and Ireland. Could we talk about Haulotte's policies in those markets.

PS: In the UK we will very soon be moving to new premises, the current ones are basic, to say the least. This comes partly from our philosophy,

on the spot

1. Make Turnover,
2. Make Profit
3. Invest profit.

In the UK we now have good turnover and are making profits so it is time to move to more suitable premises. This will be before the end of the first quarter of 2004 for sure.

C&A: *In the UK and Ireland you have been criticised for supporting/funding UK Platforms as a start up. They have been accused of using your support to cut rental rates to unprofitable levels. Why did you follow this strategy and do you now think it was a mistake?*

PS: We did not enter the UK market with this in mind. When we started up we visited all of the rental companies trying to sell our products. The market was US-orientated and we were offering a European product with good performance at a lower price, but the answer was always "no thanks, sell to someone else and come back in a year or two". We got this response from everyone. The first few years we sold nothing. We then met the guys who wanted to set up UK Platforms/Ireland Access. We saw an opportunity to get started and increase our market share. We said: "OK, this way we get our products into the market and once people try them, they will ask other rental companies for them".

Sadly they cut rates to unprofitable levels, they are a private company, we had no control over them while they paid us. It is not what it should have been for sure.

C&A: *Most of your competitors are US-based. Haulotte produces everything within the euro zone. How do you see the fall of the dollar/rise of the euro affecting your strategies?*

PS: US companies pay more for their steel than the rest of the world. Most import European components which cost more. On the other side we buy US components which now cost less, so the actual impact is not as great as it seems. US manufacturers experienced far bigger drops in volume than us.

Our production went from 12,000 units to 10,000. Also, the euro is only at the same level today as it was in 1999. We are continually reducing our costs as we find better ways to organize production. You will notice that every year our cost of production falls. But we will make adjustments to our plan to take the currency into consideration.

"EN280 was developed by experts over many years, and while it may not be perfect, it is the best standard for safety we have. The industry as a whole should now be clear and promote its adoption"

Rental attack

C&A: *You recently surprised the aerial lift market by buying the rental company LEV. A few weeks on, how do you see this move?*

PS: Even though we knew LEV, the quality of the business has surprised us. Each day we are more convinced that it was right. It is already bringing value to the group.

C&A: *LEV has a large truck mounted platform fleet, will Haulotte become a truck mounted platform manufacturer?*

PS: We will be in the truck mounted market. LEV can help us, but only for the high volume models. We will not be a full line truck mounted producer.

C&A: *What about the claims that you bought LEV in order to have a place where you could put the hundreds of used machines that you are having to take back from bad finance deals?*

PS: When I hear these rumours I want to laugh. We have not made such silly agreements. We have been prudent and have only taken back a few machines. It is simply not true. We have many requests from people who think we have hundreds of such machines. We don't. We cannot meet that demand.

I have also heard the rumour that we bought LEV because we did not know what to do with all the new machines we are building. Again, not true. We have a three month delivery on most machines. I started in 1966 and I am not far from retirement. Why should I start doing things contrary to 37 years of business practice? It is too late for me to change.

C&A: *Do you have plans to make further acquisitions in the rental field?*

PS: If we have some good opportunities like LEV in terms of profit, then we will look at it. Since we bought LEV we have had calls from people asking if we are interested in other rental businesses. If it helps increase market share and profitability and fits with our strategies, then yes. We want to develop a real partnership with the rental industry. We are not in a hurry. We are constantly looking for opportunities. We do not wear blinkers.

C&A: *You have expressed the aim to earn 50 per cent of your revenue from non-access products, what are you doing to progress this?*

PS: Developing a full line of telehandlers, but we are also looking at other products.

C&A: *You introduced the Easy Crane. A very different product, how is that going?*

PS: We sold the first units quickly because they fitted a need perfectly. But it is a new concept; it took us seven years to get our platforms established and we still have a way to go. So it will take time.

C&A: *Finally to wrap up this interview, C&A would like to ask a few personal questions:*

What is your favourite book?

PS: Cyrano de Bergerac by Edmond Rostang.

C&A: *What is your favourite film?*

PS: Casablanca.

C&A: *What music do you listen to?*

PS: Sonata à Kreutzer (in French) by van Beethoven.

C&A: *What is your favourite gadget?*

PS: My sliding rule for calculations and my palm pilot for appointments.

C&A: *What is your favourite non work pastime/hobby?*

PS: To produce a good Jurancon wine and manage an association involved in school training for youngsters who are not able to follow normal schools.

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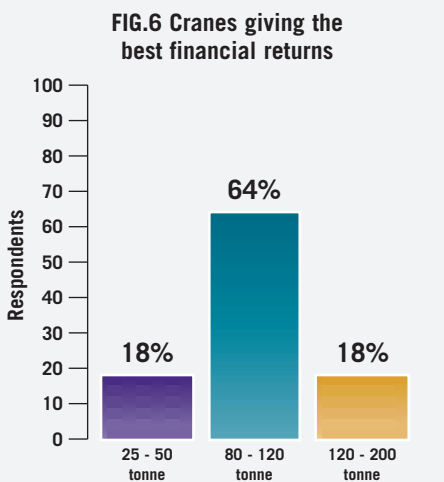
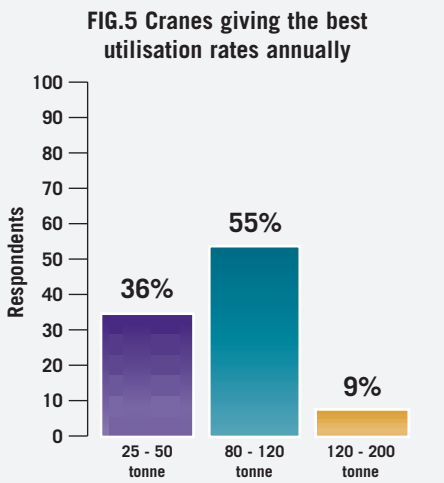
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Hire Rates Survey 2003

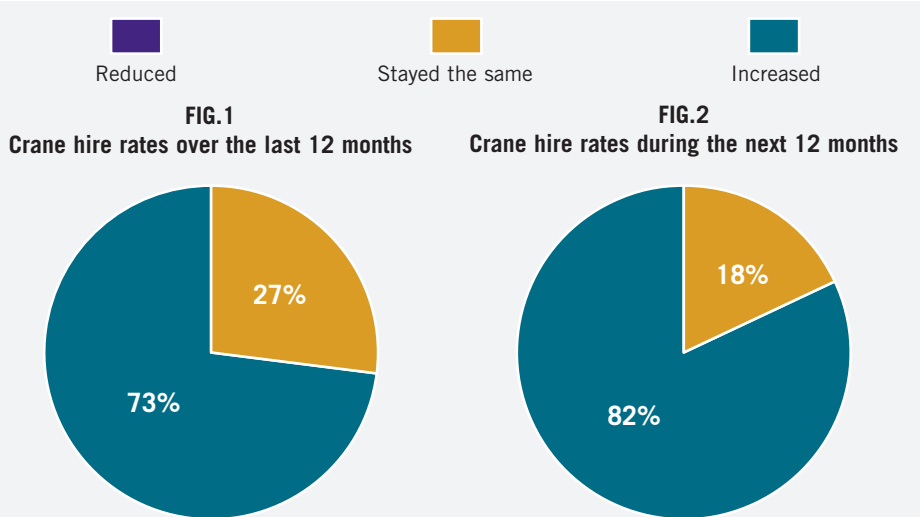
The C&A 2003 Hire Rates Survey has found that the majority of UK crane and access hire companies expect to invest more in new equipment during the next 12 months, while they predict that their hire rates will either stabilise or increase.

THE FOLLOWING two charts show which capacity cranes have provided our respondents with the best utilisation rates, against those which have given the best financial returns for the past 12 months.



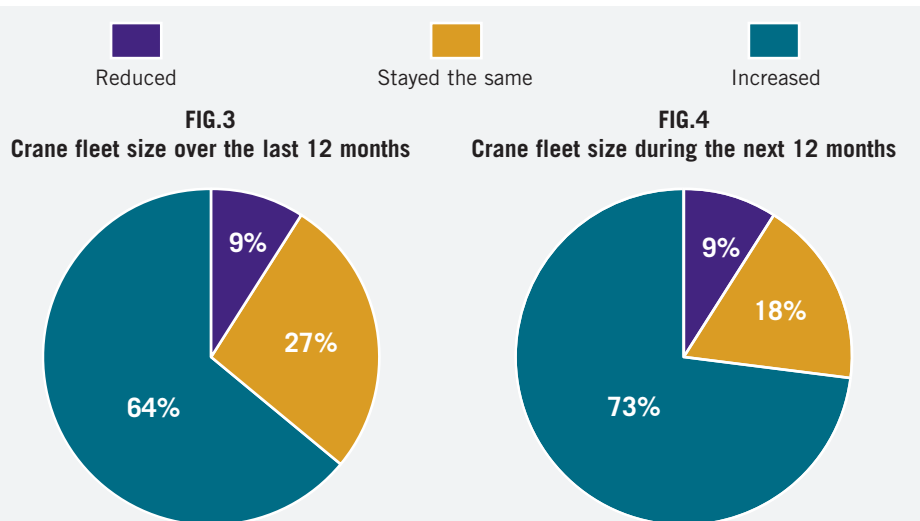
CRANE RATES

THE FIRST two questions put forward to UK and Ireland crane hire companies taking in part in this year's survey were firstly, what happened to their hire rates in the past year, and secondly, which direction they thought their hire rates would follow during the next 12 months.



COMMENT: According to the first chart, not one crane hire company in the UK or Ireland has seen its hire rates fall over the last 12 months, and only 27 per cent have seen their rates stabilise. The number of respondents that found their rates increase during the last 12 months, on the other hand, has almost doubled compared to a figure of 40 per cent recorded for the 12 month period prior to the last C&A Hire Rates Survey completed in January 2002. And, the trend seems set to continue over the next 12 months with a massive 82 per cent of the 2003 survey believing that their rates will increase further.

THE STATE of an industry at any given period can almost always be discerned by looking at how much is being invested by those companies involved. In our second chart, we asked our respondents about their fleet sizes over the past 12 months, and then asked them what they are planning for 2004.



COMMENT: Only 9 per cent of our survey reported a decrease in their fleet sizes over the past 12 months. In the 2002 survey, only 27 per cent of respondents thought that they would increase their fleet size. Less than two years on, however, and the actual reported figure is somewhat different at 64 per cent. And again, according to this year's respondents, it is a trend that shows no sign of slowing as 73 per cent believe that they will further boost their fleet sizes in 2004.

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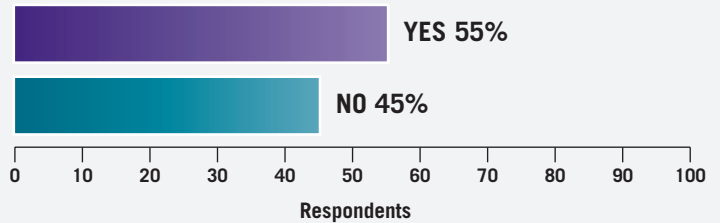
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IN THE next chart we get rather more personal with our respondents and a hit a bit closer to home with the question, would you recommend the crane hire industry to you children? In our 2001 survey, an enthusiastic 70 per cent of respondents said 'yes'. In 2002, a slightly less optimistic crowd amounted to 58 per cent in favour of the 'yes' vote. This year the decline has continued but still over 50 per cent of respondents placed confidence in the industry.

FIG.7 Would you recommend the crane hire industry to your children?



NOW WE move on to the most popular part of the survey, the breaking down of the rates that crane hire companies across the UK and Ireland have been charging you over the past 12 months. The figures are calculated from our respondent's average weekly mobile crane hire charges.

FIG.8 Average weekly hire rates for mobile cranes

Capacity	Lowest weekly rate	Highest weekly rate	Average weekly rate
50 tonne	£1,750	£3,500	£2,692
100 tonne	£4,500	£7,250	£5,382
150 tonne	£5,500	£9,800	£7,518

COMMENT: Compared with our 2002 survey, this year's figures suggest that hire rates have increased considerably for each mobile crane capacity. By far the largest increase is for 100 tonne capacity cranes. The survey suggests a massive 20 per cent jump in hire rates, from £4,296 recorded for the 12 month period prior to January 2002, to £5,382 for the corresponding period of 2003. The second biggest increase is for 50 tonne mobiles, which indicate a 15 per cent jump, from £2,278, to £2,692 during the corresponding periods. Hire rates for 150 tonne mobiles also represent an increase, this time of 11 per cent, from £6683 reported in 2002, to £7518 covering the 2003 period.



INDUSTRY COMMENTS

"It's depressing."

CRANE PROFESSIONAL

"People have been saying that the Irish "Celtic Tiger" is over. Not so fast Jack! I and my competitors have so much work on we find it hard to believe. Looking two to three years ahead, there's enough work in the pipeline to keep us all very busy."

CRANE PROFESSIONAL (IRELAND)

"More consolidation is required and there are many companies out there that are over-borrowed."

CRANE PROFESSIONAL

"Our operator costs will increase significantly over the next twelve months. Also, as the euro strengthens, the cost of new cranes will also rise. It's imperative that the industry recovers these costs, or further crane hirers will go out of business."

CRANE PROFESSIONAL



ACCESS RATES

THE ACCESS segment of the 2003 Hire Rates Survey has been beefed-up this year to include numerous additional categories under the 'average weekly hire rates' section. The following charts have been researched to give the reader an idea of what has happened to hire rates for access equipment during the past 12 months, and also a look into what the industry's platform hire companies are expecting to happen in the following 12 months.

■ Reduced
 ■ Stayed the same
 ■ Increased

FIG.9
Access hire rates
during the last 12 months

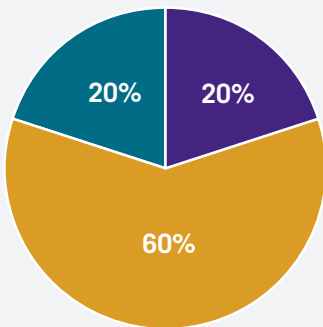
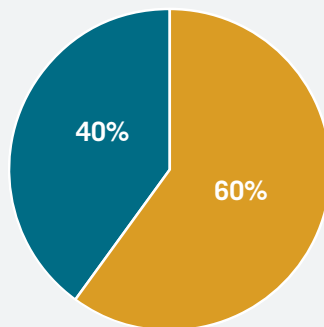


FIG.10
Access hire rates
during the next 12 months



Comment: In the 2002 survey, the majority of respondents were right to believe that hire rates would either increase, or at least stay the same for the 2003 period. What they did not account for, on the other hand, was a reduction in hire rates by nearly a quarter of this year's respondents during the same period. For the next 12 months, thought is divided between just two camps, the larger expecting rates to stabilise, and the minority, but still 40 per cent, expecting an increase.

■ Reduced
 ■ Stayed the same
 ■ Increased

FIG.11
Access fleet sizes
during the last 12 months

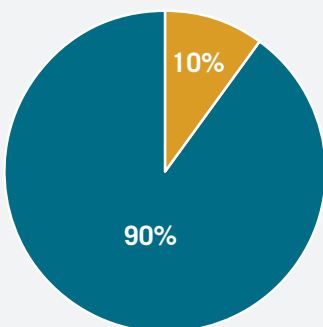
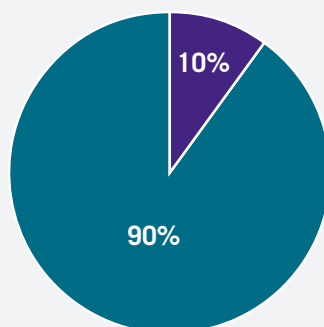


FIG.12
Access fleet sizes
during the next 12 months



COMMENT: 100 per cent of respondents in 2002 were expecting to increase their fleet sizes during the year that followed. 12 months on and an overwhelming majority of the 2003 survey have continued to bring substantial amounts of equipment onto the UK's and Ireland's platform hire markets. Not one company reduced its platform fleet during 2003 and does not seem likely to in 2004, as 90 per cent of respondents believe that their fleet numbers will expand even further.

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INDUSTRY COMMENTS

"Poor hire rates due to UK/England access industry."

ACCESS PROFESSIONAL (IRELAND)

"There is still a margin to be made if companies hold their nerve and achieve a realistic rate of 1.5 per cent of capital cost of kit for small electric scissors and 1 per cent for larger kit. Companies should return to selling service, not just cheap rates."

ACCESS PROFESSIONAL

"Nothing much changes."

ACCESS PROFESSIONAL

"As long as we see a dramatic reduction of badly run access companies - and there are plenty, we may see the good times return. However, I am not holding my breath. Only well run companies like ours and one or two others will continue to do well. In short, we have a lack of good sense businessmen running the industry."

ACCESS PROFESSIONAL

"Why not ask everyone for a copy of their latest audited accounts, send them to one of the leading asset finance companies and see how enthusiastic they are to lend? As ever, too many companies are on a "revenue ego-trip" at the expense of profitability for the access hire industry as a whole."

ACCESS PROFESSIONAL

"Too many companies panic when utilisation rates fall and cut their hire rates."

ACCESS PROFESSIONAL

AS WITH previous years we have a good amount of lively comments from our respondents, some of which we have published throughout the feature. The surprising point is that, particularly with the access industry, the comments are far more negative than you would expect from the survey results. Essentially rates have largely been stable, they are expected to increase and more respondents would recommend the business to their children, yet most of the comments are highly critical of the industry in the UK and Ireland. ■

CRANES & access

ONCE AGAIN, as applied in the crane section, the next two charts compare the platforms that hire companies believe have given them the best utilisation rates during the past 12 months, compared to those giving the best financial returns.

FIG.13 Platforms giving the best utilisation rates annually

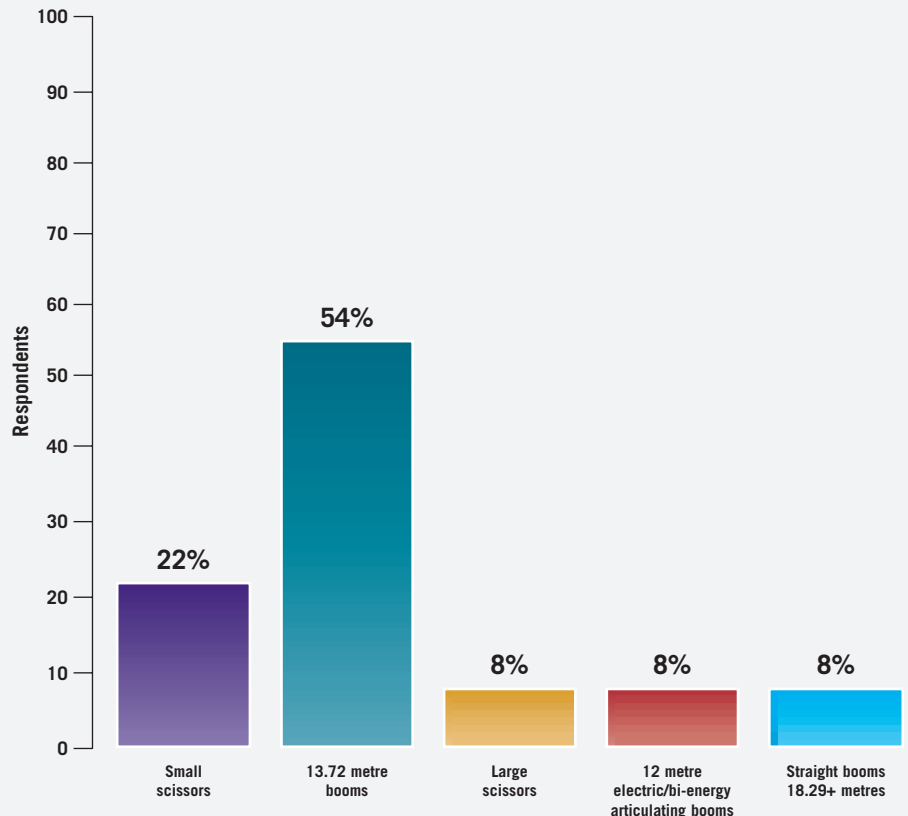
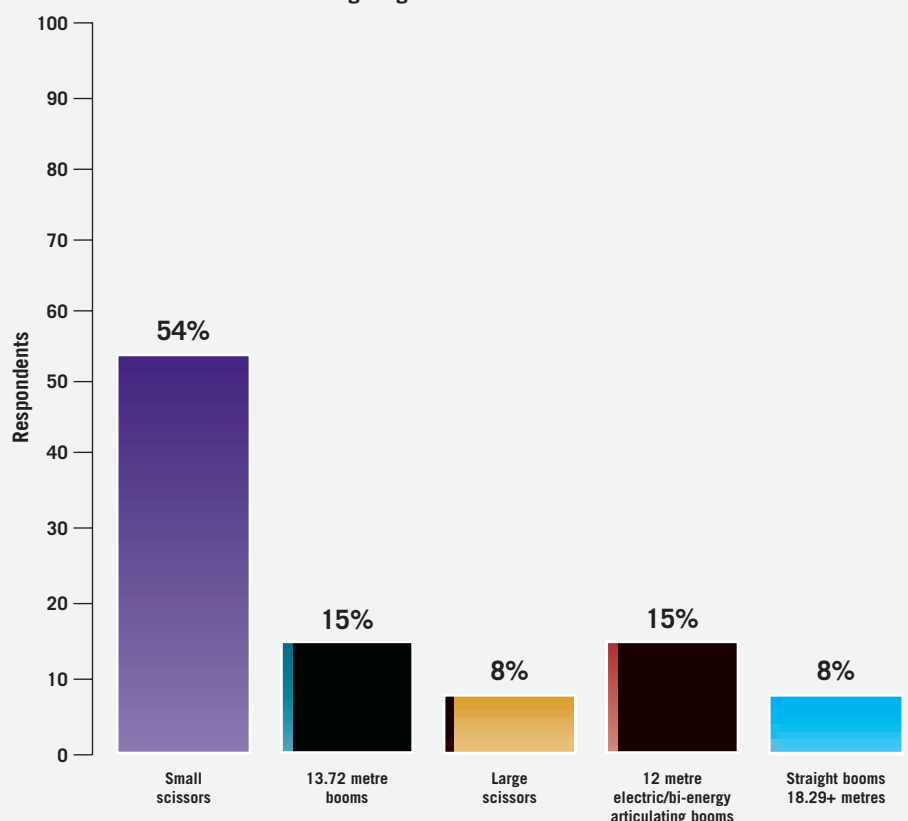


FIG.14 Platforms giving the best utilisation financial return

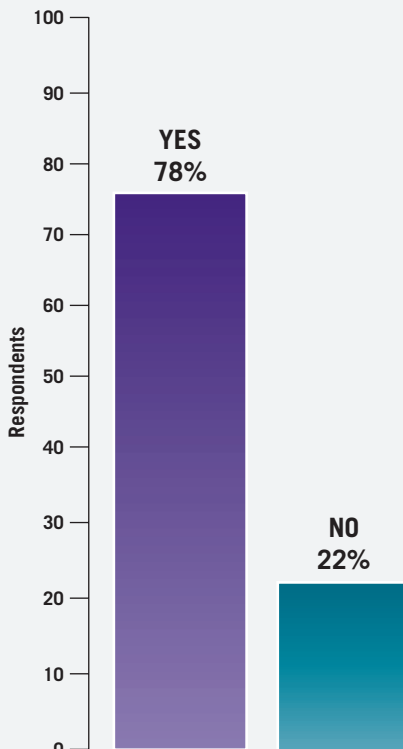




(Above) Hewden Instant Access currently operates a fleet in excess of 2000 units and reported a total investment figure of £8 million in new plant in 2003.

JUST AS with the crane industry, we once again get personal with the crunch question – would you put your business where your mouth is and recommend the access industry to your children?

FIG.15 Would you recommend the access industry to your children?



COMMENT: The tables have certainly turned this year as an optimistic 78 per cent of respondents say that they would not be unhappy to see their offspring enter the access industry. In 2002, just 40 per cent gave their consent.

(Right) Emerson Crane Hire says that it has invested a total of £1.6 million in new crantage during the last 12 months.

NOW THE charts that the hire rates survey was designed for. Here we turn our attention to see what has been happening to hire rates for various categories of access equipment during the last 12 months. The following charts show the average weekly platform hire rates that have been, and are presently being charged by hire companies throughout both the UK and Ireland.

Fig 16. Average weekly hire rates for scissors

SCISSORS	LOWEST WEEKLY RATE	HIGHEST WEEKLY RATE	AVERAGE WEEKLY RATE
under 5 metres	£65	£100	£79
6 metres	£85	£225	£126
8 metres	£100	£270	£164
10 metre compact	£120	£330	£196
10 metres plus	£190	£300	£230

SCISSORS DIESEL BI-ENERGY

8 – 10 metres	£110	£240	£170
10 – 14 metres	£140	£420	£260
14 metres plus	£160	£550	£327

Fig 17. Average weekly hire rates for booms

ELECTRIC BOOMS	LOWEST WEEKLY RATE	HIGHEST WEEKLY RATE	AVERAGE WEEKLY RATE
under 11 metres	£190	£380	£294
10 – 14 metres	£200	£420	£304
14 metres plus	£220	£450	£329

ROUGH TERRAIN ARTICULATING BOOMS

15 – 16 metres	£210	£570	£324
20 – 25 metres	£290	£450	£335
25 metres plus	£490	£523	£504

STRAIGHT BOOMS

under 17 metres	£200	£570	£363
18 – 23 metres	£300	£600	£386
25 – 29 metres	£450	£900	£601
30 metres	£750	£1,045	£865



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CRANES & access

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MASTCLIMBERS & HOISTS



This single mast Malmqvist high climber MA-2000 with a new W-shaped platform deck was set to a platform length of 8.2 metres and a platform height of 45 metres for work on the Trelleborg water tower in southern Sweden.

Since the 1980s the mast climbing work platform has seen a number of changes, not only in its popularity but also in the legislation that it is controlled by. Mike Pitt of Mast Climbing Platforms reports for *C&A*.

UK Standard

ALMOST SINCE day one in the early 1980's, when the first mast climbing work platforms were being used in the UK, there have always been a few people working on the legislation for their safe use. This has resulted in the mast climbing industry's British Standard Code of practise BS 7981.

The focus of these working committees over several years has been to assist contractors and developers to exploit the cost savings and safety advantages offered by mast climbing work platforms compared to traditional façade scaffold.

Much of what these committees have achieved is now available in the BS7981 Code of Practice for Installation, Maintenance, Thorough Examination and Safe Use of Mast Climbing Work Platforms (MCWPs). The Code provides a comprehensive guidance to every facet of the application of MCWPs.

It was originally based on a Health & Safety Executive (HSE) guidance note published in 1984 but has been developed to clarify the safe use of work platforms and to enhance its use throughout the UK. Andrew Reid, managing director of Mastclimbers UK has chaired the Bsi select committee with the HSE and Bsi on the redrafting of the new Standard.

MASTCLIMBER FACTS

Throughout the world there are approximately 30 to 35 mast climber manufacturing companies based in Austria, Canada, Czech Republic, Finland, France, Germany, Holland, Italy, Singapore, Spain, Sweden, the UAE and the US. Some of these have sub-manufacturing operations in Central Europe and beyond. Italy is home to the largest number of manufacturers.

With over 800 machines in the UK the manufacturers represented include Intervect (including the brands of Alimak, Cimar and Hek), Safi, Scancrawler, Maber and Haki.

MAJOR RENTAL COMPANIES

Mastclimbers UK (650 units)
Mastclimbers Ireland (35 units)
Sovereign Access (109 units)



Based in Atlanta in the US, Mike Pitt has been involved in the mast climbing industry for over 20 years and is currently a self-employed salesman and consultant to the industry, supplying new and used mast climbing platforms, construction hoists and general access equipment around the world.

"It clarifies the criteria of training, methods and procedures for the people involved in carrying out the tasks," says Reid. "It also clarifies the distinct health and safety criteria for the installation of the products and eliminates a tree of paperwork at the tendering stage."

Incorporating the installation, maintenance, thorough examination and safe use of mast climbing work platforms, the Standard enables main contractors to specify the type of men and material access required when going out to tender.

A crucial area is the specialist task of installation, which demands skill and experience. The Code quantifies exactly what is required in this respect and the requisite training is already encompassed within the IPAF-Approved Training Scheme and covers installers, operators and demonstrators of MCWPs.

Experts from rental companies, manufacturers and safety officers all contributed to the rewriting of this standard through various working committees and meetings. In the future it will significantly enhance site safety by eliminating procedural confusion.

It is hoped that the code will eventually be elevated to European Standard status and subsequently an ISO (International Standard) and all those involved will continue to promote its wider use.

Already in place is the European standard BS/EN 1495:1998 - The mast climbing work platform standard for the design and manufacture, which was put together by a select committee including European manufacturers and safety officers.

Other countries have adopted these standards either in their entirety or at least partially, but

both standards are quickly becoming the benchmark that aims to further promote the safe use of mast climbing work platforms throughout the industry.

BS EN 1495

British & European Standard for Design Specifications for Mast Climbing Work Platforms, BS EN 1495, specifies the specific safety requirements for MCWPs either permanently or temporarily installed, manually or power operated and which are used by one or more persons from which to carry out work. Such work platforms are used to move those same persons and their equipment and materials to and from their working levels with access onto and off of the platform limited to one point.

The legislation covers special safety requirements for MCWPs, the design, and hazards arising during the various phases in the life of equipment and describes methods for the elimination or reduction of these hazards and safe working procedures. ■

UK Construction Hoist benchmark

IT HAS been several years now since the Construction Hoist Interest Group (CHIG) of the UK's Construction Plant-hire Association first addressed the lack of common standard practice among hire companies and contractors with regards to the installation and thorough examination of construction hoists on UK job sites. July 2003, however, saw the publication of the "CPA Best Practice Guide Inspection, Thorough Examination and Maintenance of Construction Hoist", which for the first time clarifies the share of responsibilities between the hire company and the contractor and gives substantial practical advice on meeting the requirements of the law.

"Prior to publication, there was no common ground between hoist installation and thorough examination," says John Varcoe, safety, technical and training manager at the CPA.

“Some hoist hire companies would only install hoists, leaving scaffolders to continue to use the equipment to erect scaffolding and hang the landing gates themselves. Methods varied from region to region and opinions differed on the best and safest installation practice, when and how to complete the initial thorough examination and the subsequent in-service inspections and on-going thorough examinations.

“It took two years to write the standards and for the Health & Safety Executive (HSE) to agree to them,” he continues. “But working closely together, the guide was completed and we now have an industry standard that covers

the UK, Scotland and Northern Ireland.”

The guidance is for the benefit of both plant hire companies and contractors and details thorough examination after installation, in-service thorough examination, daily pre-use checks, weekly inspections, and the maintenance of construction hoists.

However, some contractors are still guilty of neglecting the scaffolding design, the hoist interface, hoist base and tie loads, ground preparation, power requirements, loading and unloading issues, thorough examination and the training of operators.

Since the CDM regulations were introduced, the installation of hoists needs

to be considered, discussed and tendered earlier in the planning process. Planning to hire a hoist is an involved process dealing with a number of different people, all of whom contribute to ensure that any newly completed installation is safe prior to the hoist being put into service.

According to the CPA, the new guide is likely to have far reaching consequences on current practices, which vary from region to region across the country. The required law hasn't changed, but this is the first time that the hire sector has joined with the HSE to decide on how best to meet its legal requirements. ■

Mastclimbers slant on safety



ACCORDING TO the International Powered Access Federation, since 1989 it has recorded an average of less than 2 accidents per year. Seven per cent of these were attributed to maintenance; 43 per cent occurred during erection and dismantling and 46 per cent were down to operator use. Compare this to the thousands of injuries and over 900 fatalities over the past 10 years within the construction industry as a whole, this demonstrates the relative safety of MCWPs, which are often working at heights in excess of 100 metres. Here, Andrew Reid, founder and managing director of Mastclimbers UK, highlights some of the key safety features built into the latest generation of machines.



LIMIT SWITCHES (A): Top, bottom and ultimate limit switches make contact with striker plates fitted to the mast sections and electronically isolate the platform to prevent travel beyond the striker plate.



MAST PROXIMITY SWITCH (B): Primarily for erection purposes, this prevents the platform driving off the top of the mast in the absence of a top mast. It also acts as a back-up system for the top mast limit switch and electrically isolates the platform power in the event that the mast section above the platform is not detected.

LEVELLING SYSTEM (C): In the twin configuration all MCWPs will have a levelling system activated to maintain a horizontal platform during travel. When the platform begins to move out of the level position, the limit switches are activated by the centre span deck modules, and isolate the power on one drive unit, allowing the other to 'catch-up' to the same level. Power will be restored once a level platform has been achieved, allowing normal movement to continue.

EMERGENCY STOP BUTTON: Fitted to all platforms to electrically isolate power to the platform.

DIRECTIONAL CONTROLS: 'Dead Man Type' directional controls only allow platform movement if the user activates either a button or lever.



GATE INTERLOCK LIMIT (D): Limit switches which electrically isolate the platform's drive system, preventing operation while the access gate is opened.

MANUAL DESCENT (E): In the event of a loss of power while the platform is in an elevated position, hand brake release systems manually release the primary braking system and allow the platform to descend in a controlled manner.

OVER SPEED SAFETY BRAKE: In the event that the primary braking system has failed and the platform begins to freefall, a gravity activated braking system will engage to prevent the platform descending to the ground in an uncontrolled manner.

*The safety features appear courtesy of Mastclimbers Ltd and are taken from their 'Site Safety Guide', which is now published by, and available from IPAF as the industry safety guide. The 50 page booklet is issued to persons attending Mastclimbers' IPAF Approved Training Courses.



Mastclimbers buys A-Plant fleet

EARLIER IN the year, Mastclimbers purchased a fleet of around 140 mastclimbers, along with ongoing contracts at the time, for a disclosed sum of £1.4 million from UK rental company A-Plant, the UK subsidiary of the Ashted Group. The purchase boosted Glasgow-based Mastclimbers' fleet to in excess of 650 units, making one of the world's largest specialist hire contractors in the mast climbing sector.

Scanclimber says that its SC 5000 mast climber adapts to the changing size of wind turbine masts during their construction by utilising ballast weights that press the platform against the mast.



Numerous mast climber and hoist products have entered the market during the past 6 months. Here we take a look at some of the latest.

On the up

THE INTERMAT exhibition held earlier in the year was the main venue for the majority of this year's new product launches in the mast climber and hoist sector. Finland's Scaninta Nokia launched its own assault in the sector with the introduction of its Scanclimber SC20032 personnel/material hoists, first seen at the Paris show. The unit is a larger version of the company's 1.5 tonne payload unit. The smaller SC1532 is capable of transporting up to 18 people in its 1.51 x 3.2 x 2.1 metre cage at a maximum speed of 39 metres per minute to a maximum lift height of 300 metres. The company has allocated a free standing lift height of 20 metres, which is also the anchoring distance of the mast. The lifting unit itself comprises two 9.2 kilowatt,

top drive motors, which are replaced for two slightly more powerful 11 kilowatt units on the larger SC 2032F.

The SC 2032F can transport 24 people in its larger cage at the slightly slower speed of 36 metres per minute, while its maximum height is reduced by 50 per cent to 150 metres. Its free standing height is 5 metres less at 15 metres with a reduced anchoring height of 13.2 metres. The unit uses the same mast sections as the SC1532.

Also developed by the company is a trailer mounted mastclimber that can be transported between job sites using a car or van. The SC1000 is a 10.5 metre long platform mounted on a towable trailer chassis with brakes, capable of being towed at up



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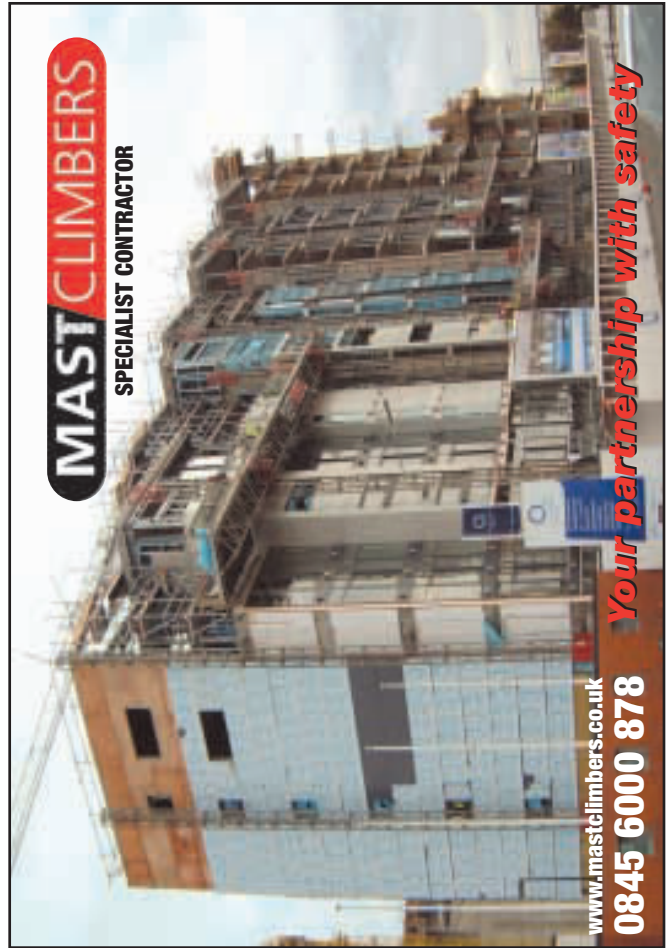
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Geda has kept the cost of its MCP 750 and 1500 mast climber units down by incorporating standard scaffold elements into the design of the platform's supporting frame.



to 80 kilometres per hour with a 20 metre mast section.

Electroelsa specifically targeted rental companies with the launch of its own towable version earlier in the year. The EP 3125T is a trailer mounted unit, and like the Scanclimber unit, can be easily transported from site-to-site by car.

Germany-based Geda has concentrated on reducing the bulkiness of traditional platforms in transit and making erecting and dismantling the platform as easy as possible with the introduction of its MCP 750 and 1500 mast climber units, also dubbed, 'the electric scaffold'. The platform's supporting frame is made of standard scaffold elements which are attached to each other via tube connectors. The floor of the platform itself is made up of scaffold planks, while lateral protection is provided by boards, intermediate rails and hand rails, hung from a vertical framework.

The 5.6 metre long platform on the smaller MCP 750 single mast unit provides a 0.75 tonne capacity, while the twin-mast MCP 1500 utilises a bigger 16 metre, 1.5 tonne payload version. Both configurations work to a maximum 100-metre mast erection height made up of 1.5 metre individual mast sections and a lifting speed of 9 or 10.8 metres per minute using 400 or 480 volts respectively.

From The Netherlands-based De Jong's Liften comes a 1.5 tonne capacity transport platform, which can also be used as a builders hoist, allowing the transport speed to be doubled. The MP1500 transport platform has 1.5 x 4.2 metres of platform space and is capable of housing up to 8 persons in a single lift.

A somewhat more unique system was introduced by Italian manufacturer Safi. Its TST-500 was launched as brand new concept for providing access in the final stages of tunnelling projects. The system is a rack and pinion system with hydraulic control, which is composed of a platform with a gearbox drive unit which runs on two



(Left) Safi's TST-500 CE has been developed for the final stages of tunnelling applications.

curved guides designed with racks to lead the platform's movement around the tunnel. The horizontal movement of the platform is maintained by a hydraulic system that adjusts the level of the operator to the best working position.

C&A



Electroelsa has specifically targeted rental companies with the launch of its towable mast climber, EP 3125T.

The Italian job

Launched at SAIE, Dieci's 2.6 tonne capacity Dedalus 26.6 is now the most compact machine in the Dieci range.



ITALY-BASED telehandler manufacturer Dieci has said that construction of its brand new €20 million (UK£14 million) production facility is set to begin in Spring, 2004. The new 100,000 square metre complex will initially feature a 28,000 square metre covered factory comprising four separate production lines.

The company is currently located at its Reggio Emilia location in Italy where 685 telehandlers were produced in 2002/3, accounting for an annual turnover of €53 million (£33.96 million).

Ciro Correggi, vice president at Dieci said that the company has set a 3000 machines per year target at the new facility, telehandlers accounting for 80 plus per cent. Production is expected to begin by September 2005.

The company also launched three new telehandler models at the SAIE exhibition. The compact 2.6 tonne capacity Dedalus 26.6 is a 6.6 metre working height machine with a two-section boom, with the option of a 74-kilowatt intercooler or 88-kilowatt intercooler engine.

The bigger compact Runner 35.10 features a 3-section boom capable of lifting 3 tonnes at 9.8 metres and 3.5 tonnes at 7 metres. The third model joins Dieci's existing 16 metre working height class machines and has been specially designed for the UK market where demand is strong for a 17 metre machine. Comprising a 4-section fixed boom, the unit can lift a maximum load of 4 tonnes.

Also, a brand new cab design incorporates double joystick operation and a hydraulic flow management system which allows the simultaneous operation of five movements. Initially, the cab will only be available for mounting on Dieci's continuous rotation telehandlers.

A new 6.5 metre extension boom with basket, dubbed the 'positive/negative boom', was also exhibited, designed for underbridge work from above roads. The boom is compatible with both fixed and continuous rotation machines and, in addition to the 360 degree rotation available when used with continuous rotation machines, a further 400 degree arm rotation is provided by the boom system itself. ■

Italy's lifting equipment manufacturers didn't seem to take much convincing of the importance of the country's, and Europe's, largest construction equipment exhibition this year. Indeed, many of the new products on show at SAIE 2003 came from Italy's home-grown producers.



SAIE

TWO OF Europe's prominent telehandler producers, Manitou Construzione Industriali and Dieci, were among those that introduced brand new telehandler products at the show, both of which also announced heavy investment in their Italian telehandler production operations. The full reports can be seen on each side of this feature.

Another of Italy's finest, Merlo, also used SAIE to introduce the crowds to a prototype of its new 25 metre lift height 40.25 continuous roto model with a five-section boom. The 4 tonne capacity unit is capable of lifting 1.5 tonnes at its maximum height and can reach out to 8.2 metres with its maximum load. Most significant, says Merlo, is a new cab design that features a tilt capacity of up to 13 degrees. The unit will be available at the beginning of next year.

Komatsu also showcased a prototype of its own all-new 12.7 metre working height, 3.3 tonne lift capacity WH613 telehandler.

The unit will be introduced as part of a new telehandler line, available towards the middle/end of next year. Terex also unveiled preliminary details of three new additions to its telelift telehandler series, the 6 metre lift height, 2.5 tonne capacity 2506, and the two larger 4 tonne capacity 4015 and 4017 units with respective lift heights of 15 and 17 metres.

As is always expected at SAIE, the industry's knuckle boom manufacturers put on a grand display. Palfinger plated-up the latest additions to its Performance range, the PK 27002, and two new additions to its Compact range, the PK 2700 and PK 3200, suitable for use on smaller commercial vehicles. Also launched was the PKK 12500, the first crane to be launched from the company's new cost-efficient Advantage knuckle boom generation.

Effer introduced no less than six new knuckle booms in the 11, 70, 120 and 140 tonne/metre classes, while Fassi impressed



Autogrif Rigo's 65 tonne capacity RTT 654.



Komatsu's 13 metre working height class WH613

Manitou moves in Italy



The MRT assembly line at MCI's new Castelfranco facility.

MANITOU CONSTRUZIONE Industriali (MCI) officially cut the ribbon of its new 36,000 square metre telehandler assembly facility last month at its new location in Castelfranco, Emilia Province, Italy.

The €17 million (UK£11.83 million) factory will retain a focus on the assembly and distribution of Manitou's 25-strong Maniscopic telescopic forklift line, comprising the MRT rotation machines, the MHT heavy-duty forklifts and the MVT range of hydraulic transmission machines. Approximately 1380 machines rolled off of MCI's assembly lines last year, but the company prefers a figure closer to the 1300 mark for 2003, while retaining a new model development rate of two to three machines per year.

Space has been allocated on the new Castelfranco assembly lines for three brand new Maniscopic telehandler models, introduced for the first time at the facility's opening, and also publicly exhibited for the first time at the corresponding SAIE exhibition.

Arguably the most significant introduction was what is now Manitou's largest telehandler, the MRT 2540 Turbo. The machine provides a 25 metre lift height, a 4 tonne lift capacity and falls into what Manitou has dubbed its 'three-in-one' range due to each machine's capacity to be used as either a telehandler, rough terrain crane or access platform.

Also introduced were the MVT 665T and 675T hydraulic transmission, heavy duty industrial Maniscopics. Both machines have 6 metre maximum lift heights, but vary by a 6.5 tonne lift capacity and a 7.5 tonne lift capacity as suggested by the allocated names. Both models feature 4-wheel drive and steer, are powered by a Perkins 1004.40 Turbo (106 horsepower) diesel engine and boast reinforced chassis' to allow for a heavier boom. ■

Full story on www.Vertikal.net

Roots



Fassi impressed with its usual display of its complete product line-up of knuckle booms.

with its usual display of its complete product line, which this year included the new eight-section hydraulic boom versions of its F800AXP and F1500AXP combined with the L506 and L516 jibs respectively.

Most of the new access equipment at the show was reserved for the smaller Italian producers, such as Palazzani with its new 23 metre track mounted Ragno TSJ 23 prototype platform, and Tuepen which introduced its new 10 metre Moskito trailer mounted unit. Barin was present with its new 44 metre AP44/28 truck mount designed for mounting on 25 tonne chassis, while OP Pagliero has targeted the 3.5 tonne and 7.5 tonne chassis sectors with its 22 metre height 220 ALU AZ and 25 metre working height MJ 250 AF respectively. It has to be

said that the majority of displays from the full-line access manufacturers were set up for a second time this year, following the Intermat exhibition in Paris earlier in the year. Something that could also be said for most of the major crane manufacturers.

Liebherr for one failed to show a single crane due to what the company put down to a lack of stand space. Italy's Autogrù Rigo on the other hand managed the launch of a 65 tonne capacity all terrain taxi crane. The four-axle RTT 654 features a five-section telescopic boom which telescopes from 10.2 to 40 metres and has been designed to give customers fast, productive set-up times. Lattice extensions of 10 and 17 metres are also available.

The first 60 tonne ATF 60-3 to be sold into Italy was the sole crane on Tadano's stand, decorated in the livery of its owner, Udine-based rental company, Triventa. Fellow Italy-based rental company Runco of Consenza also officially received another first for Italy, this time, Grove's flagship 450 tonne capacity GMK7450. The German-built machine was also launched in Europe at Intermat and sold through Grove's Italian distributor Fimi of Porto d'Ascoli.

Whether the Italian construction equipment market retains its number one position in Europe this year, as is expected, is still yet to be seen. It remains at present, however, Europe's largest and Italy's own smaller manufacturers certainly seemed to take SAIE by the horns this year to make up for the lack of new product launches from the bigger international lifting equipment players, the majority of which have bigger plans for bauma taking place in Munich, Germany in March and April next year.

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The Group



Terex Demag's awesome 1250 tonne capacity crawler crane with just the 1000 tonnes of counterweight turned heads at the at the company's recent Zweibrücken facility open day.

Tracking progress

TAKING INTO account the above-mentioned clouded market conditions, a particularly active year this year in terms of crawler crane activity hardly seems like a fair reflection. But you only have to go back as far as the Spring and across the channel for a bit of reassurance from the convincing display provided by the Intermat contingent that all is not lost.

Manitowoc used the show to announce production plans of its new 250 capacity 15000 crawler crane. The unit is Manitowoc's first European model and is currently being produced at MCG's Grove facility in Wilhelmshaven Germany. The first unit is expected to roll of the production line by the end of the year in a bid to improve the group's presence in the EMEA region.

Senior vice president worldwide marketing and product support at Manitowoc Crane Group, Larry Weyers, told *C&A* that the decision to produce the machine in Europe was a huge step for the company and is a strong message of commitment to its European customers.

Weyers also suggests that something bigger than the 15000 is already in Manitowoc's pipeline. "The doors have recently been enlarged at Wilhelmshaven, but not for production of the

model 15000," he says. Visitors to Bauma in March next year can expect to see the 15000 on show in its full glory.

Also showcased at Intermat was Manitowoc's massive 18000 crawler version. US-based heavy lift specialist Lampson International was among the first customers earlier in the year to take delivery of the 600 tonne capacity machine, which was shipped to Australia in May to start work on its first project.

The Model 18000 was launched last December and fills a gap between Manitowoc's 272 tonne Model 2250 and its 750 tonne Model 21000. Reach capabilities vary from 36.5 metres up to 185 metres depending on how the crane is rigged, while transportation was a key element in the design process. Manitowoc's engineers have ensured that no single component weighs over 40 tonnes

Also seen for the first time at Intermat was Demag's watered-down version of its 300 tonne class CC 1880-1, the 275 tonne capacity CC 1500. The unit is based on the technology of the former crawler but without the Superlift attachment and less counterweight to produce an altogether lighter crane. The unit will primarily compete in

Numerous additions from the lifting community's crawler crane producers this year means that competition in a sluggish sector is as tough as ever. *C&A* looks at what's new on the market.

the US with Manitowoc's 999 and with Liebherr's 280 tonne capacity LR 1280 in Europe.

The product of the first phase of the European slant of Terex's agreement with IHI in Japan was also showcased in the 70 tonne capacity CC 280-1, prior to testing for conformity to European regulations. Terex has a long-standing agreement to sell IHI crawler cranes through Terex American in the US, which has now been extended to Europe, including the UK. The CC 280-1, built by IHI for Terex Demag in Japan, was shown fully certified for the European market at Terex-Demag's open day held recently at its Zweibrücken facility in Germany. A total of five crawler cranes will complete the line-up in the 50 to 200 tonne class under the agreement with IHI.

Also on show in Zweibrücken was an updated version of the CC 2800, the 600 tonne capacity CC 2800-1. The unit was displayed with a new hydraulic cylinder counterweight carrier which gives more flexibility when changing load radii, and Demag's IC-1 control system which allows the crane operator to access load charts in-between fixed angle positions of the crane's boom configurations.

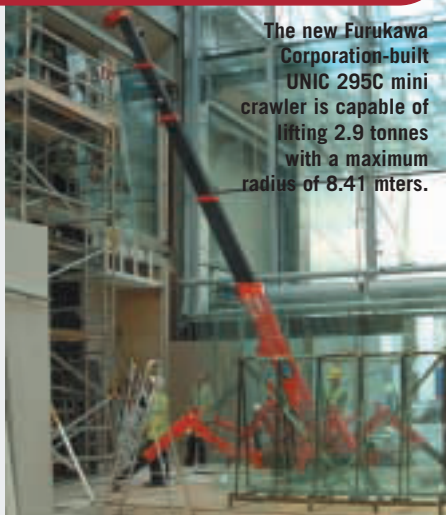
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ACCORDING TO Jos Verhulst of Kobelco Construction Machinery Europe, Kobelco's new 400 tonne capacity CKE4000 easily outlifts most other crawlers in the 400 tonne class, "even the 450 tonne Demag CC2500," he says.

The unit can lift 400 tonnes at a 5 metre radius and is now Kobelco's largest crawler crane to date. A 96 metre main boom and luffing jib configuration gives a maximum boom length of 132 metres, while in super heavy lift (SHL) configuration, the maximum combined length stretches further to 144 metres. In this configuration, the CKE4000 can lift 350 tonnes at a 14 metre radius. The unit is pictured here on the test-bed in Japan and two units have already been shipped to China. ■

CRAWLERCRANES



The new Furukawa Corporation-built UNIC 295C mini crawler is capable of lifting 2.9 tonnes with a maximum radius of 8.41 meters.

Size isn't everything!

UNIC CRANES Sales Europe and GGR Glass Services recently launched their latest attack on the European mini crawler crane market with the launch of the UNIC 295C mini crawler crane. Measuring just 0.6 metres wide, and capable of entering through a standard doorway, the 295C is a 2.9 tonne capacity machine with a maximum working radius of 8.41 metres. Incorporated into the design of the 295 is a computer controlled, intelligent voice warning system that informs the operator what mode of the crane is activated, such as crane mode or outrigger mode, to prevent improper use of the crane.

GGR Glass Services was founded back in 1996 and began hiring glass handling equipment to the construction industry. It today claims to be the largest supplier of specialist construction vacuum lifting equipment in the UK and Ireland. In 2001, however, the company discovered the mini cranes concept and established GGR Crane Hire, which currently operates a 20-strong, 1 to 3 tonnes mini crawler crane fleet.

GGR's initial search was for a mini crane for UK consumption that could be used in confined spaces but lift a relatively heavy weight at a good working radius. The company approached Japan-based Furukawa Corporation, which manufactures the UNIC range of mini crawler cranes, with the intent of importing into the UK and Europe. The absence of CE certification, however, had previously prevented the sale of the cranes into Europe, but the standardisation of the range to European specification by Furukawa and GGR, and subsequent input from UK testing and certification group SGS, resulted in the first UNIC unit to hit UK shores in the 15.45 metre working radius, 3 tonne capacity 506C.

A further unit based on UNIC's 2 tonne capacity mini crawler range was subsequently developed exclusively for GGR and resulted in the delivery of two pre-production versions of the 295C for CE-type approval. Further modifications were made to convert the 295C's engine to Liquefied Petroleum Gas (LPG), which is now available on all production models. Operators can use the petrol option to drive the machine outdoors and switch to non-toxic LPG when inside.

All UNIC mini crawlers are now available for hire through GGR or for sale through UNIC Crane Sales Europe. ■



The 600 tonne capacity CC 2800-1 on display at Terex-Demag's open day with a new hydraulic cylinder counterweight carrier which gives more flexibility when changing the load radius.

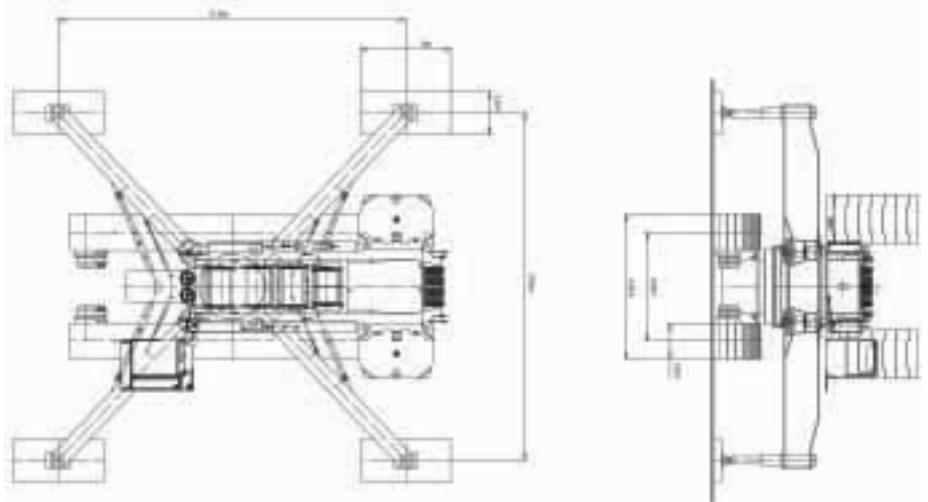
WINDS OF CHANGE

With in excess of 1000 wind turbines currently in operation in the UK and up to 82 wind energy projects in motion and planned for the near future, Liebherr and Scotland-based rental company Weldex have combined forces to produce a modified crawler for wind farm work. The 400 tonne capacity LR1400/2, currently in production at Liebherr Ehingen and to be delivered to Weldex in January 2004, will feature two slew rings, one for turning the upper, and one for turning the tracks.

Dubbed the 'W' system, the system allows fully rigged cranes to travel between wind turbine erection sites without the need for dismantling and re-erection for each wind mill. When the crane is being driven and arrives at a point where a turn needs to be made, the crane is jacked up, the tracks are then slewed to the desired direction of travel, the jacks are then raised, and the upper then slews in the conventional way. This way, the crane can turn 90 degrees.

The 'W' system, has a new centre section of the undercarriage which provides a track width of just 4.8 metres, instead of the usual 8.7 metres on the normal LR 1400, and to compensate,

(Below) A side and top view of the two-slew ring 'W' system and outrigger configuration on Liebherr's LR1400/2 - modified specifically for wind farm work.



outriggers set in a cruciform pattern extend to 11.5 metres for lifting. By January 2004, Weldex will have taken delivery of a total of seven Liebherr crawlers, including two, LR1130s, an LR1160, four LR 1280s for work on Heathrow Airport's T5 project, and two LR1400/2s for work on London's Wembley Stadium project and continuing windmill work.

Liebherr Werk Nenzing has also produced a special undercarriage with retractable tracks for



(Above) Link-Belt's new 348 HYLAB 5 features a new wider cab with 20 degree tilt, air conditioning, operator friendly controls, such as backlit gauges, adjustable armrest-mounted single-axis controls, and low-effort hydraulic pedals with minimal pedal range motion.



THIS NEW RTC 70/4 from TCM was just about the only crawler crane on show at the SAIE exhibition held in Bologna, Italy last month. The 70 tonne capacity machine features a 27.6 metre 4-section main boom and a 7.2 metre 3-section telescopic extension, which combined can be raised through the boom's working range of minus 2 degrees up to 80 degrees in 54 seconds. The crane's chassis is a high resistant steel 'monobloc' structure with a steel 'boxed structure' 360 degree swivelling turret fixed on top. ■

its 160 tonne capacity LR 1160, allowing the unit to travel on 5 metre wide roads. Liebherr says that it is the first 100 tonne crawler crane to use such technology.

A rare trip over to the US now for C&A and a particularly weak North American crawler crane market didn't prevent the launch one of the most recent newcomers onto the crawler market this year. Link Belt's new 348 HYLAB 5 was launched in June and joins the company's crawler line at the top end of the range. The 300 USton (272 tonne) capacity unit has been positioned in the market to outperform and exceed the lift capacities in the 275 to 280 ton (249.5 to 254 tonne) crane class.

The crane is an altogether new machine designed by Link-Belt and Sumitomo and although no commonality exists between it and previous Link-Belt crawlers, sections of its long-reach boom will be compatible with future Link-Belt releases.

A key feature on the 348 H5 is a Max-Trax gauge widening feature which enables the widening or extending of the crawler's footprint to suit various job conditions. "The design focus here is to be able to get into tight areas with superior lift chart performance," says Pat Collins,

(Right) THIS MANITOWOC Model 999, owned by German rental company Helling, is currently being used for lifting duties for main contractor Alpine Bau at the Allianz Arena soccer stadium construction site in Munich, Germany. By the end of the hire period, scheduled for April next year, the crane will have lifted around 2400, 8 metre concrete sections, each weighing 15.5 tonnes.

To carry out the work the crane has been rigged with 30.5 metres of main boom, a 36 metre luffing jib and 135 tonnes of counterweight. On completion, the 66,000 capacity Allianz Arena, scheduled to open in 2005 before hosting the first game of the 2006 World Cup, is expected to be one of the most advanced soccer arenas in the world. ■

senior product manager for Link-Belt lattice boom cranes, "but then also to give the crane owner the ability to operate in the extended track gauge mode, in more open spaces to further maximise his capacities."

The unit has a four-section 21.3 metre basic heavy-duty boom and a 91.4 metre maximum heavy-duty boom, while a 25.9 metre long reach boom and a 108.2 metre maximum long reach boom are also options. Also available is a 129.5 metre maximum luffing attachment and the company says that this is the first in Link-Belt's ongoing modular system to be developed in a whole new class to maximise the performance of its lattice boom crawler range.

A counterweight removal system enables the lowering of the entire slab-type upper counterweight in one single package and setting down with no blocking required. Full counterweight is

made up of 13 slab sections, each designed to transport with various boom sections to minimize loads, while the counterweight removal system can self-detach, giving a main transport weight of 41.5 tonnes. An additional 34 tonnes of counterweights are divided between the front and rear of the crane's lower.

Link-Belt first introduced its hydraulic lattice booms back in 1987 and claims to have more than 2000 units operating worldwide. C&A



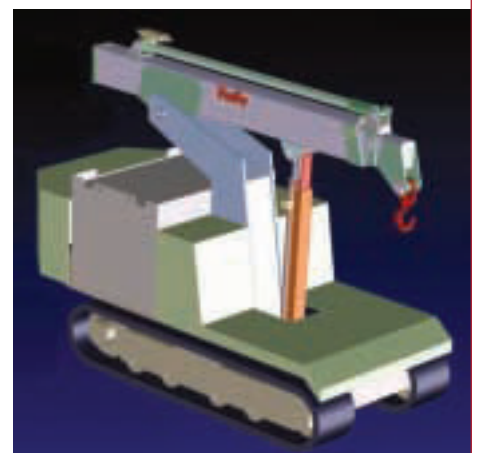
Hitachi and Sumitomo join forces

DIMINISHING MARKET expectations earlier in the year lead two of the world's most prominent lifting and duty crane manufacturers to join forces. The merger between the crane divisions of Hitachi Construction Machinery and Sumitomo Heavy Industries announced in June has created Hitachi Sumitomo and sees the integration of both company's global dealer networks.

A new research and development centre at the crane division of Hitachi's existing facility at Science City Tsuchiura, near Tokyo, Japan, will continue to be used for the production of the group's crawler cranes from 30 to 100 tonnes lifting capacity. Sumitomo's Obu heavy crane manufacturing plant near Nagoya will take care of the production of crawler cranes from 100 to 800 tonnes

capacity, while also being used as a crane modification facility.

Hitachi Construction Machinery Europe will distribute cranes under the Hitachi Sumitomo brand in Europe, Russian Federation, Africa and Near-East, while the UK and Ireland markets will be covered by HM Plant and NRC Plant. Other areas will be served by the Hitachi dealer network in co-operation with The Netherlands-based Doornbos BV. Today, the group's current models are being sold under the SCX series brand name and new models are already being developed in time for a bauma 2004 launch. ■



The Valla 20E TRX

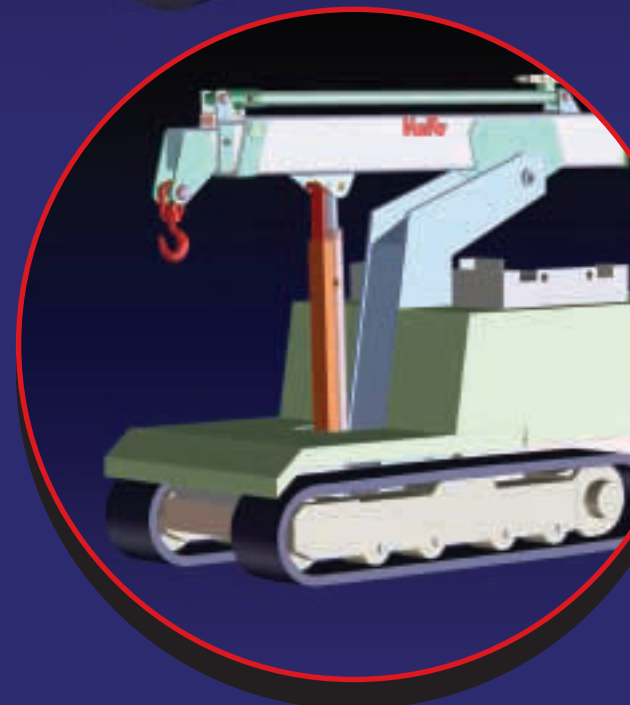
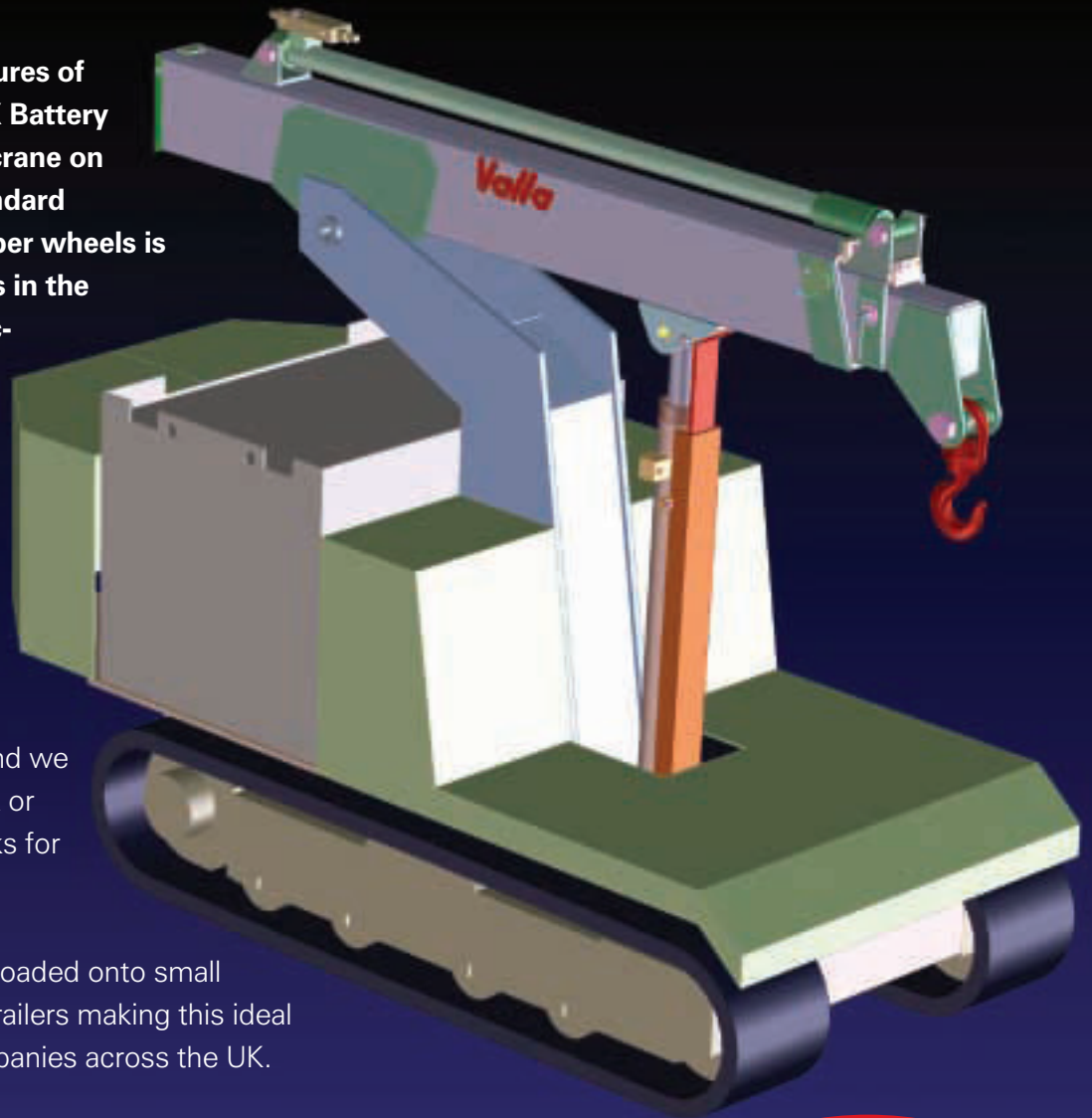
VALLA CRANES has updated its 20E rubber wheeled mini mobile crane with the launch of a rubber tracked version. The 20E TRX is a battery-powered 2 tonne capacity unit which comes with the option of either black or white non-marking rubber tracks. Valla says that its electric mini mobile units offer an alternative to larger cranes and other lifting devices for indoor construction and industrial applications where space is restricted. ■

Making tracks.

Here are the pictures of the New Valla 20E TRX Battery powered mini mobile crane on rubber tracks. The standard model, the 20E on rubber wheels is already a great success in the industrial and construction sectors where lifting in confined spaces has proved difficult with larger cranes and other lifting appliances.

The TRX has a very low ground loading with it's tracked drive and we offer the option of black or white non marking tracks for different applications.

The TRX is easily loaded onto small plant transporters and trailers making this ideal for the plant rental companies across the UK.



For further information please contact:

Mr Peter Hird Jnr - Managing Director

Valla Cranes UK

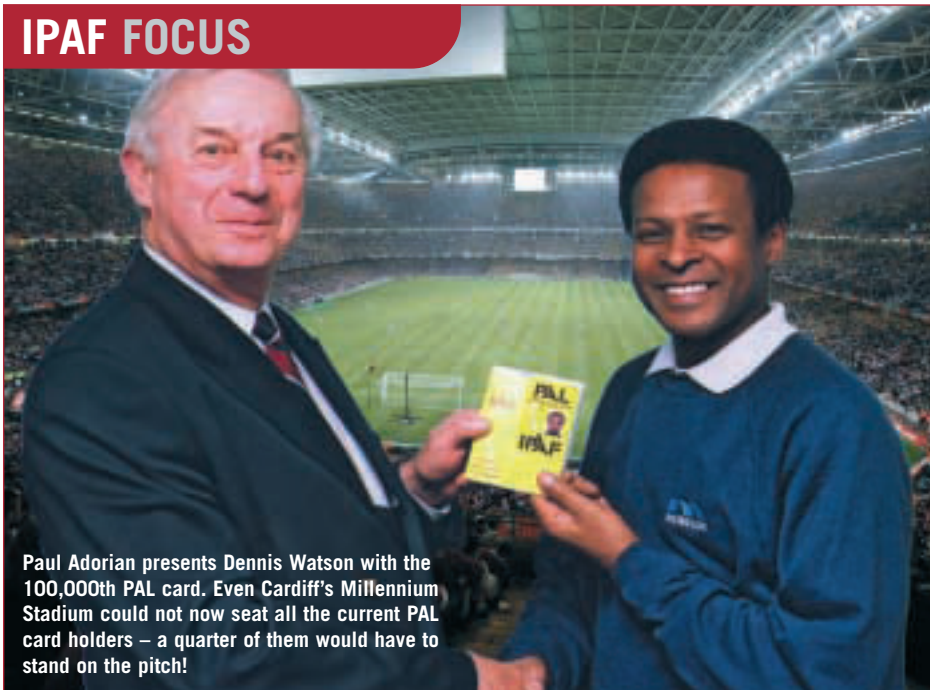
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Paul Adorian presents Dennis Watson with the 100,000th PAL card. Even Cardiff's Millennium Stadium could not now seat all the current PAL card holders – a quarter of them would have to stand on the pitch!

IPAF hits 100,000

IPAF HAS issued the 100,000th PAL card to Dennis Watson, a heating engineer with construction and support services provider Mowlem. Commenting on the presentation, Watson, who is currently part of the maintenance team working on the facilities management contract at Her Majesty's Prison (HMP) Brixton, said: "Our team needs to be flexible and that means I can be fixing heating systems or working on plumbing one day and the next be working on guttering. Platforms give me the speed and safety of access that is vital in my work. As I only had limited previous experience of using them, Mowlem sent me on the IPAF course, which made a real difference. I now have complete confidence that I can work safely and easily at height."

Scott Humphrey, Mowlem contract manager at HMP Brixton, underlines the key roles that continual staff development and safety play in the company's culture: "Dennis and his colleagues are key to our commercial success. It makes sense to us to develop their skills to the full potential and that means good training combined with safety awareness."

"This is our approach to providing our own clients with the quality of service they have a right to expect. Increasingly we are getting more of our skilled workers trained to use powered access; this gives us the real flexibility that results from a multi-skilled, multi-tasking workforce."

As well as having a new skill and ensuring that he was safe working at height, Dennis had something else to smile about on receiving his PAL card. To mark the momentous 100,000-card milestone in the success of its training scheme, IPAF also presented Dennis and his family with a free holiday in Florida. ■

HSE hits out at safety at height



IN SEPTEMBER, the second round of the Health and Safety Executive's (HSE) construction site inspection blitz, focussing on safety at height, highlighted that far too many firms, especially smaller ones, are simply not taking the issue seriously enough.

In condemning the construction industry for its failure to raise the standards of work at height, Kevin Myers, chief inspector for construction said: "Since the beginning of April this year, 17 construction workers have died due to falling from height and it remains the single biggest killer in this industry. 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 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." ■

This real horror from the US was out of reach of the 'Don't Fall for it' campaign and indeed the Europe-wide initiative. It highlights the continuing need for such concerted action, which includes IPAF's own vigorous, worldwide campaign against such abuse.

Instructing the instructors

THE FIFTH annual Professional Development Seminar, attended by 140 IPAF operator training instructors last month, was moved to another Midlands' venue from the original National Motorcycle Museum location because of a serious fire weeks earlier.

Now firmly established as a key element in the programme of Continuing Professional Development (CPD) for all IPAF training instructors, the seminar offers updates on issues relevant to all aspects of platform use.

At this year's event, Peter Grant of Italy-based telehandler manufacturer Merlo gave a comprehensive presentation on the growing use of platform attachments on telehandlers, offering useful pointers to what is, and what is not, safe or indeed legal.

HSE inspector Harvey Wild returned for the second year running to update everyone on the progress of the 'Don't fall for it' campaign to reduce falls from height in the construction industry, of which details of the second inspection phase are reported above. ■



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OPERATOR TRAINING QUERIES SHOULD BE ADDRESSED TO:

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Fax: +44 (0)15395 64686
email: mewp@ipaf-training.com



Fork Lift & Shift

THE LIFT & Shift division of HSS says that it is the first UK hirer to offer this new concept Forklift Maintenance Platform. The platform attachment is an articulating platform design with an integrated power supply that can be quickly and easily attached to a forklift without the need for modifications.

The jib can transport two persons up to a height of 5.5 metres above the elevated forks, while integral controls allow an outreach of 3.4 metres.

A removable, key operated control box means that the machine cannot be used by unauthorised personnel when stored. The platform itself has been specifically designed as an attachment for counterbalanced and reach type forklift trucks only with a minimum forklift capacity of 1.5 tonnes. ■



Chain Gang

BRINDLEY CHAINS has officially launched the Grade 10 Winner Chain Sling programme from Austria-based chain manufacturer pewag onto the UK market. The grade 10 slings offer up to 25 per cent increased strength than traditional grade 8 slings, while various configurations are available with or without in-line shorteners for single or multi-leg chain slings, depending on the users requirements.

A range of new components are also offered to compliment the chain slings including what Brindley claims is the world's first 100 per cent rated grade 10 grab hook, which is also available with a security pin to prevent accidental displacement of the chain. The range of safety locking hooks has also been boosted to include a version with a ball bearing swivel that can rotate under the load. A range of master links and assemblies which include master links to accommodate large crane hooks is also available.

Brindley also says that most of the popular Nicroman grade 8 components have been upgraded to grade 10 and

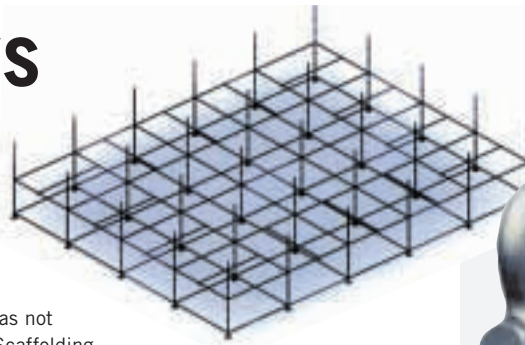
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SGB plays it safe

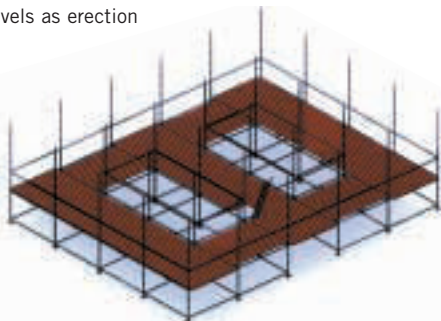
UK scaffolding and access company SGB has developed a new method of erecting birdcage scaffolds following concerns that birdcage scaffolding was not covered in the National Access and Scaffolding Confederation's (NASC) Guidance Note SG4:00 'The Safe Use of Safety Harnesses with the Fall Arrest Equipment whilst erecting, altering and dismantling scaffolding'.

The company says that as a result of the lack of guidance, there are a disproportionate number of accidents on birdcage scaffolding; common poor practise including laying just a few boards randomly on intermediate levels as erection



proceeds – often with those boards overlapping at the ends and unsupported between ledgers, making them bouncy and unsafe. SGB has taken the safe erection principles of SG4:00 and developed them to provide scaffolders with a safe method of erecting bird cage scaffolds.

The method is available in video format, which is divided into three section; The safe erection and dismantling of independent tied



THIS NEW Digi OCS Crane scale, manufactured by Teraoka of Japan, is now available from its UK distributor Marsdens. The remote controlled, compact device has been designed with a heavy duty, alloy aluminium housing and can store up to 200 items of weighing data. A super bright 30 millimetre LED means that the display can be seen from a distance of up to 25 metres, while power comes from a rechargeable 6v/10AH battery or AC/DC adapter with an automatic power off function for battery preservation.

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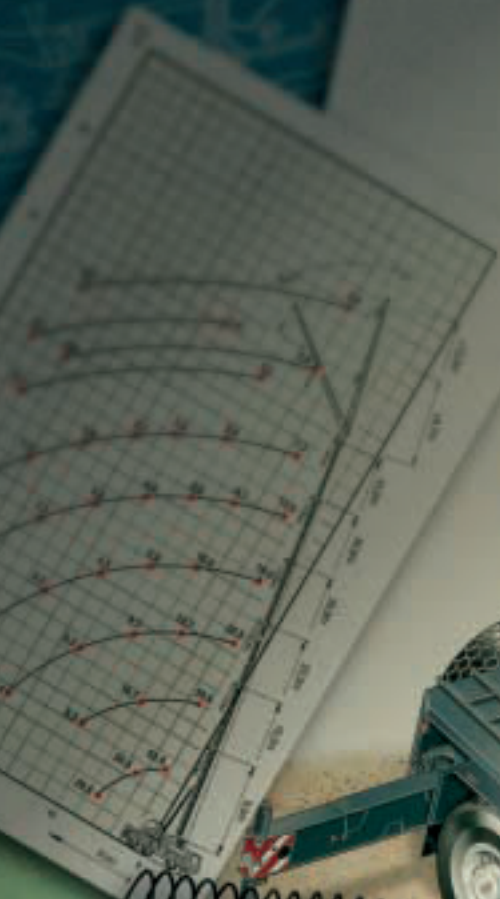
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