

# CRANES & accessories

## Telehandlers

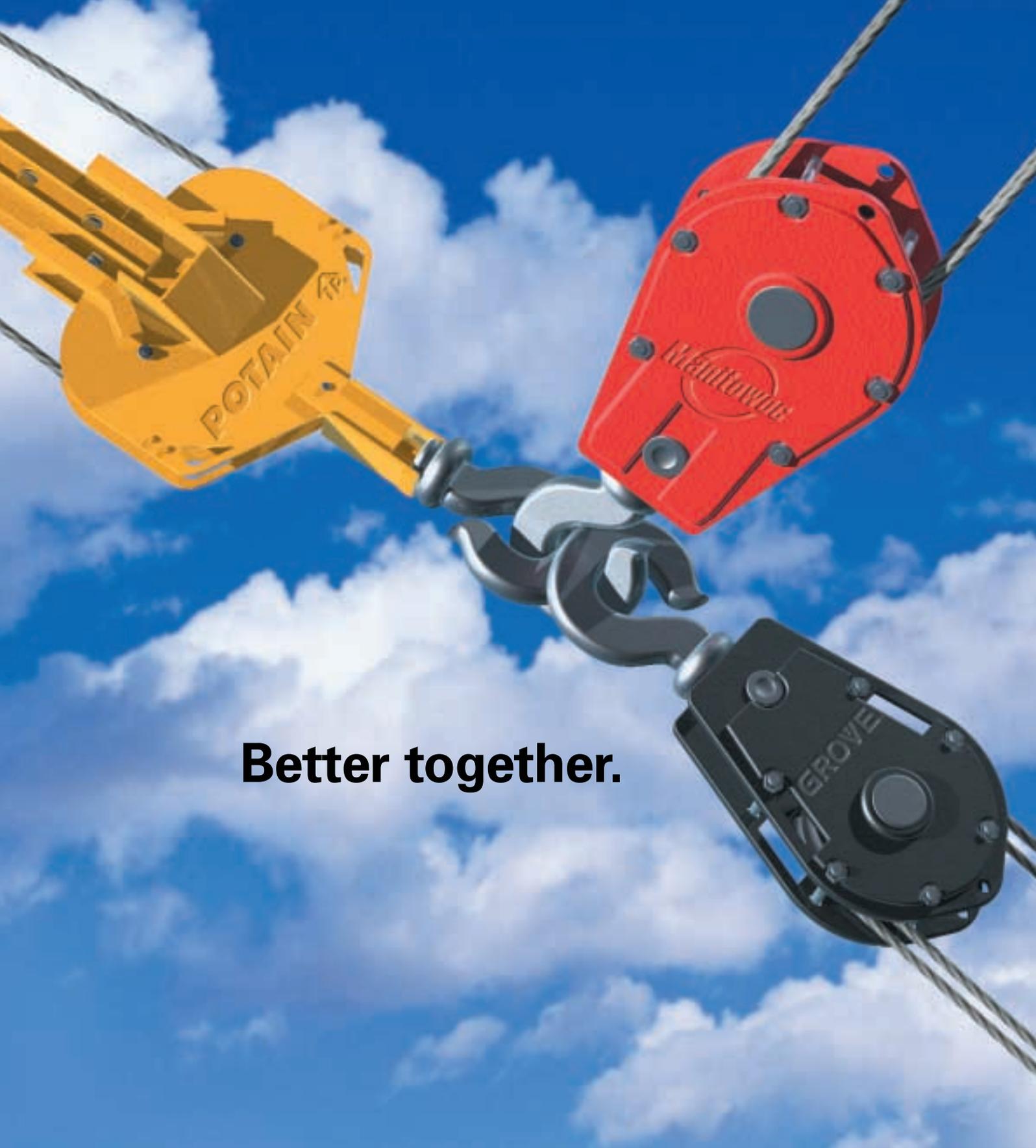
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SED / Intermat review p17



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## ON THE COVER:

Caterpillar is helping to meet the demand for telehandlers across UK and Ireland construction sites with the 'phasing' in of its new B-series line. September this year will see the unveiling of the TH580B, the last model to be introduced to the company's 10-strong range. Pictured is the 11 metre lift height TH350B.

For the full story see:

**Vertikal**.net

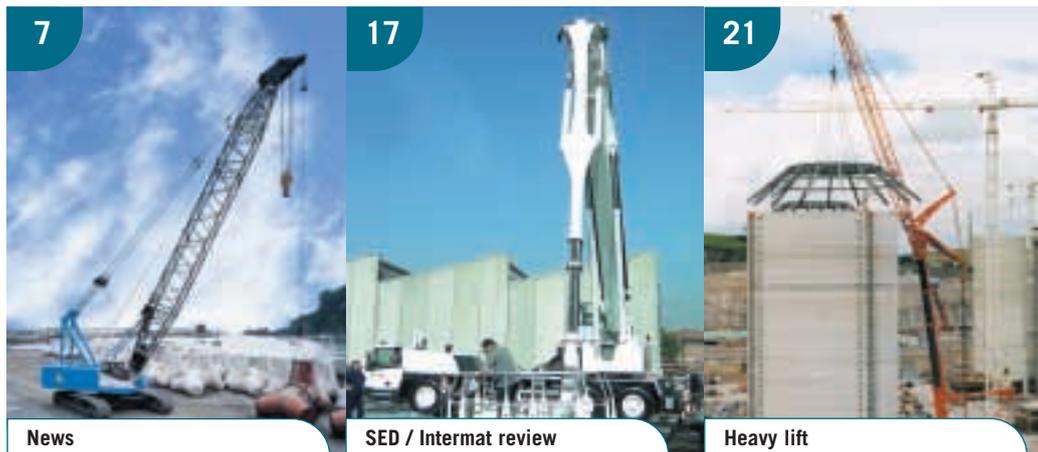
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South Georgia Island.

Ok, maybe not quite so dramatic, but bearing significance all the same, the UK telehandler market since 1998 has born witness to the same unit percentage increase as mentioned in the above, maybe slightly exaggerated scenarios. Visitors to the recent Intermat exhibition in Paris a couple of months back would have made note of the wealth of new telehandler unveilings from the sector's manufacturers. The development and introduction of new telehandler models from companies such as Haulotte and Genie, which are not primarily known for their involvement in this sector, has to be an indication of the growing acceptance of these versatile machines across Europe's construction sites. And by all accounts, the growth is set to continue, at least for the next couple years.

On page 27 of this issue, C&A kicks-off its special 4-page feature on the UK and Ireland telehandler markets and offers a full round-up of all the latest equipment available on the market today from the likes of Caterpillar, Manitou, Case and JCB.

On a final note, all at The Vertikal Press would like to congratulate its founder and publishing editor, Tim Whiteman, who was recently named as managing director designate of the International Powered Access Federation (IPAF). Whiteman will take on his new role, effective from August 4, and eventually fill in the position left by IPAF's current managing director, Paul Adorian, who retires at the end of the year.

*Warren Wadsworth*

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# Manitowoc descends on Europe

MANITOWOC HAS announced that a new 250 tonne capacity crawler crane will be rolling off its Wilhelmshaven production line by the end of 2003.

The new crawler, dubbed model 15000, will be produced solely at the company's German facility and targeted mainly for the European market. 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 by Manitowoc to its European customers. One of the main features of the 15000 will be the dimensions of its main boom. For transportation purposes in a standard European truck trailer, the boom's width and height while lying flat will be kept to a maximum of 3 metres, while it will also be able to house the luffing jib inside due to a low profile counterweight design.

Vice president sales EMEA at Manitowoc Crane Group, Willem Hilderink, also announced the acquisition of the former Mammoet facility in Breda, The Netherlands, to provide a base for sales, service and parts operations for Manitowoc and Grove cranes.

Jean-Yves Bouffault, executive vice president for the Manitowoc Crane Group's EMEA region said: "The Netherlands is a key country for the lifting industry and has many international players and big professional companies. This is an important step in plans for the consolidated distribution of Grove and Manitowoc products in Europe, and will give additional support to both dealers and our

company stores as we introduce new and larger models, and further our market presence in Europe." The group has set itself a market share target of 33 per cent in The Netherlands alone.

Making the trip over to the recent Breda open day from the US was Glen Tellock, president of Manitowoc Crane Group, who said: "With declining markets worldwide, the opening of the facility shows that we are fully committed to our customers and continued investment in our business and in the future of the company. We now have an opportunity to become a major force in the mobile and crawler crane markets and get closer to some of the biggest rental companies in the world."

"Holland is a key market for the three brands (Manitowoc, Grove and Potain)," said Willem Hilderink, vice president sales EMEA of Manitowoc Crane Group. "The 10 biggest customers own 70 per cent of crawler cranes in the EMEA region, and all are within a 250 kilometre radius of the Breda facility, mainly in the UK, The Netherlands and Belgium."

The group said that from now on it will only operate directly through Manitowoc Crane Group representatives throughout EMEA, and announced the recent termination of the long-standing relationship with the original Netherlands-based GMK dealer, HDW.

When *C&A* asked Weyers if Manitowoc has any other plans for the near future, an interesting reply from Weyers suggested that plans are already being made to produce something bigger at the Wilhelmshaven facility. "The doors have recently been enlarged," said Weyers, "but not for production of the model 15000." ■

## IPAF appoints new MD



THE INTERNATIONAL Powered Access Federation (IPAF) has announced the appointment of Tim Whiteman as its managing director designate from August 4, 2003. Whiteman will work alongside IPAF's current managing director, Paul Adorian, until his retirement at the end of the year, at which time the reigns will be passed over to Whiteman.

Commenting on his new role, Whiteman said: "I've been long impressed by IPAF's approach and what it has already achieved. I'm looking forward to making a real contribution to building on its sound financial position, strong management and support teams and active involvement of its membership. My aim is to extend the comprehensive support that IPAF offers the industry and its customers to an even wider international base."

Whiteman founded The Vertikal Press, which publishes *Cranes & Access*, *Kran & Bühne*, *Vertikal bauma* and *Vertikal.net*. He stressed that "the strong editorial team on these magazines remains unaltered and will continue to bring you the news as it happens from wherever it happens". ■

For full story visit [www.Vertikal.net](http://www.Vertikal.net)

## Industry pays respects to John L Grove

JOHN L GROVE has died at the age of 82. The man who gave his name to Grove Worldwide and his initials to JLG passed away at his home in Greencastle on June 16th after a lengthy illness. Grove founded Grove Manufacturing in 1946 together with his two brothers. He went on to start JLG in 1969.

Grove was one of the pioneers of both the hydraulic crane industry and the powered access business and never lost his interest in the business - right to the end his "garage" was littered with "projects" and ideas. "He was a visionary - not your typical businessman," said Joseph Shull, who was president of Grove in the mid-1990s and knew Grove personally. ■

For full story visit [www.Vertikal.net](http://www.Vertikal.net)

## HSE stops work on UK job sites

Work was stopped at almost a quarter of the construction sites visited by Health and Safety Executive (HSE) inspectors during a national campaign against falls from height during the first two weeks of June. Another 5 per cent of the sites visited were issued with improvement notices and a number of dutyholders are still being considered for possible prosecution. There were also many instances of work voluntarily stopping until easily solved fall from height risks were reduced.

Inspectors visited 1446 construction sites across Great Britain to make sure that where work at height was taking place or planned, the risk of falling was being properly managed.

Kevin Myers, HSE chief inspector for construction said: "It was good to see during the inspection blitz that many people were aware of the campaign and many people had also taken action to improve work at height practices. Yet despite the industry knowing that HSE inspectors were out in force specifically looking at falls from height, the standards on 30 per cent of the sites visited were so poor they required enforcement action.

"This evidence suggests that there is still a large number of people working in the construction industry that are either not aware or do not fully understand their duties to manage fall from height risks," continued Myers. "This situation must change if we are to reduce the rate of falls from height, which remains the biggest cause of death or injury in construction."

Although sites were predominately found to be relying on traditional scaffold, harnesses or mobile towers there was evidence of increased use of mobile elevated work platforms (MEWPs), nets and airbags. However some problems were identified with the installation of nets that were not being secured to suitable anchorage points.

The HSE national inspection blitz was part of 'Don't Fall For It', a European Union campaign on falls from height in construction. The next inspection initiative will take place later in the year. All member states will be participating in the campaign. ■



## Tadano/Mitsubishi's last stand

MARSH PLANT has taken delivery of what it says is probably the last six 25 tonne capacity Tadano TL250E truck mounted cranes mounted on Mitsubishi carriers. The cranes were shipped directly from Japan to Southampton Docks, already painted in Marsh Plant's livery, and prepared at the company's Havant depot by Tadano's UK distributor, Cranes UK.

Marsh Plant's operations director, Andy Honeywell said that there had been a certain amount of doubt as to whether the cranes would be delivered at all. Since placing the order over a year ago, Mitsubishi announced that it would no longer be supplying carriers for Tadano cranes, leading Marsh Plant to believe that its latest delivery are the last units to be produced under the Mitsubishi/Tadano agreement.

"This type of crane is becoming more and more scarce," said Honeywell, "but we still see a future with truck mounted cranes and these six units have helped modernise the age profile of our fleet."

## Select to enter UK mobile market

The UK's leading tower crane rental company, Select Plant Hire, has kick-started its recently announced move into the mobile crane rental market with an order for nine Demag mobile cranes. The first batch, comprising seven Terex Demag all terrain cranes, is scheduled for delivery next month and will include a 200 tonne capacity AC 200-1, two 100 tonne capacity AC100s and four 50 tonne capacity AC 50-1s which will be put straight to work on a UK job site. The next phase of the order will take place in September with the delivery of a

second AC 200-1, while a 250 tonne AC 250, scheduled for delivery in Spring 2004, will complete the package.

Speaking to C&A, Select Plant Hire's Mike Studd said that the new mobile cranes will be available to the general rental market as and when they are not being used internally by Select for its own tower crane requirements. Select's investment in the new Terex Demags will not, however, see an end to all of its mobile crane hire requirements, which, according to the company, generates an annual expenditure of approximately £8 million. ■

# Interlock Clarification

THE ASSOCIATION of Lorry-Loader Manufacturers and Importers (ALLMI) has responded to various statements from the Health & Safety Executive to clarify the present situation with regard to the incorporation of stabiliser leg interlocks on loader cranes.

ALLMI believes that it is not always possible to fit lorry loader cranes with suitable interlock systems and has issued a statement to clarify its position.

The Association said that the current situation is that whilst being aware of the desire for stabiliser interlocks to be incorporated, no manufacturer is able to offer a suitable system that can be applied to all available lorry loader models in their respective ranges. "At present, manufacturers may meet the specific requirements of some individual customers, using bespoke systems after discussion to consider the problems involved. Any modification to a CE marked machine should only be undertaken with the written approval of the

manufacturer and the details recorded in the crane's technical file."

ALLMI also said that it believes the safe operation of lorry loaders to be paramount, while its members should be committed to this principal. "With regard to stabiliser leg interlocks, the technical problems have not yet been overcome but work continues with a view to introduction and incorporation by 2006.

"The Supply of the Machinery (Safety) Regulations 1992, Statutory Instrument No. 3073, is the implementation of the European Machinery Directive into UK Law," ALLMI continued. "EN12999 is the European Standard for Loader Cranes and as a harmonised standard Presumption of Conformity with the European Machinery Directive. There is no requirement in EN12999 for stabiliser locks to be fitted to loader cranes. It therefore follows that there is no requirement in the Supply of Machinery (Safety) Regulations for stabiliser interlocks to be fitted." ■

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## King launches road/rail division

KING VEHICLE Engineering has launched a specialised division for road/rail infrastructure maintenance, King Rail Systems. The new division will be led by its recently appointed sales manager Brian Lang, previously of Two Way Technology – a company involved in fitting road vehicles with rail guidance systems and rail maintenance equipment, including access platforms.

The launch of King Rail Systems falls neatly in line with the recent agreement signed between King and Germany-based specialist supplier of road/rail technology, Zweihoff. King said that its

new partner is able to convert almost any vehicle for use on rail, from Unimogs, to vans to tractor units, and tailor them by installing equipment such as aerial access platforms and knuckle boom cranes.

A King Trailers spokesperson said: "By integrating the Zweihoff product range with King Trailers' extensive expertise in vehicle engineering and aerial access platforms, King Rail Systems will now be in an excellent position to supply UK rail maintenance contractors with its specialist road/rail infrastructure vehicle needs. ■

## EN280 controversy

CONTROVERSY SURROUNDS the implementation of the harmonised standard EN280 for Mobile Elevating Work Platforms (MEWPS), which was published one year ago in the Official Journal of the European Union. The standard requires the fitting of a full working envelope overload protections system and some observers had suggested this should be applied to all existing designs.

However, clarification expected from the European Commission's standing committee for directive 98/37/EC, Committee TC6.2, indicates that existing CE approvals are not affected by the standard. This means that you can still legally buy new, CE approved, platforms that are not fitted with overload protection devices. However, all newly designed platforms will need full working envelope overload protection to obtain CE certification, on many machines this will require a micro processor based system!

In a report published by Vertikal.net, Leigh Sparrow, former senior vice president of UpRight, analyses the latest developments surrounding this complex issue and offers insight into the implications for access platform manufacturers and owners. ■

For full story visit [www.Vertikal.net](http://www.Vertikal.net)

## Tower Crane Interest Group

PAUL PHILIPS, HTC business development director, will chair a new tower crane interest group under the UK's Construction Plant-hire Association (CPA). The group, which held its first meeting in April and attracted 27 company members from manufacturers, hirers and users of tower cranes, will focus on, among others, purchase, operation safety and legislation issues directly related to the tower crane industry. The Group has also selected a ten member Steering Committee, which includes two consultants Tim Watson and Peter Oram and David Butterworth of the HSE.

Philips commented: "Already on the group's agenda is to analyse the legitimacy and suitability of the CPA's current crane hire terms and conditions in direct relation to tower cranes and the commercial terms under rental."

The group will be co-ordinating and co-operating with the Construction Industry Training Board (CITB) in the development of a CITB NVQ national certification for tower crane erectors, while the Construction Industry Research and Information Association (CIRIA) is also in the process of compiling a Best Practise Guidance for "Tower Crane Stability". The CPA said that it has given its full support to the project. ■

# UK scaffolding firm fined £75,000

WILLIAM HARE, one of the UK's largest steel erection companies, has been fined a total of £75,000, following a fatal incident in which two workers fell from height, resulting in the death of one. The Health & Safety Executive's (HSE) prosecution followed the accident, which occurred on April 2, 1998, during the construction of an extension to the Imperial War Museum at Lambeth Road, London.

William Hare employee, Brian Knights, fell to his death from the structure and was killed, while work colleague, Richard Bartram, also fell but escaped serious injury. The two workers had been standing on a wooden staging board that was resting on two horizontal steel beams, at a height of 13 metres above the ground. They were retrieving a ladder that was footed on the staging board, giving access to the top of a column, where steel channels had been bolted into position a few days earlier. The board became unbalanced and tipped both men off.

William Hare pleaded guilty to a breach of Section 2(1) of the Health and Safety at Work Act 1974, for failing to ensure the safety of its employees at the City of London Magistrates Court, on Wednesday 12 March, and subsequently fined a total of £75,000.

HSE inspector Alec Ferguson said: "This dreadful accident has highlighted the need for the most detailed planning and preparation for all high-risk activities such as steel erection. It could have been avoided if the company had specified a safe system of work undertaken with suitable supervision." ■



## News highlights

**IAN JAMES** and **Andy Northwood** of **Blue Line Access** have founded a new truck mounted platform manufacturing company in the UK. Named **Ascendant Access**, the new company is already building a 22 metre working height platform in the 7.5 tonne chassis class, while plans for the future include the production of two 18 metre units and a 26 metre working height model.

**NEARLY 200** mobile and tower crane industry experts descended on the **Thistle Tower Hotel**, London recently for the **Crane Safety 2003** conference. Among the global platform of speakers were **Tom Broderick**, director of the **US Construction Safety Council**, **Graham Brent** from the **National Commission for Certification of Crane Operators (NCCCO)** and **Peter Oram**, chairman of the **BS 7121** and **CEN TC 147** British and European crane standards commissions. Full story on [www.Vertikal.net](http://www.Vertikal.net)

**PALFINGER HAS** announced the appointment of **Wolfgang Anzengruber** as the new chairman of its management board from **September 1, 2003**. Anzengruber will be primarily responsible for the company's manufacturing processes, including technology, production, assembly development and innovations.

**SGB YOUNGMAN** has signed an exclusive partnership deal with Swedish manufacturer **Wibe Stegar**, which will see the Youngman range of alloy scaffold towers marketed throughout Scandinavia. The **SGB Youngman** products will be marketed through a new division set up within **Wibe Stegar** specifically for the purpose.

**FRENCH-BELGUIM** company **Dufour** has taken delivery of its largest ever crawler crane. The crane is a new 180 tonne capacity **Kobelco CKE 1800** rigged with 85 metres of main boom and a 55 + 52 metre full luffing tower jib. The unit joins **Dufour's** existing fleet of mainly wheeled cranes with capacities stretching up to 650 tonnes.

**AFI RECENTLY** supplied **Axima Building Services** with 15 booms and scissor lifts for mechanical and electrical installation work on a new **Dixons Mastercare** facility at **Newark**. A **Skyjack** double extending deck scissor was among the machines supplied, along with a series of diesel powered scissors with platform heights, ranging from 9 to 16 metres, and 4-wheel drive boom lifts.

**MATERIAL HANDLING** specialist **Crane Care** has launched 'OneCall', a one-stop shop service for all lifting and handling accessories. **Crane Care's**, **Andy Palmer** commented: "We want our customers to know that we offer more than our overhead cranes and radio control services. We now offer a full range of high-quality factored goods, ranging from webbing and winches to modular fences and rail brushes, direct to the customer."

**FRANK SCARBOROUGH** has been appointed executive vice president and chief operating officer **Snorkel International**. He is based at company headquarters in **Elwood, Kansas**.

**MIKE LAMB** is leaving **Grove** at the end of August after more than 25 years with the company.

## UK deal for Arcomet self erectors

**BELGIUM-BASED** tower crane manufacturer **Arcomet** has launched into a joint venture with long-standing partner **Airtek Safety** to form **Airtek Cranes** in the UK. The fifty-fifty joint venture will create the sole distributorship for the UK market for **Arcomet self-erecting cranes**. The new company already has a total of 40 self-erecting cranes leased to various builders in the UK, mainly in the house building sector, and expects this number to rise to 53 cranes in the very near future.

**Airtek Cranes** said that it also expects to have at least 80 self-erecting cranes leased to builders throughout the UK by the end of the year, and as many as 200 units operating on the UK's sites over the next five years.

"The UK market has been a majority for us for some time," said **Leo and Dirk Theyskens**, joint managing directors of **Arcomet**. "Through our joint venture with **Airtek**, we now have the infrastructure to seriously develop the market for our self-erecting cranes in the UK by delivering the same technical service support that has enabled us to become the world's leading crane rental company. We have the best equipment in Europe and service support for the self-erecting crane rental market of any one in Europe. We also have a large stock and spares that can be delivered to a site anywhere in the UK within 24 hours."

**Arcomet** also operates a fleet of 34 tower cranes in the UK through its already established joint-venture with the **Kier Group**. ■

## Fair Guide Warning!!

THE UK'S Construction Equipment Association has warned members to watch out for letters that appear to offer free entry in exhibition guides, but actually commit companies to three years of costly web advertising.

Sharna Gollogly of the UK's Construction Equipment Association told *C&A*: "We receive the letters periodically relating to different exhibitions. They encourage companies to complete and return a form saying it is for entry into the "Exhibitors Fair Guide".

The letters are headlined "Fair Guide" and come from a company in Austria. That company has no official connection with official fair catalogues of any of the major exhibitions.

"We strongly advise companies to read the small print and be aware that you can easily be tied into a minimum of three years advertising with costs of

around €971 per year. It has no relation to any major exhibition's official show catalogue" said Gollogly

Tim Whiteman, publisher of *Vertikal.net* commented: "We have also received these letters which appear to come from the organisers of exhibitions like *bauma*, *SED* and *Intermat*. They seem to offer a free listing but actually tie you into a three year contract – do not sign



## New owner for Starlifter mini crawlers

THE STARLIFTER range of mini crawler cranes has been bought from UK-based Sandhurst Manufacturing and will be re-launched by a new company based in Bristol, UK. The new company, to be known as Starlifter Cranes Ltd, is owned by Tim Sparrow and his father Gordon.

The cranes are available in two capacities with a third to be made available shortly. The CX 3 has a 3 tonne capacity while the CX 8 offers 8 tonnes. Coming soon is the 10 tonne CX 10.

"I expect these cranes to be attractive to companies around the world and we are aiming to sell 30 in the first year of operation" said Tim Sparrow. After sales service and spares will be provided worldwide through sister company Alatas, said Sparrow, who added that he is investigating the possibility of assembling Starlifters at Alatas' facility in Houston, Texas.

All Starlifters are fitted with rated capacity indicators and are CE approved. They are available with fly jibs, on rubber or steel tracks, and as diesel or electric powered versions.

"We are still discovering new uses for the cranes," said Sparrow who himself owns seven.

Typical applications include subways, high density situations, re-furbishment work, and on top of buildings. ■

## Grove trio for Quigley

Quigley Crane Hire of Londonderry, Ireland is celebrating its tenth year in business with a £1 million investment in three new Grove all terrain cranes. The order includes a 35 tonne GMK2035, a 50 tonne GMK3050 and a five-axle, 200 tonne GMK5200, bringing the total number of mobile cranes in Quigley's fleet to 25 units.

"A particular speciality [of Quigley] is intricate tandem lifts in tight quarters, as often required in congested industrial situations, and for which the new Grove GMKs with their manoeuvrability, precise controls and easy set up are ideally suited," said Quigley.

One of the first jobs for the new cranes was the removal of a chimney stack at an industrial complex in Coleraine, where access was very tight and a closely-controlled tandem lift and lay-down, using both the GMK2035 and the GMK5200 was required because of the closeness of other buildings. ■

## Sumitomo and Hitachi join forces

A DIMINISHING global crane market has led 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 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.

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. There are currently 17 crawler crane models in the Hitachi Sumitomo line up, ranging from the 33 tonne capacity SCX300, to the biggest unit in the range, the 615 tonne capacity SCX800.

Hitachi Construction Machinery Europe will distribute cranes under the Hitachi Sumitomo brand in Europe, Russian Federation and 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. ■



## Houlder completes £3 million gantry contract

MARINE SERVICE engineering specialist, Houlder, recently delivered the third and final ship set of gantry cranes for the Warship Support Agency, completing a £3 million design and supply contract. The project started in 1999 with four cranes for HMS Ark Royal. The company has now designed and built nine 3 tonne safe working load cranes for use inside hangars to maintain and service aircraft on HMS Ark Royal, HMS Invincible and HMS Illustrious. The Lloyds-approved cranes were manufactured

under subcontract to Houlder and fully comply with the requirements of the Royal Navy, as well as all rules and regulations for shipboard lifting equipment. In support of the crane supply contract, Houlder has also developed and supplied an extensive safety case and detailed operations and maintenance manuals. All guidance on the installation and commissioning of the cranes was provided by Houlder engineers, as well as on site training for operators and maintenance personnel. ■



## ukforks £1.7 million fleet investment

THE UK'S leading telehandler hire company, ukforks, has invested a further £1.7 million in a new fleet of telehandlers, which are already in operation on house building and construction sites throughout the UK. The new fleet comprises Manitou MT1740s, Bobcat T40170s and JCB 540-170 Loadalls. All units are 4 tonne capacity, 17 metre machines, which have been supplied with heavy-duty stabilisers, chassis levelling and all-round visibility convex mirrors as standard in line with the latest Health & Safety Executive recommendations.

A ukforks spokesperson said: "The investment is designed to meet the very latest needs of the construction industry where telehandlers are starting to replace cranes on UK construction sites. Pressure to develop brown field urban land is leading to taller buildings being built in more confined spaces and telehandlers are more versatile and manoeuvrable on site."

One of the first new JCB machines is being used by Eric Wright Construction for the refurbishment of an 1837-built Rochdale Canal Company grain store for Country and Metropolitan Homes in Piccadilly, Manchester. The new fleet of 17 metre machines join ukforks existing telehandler fleet of around 1000 units. ■

Left: UpRight president and CEO, Ian Menzies (left), and recently appointed head of sales & marketing for EAME, Steve Couling stand beside the company's new TL50 trailer mount at Intermat 2003.



## FACE TO FACE

Almost six months have passed since UpRight emerged from Chapter 11, following its filing back in July 2001. C&A caught up with president and CEO, Ian Menzies, and recently appointed head of sales & marketing for EAME, Steve Couling, to pose the fundamental question; How is UpRight today?

# Mind over matter

MENZIES COMPARES the Chapter 11 process to "crawling into a cave in the middle of a terrible downpour - once you've found one, which can be very difficult, you find it's quite comfortable." Today, however, the storm seems to be blowing over for UpRight, leaving in its wake what appears to be an air of quietly spoken confidence - after all, only 12 out of about 2000 companies successfully exited Chapter 11 last year.

"The present owner could have left the business at any time," says Menzies "but he is in it for the long haul and plays a big part in UpRight.

"Chapter 11 itself," continues Menzies, "is the best due diligence I've ever been through. Creditors, financiers, the court and the owner himself all had to be convinced that as a business, things could work out. We could have exited Chapter 11 several months earlier than we did, but the storm was still raging." The company developed a five year plan, which Menzies says, "is still in the execution stages but will see UpRight become more internally focused on becoming a more customer-based organisation.

"The plan is not an aggressive one," adds Menzies "and is not, for example, based on the 1999 and 2000 financial results as that would be unrealistic. However, we have now been profitable since September 2002 and currently have two of the most modern, clean production facilities in the world."

"Customers expect higher levels of service than before" says Steve Couling who adds that: "It will become a different business over the next two to three years. This year will be flat because a lot of machines have, and will, come on to the market and a lot of machines are being allowed

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*"the UK is an interesting market for UpRight, particularly where independents are concerned. Financing is becoming ever-more challenging and we are currently working with finance companies to make UpRight purchases easier. Just as with car dealers, you have to be creative in allowing customers to purchase your products."*

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to be aged. We do expect to see some modest growth by 2004 though."

According to Couling, "the UK is an interesting market for UpRight, particularly where independents are concerned. Financing is becoming ever-more challenging and we are currently working with finance companies to make UpRight purchases easier. Just as with car dealers, you have to be creative in allowing customers to purchase your products."

The telehandler market is also an area that is familiar to UpRight. The company invested at least £1 million in its own brand of machine, but sold it to Volvo because, "continuing development would have taken the restructuring focus away from the company and the return on investment at the time could not be justified," says Menzies. UpRight's designs were bought by Volvo, which will make them available in the future, while retaining up to 80 percent of UpRight's original design work. Under a little publicised clause in the deal with Volvo, UpRight will be able to badge and sell those Volvo telehandlers under its own name and expects to do so.

The company will also be boosting its sales portfolio with the introduction of two new platform models in time for Bauma 2004, while scaffold will continue to play a very important role in the company's balance sheets.

In a nutshell, "the company has been changed for a recovering industry," says Menzies. "Our Australia-based owner is involved in coal mining, agriculture and sign packaging, but UpRight has got the potential to be the biggest business in his portfolio." 

S-125



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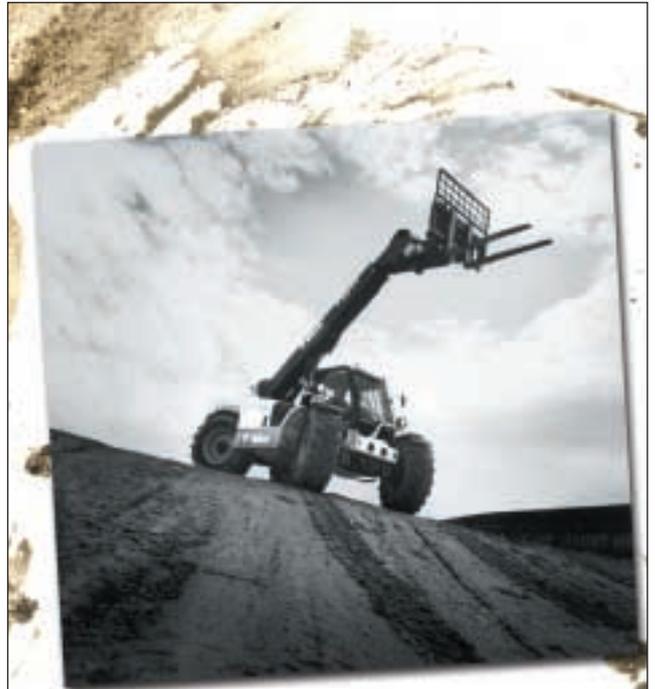
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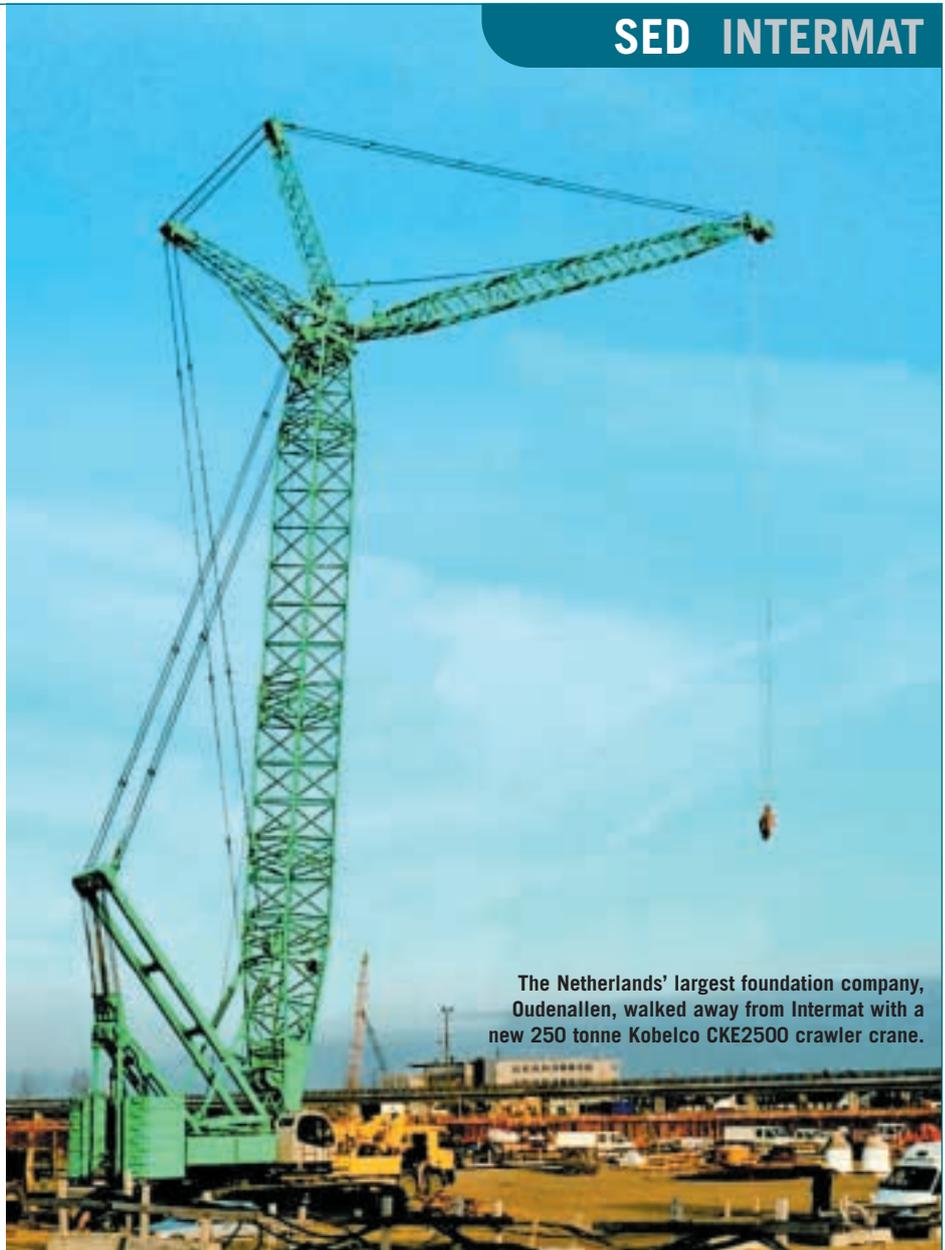
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**It never rains, but it pours! The lifting and access industries were recently graced by two major construction exhibitions, and both SED and Intermat had their own stories to tell. C&A looks back and picks out the highlights.**



The Netherlands' largest foundation company, Oudenallen, walked away from Intermat with a new 250 tonne Kobelco CKE2500 crawler crane.

WITH TWO major exhibitions taking place just ten days apart, the question has to be asked; Was attending both really necessary?

The simple answer being, it depends on where your interests lie. SED's organisers reported an attendance of almost 18,000 visitors and said that this year's show "was officially the biggest show ever staged with 478 exhibitors", and "of those, 35 percent were brand new to the show". This said, however, if it was cranes that you were after, then Paris was the place to be, along with the other 183,000 visitors.

Condensed into Intermat's outdoor display area was a forest of booms planted by the world's crane manufacturers, many of which introduced brand new equipment to Europe for the first time. Fighting for air space on Manitowoc Crane Group's stand was the brand new 600 tonne Model 18000 lattice boom crawler crane. Emphasis has been placed on the utilisation of existing components from other Manitowoc cranes for various rigging configurations on the new crawler which has reach capabilities from 36.5 metres up to 185 metres.

Senior vice president worldwide marketing and product support at Manitowoc, Larry Weyers, also announced that a new 250 tonne capacity

# Twin towns

crawler crane, dubbed model 15000, will be rolling off Grove's Wilhelmshaven production line in Germany by the end of 2003 (See news). Vice president sales EMEA Willem Hilderink, also confirmed the company's acquisition of the former Mammoet facility in Breda, The Netherlands, which will form the backbone of Manitowoc's European crane service operations.

Parked alongside the 18000 was Grove's new 450 tonne flagship all terrain crane, the GMK 7450. The seven-axle machine was welcomed by a European audience for the first time at the show, following its US launch, under the title GMK 7550, at last year's CONEXPO. Its 16 to 60 metre, 5-section Megaform U-shaped boom gives a maximum tip height of 63 metres, which can be extended to 128 metres with the full 73 metre luffing jib.

Completing the Group's crane portfolio was Potain, which was showing off the latest addition to its Igo line of light-duty, self-erecting tower cranes. The new model Igo 24 is the tenth member of the group and joins at the smaller end of the capacity scale at 2.4 tonnes and 20 metres under hook height.

## Face to face

Intermat's organisers reported a 12 percent drop in visitor numbers to this year's event, largely attributable to the transport strikes across France during the show's duration. What the strikes didn't seem to affect, however, was the investment intentions of those that did turn up. Terex Demag reported sales of at least 50 cranes during the show, including 23 Demag units, 13 Comedil tower cranes, 12 PPM units and Two Bendini cranes. The UK's JD Cranes left Paris having



## SED INTERMAT



purchased a Demag AC 700, four AC 50-1's, two AC 35 L's and an AC 35, while Havato Oy returned to its native Finland the proud owner of an AC 110, an AC 80-2, two AC 60's, an AC 40-1 and an AC 35. Spain's Grúas Parra also snapped up an AC 200-1, an AC 80-2, two AC 50-1's and a AC 40-1 and rental company Mediaco will now have to make space for two new AC 700s in its yard in France.

Taking centre stage on Terex Demag's stand was the new 200 tonne Demag AC 200-1 and the 160 tonne AC 160-1, both 5 axle units. Moving down the capacity chart, the new 35 tonne AC 35 L and 55 tonne AC 55, both engineered and manufactured at the PPM facility in France, both made their debuts.

The company also premiered its 80 tonne capacity CC 280-1 crawler crane, built at IHI's production plant in Japan. The crane has been designed and produced specifically for European consumption and is the first model in a new range of crawlers in the 60 to 200 tonnes class. The cranes will be added to Terex Demag's range under the agreement reached between Terex and IHI, with the first three models being 60, 80 and 100 tonne units. Next up will be 150 and 200 tonne models.

Several crane sales were also reported by Kobelco, including one of its 250 tonne, CKE2500 crawler cranes to The Netherlands' largest foundation company Oudenallen. The crane's first job will be to assist foundation work for a new shopping centre in Almere, The Netherlands, scheduled to begin in October this year.

Kobelco now offers a 12-strong European crawler crane line, ranging from 55 to 400 tonnes, thanks to the launch of two new

**New from Oil & Steel at Intermat was its huge 76 metre Stargate 7638, now the flagship model in the company's platform portfolio.**



**Haulotte presented the SED crowds with a snapshot of its new six-strong telehandler line ranging from 7 to 17 metres.**

additions at Intermat, the 135 tonne, CKE1350 and the 400 tonne, CKE400.

From Liebherr came the unveiling of two brand new mobile cranes with the 400 tonne, seven-axle LTM 1400/1 and the 90 tonne LTM 1090/3. The new 400 tonner has been designed with one less axle than its longstanding 400 tonne predecessor, yet features an extra 10 metres of boom length, 20 percent more height under hook and a 12 tonne reduction in transport weight. The compact LTM 1090/3, which takes the reigns from the earlier LTM90/2, gives up to 15 percent higher load capacity on the telescopic boom and up to 30 percent more lifting power on the swing-away jib. Also on show from the company's range of smaller, hydraulic crawler cranes was

**This new 400 tonne, seven-axle LTM 1400/1 from Liebherr features a five-section 60 metre long boom and weighs 84 tonnes in travel configuration.**



the new 130 tonne, LR 1130, which rounds off Liebherr's crawler crane programme ranging from 100 to 1,200 tonnes.

From the access community came more new product launches than you could shake a stick at with product diversification seemingly the order of the day. Both Haulotte and Manitou took their first subtle steps into the truck mounted platform sectors, each uncovering brand new contributions. Haulotte's effort came in the form of the 19 metre working height TH19 mounted on a 3.5 tonne chassis. The unit has been developed in partnership with "another European company", which has also resulted in the production of a new spyder-type platform, which was also on display.

The company also showcased its new 28 and 32 metre HA28PX and HA32PX articulated booms, the 10 metre working height Compact 10N electric scissor lift, and a sample from its new six-strong, Top Lift line of telehandlers with lift heights ranging from 7 to 17 metres.

Manitou announced that it, too, will soon be introducing its own truck mount versions in the 13 metre working height, MOB 130 and the 17 metre MOB 171. The company says that the unit's lifting system is now available for fitting onto Iveco and Nissan lorries, while certification is currently being obtained for other brands. Much emphasis was also placed on the company's telehandler portfolio and more information, along with coverage of the many telehandler launches at Intermat from the likes of JLG, Caterpillar, Faresin-Haulotte, Genie, Merlo and JCB, can be found in our telehandler feature on page 27.

**Terex Demag's Steve Filipov hands over the keys to an AC60 to Havator Oy of Finland, one of six Terex Demag cranes purchased by the company at Intermat.**



### Home turf

In contrast to Intermat, visitors to SED witnessed the absence of many of the world's crane manufacturers this year, while they themselves prepare for what is expected to be an impressive display at SED 2004 when they make their return. All was not lost at this year's show, however, which still managed to produce its own little gems.

The mood was certainly upbeat at the SkyKing camp, which reported the sale of two 35.5 metre working height, Wumag WT 355 telescopic work platforms to EPL Access, which puts the tally up to five Wumag truck mount sales by SkyKing in almost as many months. SkyKing, part of the King Trailer group, entered into an agreement with Germany-based Wumag



### The Vertikal Press stand at Intermat.

at the end of 2002 to become the sole UK and Ireland distributor for Wumag's aerial platforms over 30 metres height.

Tadano Faun's Superdeck platform made its UK debut appearance with the help of Tadano's UK distributor, Promax Access. SED was also the first outing for Promax Access with its most recently signed partner, Cela, made apparent by the showcasing of the UK's first 30 metre, Cela Spyder 300. Other models in the range include a 22, 26 and 38 metre version. Promax has also just taken delivery of the UK's first Basket 14 AJX RR rail/roader. The machine features a 200 millimetre tilting chassis, which enables full working capabilities on slopes of up to 8 degrees.

Visitors to UpRight's stand were treated to a sneak preview of the company's new bi-energy version of its 13.5 metre AB38 articulated boom ahead of its official European launch which took place at Intermat. The bi-energy



**Effer says that its 100 tonne metre class model 950 is the biggest ever knuckle boom to be sold into the UK.**

version joins an electric narrow version and a sub 3 tonnes electric Lite version in UpRight's now 3-strong AB38 range. The boom was joined, along with a selection from the company's existing scissor lift, trailer mount and self propelled boom lines, by the new Snappy Junior light weight, mini work platform for the tool hire and DIY markets.

SED visitors also beat the Internat crowds to see Manitou's new 3.96 metre lift height SLT415 Maniscopic telehandler. The three-wheeled rough terrain machine was officially launched at Internat under the new name 'twisco'. Also on show was the new Maniaccess 120AETJ electric articulating boom with a 12 metre working height and 7 metre outreach.

Genie's TZ-34/20 trailer mount made a guest appearance whilst in transit between its origin



**Richard Weiss produced the fastest time of 2 minutes 44 seconds on day two of the Hiab/Vertikal challenge.**

in Seattle, US and Internat. The latest offering from Oil & Steel was its trailered Octopussy 1250 'spider' type platform now available through the company's recently appointed UK distributor, The Platform Company, which now also provides, rental, training and technical service and backup for the full range of

Oil & Steel products.

Another SED debut came from Mercedes-Benz with the first Unimog U300 with a Niftylift V130 powered access platform. The all terrain unit, one of seven units recently ordered by Western Power, features a 13 metre boom, supplied and installed by PJ Allan.

Among an army of machines on display from Versalift, and for the first time in the UK at SED, were its latest van mounted platform offerings. The 9.2 metre, ET26NE XS can be installed on a vehicle of 2.9 tonnes GVW and a 3 metre wheelbase, while at 10.5 metres working height, the larger ET30NE XS is available with stabilisers and a two person capacity, and/or installation onto 3.5 tonne vans giving a spare payload in excess of 500 kilograms.

At the top end of Versalift's range comes the company's tallest ever platform, the 23 metre LT69NF. An 11 metre outreach is achievable on a 7.5 tonne chassis with narrow outriggers, while other features include a standard 180 degree flyboom, continuous rotation and dual joystick control which allows the simultaneous operation of up to three boom functions.

**Minority report**

A spare £16,500 in your back pocket would have got you a new 9.5 tonne capacity, PM 21S (not fitted) from one of PM Crane's Series range of knuckle boom models, recently re-designed to include a new double linkage system. The unit sat beside the UK's first single linkage 4.5 tonne capacity PM 11022, and a representation of the 12 Series, sister to the 11 Series but available as a two linkage option. Other cranes now available with this option include Series 21, 25, 34, 39, 68 and 75.

Moving up the capacity chart, Effer UK, represented by Charlton Bodies, displayed what it believes to be the UK's largest knuckle boom ever to be sold into the UK. But not for long, Effer says that the 100 tonne metre class 950 will be joined by a massive 145 tonne metre model later in the year.

The latest addition to Hiab's XS HiDuo range of knuckle booms gave visitors a chance to test out the company's new Valve 80 control valve, which replaces the Valve 50 and is available as a hand operated or remote control version. The system is an open centre valve, developed especially for Hiab knuckle booms.

Nearly 200 participants braved the Vertikal Press' Hiab/Vertikal Challenge at the show, but it was just three contenders that



**Grove used the Internat stage to re-launch its 450 tonne flagship mobile crane onto the European market.**

proved unbeatable on each day of the three-day knuckle boom challenge.

Both Hiab and the Vertikal Press would like to congratulate Paul Maddison, Kevin Findley and Richard Weiss, who each earned themselves an engraved trophy, presented by SED organiser, Jackie Hanford, a £100 cheque, presented by Tim Whiteman, Publisher of *Cranes & Access* and managing director of the Vertikal Press and Ismo Leppanen, of Partek Cargotec.



**The Vertikal Press' publisher, Tim Whiteman, presents Paul Maddison with a cheque for £100. Hiab's Ismo Leppanen (left) and SED's Jackie Hanford join in the presentation.**

Next year sees Internat pass the exhibition buck over to Bauma 2004 in Munich, which takes place from 29 March to 4 April. But if a trip over to Germany seems that bit unlikely, then SED returns, as ever, at the later dates of the 18, 19 and 20 May at its usual Fen Farm, Milton Keynes location, complete with cranes! See you there!



**Winner on day three of the Hiab/Vertikal challenge, Kevin Findley of Gatwick Plant.**

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# Heavy metal

In *C&A's* heavy lift feature, we journey around the globe to take a look at what some of the industry's big machines have been up to in recent months, while also keeping check on the heavyweight investors.

## A breeze for Liebherr

ULFERTS & WITTRÖCK of Germany came up with a novel, time-saving way to displace and transport its massive 400 tonne capacity LR 1400/2 crawler crane between windmills on a wind farm erection site in the Weser Mountains, Höxter. A 130 tonne capacity Liebherr LR 1130 crawler crane, used in tandem with the LR 1400/2, allowed the displacement of the 400 tonner to the next windmill erection site almost completely rigged, and in just a few hours. Following the raising and positioning of the 55 tonne rotor of the first windmill by the 400 tonne crawler, rigged with 105 metres of main boom, a 28 metre derrick boom and 10.5 metres of jib, the displacement of both cranes was prepared. The LR 1400/2's lattice boom was lowered to a horizontal position, the 10.5 metre jib dismantled and the superstructure ballast reduced from 135 to 75 tonnes. The hook of the LR 1130 was then attached to the main boom of the LR 1400/2 at a distance of 21 metres from its tip. Almost half the boom's weight of more than 45 tonnes was suspended on the hook of the smaller crawler crane when the tandem carriage slowly began track away.

It took the joint procession less than two hours to travel the 800 metre distance to the next site. From positioning the rotor of the first windmill to positioning the LR 1400/2 ready to lift at the next site, the Ulferts & Wittrock team needed less than eight hours. "For the rigging, displacement and re-rigging of the LR 1400/2 with SLD equipment we require normally up to 20 hours," said crane operator Mathias Vossebein.



## UK Top 10

In the Sept/Oct issue of *C&A* we will be compiling a list of the UK's top ten biggest cranes, which will be published with our annual listing of the 20 largest hire fleets in the British Isles.

If you think your cranes make the grade, then please send information, along with good quality images, to:

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## Shore to ship

BERLIN-BASED crane hire company, Grohmann-Attollo, set up its flagship 800 tonne capacity Liebherr LTM 1800 D to lift a 180 tonne deck house 28 metres into the air and place it on top of container vessel under construction. The crane was rigged with 31.5 metres of derrick boom to provide a 1000 tonne lift capacity. A 320 tonne super structure and suspended counterweight were required to lift the load on board the vessel at a radius of up to 16 metres. Restricted space on the quay meant that the 800 tonner had to work from a medium-size supporting area of 11 x 11 metres.

Once the deck house had been taken by the crane's hook and slewed over the water, the semi-completed vessel was manoeuvred under the load and moored. The 10 x 12 metre deck house was then lowered into position. ■

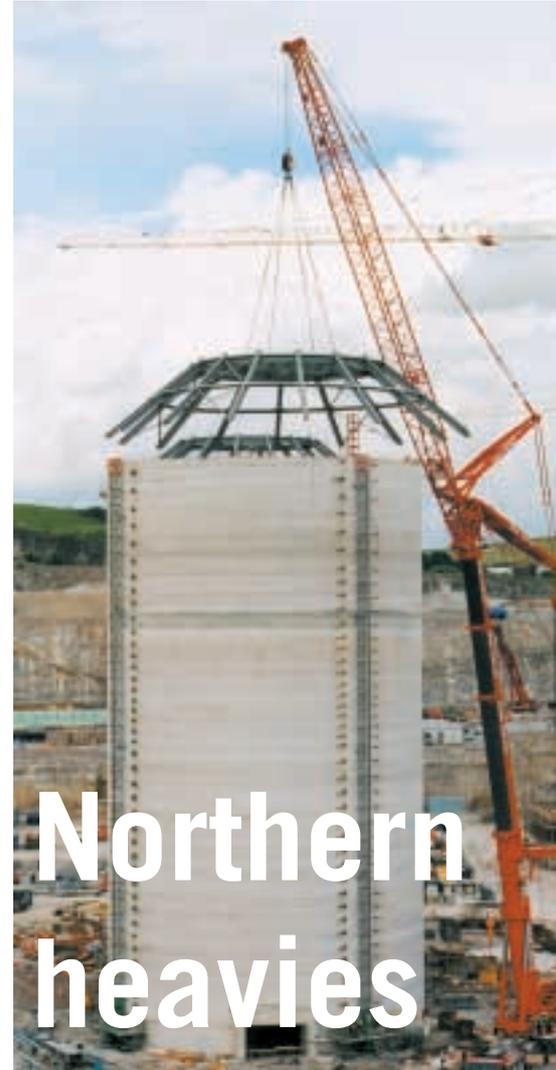
## Rolling tide



MASTER BOAT Builders Inc of Coden, Alabama, US, relied on the powers of Barnhart Crane & Rigging to roll three massive components to be used in the construction of a crew boat set for duty in the offshore industry. Barnhart called on two of its Demag crawler cranes for the job, a 544 tonne capacity CC2600 and a 299 tonne capacity CC2000, to "bookend" each of the three sections of the boat, the heaviest of which weighed 290 tonnes. A fourth component weighing 118 tonnes was then set in place.

"Master Boat Builders constructs the sections of their crew boats upside down on a jig, but can't weld the pieces together until they are the right side up," said Shaun Sipe, branch manager of Barnhart Crane & Rigging's Gulf Coast Division. "We used simple rigging on the ends. We picked up a side then tracked and swung, like you would a door, using the ground as a hinge."

The bow section of the boat weighed 91 tonnes, while both the mid-section and the stern each weighed 290 tonnes. Barnhart lifted each of the three sections in turn from the jig, rolled them over and then set the pieces on piers, ready for welding together. A fourth deck component was then lifted and set in place on top of the hull components. ■



## Northern heavies

## Lampson takes Manitowoc 18000

US-BASED heavy lift specialist Lampson International is the proud owner of a new Manitowoc Model 18000 crawler crane. The 600 tonne capacity machine has been painted in Lampson's traditional blue livery and is expected to arrive in Australia next month, where it will start work on its first project.

The crane was officially handed over to Lampson's president, Bill Lampson, at the recent Intermat exhibition in Paris, following the successful completion of the final stages of testing of the crane at Manitowoc's test facility in the US.

"I am sure the Model 18000 is going to be a great addition to our fleet," said Lampson. "It offers exceptional lift capabilities and yet boasts relatively compact dimensions. For a company like ours, which undertakes heavy lift projects all over the world, lifting capability and transportability are two of the most important attributes of any crane."



From left to right: Bill Lampson, President of Lampson International; Glen Tellock, President of Manitowoc Crane Group; John Kennedy, Director of Crawler Crane Sales for North America – Manitowoc Cranes; Phil Lunn, Managing Director of Lampson International; Jari Tuorila, General Manager Sales – Manitowoc Crane Group Pty Ltd (Australia).

The Model 18000 was launched last December and fills a gap between the manufacturer's 272 tonne Model 2250 and its 750 tonne Model 21000. It has been designed to accommodate larger lifts on increasingly congested job sites. Reach capabilities vary from 36.5 metres up to 185 metres depending on how the crane is rigged. Transportation was a key element in the design process and Manitowoc's engineers have ensured that no single component weighs over 40 tonnes and dimensions are restricted to 3 metres wide by 4 metres high.

Lampson International is headquartered in Kennewick, Washington, US and maintains international subsidiaries in Canada and Australia. It runs a fleet of over 200 Manitowoc crawler cranes. The company was started in 1946 as a small crane and drayage company and is now among the world's largest crane owners. ■

Manitowoc's 18000 crawler



# Boom time for Sarens

CRANE SERVICES, based in Ossett, Yorkshire, boosted its heavy lift capabilities at the end of last year with the delivery of two Liebherr heavyweights. The largest was a 500 tonne capacity LTM 1500, supplied with "Y" frame heavy lift attachment and the two available 50 and 84 metre main telescoping booms. The main feature of the massive mobile is its guyed main boom with "Y" suspension, while its luffing fly jib provides 91 metres of maximum length and, at an optimum radius of 108 metres, the crane can lift 3.6 tonnes. Maximum height under hook is 139 metres. The 500 tonner is now the second LTM 1500 to join Crane Services fleet.

The smaller of the two is a 250 tonne capacity LTM 1250/1 with 72 metres of main boom and a 70 metre luffing fly jib. At a maximum radius of 92 metres, the crane can lift 1.1 tonnes and, on the main boom only, can lift 3.1 tonnes to 66 metres radius.

Crane services LTM 1500 carried out its very first contract at Buxton Lime in the UK for Gleasons. The crane was rigged with the 84 metre main boom telescoped to 36.9 metres at 83 degrees and the "Y" mast set to 42 degrees. A 4 metre adapter, 35 meter luffing fly jib, 135 tonne counterweight and outriggers set at a maximum 10 x 9.6 metre base completed the set-up to lift the 52.5 tonne silo roof frames into place at a 24 metre radius. ■

Liebherr's LR 1800



SARENS UK has put its recently purchased Liebherr LR 1800 crawler crane to work at Wallsend in the UK. The 1200 capacity crawler is assisting the AMEC, Bonga topside construction project, where it will remain until early next year. Previously a Baldwins machine, the LR 1800 has come to Sarens UK as part of an investment programme at the company, which has also seen the purchase of two 250 tonne Sumitomo crawlers and a 250 tonne capacity Demag CC 1100.

The flagship LR 1800 joins Sarens UK's existing crawler crane fleet which is now made up of a 800 tonne capacity Demag CC 4000, a 600 tonne Demag CC 2400, two, 250 tonne Sumitomo SCX 200s, a Liebherr LR 1250, 1160 and 1140 with respective capacities of 250 tonnes, 160 tonnes and 140 tonnes, three 100 tonne Hitachi KH 500-3s and four 80 tonne capacity Samsung CX 800s. ■

## Giant's causeway

LAMPSON INTERNATIONAL employed its 2,360 tonne capacity Transi-Lift LTL-2600 after the company was called upon by Parsons Brinkerhoff to take on the setting of a bridge over the main Boston and New York City rail lines in the US. The 79.5 tonne bridge was constructed on site by Parsons Brinkerhoff under contract with Connecticut Department of Transport. The rigging for the lift weighed 131 tonnes for a total lifted load of 944 tonnes. The bridge was picked at a radius of 57 metres and the final set radius was 54 metres. Built last year, the LTL-2600 is currently the biggest crane in Lampson's fleet and can carry more than 122 metres of boom and up to 61 metres of jib.

The massive lift was made particularly daring by the fact that the bridge was set over the main rail lines. "The railroad allowed us three hours to make the lift and required that we have 150 per cent of the required capacity," said Lampson. "This resulted in the use of 2948 tonnes of counterweight producing a capacity of 1410 tonnes at the 53.7 metre set radius." The operation was completed well-within the 2.5 hour schedule submitted a year and half before the actual lift took place. ■



## JD Cranes adds Demags

JD CRANES, previously known as Taylor Crane Company, has purchased a Demag AC 700, four AC 50-1's, two AC 35 L's and an AC 35. Taylor Crane Company was acquired out of the Taylor Group of Companies by a management buy-out team consisting of the company's managing director, Maurice Johnston, and finance director, Richard Dean.

The acquisition comprised a fleet of over 100 cranes ranging from 20 to 1000 tonnes capacity and a network of 7 depots covering Scotland, the

North East and North West of England. Johnston has over 30 years experience in the plant and crane hire industries and was formerly director of Amec Plant Services. He has been actively involved with major crane hire companies in the UK for the last 10 years. ■

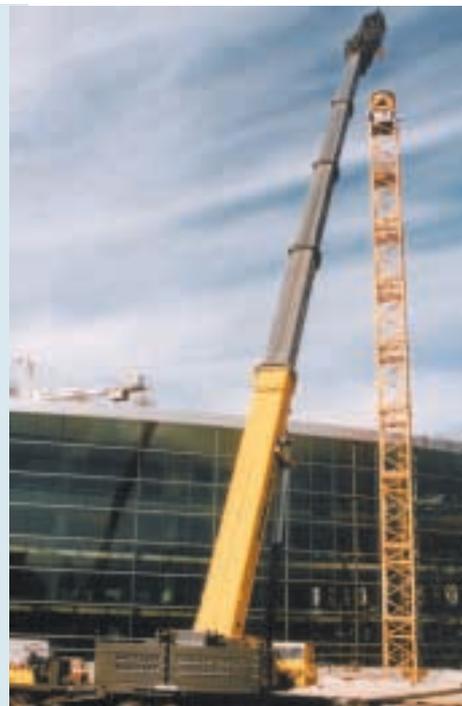


A Demag AC 700 belonging to AKV.

## GMK 7550 debut

An all-new Grove GMK7550 all terrain crane, the largest crane manufactured by Grove – launched at last year's CONEXPO show – was put to the test recently in the US by the machine's owners, Wagstaff Crane. The 450 tonne crane assisted in the dismantling of a tower crane used in the construction of new public library in Salt Lake City, Utah by contractor Big D.

The tower crane had a 61 metre tall house and required the GMK to be a distance away from the lift due to the physical demands of the job. "We could have used our Grove GMK6300 272 tonne crane with full luffing jib, but our new GMK7550 did the job with a shorter jib installed," said Jim Wagstaff, managing director of Wagstaff Crane. "The lift was about 11.79 tonnes at a radius of 43 metres and the new machine handled the job easily." The crane was supplied to Wagstaff by their long-time Grove distributor, H&E Equipment Services, formerly ICM Equipment Company, of Salt Lake City. ■



# MERLO

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You'd be hard pushed not to have noticed the wave of activity that has surged through the telehandler market of late. And, while other sectors in the lifting and access industries continue to fight for air, the telehandler market seemingly breathes deep.



Granco, the Scania dealer in County Down, Ireland, recently took delivery of this 7 tonne Dieci Samson telehandler to assist in truck breakdown recovery operations in the UK, Ireland and mainland Europe.

## Dish of the day

ACCORDING TO Off Highway Research, the UK telehandler market has increased by almost 50 per cent in just five years. This equates to a jump from 3900 units in 1998 to 5800 in 2002. Although on a slightly smaller scale, Ireland has a similar story to tell with a reported increase of 39 per cent from 575 units to 800 units during the same period. And the increase is expected to continue during the next two years where in the UK it will level out at around 6000 units. For Ireland, a prediction of around 850 units has been set.

"Telehandlers are the relatively new giants of the construction skyline," says David Williams, ukforks divisional director. "Greater concentration on the development of brown field and urban infill sites during the last six years has seen the construction of more two, three and four storey buildings, which has stimulated telehandler demand. The introduction of telehandlers has largely led to a shift from the conventional rough terrain straight mast forklifts and, in some cases, has replaced the use of a crane because of their overall versatility on site and the ability to adapt to other 'lift and shift' tasks."

ukforks was set up in 2000 as a specialist telehandler rental division of Vp plc and has

**Caterpillar has been phasing in its new B-series telehandler line since November 2002 and has so far unveiled 8 out of what will be a 10-strong range. Pictured is the 13.5 metre TH360B.**



since invested £20 million in new telehandlers from the likes of JCB and Dieci, and from what the company calls 'second-tier' specialists such as Bobcat. The company recently introduced the first fleet of Dieci 9 and 12 metre Runner and 16 metre Icarus telehandlers, brought into the UK under an agreement worth £2.5 million. The Dieci machines are fitted with JCB headstocks for fitting JCB quick attachments, while the 9 metre versions include stabilisers which ukforks says is a feature that the company has consistently lobbied manufacturers for as part of its construction site health and safety initiative launched last year.

More recently, the company completed a £1.2 million investment in a new fleet of JCB 10, 12 and 17 metre telehandlers and last year invested £350,000 in a fleet of the latest JCB 10.5 metre 533-105 machines. ukforks' telehandler fleet now comprises over 1000 units.

### Conflict of interest

The increased volumes of telehandlers on UK job sites, combined with the crane-type jobs they are becoming more commonly applied to has pricked a few ears in recent times, particularly those belonging to the UK's Health & Safety Executive (HSE) and the Construction Plant-hire Association. Earlier in the year, HSE said that because telehandlers are mainly used for lifting materials at height, they should be subject to the Lifting Operations and Lifting Equipment Regulations (Loler) and so telehandlers could soon be forced to adhere to the same safety laws as mobile cranes.

"There has been recent talk about conflict with crane requirements," explains Peter Grant of Merlo. "Handler lifting height and capacity has more than tripled since the early days, and the increasing introduction of ROTO-style slewing handlers offers new capabilities.

"The issue of moving roof trusses was specifically addressed after a small number of



Last year saw ukforks invest £350,000 in a fleet of the latest JCB 10.5 metre 533-105. The company's telehandler fleet now comprises over 1000 units.

accidents, involving 'travelling' with the boom elevated. Merlo, like other major manufacturers has introduced attachments for its telehandlers specifically designed to permit travelling with the boom lowered.

"When used with load charts provided by the manufacturer, handlers are just as safe placing a suspended load as when used with forks," continues Grant. "Of course, a suspended load brings its own requirements – it must be restrained to prevent a 'pendulum' effect. But, these rules are the same when using a crane.

"Historically, best practice recommends that if a load of over 1 tonne is being suspended on a winch rope, the application is essentially 'craneage'. That dictates suitable training and certification of a crane driver, and the fitting of an approved crane safe load indicator (SLI) to the handler. The flagship Merlo ROTO KSC series already incorporates an advanced Computerised Stability System that continually checks the bearing pressure in each outrigger leg and computes a real-time stability, even being able to recognise and compensate for outriggers not fully extended."

The use of telehandlers for access applications has also been heavily scrutinised in recent times, but is becoming an increasingly common practise. "IPAF has campaigned for years against the unsafe use of handlers to lift people and HSE Guidance note PM28 ▶ 29

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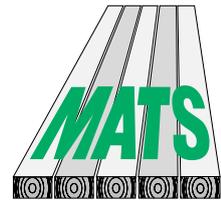
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**Manitou's 12 tonne capacity MHT 10120 L Turbo.**

clearly states that rough terrain trucks lifting above 6 metres are unsuitable for lifting personnel unless they have full integrated control in the basket," says Grant. "Merlo is an active member of IPAF and has recently been co-opted onto Council. We believe that handlers provide a perfectly respectable basis for an access platform, and if they comply with European Directive EN 280, are every bit as safe as a dedicated 'cherry picker'."

The company manufactures a wide range of platform attachments, ranging from traditional baskets to specialised panel handling and tunnel rig platforms. When fitted to a pre-arranged Merlo handler, the electronics recognise the attachment and change the base machine's performance and speeds to suit the access role. Intermat 2003 saw the company launch 17 and 18 metre rigid chassis units and a 4 tonne capacity, 25 metre slewing ROTO machine.

The demand for telehandlers as access providers came as a bit of a surprise to Caterpillar, which reported that access platforms were the most requested work tool while it was researching the development of its new B-Series telehandler range.

The company has been phasing in its B-series since November 2002, which began with the unveiling of the Compact TH210, with a 2.2 tonne lift capacity and 5.2 metre lift height, and the 2.5 tonne capacity, 5.5 metre lift height TH215. This year has already seen the introduction of the larger TH350B, TH360B,

TH460B, TH560B, TH220B and TH330B. August and September will see the launch of the TH340B and TH580B respectively.

Caterpillar says that the specifications of the 10-strong range directly targets the construction, agriculture and rental markets, which account for 15, 30 and 45 per cent respectively of the company's European telehandler sales. Key to the B-series' development has been easy serviceability, easy access to components and extended service intervals. Subsequently, Caterpillar says that operating costs of the new line has been reduced by 40 per cent in comparison to the company's established A-series.

All major components for the handlers, including axles, hydraulic structures, engine, transmission and electronics will be sourced by Caterpillar. A range of access platform attachments is also available, comprising a 1 metre wide version, a 2.4 metre version with 180 degree swivel and an extendable version up to 4.3 metres, also with 180 degree swivel. All are EN280 MEWP compliant. Visitors to Caterpillar's stand, which was shared by its French dealer Bergerat Monnoyeur at the recent Intermat exhibition in Paris, would have seen working displays of the 11 metre TH350B and 13 metre TH360B models.

### Out with the old

The Intermat stage was divided among the majority of the world's telehandler manufacturers, most of which took the opportunity to introduce new machines. In the 10 metre lift height class came JCB's 533-105, which the company says is intended for Europe's mainland markets. The new model, with a maximum payload of 3 tonnes, is the 12th addition to JCB's established Loadall range, which has been in production for more than 25 years, and at present, according to the company, provides 20 percent bigger cab and 11 percent more glass area for increased visibility. The company also launched its smallest ever Loadall, the 1.56 metre wide, 2 tonne capacity 515H, which it claims can be used when skid steers are the only the option site. JCB also launched a new range of access platform installations for its

532-120, 537-135 and 540-170 side engine Loadalls. The attachments incorporate an electric-over-hydraulic servo control valve in place of the customary joystick control, which enables remote operation from a range of platforms. The 532 and 537 versions are operated via an electrical cable routed along the boom, while the

540-170 can be operated via remote control. A recent 1.3 million contract awarded to JCB saw the British Armed Forces take delivery of thirty-seven 525-50 Loadalls.

JLG displayed several models from its 3500 and 4000 Series telehandler lines. As the nomenclature suggests, the 10-strong range is divided into 3.5 and 4 tonne capacity machines. Five heights in both series are offered ranging from 7.3 metres up to 13 metres, with a two-stage boom offered on the 7, 8 and 9 metre machines and stabilisers offered as standard on the four 12 and 13 metre models. The company says that revenue from its telescopic handlers doubled for the first quarter of the 2003 financial year, soaring to £17.7 million compared with a figure £9.07 million 12 months earlier. The rise in sales was partly due to "share gains from the new European-design telehandler range," which according to JLG helped offset disappointing sales of its work platforms.



**This 14 metre lift height TX140 from Case is the first model to be unveiled from its all-new 3 strong telehandler range. The full line, including the 12.45 metre TX130 and the 16.6 metre TX170 will be available later in the year.**

Manitou also showcased its very latest addition to its now five-strong heavy-duty Maniscopic telehandler range. Sitting mid-way in the 6.5 to 16 tonne lift capacity range is the 12 tonne MHT 10120 L Turbo. The unit is kitted out with a 170 horsepower Mercedes Turbo engine with hydrostatic transmission, four drive and steerable wheels and crab steering. The company says that the heavy-duty Maniscopics have the advantage of housing a wide range of attachments that are especially adapted for heavy loads, including TFF + 1500 to 2500 forks, 14 and 16 tonne winches, 14 and 16 tonne crane jibs, 5000 and 6000 litre CBR buckets and tyre grabs.

Allowing Case to compete in what it calls a 'key product category', is its all-new 3 strong telehandler range. On show at Intermat was the first model to be introduced, the 14 metre lift height TX140. The full range, including the 12.45 metre TX130 and the 16.6 metre TX170 will be available later

▶ 30



**Haulotte and Italian manufacturer Faresin, has produced a 6-strong 'Top Lift' line of telehandlers ranging from 7 up to 17 metres lift height and up to 4 tonnes lift capacity. Pictured is the H17.30.**

## TELEHANDLERS

in the year. The 4 tonne capacity machines feature a choice of stabilisers; hydraulic self-levelling; 2 and 4-wheel drive and crab steering; a side mounted engine for easy component access and developed overlapping of the boom's telescopic sections, which the company says ensures good load distribution, reduced stress and extended component life.

New Holland Construction, whose equipment and services are produced and marketed by Case New Holland along with Case and Fiat-Kobelco, also displayed its own 3-strong range,



**The use of telehandlers for access applications has been heavily scrutinized but is becoming an increasingly common practice on UK job sites. Pictured is a Merlo Roto unit.**

the LM1340, LM1440 and LM1740, introduced last year. Apart from the graphics on each machine, most specifications aren't too dissimilar from Case's above mentioned 'all-new' telehandler line. Fiat Kobelco also widened its telehandler product line with its new Evolution range comprising 13, 14 and 17 metre lift height units with lift capacities up to 4 tonnes.

### New comers

Jumping on the telehandler bandwagon for the first time are Genie and Haulotte. A co-operative effort between Haulotte and fellow French manufacturer Faresin, has produced the 60/40 percent joint-venture's 6-strong 'Top Lift' line of telehandlers ranging from 7 to 17 metres lift height and up to 4 tonnes lift capacity. Genie's own line comprises 8 models ranging from 5.71 to 21.8 metres lift height. Built by Terexlift in Italy, Genie says that the machines are specifically targeted at its rental customer base. The smallest unit in the line up is the 5.75 metre lift height GT-2306 with a width of 1.8 metres and a height of just 1.92 metres. Lift capacity is 2.3 tonnes and hydrostatic drive and three steering modes come as standard, while power is supplied by a side-mounted Perkins 63 horsepower engine. Launched at Intermat



Steel erector, Curzon Clarke recently took delivery of a GTH-4010 telehandler from Genie's new 8-strong range.

was the 12.64 metre lift height GTH-3713T with a 3 tonne lift capacity and 8.74 metre forward reach. The standard package comprises oscillating axles and chassis levelling on the front axles along with hydrostatic drive and three steering modes. The unit can be specified with either a 67 kilowatt engine or 84 kilowatt turbocharged version and comes with hydraulically operated front stabilisers.

The next 12 months will see two more brand-named lines launched onto the already swollen telehandler market by way of Volvo and yes, Liebherr. The former company says that it is set to unveil its contributions in Europe by the end of the year, while the latter company, in what will be its second attempt to break into the telehandler market following an unsuccessful prototype a few years back, says that it is developing its own telehandlers scheduled for a bauma 2004 launch. 

**JLG's 13 metre T4013 from its 4000 Series telehandler line.**





Fiat Kobelco's 14 metre T14 sits half way in its new Evolution range, which also comprises 13 and 17 metre lift height models.



Merlo has introduced attachments specifically designed to permit its telehandlers to travel with the boom lowered while transporting roof trusses on site.

"Bobcat is relatively new to the telehandler market," says Barry Timms, national accounts manager at Bobcat Europe. "The acquisition of Sambron just over two years ago provided us with an already well-developed telehandler product, which we have continued to develop ourselves." Since the acquisition, Bobcat has added a 17 metre version to the telehandler line, which now comprises 8 models ranging from lift heights of 5.6 to 17 metres and lifting capacities of 2.5 to 4 tonnes. "In the UK, we currently supply around 300 machines to National accounts, 400 including dealer accounts, but it is our goal to gain at least 20 per cent of the UK market share to become one of the top three players," continues Timms.

Bobcat's newest model is the 17 metre T40170 with a maximum lift capacity of 4 tonnes, and like all models in the range, targets the agriculture, building, construction, plant hire and local authority sectors. Designed for similar markets is the top-of-the-range 14.43 metre lift height, 4 tonne capacity TD40150, capable of lifting 3 tonnes to the full lift height. Also in the four tonne class is the T40140 which can raise a 3.7 tonne load to its maximum lift height of 13.5 metres. The fourth model in the range is the 9.3 metre lift height T3093CD, which features Bobcat's CD self-levelling system to give a tilt of +/- 6 degrees to the left and right hand sides of the unit. Featuring a three-element boom instead of the two-element boom used on the smaller models, the T3093S can lift a load to a 9.3 metre lift height with a forward reach of 2.4 metres.

Next in line is the 7.05 metre lift height T3071 in the 3 tonne lift class. The end of the unit's telescopic boom is equipped with Bobcat's Z bar front loading system, which the company says increases breakout force and provides a better dump angle. Based on the same frame and chassis, the two smallest models in the range, the T2566 and T2556, are both in the 2.5 tonne lifting class. The T2566 utilises a 50 centimetre longer boom than the T2556, offering a 6.45 metre lift and a reach of over 4 metres, which Bobcat says makes the machine ideal for refurbishment and plant hire markets. A lift height of 5.6 metres and a reach of 1.05 metres in the 2.5 tonne lift class makes the T2556 the smallest machine in Bobcat's line. Timms says that the company expects to introduce new telehandler models by the end of the year which will feature significant developments over the existing range. ■

# Making ground



The *C&A* annual dealer guide has had to make space for several new entries this year. So, whether you're looking to add to your fleet, have a service enquiry, or simply have a question that needs answering, our dealer guide will point you in the right direction.

# Dealer Guide

# 2003

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AICHI	Aichi Platform Services Europe	0031 78 6550 155 / 0031 78 6550 150
ALIMAK	Intervect UK	01933 354 705 / 01933 410600
AMCO VEBA	AV Cranes (UK)	01226 294815 / 01226 206782
ATECO	Ateco Access	01795 660666 / 01795 661559
ATLAS TEREX	Atlas	01698 456600 / 01698 456601
AUTOGRU PM	Technocrane/ <i>Looby Bros</i>	01246 856900 / 01246 856889 00 353 5631332 / 00 353 5631410
BASKET	Promax-Access	01226 716657 / 01226 716658
BRONTO SKYLIFT	Blue Line Access	01926 484173 / 01926 484261
BISON	Bison	0049 358547960 / 0049 3585379622
BIZZOCCHI	Airbourne Platforms	0191 492 2766 / 0191 492 2433
BOBCAT	Bobcat Europe	00 32 371 6811 / 00 32 371 6901
CATERPILLAR	Finning (UK)	01543 461461 / 01543 461700
CELA	Promax-Access	01226 716657 / 01226 716658
CORMACH	Ernest Doe & Sons	01245 380311 / 01245 381194
CTE	CTE UK Ltd	01924 268103 / 01924 267090
DENKA LIFT	APS	01480 891251 / 01480 891162
DEMAG MOBILE CRANES	Demag Mobile Cranes	020 82317400 / 020 82317500
DIECI	Alan Milne Tractors	01262 420261 / 01262 420163 00 353 2830 821230
DINO LIFT	Blue Line Access	01926 484173 / 01926 484261
EFFER	European Crane Services	01622 690392 / 01622 695073
FASSI	Fassi (UK) / <i>Kearns &amp; Murtagh</i>	01926 889779 / 01926 885777 028 302 65720 / 028 302 66757
FLLI FERRARI	King Trailers Ltd	01858 467361 / 01858 467161
GEDA	Haki Ltd	01827 28 25 25 / 01827 25 03 29
GENIE INDUSTRIES	Genie (UK) / <i>Highway Plant</i>	01476 584 333 / 01476 584 334 028 903 01133 / 028 906 25764
GROVE WORLDWIDE	Grove	0191 565 6281 / 0191 564 0442
GSR	King Trailers Ltd	01858 467361 / 01858 467161
PINGUELY-HAULOTTE	Haulotte UK	01952 292753 / 01952 292758
HAKI	Haki Ltd	01827 28 25 25 / 01827 25 03 29
HEK MANUFACTURING BV	Intervect UK	01933 354 705 / 01933 410600
HIAB	Partek Cargotec	01691 623100 / 01691 624687
HS TECHNO OY	Avant Techno (UK)	01842 820488 / 01842 751375
HITACHI	HM Plant	01278 425533 / 01278 452511
HMF	HMF (UK)	01733 558145 / 01733 565869
HOLLAND LIFT	Holland Lift	00 31 229285555 / 00 31 229285550

ITECO	SkyKing Equipment	01858 467361 / 01858 434100
JCB	JCB Sales	01889 590312 / 01889 590588
JLG	JLG (UK) / Access Platform Sales	0161 4064100 / 0161 4064106 00 353 7321017 / 00 353 7322280
KATO	Kato Cranes (UK) Ltd	0117 9826661 / 0117 9829173
KOBELCO	Kobelco (Europe)	01473 716302 / 01472 716301
LIEBHERR	Liebherr Great Britain /	01707 262161 / 01708 261695 00 353 1 4587650 / 00 353 1 4587654
LIFTLUX	Russon Access	01384 482492 / 01384 485840
LUNA	Claxton International	01244 661000 / 01244 660240
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MAN WOLFFKRAN	HTC Plant	01709 559668 / 01709 557326
MANITOU (SITE LIFT)	Manitou	01202 825331 / 01202 813027
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MKG	MKG	00 49 306643140 / 00 49 306645644
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NCK CRAWLER CRANES	NCK Crawler Cranes	01782 847911 / 01782 744420
NEW HOLLAND	Case New Holland UK	0800 0150105 / 0207 814 5904
NIFTYLIFT	Niftylift	01908 223456 / 01908 312733
OIL & STEEL	Oil & Steel (UK) Ltd	01491 578989 / 01491 410613
PAGLIERO	PJ Allan Sales & Services	01858 460400 / 01858 410646
PALFINGER	TH White / Palfinger Ireland Outreach	01380 722381 / 01380 729147 00 353 50652525 / 00 353 50652520 01324 889000 / 01324 888901
POTAIN	Manitowoc Potain Potain Ireland Ltd	01604 583334 / 01604 586448 00 353 1 8251644 / 00 353 1 8251902
PPM	Terex UK	01926 707510 / 01926 707515
PRIESTMAN	Priestman	01274 683131 / 01274 651006
RAIMONDI	Vanson Cranes	01476 681011 / 01476 861014
RUTHMANN	Access Sales International	0800 3282818 / 01246 251084
RB INTERNATIONAL	RB International	01777 706777 / 01777 708141
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SGB	SGB	01403 220000 / 01403 220001
SKYHIGH	Skyhigh	01473 834100 / 01473 832468
SKYJACK EUROPE	Skyjack UK	01691 676235 / 01691 676238
SNORKEL INTERNATIONAL	Access Platform Sales	01480 891251 / 01480 891162
SPIERINGS	John Rome	07767 236204 / 01257 470470
SPIDER	Max Access	01865 373566 / 01865 378021
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At just about this time last year, *C&A* reported that the vehicle mounted hire sector was 'getting very hot'. And, taking into account the scale of investment by the sector's manufacturers recently and the growing demand from end users, things are still looking good 12 months down the line.



Manitou's maiden voyage into the van mount sector sets sail with the launch of the models MOB 130 and MOB 171 from its Mobile Access series. Pictured is the 17 metre working height MOB 171.

# Van'tage point

TODAY, "van mounted platforms are enjoying a resurgence in popularity," says Versalift, "particularly with the rapidly expanding CCTV market in the UK." Of course it is not just the CCTV market that it is getting its moneys worth – the energy and telecommunications industries continue to be traditional users of vehicle mounted platforms along with municipalities, motorway maintenance, street and amenity lighting contractors.

These 'short duration tasks', which, according to Versalift, typically need a working height of 6 to 8 metres, have been targeted by the company in the development of two new models for mounting on vans without the need for stabilisers. The ET26NE XS and ET30NE XS, with working heights of 9.2 metres and 11 metres respectively, can be fitted to the compact 2.9 tonne Vauxhall Vivaro, Renault Trafic or Nissan Primaster range of vans with a medium wheelbase of around 3000 millimetres. Without stabilisers, platform capacity is limited to 1 person but the use of outriggers allows the use of a larger fibreglass basket which can accommodate an extra person, while installation onto a 3.5 tonne chassis gives in excess of 500 kilograms spare payload.

Versalift also recently delivered 12 of its 14.2 metre working height ET38NF models to EPL Access, which has been investing heavily in its van mounted fleet during the past 12 months following a management buy-out at the company. "There is a great demand out there for van mounted platforms," explains Danny Cooper, business development officer at EPL. "The shorter wheelbase vans [the ET38NF are mounted on medium wheelbase (3300 millimetre) Iveco daily 50C13 vans] are more economical to acquire,

which allows us provide very competitive hire rates."

According to Gabriele Valli, general export manager at CTE, approximately 70 percent of vehicle mounted platforms are sold to rental companies such as EPL, partly due to the fact that the rental firm will often provide the after sales service itself. Versalift recently reported that its own sales to rental companies has grown by approximately 300 percent over the last three years.

Earlier in the year, CTE signed an agreement with the UK's Smart Platform Rental, which has now tallied up a total of 60 plus CTE machines. The latest deal saw the delivery of 30, 3.5 tonne chassis class truck mounted platforms as part of

**Haulotte has begun testing the waters of the 3.5 tonne truck mount class with the showcasing of its new 19 metre, TH19.**



a contract worth over £1 million. The order comprises platforms from CTE's Z-series line, including the compact Z14 with its 14 metre working height, 7 metre up and over outreach and unrestricted safe working load of 200 kilograms.

Other recent orders completed by CTE UK include four Z20 machines supplied to Kestrel Access in Bristol and two Z20's to Manlift Hire in Ireland. The 20 metre Z20 has a safe working load of 200 kilograms, an outreach of 9.5 metres and, like all machines in the Z-series, is mounted on a 3.5 tonne chassis.

Brian King of CTE UK on the company's recent success in the UK and Ireland comments:

"We were confident that the CTE product range would find a market here, and so it has proved. The unique Z20 in particular has been well received – it's already the biggest selling truck mount in the UK."

The company recently opened its factory doors to unveil its latest van mounted offering, the 14 metre working height PSA 14. "The 360 degree rotating turret is not now in the middle of the vehicle, but is fixed near the cabin to a mainframe with four automatic outriggers that work from inside the cab," explains Gabriele Valli.

"The boom is telescopic with 1 outreach extension and a rear articulated jib with 180 degree deployment allowing an upwards, vertical positioning of the jib. We believe the articulating boom system is the future over telescopic versions." CTE's CEO, Lorenzo Cipriani, told *C&A* that the company is confident in winning market share in the vehicle mounted boom sector in the UK in preparation for what he expects will be an upswing in the near future.

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## VAN MOUNTS

This new 14 metre working height PSA 14 from CTE features automatic outriggers that operate from inside the van.



Moving up the capacity chart, SkyKing reported the sale of two 35.5 metre working height, Wumag WT 355 telescopic work platforms to EPL Access, totalling five Wumag truck mount sales by SkyKing in almost as many months. Earlier in the year, Always Window Cleaning and Brogan Access each took delivery of a 35 metre WT 355 - the former company opting for MAN chassis, the latter a Mercedes - while Orion Access took delivery of the first WT355, also on a MAN chassis.

SkyKing, part of the King Trailer group, entered into an agreement with Germany-based Wumag at the end of 2002 to become the sole UK and Ireland distributor for Wumag's aerial platforms over 30 metres height.

"Since becoming agents for Wumag, the sale of five of its truck mounts has taken us from a £2.5 million up to a £3.5 million company in a very short period of time," explains Jim Longstaff, general sales manager at SkyKing. "The sales have given us serious credibility and highlight our intentions as a serious fleet hire company. In terms of the Wumag deal, Bronto Skylift at last has some competition in the UK and Ireland. We are currently talking to other customers about Wumag and are confident of more business in the near future." SkyKing's other partner, GSR, will be launching a new range of truck mounts in the 3.5 tonne chassis class later in the year.

SkyKing recently joined forces with its sister company, Trailroad, to become King Highway Products, of which a primary target market will continue to be the local authority and highway maintenance sectors.

The company recently delivered two of its 135RA platforms to Northumberland County Council for mainly street lighting maintenance work. The units are based on SkyKing's 125RA reverse articulated van mount, but provides a 13.5 metre working height compared to 12.5 metres on the 125RA. At 8.2 metres, the outreach is also increased by a metre compared with the older machine.

Also being used for light maintenance are the first two units of SkyKing's new model 159TJV, recently purchased by Hanson Estate Maintenance. The new machines feature an extendable jib and telescopic end, giving it increased working height on a 3900 millimetre wheelbase van.

Another company hoping to cash in on the UK vehicle mount market is Italy-based Oil & steel, which recently appointed the Platform Company as a fully authorised distributor for all its platform lines, including its new Snake



The latest truck mount from Oil & Steel, launched at Intermat, is its 76 metre working height Stargate 7638. The unit is mounted on a 4-axle, all-steer chassis and provides a 38 metre working radius.

Hanson Estate Maintenance have taken delivery of two newly launched 15 metre SkyKing van mounts for lighting maintenance work.



189 and Scorpion 1390 van mounts, launched at Intermat in March. Both models target the 3.5 tonne chassis market, with the articulating Snake 189 offering an 18 metre working height and 9 metre outreach, while the smaller telescopic Scorpion 1390 offers the same outreach but with a reduced working height of 14 metres.

Recent deliveries by the company include two 21 metre working height Snake 2112 to MPH Services. These 21 metre units feature all-steel telescopic booms, also mounted on a 3.5 tonne Nissan Cabstar chassis, and will be used for maintenance purposes at B&Q stores across the UK.

Those with a keen eye at the recent Intermat exhibition would have also spotted a new addition to the vehicle mounted sector tucked away on Haulotte's stand. A joint effort between Haulotte and 'another European manufacturer', the mysterious 19 metre TA19 is mounted on 3.5 tonne Cabstar 120E and features a multi stage telescopic boom, lock valves on all cylinders and 110 degree platform rotation.

Manitou also unveiled its first ever entries into the self propelled van mount market. From its new Mobile Access series comes the 13 metre working height, MOB 130 and the 17 metre, MOB 171. The company says that the unit's lifting system, comprising steel telescopic components, is now available for fitting onto Iveco and Nissan lorries, while certification is currently being obtained for other brands.

C&A

Versalift's ET-26NE XS offers a 9.2 metre working height from a 2.9 tonne GVW Vauxhall Vivaro, Renault Trafic or Nissan Primaster van. Pictured is the Renault Trafic.



Vehicle mounted platforms

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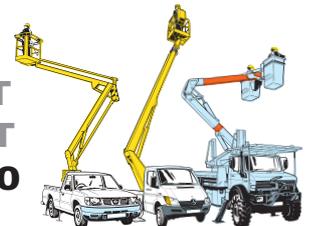


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## Scaffold system safety

TURNER ACCESS has developed a new fall prevention system, which it says eliminates the need for safety harnesses and other secondary prevention measures for scaffolders assembling and dismantling scaffold structures.

The PlusGard system, which can be easily operated by an individual working alone, works from the ground level upwards, providing guardrail protection during assembly and dismantling and while changes or alterations are made to the original structure.

“Historically, scaffolders who build and dismantle these structures and, ironically, make them safe for others to use, have been exposed to the dangers of falling,” says Turner Access director Peter Bennett. “Many have paid with their lives. The scaffolder who erects the scaffold can now enjoy the same degree of protection as the user.”

The PlusGard system can be used with all common ‘modular’ system scaffold types, together with traditional tube and fittings, frame and aluminium tower types. ■

## Touch down

PL CRANE SALES is now offering its full range of ECO Power Pads for supporting outrigger pads on mobile cranes, loader cranes, mobile tower cranes and aerial work platforms. Each pad is fabricated from recycled high quality, first generation polyethylene, while the full range provides load-bearing capacities from 5 to 300 tonnes.

Under normal working conditions, these high resistant impact pads are unbreakable and flexible enough to adapt to individual work surfaces, while returning to their original shape when not in use. Other features include recessed centres to accommodate outrigger pads and 2 or 4 chain handles for handling with a crane. Custom sizes are available on request. ■

## Hard as nails

THESE NEW joystick models from Penny & Giles are part of a recently launched family of robust multi-axis joysticks for harsh hydraulics control applications.

The toughest in the line is the JC6000, which features a range of new safety features and, according to the company, is the strongest joystick available on the market today. The company also says that research has shown that, in the case of joysticks used on access platforms, for example, operators often lean heavily on joysticks or even use them to pull themselves up into the platform. The JC6000 has been tested to 50 kilograms.

First in the family is the long-life conductive plastic potentiometer version with proportional control and a long operational life of more than 5 million cycles. The JC6000 has positive centre switching on the X and Y axes, which allows OEMs to build in system start-up safety easily. A ‘dead’ man safety switch in the handle can also be connected directly to the logic circuits of the control system. ■



## Triple hybrid



A COLLABORATIVE effort between Broshuis and specialists in windmill transportation, Carden of Denmark, and Germany’s Schaumann Schwertransport has resulted in The Triple Wing Trailer. The model is a hybrid of Broshuis’ platform Triple Trailer and its semi Triple Trailer, combining the manoeuvrability of the Triple Trailer’s steering characteristics and the low loading platform height of the semi Triple Trailer.

Features include hydraulically steered axles up to maximum angles of 60 degrees, air suspension, which includes a raise and lowering facility +/- 100 millimetres, remote control and a maximum payload of approximately 35 tonnes. Broshuis says that the new trailer can also be used not only for the transportation of other items, such as roof trusses, bridge beams and crane parts, but also as a semi-flatbed trailer for return freight. Also in the pipeline from Broshuis is a Triple Wing Carrier specifically designed for windmill blades of up to 50 metres in length. ■

TO CONTACT ANY OF THESE COMPANIES simply visit the “Industry links” section of [www.vertikal.net](http://www.vertikal.net). You will find direct links to all their web sites at [www.Vertikal.net/en/links](http://www.Vertikal.net/en/links).

Information for inclusion in Innovations should be sent to:

The Editor, Cranes & Access, New England House/Level 5, New England Street, Brighton BN1 4GH, UK. e-mail: [ww@vertikal.net](mailto:ww@vertikal.net)

# Safety just part of the access package

IPAF's Access Summit, 'Marketing Safety is Profitable' (*Cranes & Access*, April/May 2003 page 8), held in April focused on the role of safety. Yet this was firmly set in the context of the need for the industry to deliver an increasingly comprehensive 'access solution' package to its customers.

SPEAKING AT the Summit, Loxam managing director, Bernard Fournier, made the point particularly strongly when he reminded that rental customers are no longer looking at price alone but increasingly for a total package that includes both safety and productivity.

The approach to delivering this mix of safety and productivity is exemplified by the regulatory framework in the UK. Bill Callaghan, chair of the Health and Safety Commission, took considerable care to set out the rationale of the sometimes misunderstood, goal-setting rather than prescriptive, central thrust of the British approach to delivering improvements in safety at work.

Clearly designed to encourage the maximum participation in which everyone takes on their own responsibilities for safety, this is preferred to the rigid, 'rule book' alternative.

Accepting the major task ahead in bringing about the required culture change, he argued:



Bill Callaghan, HSC chair, reminds that safety is everyone's business

"We must get health and safety out of the box labelled 'health and safety', and integrated into every aspect of working life." He stressed that everyone, not just employers, need to recognise safety as their own business – not someone else's.

In achieving this he underlined the importance of everyone working together and described the theme of the Summit as "a reflection on IPAF's long-standing commitment to this vital subject." He continued by highlighting IPAF's key role: "The Federation has had a long and fruitful dialogue with the HSE; long may it continue." ■



Paul Adorian, IPAF managing director (centre) with the international panel of speakers at this year's Access Summit.

## IPAF reports strong financial base for expansion

IN HIS ANNUAL report to IPAF's 19th AGM, outgoing President Nicholas Davin highlighted the significant strengthening of the Federation's financial position. He was especially pleased with this achievement because it had been secured during a period of general economic recession and also because it was one of his central aims on taking over the presidency two years ago.

The strong financial base is an equally fitting testament to the work of Paul Adorian. On his retirement at the end of the year, he will be handing over IPAF in a position of strength to his recently appointed replacement, Tim Whiteman. ■



Outgoing IPAF President, Nicholas Davin of Aerial Platform Hire hands over the IPAF presidency to Peter Bennett of Turner Access

## PAL card recognised by Highways Agency

UNDERLINING ITS commitment to a policy of requiring all suppliers working on its network to have fully qualified and registered operatives, the Highways Agency is publishing a pamphlet this month entitled *Workforce Registration/Skill Card Requirements for Suppliers*, detailing which cards it recognises.

IPAF's PAL card is one of those that the Agency accepts for Mobile Elevating Work Platform (MEWP) operators.

The Highways Agency re-iterates its support for the Confederation of Construction Client's aim of achieving a safe, stable and skilled industry that is competitive and competent. It recognises the important role played by registration/skill card schemes that provide evidence of the competency of an operative, and the publication of the pamphlet sets out clearly the Agency's registration/skill card requirements. In this it will assist in the identification of recognised cards by its own staff as well as those of its agents and suppliers. ■

## Over £1000 raised for Lighthouse Club

THE TRADITIONAL collection at this year's Luncheon, which followed the IPAF AGM and Access Summit, raised a grand sum of £1275 for the UK's Lighthouse Club. IPAF has long been a strong supporter of Lighthouse Club and invited Don Baldry to remind of its aims and achievements. ■



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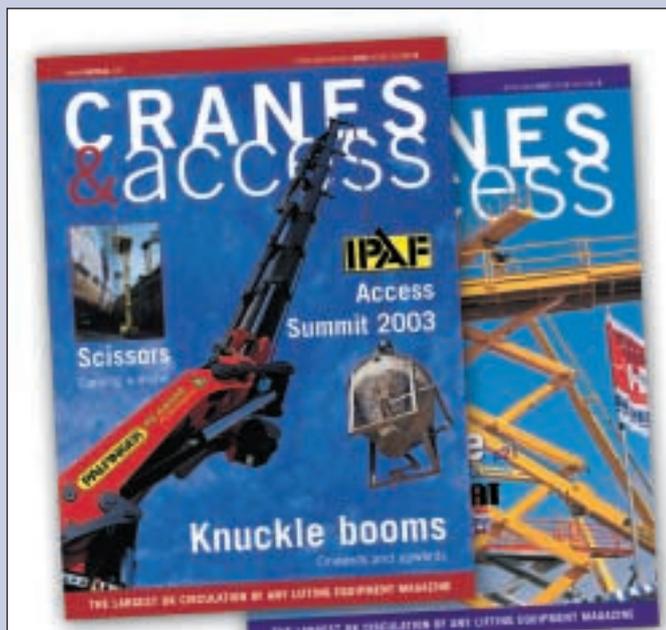
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KATO NK200EIII Truck Crane	20t	1988	KRUPP KMK 5110 All-Terrain	110t	1993
KATO NK250EIII Truck Crane	25t	1989	DEMAG AC 395 All-Terrain	120t	1997
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Choice of several machines



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Choice of 4 machines



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Choice of 2 machines



**SELF-PROPELLED TELESCOPIC PLATFORM**  
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Hi-Drive, 1.5 metres wide  
Choice of several machines



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5.5m working height (11 metres)  
Electric with side cut mark  
Choice of 2 machines



**SELF-PROPELLED TELESCOPIC PLATFORM**  
1997 Genie 565 10  
5.5m working height (11 metres)  
Electric with side cut mark  
Choice of 2 machines



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**SELF-PROPELLED TELESCOPIC PLATFORM**  
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Kato	NK250E-V	Truck Crane	1997	25 tonne
Grove	TM6358E	Truckmounted	1996	30 tonne
PPM	380ATT	All Terrain	1992	35 tonne
Kato	KA400E	All Terrain	1992-93	40 tonne
Kato	NK500-E	Truck Crane	1997	50 tonne
Grove	TT865E	Truck Terrain	1992/1996	60/70 tonne
Krupp	KMK4070	All Terrain	1990	70 tonne
Tadano Faun	ATF90-4	All Terrain	1995	90 tonne
Demag	AC395	All Terrain	1995	120 tonne
Krupp	KMK5160	All Terrain	1995	160 tonne
Demag	AC535	All Terrain	1997	200 tonne

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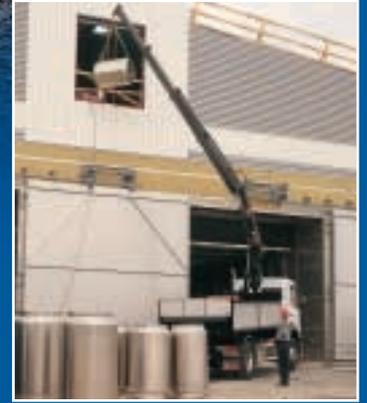
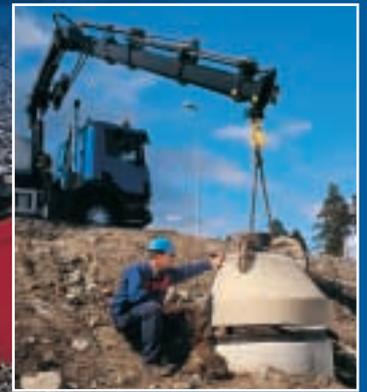
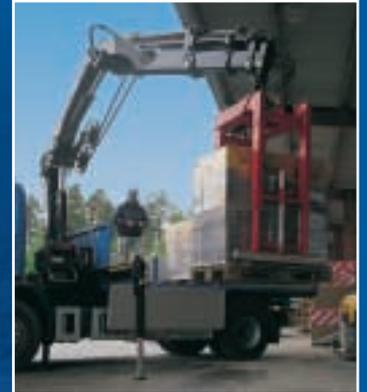
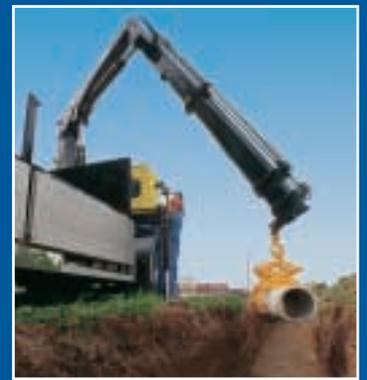
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