

# cranes & access

November/December 2007 Vol. 9 issue 8

Large truck  
mounted  
lifts

Loader  
cranes

2007  
rental rate guide

**SAIE 07** INTERNATIONAL BUILDING EXHIBITION  
BOLOGNA: 24 - 28 OCTOBER

review

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## On the cover:

The UK and Ireland's largest truck mounted lift is currently the 90 metre Bronto S90HLA owned by recently formed Zenith platforms.



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# C&A comment



## Elf and Safety at Christmas?

Christmas is a time of peace and good will to all men - except that is, if they are involved in traditional yuletide celebrations. Even Santa has been forced to belt up by the health and

safety police for fear of falling out of his sleigh as it is being towed along at a snail's pace!

This is just the latest in a long list of activities that have fallen foul of Health and Safety diktats. Earlier in the year we had kids stopped from throwing sticks and stones to get conkers - Worthing local authority used an access platform in an effort to reduce collateral damage. Fire-fighters in Amptill, Bedfordshire forbidden to use ladders to take down the town's festival bunting - but they could still climb ladders to rescue people from burning buildings. And, of course, Christmas lights - those seasonal decorations that add so much to getting into the 'mood' of Christmas in the cold dark December evenings - are now too dangerous to erect.

This year more and more towns have declared that the risks from erecting Christmas lights and decorations are simply too great, making it impossible for those who have carried out the procedure - probably very successfully for many years - to continue.

Increased costs associated with safety testing and installation of decorations has also influenced plans to mount displays of Christmas lights for traders' groups and local councils around the country. The additional cost of mechanised access is often cited, but the heart of the problem - according to insurance companies - is the increasingly litigious culture in the UK and therefore the enormous cost of liability cover.

Insurers - taking all of the health and safety rules as gospel - are raising insurance premiums to cover traditional Christmas activities to a level that are too high for traders and local councils to meet.

Many councils say that it is too risky to attach lights to lamp posts or buildings or have them over a street in case they break and fall in the road. Accidents will happen - some of the Christmas lights have been taken down from St Neots High Street after they fell and hit a pedestrian recently - but are we to condemn them all for such a small risk. In the case of Santa putting on his harness, there is more likelihood of him injuring himself getting on and off the sleigh than actually falling out of it.

In recent months, senior Health & Safety representatives have been trying to combat the perceived notion that all risks, no matter how small, must be eliminated. They want us to be able to live a normal life and enjoy all activities - in a safe manner. Yet their message does not seem to have made it through to some of their inspectors on the ground, to government of which they are a part or to the insurance companies.

The way we work at height is changing and affects everyone from changing a light bulb to servicing a wind turbine. But as an industry we must stand up and make sure that more people get the message that the use of the correct access equipment is safer and does not automatically cost more.

Happy Christmas? If I survive the Christmas lights and Santa!

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

## Vertikal .net

## Lavendon leads Belgium with DK

The Lavendon Group, Europe's largest powered access rental company has acquired DK Rental, Belgium's largest aerial lift rental company along with its subsidiaries in France and Spain.

Lavendon paid €87.8 million (£61.4 million) for all three businesses, comprising €56.5 million (£39.5 million) in cash, €12.6 million (£8.8 million) in loan notes and the issue of 1,902,372 new shares in Lavendon, representing 4.3 per cent of its enlarged share capital. The acquisition of DK Rental Spain has already been completed, while the Belgian/French business is subject to approval by Lavendon's shareholders. This is expected to be completed by mid December.

DK Belgium and France is owned by its founder Dirk Naessens - the company's chief executive - who owns 51 percent of DK Spain, with most of the balance owned by Ivan Papell, its general manager. Naessens said: "I am very pleased that we have been able to take DK Rental into the Lavendon family. I see this as a move that can only have a positive impact for both our staff and customers." DK will, continue to trade under its own name, at least in the short term, but is already working with Lavendon's existing businesses in France, Spain and Germany.



DK Rental's key managers - including Papell who will manage the combined DK/Zoom Spain operation and Dirk Naessens who has signed a consulting agreement to oversee the merged businesses in France and DK Belgium - are expected to remain with the business.

Naessens founded DK Rentals with Katrien Verbauwhedein in 1984 - the name comes from the first letters of their names. The company has a total fleet of around 2,700 machines with an average age of two years. It operates from seven main depots and three satellites and has 100 employees. Revenues in 2006 totalled €31.3 million with Earnings Before Interest and Tax of €11.2 million. The takeover of the DK Belgian and French businesses is contingent on approval by Lavendon shareholders in December.

## AFI goes Central

AFI-Uplift, one of the UK's top three access rental companies, has acquired Central Access, the Newstead, Nottingham-based powered access rental and training specialist. Central Access, founded in 1998 & owned by Gary and Helen Fearon, is a member of the UK's Access Link.



Nick Higgins of AFI with Gary Fearon of Central Access

The company runs a fleet of around 140 aerial lifts, is an IPAF operator training centre and one of the few approved to carry out Competent Assessed Person (CAP) training leading to the issue of a CAP card.

Fearon has signed a consultancy agreement with AFI and will remain with the business, at least in the short term. The location will be retained, initially as a separate operation prior to merging into AFI.

AFI's corporate development director Nick Selley said: "This acquisition will significantly strengthen our operations in the East Midlands and, as a result, will further boost our national depot network, which now has over 4,300 machines. Once again, it demonstrates how we are able to move quickly and decisively when opportunities arise to expand our business."

## USA production for Aichi



Toyota plant in Columbus Indiana

Japanese market leader Aichi is to open a production facility in Columbus, Indiana, near to the Toyota fork truck facility. The plant will produce up to 10 models from the company's boom and scissor lift ranges by the end of 2008. As part of this expansion the company says that it will also expand its North American sales and support team in Baltimore. The move is part of the company's plans to boost sales by 25 percent to

¥90 billion (\$810 million) by the end of 2010.

The company hopes that all of the growth will come from exports and reach more than a third of its revenues, compared with 10 percent last year. Aichi's sales for 2006 were ¥68 billion (\$612 million) with ¥72 billion (\$649 million) planned for this year. ¥100 billion (\$90 million) will come from exports.

## United Rentals takeover turns ugly

The long agreed buy-out of United Rentals, the world's largest rental company, by Cerberus Capital has turned ugly as Cerberus attempts to renege on the deal.

The first signs of trouble with the deal came in the form of a leak to Reuters news agency two days prior to. The rumour sent United's share price into a nose dive when Cerberus confirmed that it wished to renegotiate. United said that the Cerberus withdrawal was 'nothing more than a naked ploy to extract a lower price at the expense of its shareholders'. It then took legal action to force the private equity firm to complete the transaction as agreed. Cerberus said that a clause in the contract allowed it to pay up to \$100 million to walk away.

It appears that Cerberus did not wish to force its backers to complete their agreed funding of the deal, given the current credit crunch.

Vincent DeCicco, a United Rentals shareholder, then filed a lawsuit against the company, contending that executives concealed risks about the deal's financing before it fell apart. Finally Cerberus filed a counter claim against United asking a New York judge to limit its damages to \$100 million.



# Terex Twin and more for India?

ABG Infralogistics (previously ABG Heavy Industries), a major Indian shipbuilder, port operator and crawler crane hirer has ordered a 3,200 tonne capacity Terex Demag CC8800-1 Twin, the world's largest crawler crane. It will be the third unit to be delivered and is aimed at large power and petrochemical projects within India.

The Mumbai-based company also announced that it is in negotiations with Terex regarding an alliance to manufacture cranes at a new plant it is building on a 30 acre site in Ransai near Navi Mumbai. Saket Agarwal, a director of the ABG Group said: "Terex has shown interest in a tie-up to build cranes at our upcoming plant in India." The company says that production will begin at the new factory early next year with a plan to build 40 units of an 80 tonne crawler crane, details of which it has not specified. ABG has alliances with Fushun crawler cranes and Yongmao tower cranes. It has also recently acquired the designs, drawings and references for Morris port cranes, mostly ship-to-shore container gantry cranes. Terex says that it is looking at a number of manufacturing opportunities in India one of which is ABG.



C&A

news

## Whittall quits Nationwide

Peter Whittall - managing director of Nationwide Access for the past 18 months - is to leave the Lutterworth based company. This follows a difference of opinion with Lavendon UK boss, Andy Wright, over the future strategy and changing managing director's role

at Nationwide. A statement from Lavendon UK said that the decision had been mutually agreed and reasonable amicable. Whittall's duties will be divided between commercial director and head of Nationwide Skylift Peter Douglas and Wright.

## First Sany cranes arrive

The first crawler crane from Chinese producer, Sany, to be delivered in the UK - a 50 tonne SCC500D - has been delivered to York-based Anderson Crawler cranes. A second unit has been sold to BSG Civil Engineering of Maghera, Co.Londonderry, Northern Ireland.

(See Page 58 for an interview with new dealer Watson & Hillhouse)



The first Sany SCC500D in the UK

# Date set for Haydock 2008

Vertikal Days the specialist access and lifting event for the UK and Ireland will be held at Haydock Park near Manchester on June 25th and 26th 2008. The date and venue follow a poll of exhibitors that attended the inaugural event in September.

A large number of improvements are planned for the 2008 event which will once again be a fully catered, informal meeting point for manufacturers, distributors, hirers and major users of cranes, access equipment and telescopic handlers.

All inclusive entry will be free to qualified or pre-registered visitors. Exhibitors will also have a quantity of VIP invitations to issue to their customers. Pre-registration is open at [www.vertikaldays.net](http://www.vertikaldays.net)

# Tower cranes to Telehandlers

Spain's largest tower crane manufacturer, Saez has told Cranes&Access that it is planning to diversify its product range in order to reduce its dependence on cranes. The first step towards achieving this objective will be a

range of Saez telescopic handlers with three models hopefully unveiled early in the new year. The first units are expected to be fixed frame units in the 10 to 17 metre range. Further models will follow as the company carves out a place for itself in this rapidly growing market. In order to reflect the company's diversification it has changed its corporate name from Saez Cranes to Saez Group.



# A load off Hassell

The order includes two of the newly launched 40 tonne 643R and two 80 tonne 683HD telescopic crawler machines.

Inverness-based Weldex has bought four Sennebogen telescopic crawler cranes supplied by UK distributor EH Hassell. The order includes two of the recently launched 40 tonne 643R telescopic crawler and two 80 tonne 683HD telescopic crawler machines. Both models are the first to be sold in the UK - the 643R superseding the 40 tonne 630RHD.

"We originally purchased a Sennebogen machine some five years ago which we were delighted with," said Dougie McGilvray, managing director of Weldex. "Our latest investment in four new Sennebogen machines has added strength in depth to our fleet"

## New LiftPod launched

JLG Australia has launched the LiftPod, a lightweight one-man portable lift shown at the HRIA event in May. The company says that it fills the gap between ladders and larger aerial work platforms for one-person lift applications providing a working height of 4.4 metres, 150kg lift capacity and weighs just 70 kg.

The steel base plate is fitted with non-marking polyurethane wheels with a castor mechanism that retracts automatically when the LiftPod is in use. Power comes from both mains electric and battery power pack.

The first unit - the LiftPod Model FS80 - features a 600mm x 500mm work platform with a low platform entry height, single-hand interlocked control and proportional lift and descent.



The Australian Lift Pod

## New Mantis

Spandek Mantis - the Tennessee-based telescopic crawler crane company - unveiled its new Mantis 20010, a 100 ton capacity telescopic boom crawler crane at the recent ICUEE show in Louisville Kentucky.

The crane includes a 38 metre, four section, heavy-duty boom with a capacity of around 18 tonnes at full extension. A 10 metre swing-away extension plus 7.3 metre jib takes the cranes maximum tip height up to around 59 metres.

The new crane incorporates many of the features introduced on its 100 ton re-railing crawler crane, the 200RS, such as a full pick and carry load chart, heavy duty drive gear and higher than usual ground clearance.



The new Mantis 20010

## Children in Need record bid

Martin Ainscough, until recently the CEO of Ainscough Crane Hire, made the winning bid of £250,000 for Children in Need, for the services of singers Katie Melua and Aled Jones.

The bid - made on Terry Wogan's morning radio show on BBC Radio 2 - was a record in itself as the greatest single bid ever on the show. Ainscough fought for two hours with two other bidders and pipped a man from Leicestershire by £10,000 just as the show closed.

"It is the most amazing, the most wonderful day I've ever had on radio," said a stunned Sir Terry.

Ainscough - who recently sold the Standish-based business to a management buy out, said: "I am heavily involved in raising money for the Prince's Trust in the North West and we recently sold our crane business for £250 million. You have to put a little bit back. I can raise this money for Children in Need and then use the event to raise another £250,000 for the Prince's Trust."

## NRC gets Link Belt

UK crawler crane sales and rental company NRC has been appointed Link Belt mobile crane distributor for the UK and Ireland. The first cranes will arrive in the New Year with the official UK launch scheduled for exhibitions in the late spring/early summer.

NRC will provide a full parts and service backup for the new range, most likely from its base near Santa Pod in Northamptonshire. The company currently sells and services Hitachi Sumitomo crawler cranes in the UK.

"These are exciting times for NRC, the timing of our appointment could not have come at a more opportune moment," said Rod Abbott, managing director of NRC.

## Trailer on rails

Dutch access specialist Eurosupply has developed a new 10 metre trailer mounted road/rail boom lift for working on overhead power lines. The lift, dubbed the Eurorailer is self propelled at height and has been developed in cooperation with rail infrastructure contractor Dura Vermeer, Warmerdam Hoogwerksystemen and Gebroeders Koerts-Techniek, using a Nifty HR10 superstructure.

The Eurorailer has an eight metre platform height, 120kg lift platform capacity, 3.5 metre outreach and weighs just 1,500kg. Powered by a Kubota diesel engine, it has a track speed when stowed of 15kph reducing to 3kph when elevated. The machine has been approved by HCC-DRS, the experts on rail-infrastructure equipment and is equipped with a license plate for road transport.



The Eurorailer is a trailer lift that is fully self propelled on rails

## Jekko in UK

Imai, the Italian-based producer of spider cranes which is marketed under the Jekko brand, has registered Jekko UK Ltd and is looking to have the company up and running early next year.

The company says that it is looking at premises in a number of locations to the south and the east of London. Phil Orwin, previously with Max Access will head up the new operation, and is a director of the new business.

Imai, which has been building spider cranes for just five years also produces between 800 and 1,000 baskets for loader-type cranes as a subcontractor to OEM's and is part of the Ormet Group.



Haulotte CEO Alexandre Saubot formally opened the company's latest sales and service subsidiary, Haulotte Middle East FZE, in the Dubai Airport Duty Free Zone, in late November. Speaking at the Big 5 show just prior to the official opening, Saubot confirmed that the company will exceed 25 percent growth this year and could break the \$1billion, depending on the exchange rates between the Euro and the dollar.

He also claimed that the company will produce almost 25,000 units from its 50 model range in 2007, compared to 172 units from three models in 1995.

Given its revenues and production volumes, Haulotte now believes that it is market leader for non North American sales of aerial lifts.

The Middle East region currently represents less than two percent of Haulotte's sales. The new operation is managed by Arthur Danelian with an initial team of five.

## Metz Socage tie-up

**Socage - the Italian-based truck mounted work platform manufacturer and specialist fire fighting vehicle supplier Metz, part of the Rosenbauer group, have signed a supply agreement.**

Socage will supply 56 metre truck mounted lifts for Metz to convert into specialised firefighting platforms, principally for export. Metz currently works with Wumag which supplies the basic structure for the company's B32 fire fighting platform.

The first unit is already sold to Dubai and includes progressive outrigger positioning which allows the machine to calculate the safe platform load with any outrigger position, for rapid arrival and set up, a feature it may introduce into its commercial platforms, replacing its current three position outrigger system.

# European Genie

With its first European production line in full swing, Genie has shipped the 500th Z-45/25 articulating boom from the Terexlift factory in Perugia, Italy. Production began in April of this year.

Ron Barnhart, senior director of European manufacturing said: "We are extremely pleased with the progress of the Genie Z-45/25 articulating boom line. The teams at Genie in Redmond and at Terexlift worked closely together to set up the new line and ensure its success."

The Italian plant is scheduled to start manufacturing the Z-51/30J RT articulating boom at the end of the year.



*A Z-45/25J RT manufactured at the Terexlift factory in Perugia, Italy.*



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# Böcker on trial

Power Lifting Services, the UK distributor for Böcker, has brought in a truck mounted crane for a three month demonstration and evaluation period. The 32 metre Böcker AK 32/1500 is mounted on a Mercedes Atego 7.5 tonne chassis and can also be configured as an access platform.

Power Lifting Services is also launching the full range of Böcker light-weight aluminium lifting accessories ranging from 500kg tip skips to 1,000kg brick forks.

*The Böcker AK 32/1500 will be in the UK for three months, available for demonstration and site evaluation*



# Nifty in Oz



*[(L-R) John King, John Keely and Tim Ward at the ribbon cutting ceremony.*

After seven years of steady growth in Australia and New Zealand, Niftylift Australia has moved into new purpose built premises in Tomago, near Newcastle, New South Wales.

The new facility will house the company's regional headquarters and allow it to carry a larger inventory of its trailer mounted and self-propelled boom lifts. Peter Slack has been appointed as sales manager for the New South Wales region based at the new facility.

Tim Ward and John Keely of Niftylift cut the bright green ribbon to celebrate the official opening of the new building with John King, managing director of Nifty-Australia.

## 90 metre Facelift

Hickstead-based access rental company Facelift has confirmed its order for a 90 metre Bronto Skylift 90HLA. The deal worth more than £750,000 takes the Facelift fleet of truck mounted platforms greater than 34 metres to more than 30 units.

The 90 HLA is the second such machine destined for the UK.

Until this summer the highest machine in the UK was just over 70 metres. The new model combines an outreach of 34 metres with a platform capacity of 440kg.

Facelift is anticipating delivery in March 2008 and expects the machine to be popular with the television, sports and cleaning industries.

## Tie a white ribbon

Bury-based Higher Access helped Bury Metropolitan Borough Council erect a banner on the clock tower in the Town Hall gardens. The banner was in support of the White Ribbon Campaign to reduce the level of violence by men against women. The Teupen Leo 23GT was needed to scale a flight of steps leading up to the tower and then to position the banner.

*Bury MBC's banner on the clock tower was fitted by Higher Access using its Teupen Leo 23GT.*





(left to right) Eric Etchart, Glen Tellock, Ahmed Tahlimet, Nabil Zahlawi of NFT, Frans Vanwinkell and David Semple.

## Biggest order ever

Tower crane manufacturer Potain recently secured its biggest single order ever, with an order from its United Arab Emirates distributor and rental company, NFT. The order for 208 cranes comprises eight different models and included some luffing jib machines. The deal involved Eric Etchart, president of Manitowoc cranes and Glen Tellock chief executive of Manitowoc group.

## Keep on (and on) trucking

This old Bedford mounted Simon lift, pictured, was recently sold on ebay for £2,300 in spite of it being at least 45 years old. Compared to many old lifts sold on e-bay it is in excellent condition. Over the past few years we have raised the issue of dangerous machines being sold on the site with ebay.

No matter what you think regarding the morality of selling old, inoperable or possibly dangerous machines to the public, there is no argument that prices obtained for the oldest aerial lifts is often surprisingly high.



This truck mounted platform was sold recently on ebay for £2,300.

## Brand new award

Skylift - the Limerick-based access and telehandler rental company - has won gold at the Irish Design Effectiveness Awards (IDEA) for its new corporate branding. It is the first company from the equipment sector to win one of the prestigious national awards.

Speaking after the awards ceremony at the Royal Hospital Kilmainham, Dublin, Niamh Browne of Skylift's design team, Designers Ink, said: "Initially we were delighted to be short listed because of the intense competition for these awards but to win the Gold award in the branding category was a fantastic surprise. Skylift was competing against national and internationally recognised brands that operate in more brand and marketing conscious sectors."



The Spider division of SafeWorks recently used seven suspended platforms to take down the huge 10 storey Nike banner advert in Cleveland.

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## JCHI prepares to launch CE boom range

Beijing-based Jing Cheng Heavy Industries (JCHI), the leading Chinese aerial lift manufacturer, is preparing to launch a new range of eight CE marked boom lifts with platform heights of between 24 and 40 metres, as it steps up its export efforts. The first two units, the 30 metre TBZ 30 straight boom and 32 metre TBZ 32 (TBZ30 + articulated jib) are already on test. The new 4x4x4 drive models use Cummins and Perkins engines, Danfoss hydraulics and Fairfield planetary drive hubs and are expected to be approved by June 2008.

The company also has three new electric scissor lifts with working heights between eight and 10 metres, undergoing CE approval. JCHI will exhibit at APEX 2008 where at least four machines will be displayed. The next project is a line of four wheel drive diesel scissor lifts with working heights of 10, 12 and 14 metres.



The new 32m TBZ32 ready for testing

## Gulliver gets bigger

Gulliver's truck hire has ordered a further 30 loader cranes from Terex Atlas. The truck and van contract hire specialist operates more than 2,500 vehicles and will take delivery of the 118.2/A15 VGL units in the first quarter of 2008, taking its fleet up to 120 cranes.

The 11.8 tonne/metre, double telescopic units have 8.2 metres outreach and will be fitted with double platforms

and catwalks. They will join the 30, 118.2 VGL single telescopic cranes supplied in 2006.



Gulliver has taken 30 loader cranes from Terex Atlas.

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## A Hek of a system

Alimak Hek has unveiled the full product range of its new Modular mast climber system at an event at its Middlebeers facility in Holland.

The new system, announced at Bauma earlier this year, allows a wide range of mast climbing work platforms and transport platforms to be built from a small number of interchangeable modular components.

While all of the parts are new, many of them have been designed to work with the existing HEK components in order to avoid obsolescence. The components can also adapt to work with the Alimak hoist components.

The new system introduces three main components, a base unit, drive unit and mast. Three different masts are available for Light, Medium or Heavy applications in work or transport platform mode. An Alimak personnel hoist can also run on the same masts. The new system will provide rental companies with significantly greater capability from smaller inventories, while boosting production efficiencies for the manufacturer.



The new Hek Modular system combines three mast sizes with standard base and drive platform

# Financial round -up

**Vp**, previously, **Vibroplant**, has reported revenues up 24 percent to £76 million, with pre tax profits up 55 percent to £12.1 million. UK Forks one of the UK's top three telescopic handler rental companies, had sales of £8.4 million, an increase of over 18 percent, while operating income almost tripled to £1.93 million.

**Terex Cranes** has reported nine month revenues up 27 percent to \$1.57 billion thanks to stronger sales of mobile and crawler cranes. Profits from operations increased 70 percent to \$173 million. The strong increase in profitability was driven both by an almost four percent increase in gross margins and a strong contribution from favourable currency factors. The company's order book grew by 71 percent compared to last year, to almost \$1.75 billion.

## Genie up 11%

Terex Aerial Work Platforms (Genie) has reported nine month revenues up by 11 percent to \$1.75 billion. Income from operations rose by 24 percent to \$358 million thanks to higher gross margins and favourable exchange rates. Margins were boosted by lower margin telehandler sales being replaced by increased sales of boom lifts which carry better margins. The order book at the end of September was 64 percent up on last year, but 18 percent down on June 30th.

**Skyjack** the Canadian based aerial lift producer, has reported an increase in revenues up almost 32 percent to c\$417.5 million (\$455 million) for the first nine months of 2007. Operating income from the industrial division - largely Skyjack - leapt by almost 65 percent to c\$59 million (\$64 million) over the same period compared to 2006.

## JLG sales up 30%

JLG - part of Oshkosh for more than 10 months - recently reported its full year numbers. Meaningful comparisons are difficult but it seems that 10 months sales at JLG sales are up around 30 percent, with rolling 12 month revenues likely to touch \$3 billion.

## Haulotte up 29%

The Haulotte Group has reported nine months revenues up by 29 percent to €444.9 million. The breakdown by region and business segment remains broadly the same as last year although sales outside of Europe edged up a percentage point to 11 percent. The company is forecasting 25 percent full year revenue growth with net profits of around 12 percent.

## Tadano up 19%

Tadano has increased first half revenues by 19.3 percent to 81.8 billion yen (\$754 million). Domestic sales rose 12.3 percent to 44.9 billion yen (\$414 million), while exports increased 29.2 percent to 36.9 billion yen (\$340 million) driven by a sharp increase in mobile crane sales in Europe and North America. Exports were at a record 45 percent.

In total mobile crane sales increased 32.4 percent to 48,486 million yen (\$447 million), loader cranes dropped a whopping 86 percent to 7.7 billion yen (\$71 million) while aerial platforms improved 18 percent to 6.8 billion (\$63 million). Tadano is forecasting full year revenues 168 billion yen (\$1.55 billion).

## Manitou up 12.7%

Manitou has reported revenues of €938.6 million for the first nine months of 2007, an increase of 12.7 percent. The company says that EU sales of telehandlers and access platforms were particularly strong, rising by 14.4 percent, while order intake grew by almost 31 percent over the period. The order book has more than doubled since the end of 2006.

## Palfinger up 15%

Palfinger's first nine months revenues are up 15.4 percent to €504.6 million while net profits rose by 27 percent to €53 million. Its €80 million investment is expected to add a 20 percent additional capacity by year end. The company also completed the takeover of Croatian supplier PiR metal, signed its joint venture agreement in India and acquired MBB tail lift.

## Manitowoc up 41%

Manitowoc Crane Group reported nine month revenues of \$2.3 billion, an increase of 41 percent on 2006. Operating income meanwhile jumped by 60 percent to \$324 million. The crane group's order book almost doubled from last year to \$2.7 billion.

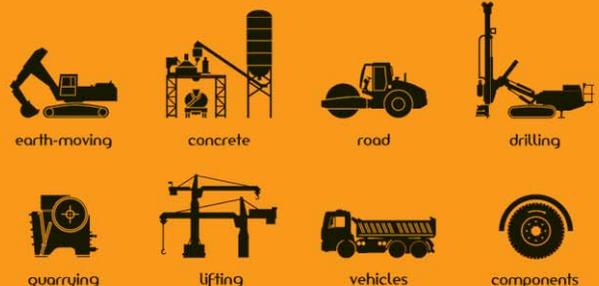
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ANSI models shown.



- **Speedy Hire** has appointed Claudio Veritiero as chief operating officer. He was previously MD of Speedy Lifting responsible for the integration of Lifting Gear Hire.
- **GGR-Unic** has made it into the Sunday Times Top 100 fastest growing companies in Britain for 2007, with 59.1% annual growth.
- All charges have been dropped against **John Whitfield**, 54, of Darlington, an employee of **ES Access** who was operating an under-bridge inspection lift when it was hit by a train earlier this year.
- **Street Crane Company** has appointed industry veteran **Dick Davidson** as its new sales manager for North America.
- **Mateco** is to integrate Straub Mobilmietlift into the Mateco business following its acquisition in early November.
- **Speedy Hire** has issued a statement dismissing speculation that it is looking at a take over of **A-Plant**.
- The UK's **Strategic Forum for Construction Tower Cranes** has agreed its short term plan.
- UAE based **House of Equipment** is to supply AED 20 million of tower cranes for the Emirate's Meydan racing, tourist and leisure complex.
- A coroner in **Canada** has called for a change in crane cab design at an inquest into a road accident.
- The second **Europlatform** conference will be held the day before APEX opens.
- **Teupen**, the spider lift manufacturer has appointed Rivald Scandinavia as its exclusive distributor for Denmark, Sweden, Norway and Iceland.
- Las Vegas based aerial lift rental company **Ahern Rentals** has reported nine month revenues up 28% while net income fell 29%.
- **Custom Equipment**, the manufacturer of the Hy-Brid aerial platforms has relocated to a new facility in Richfield, Wisconsin.
- **A-Plant** has launched a new Site Safety Pack, designed to help customers understand the ever evolving Health and Safety legislation on site.
- **Escorts Construction Equipment** - a subsidiary of one of India's largest engineering groups - has launched the new TRX series of pick and carry cranes.
- British based rental company **VP**, previously known as Vibroplant and owner of UK Forks, has announced three new acquisitions two in Ireland and one in the UK.
- Japanese crane and lift manufacturer **Tadano** has completed a new cylinder and paint plant in Japan and set up a JV in China for component production.
- Finnish-based crane and access company **Havator** has purchased two 102.5m **Wumag** WT1000 truck mounted aerial lifts. Mediaco of France has also purchased one.
- **TNT Crane & Rigging** of Houston, Texas, has been acquired by an MBO led by **Mezzanine Management**, a private equity firm.
- **Speedy Hire** has won the EIM Marketing Strategy of the Year Award at this year's National Business Awards, sponsored by Orange.
- Singapore-based **Tat Hong** has more than doubled half year crane rental revenues.
- **Manitex**, the US-based boom truck, telehandler and RT fork-truck producer has reported strong results in a difficult market.
- Glen Tellock, president and chief executive officer of **Manitowoc** has been elected 2008 chairman of the Association of Equipment Manufacturers.
- **Liebherr-Rental** has appointed **Paul Clark** general manager - managing director designate.



Claudio Veritiero



Paul Clark

- **Cramo** has announced first nine months revenues up 23% while profits jumped by 50%. It has also acquired access rental companies Kumla Lift and Hyrcenter in Sweden.
- **SGB** has won scaffold contracts worth over \$1.6 million from Glaxo Smith Kline in Singapore.
- **H&E equipment** which now also owns **JW Burress** has reported nine month revenues up 21% while profits jumped more than 500%.
- **Mantis Cranes**, the Irish manufacturer of self erecting tower cranes, has appointed **Robert Rowlette** as general manager.
- **Cargotec's MacGregor** business has won orders from Asia worth about €70.
- **Vertikal.Net** has launched a new Russian language web site **VertikalNet.ru** which is now live.
- A blue Volvo truck and Genie boom has been stolen from **Higher Platforms** in Oxford.
- **Manlift Engineering** of Wisconsin has introduced a battery powered version of the **Genie Z-60/34** articulated boom lift along with a new 25ft/7m pedestal mounted telescopic boom lift, the PM25.
- UK rental company **Hewden** recently carried out a six crane multiple lift while its telehandlers and access platforms worked underneath.
- The New York state Labour department is planning to suspend the certification of at least 129 **crane operators** over testing irregularities.
- Seven construction workers were killed in **Dubai**, when a bridge collapsed after being hit by a crane.
- **Konecranes** has won a 173 crane and maintenance order from a leading wind turbine manufacturer Suzlon Energy in India.
- **Pop-Up Products** launched its Pop-Up range of push around scissor lifts at the Batimat exhibition in Paris. The US launch is planned for February.
- **Caterpillar's** Malaga demonstration fleet will start using biodiesel 20.
- **Ramirent**, the Finnish based rental company has reported strong nine month numbers with revenues up by more than 29% and has acquired PM Materiel a Danish general rental company based in Kalundborg.
- **Panther Platform Rentals** has purchased 80 new Power Towers from **CTE UK**.
- Crane runway product specialist **Cavotec MSL** is to sell **Cavotec Gantrex** to the Belgian Gantry Group.
- **Bobcat** is looking to add new dealers in Southern England
- **Terex** is to raise \$500 million with the issue of senior notes with maturity dates of 2015 and 2017.
- **David Sumerling** has been promoted to head up JLG's worldwide exhibitions and events.
- **Gehl**, the US telehandler and skid steer loader producer has reported nine month sales down 7%, but claims to have increased market share.
- **Cramo** the Finnish based international rental company has acquired the Danish rental assets of **Skanska**.
- A truck mounted platform belonging to Bolton-based **CG Cleaning**, tipped over while on window cleaning duties in Salford Quays, Manchester.
- One of the largest floating cranes in the world, **Rambiz**, was used to salvage the MSC Napoli.
- **Palfinger** has agreed a take over of **MBB Liftsystems**, one of the leading tail lift producers.
- Profits at **Hiab**, the loader crane manufacturer have fallen 14% due to slower sales in the USA



David Sumerling

- **JLG (UK)** has become the latest IPAF training centre approved to issue the CAP card for Competent Persons.
- **Vertikal.net** smashed all of its previous records in October with more than 75,000 visitors and 3.25 million hits!
- **Kobelco's** 110 tonner announced at Bauma is currently being tested for delivery early 2008.
- Norwegian **Aker ASA** is to sell **ABAS Crane** and **Aker Brattvaag Winch** to ODIM.
- **EPG insurance services** is planning to roll out a Europe wide equipment and commercial risks insurance service.
- **Heila Marine Cranes** of Italy has won an order for a knuckle boom offshore crane with Active Heave Compensation (AHC) system.
- A stolen access platform was used to ram-raid a store in **Chester**.
- **Hewden**, the UK's largest equipment rental company has won this year's HAE 'Excellence in Training Award'
- **Instant UpRight** - the aluminium access tower producer - has appointed **Planet Platforms** as its master distributor for the UK.
- India's leading mobile crane company **ACE** has reported a 74 percent increase in third quarter revenues.
- **Gunnebo**, the lifting chains producer, has appointed **Certex UK** as one of its main UK distributors.
- **Rolf J Persson** has been appointed as the new managing director of Alimak, the hoist business of **Alimak-Hek**.
- A container straddle carrier crane tipped over at **Tilbury docks** near London trapping the driver.
- A tower crane came crashing down in **Sharjah UAE** killing the operator and a bystander.
- Australian based **Robway Crane Safety Systems** is to invest in an office in Dubai.
- A man was killed in **New Zealand** when the boom of a loader crane swung into the path of his vehicle.
- **Caterpillar** has reported record third quarter results but issued a gloomy outlook on the US market for its products.
- **IPS** the UK based international parts and service company is launching a new user friendly on-line parts sourcing system.
- **Hird** the UK crane and access rental company has ordered £2 million worth of new equipment for the first half of 2008.
- **Skyjack** parent, **Linamar**, has agreed to purchase a component plant in Swansea.
- UK based **Lifterz** has taken delivery of its 200th aerial lift, a JLG scissor lift.
- UK based **Access parts** is supplying four truck mounted scissor lifts to Dubai for aircraft maintenance.
- **Rise Hire**, the van mounted lift specialist, now part of Lavendon UK, has implemented a new ERP software system.
- A luffing jib tower crane dropped a skip from the 51st floor of a building on Sixth Avenue in **New York**.
- **Manitowoc** has broken ground on 5,000 sq m of new space at its crawler crane plant in Wisconsin.
- London-based **Millennium Crane Hire** has added a Liebherr 1095-5.1 to its fleet.
- **Ramirent** of Finland has ordered 20 Maeda spider cranes from local dealer, Rotator Oy.
- The **Ormet**, owner of Imai, the mini spider crane manufacturer and Italy's largest loader crane mounting company, has celebrated 35 years in business.
- **Nigel Woodger** and **Adrian Blomeley** have joined **Pop Up Products'** full time as managing director and finance director, joining sales director **Paul Gallacher**.



Rolf J Persson

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories

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# Rental Rates Survey

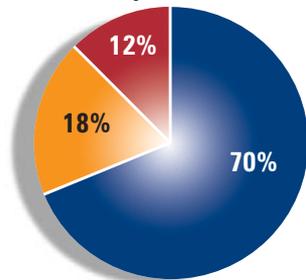
Once again it is the time of year for our annual survey of the UK and Ireland crane, access and telescopic rental industry. The questions and format remain very similar to last year as we know that many of you like to compare years to seek out long term trends.

It will be no surprise to see that this year's inputs are largely optimistic. When it comes to looking forward the picture varies a little particularly in Ireland. Once again though, the results from Ireland were similar enough for us to simply convert the Irish input from Euros to Sterling. This may well need to change next year according to some feedback we received.

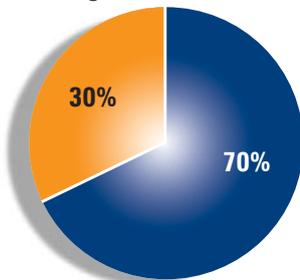


## Crane Hire rate trends

Crane hire rates over the past 12 months



Crane hire rates during the next 12 months



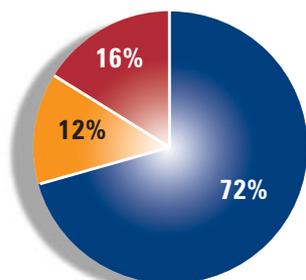
● Reduced ● Stayed the same ● Increased

**Comment:** Yet again we see improving confidence in the crane hire market with more than 70 percent of companies saying that they have increased rates. If we extracted mobile cranes this number would be more than 80 percent. Tower crane hirers and some with mini cranes reported a slight softening of rates.

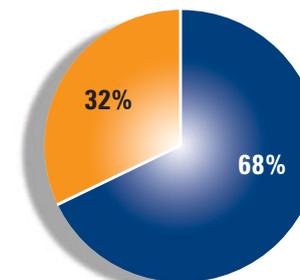
Looking at 2008, everyone expected rates to rise or at worst stay the same, all in all the most positive outlook we have seen in many years.

## Crane Fleet Size

Crane Fleet size over the past 12 months



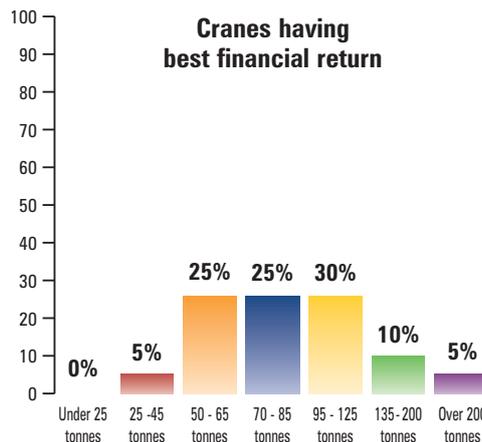
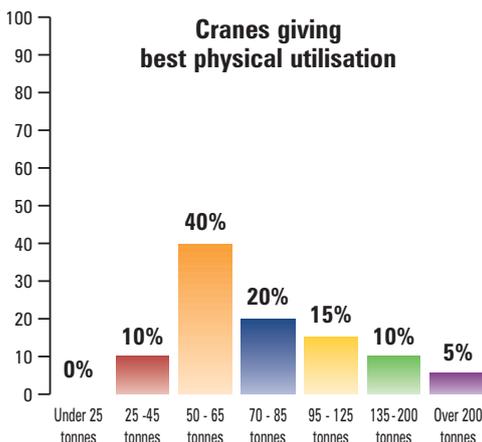
Crane Fleet during the next 12 months



**Comment:** Once again a very positive response this year with only a few companies reducing their fleets, due as much to long delivery times on new cranes and fantastic prices for used units encouraging a temporary reduction. One or two companies permanently reduced fleets as part of long term restructuring.

The majority of crane hirers plan to increase their fleets in 2008, although a surprising number plan to maintain current fleet size with the aim to push up rates.

## Utilisation and return



**Comment:** Not a massive change here, although there is a noticeable trend towards 50 to 100 tonners becoming the most profitable crane size for most fleets. A large number of companies highlighted 50 and 80 tonners as some of the best in their fleet. Interestingly the 95 to 125 tonne category dropped this year when it came to best return, this might be tied into the increased number of units in the country, although the specific rates quoted in our survey do not bear this out. Could it be related more to the price of the new units?

# Universal

## New Spider widens the fleet

The new Falcon Spider FS290 has arrived and is ready to hire. With 29 metres of working height and able to enter through a doorway of 0.8 by 2m, it allows internal applications rarely available. Not only will the spider FS290 set up on uneven ground conditions but can give outreach of 14m with one man operation.

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**Average daily crane rates £**

Capacity	Lowest	Highest	Average
Under 25 tonnes	280	320	305
25 to 45 tonnes	420	450	426
50 to 65 tonnes	500	550	532
70 to 85 tonnes	680	800	733
95 to 125 tonnes	950	1,050	992
135 to 200 tonnes	1,600	2,400	1,960
Over 200 tonnes	2,800	3,500	3,120

**Comment:** The rates supplied in the survey reflect the general input received. All rates are up without exception, although some crane sizes have improved more than others. The increases range from around two percent up to almost 10 percent.

**Other cranes per week £**

	Lowest	Highest	Average
Mini Cranes	452	805	544
Self erecting Tower cranes	380	760	512

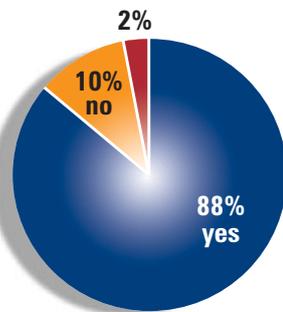
**Comment:** This sector showed some falls in rates, although it is from a small base, the average rates for self erectors dropped, but this might be related to a greater number of respondents or to a higher number of smaller cranes on the market?

What percentage of your jobs are contract lifts?



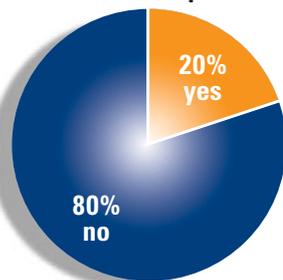
**Comment:** An increase in the average percentage of contract lifts from 16 to 22 percent is quite significant. Although it masks the fact that a large number of crane hirers do no contract lifts at all.

Would you recommend the crane hire industry to your children?



**Comment:** Down from last years record where 95 percent of those responding said yes, but at 88 percent still historically very high.

Do you employ any female crane operators?



**Comment:** Up from 18 percent last year, but this is not a trend, several respondents said that they would if any applied.



**industry comment**

*Cheap Chinese imports are eroding rates* Tower Crane Hire Professional

*The sooner there are tests on older equipment the better - older cranes are killing the market - getting rid of cheap, poorly maintained cranes is the only way to get the rates up*

Crane Hire Professional

*Rates have not move a lot in the past 10 years.* Crane Hire Professional

*All small cranes must have a 10 hour minimum to improve operator pay when on hire, and operator pay should not be more than 40% of revenue* Crane Hire Professional

*Hire rates must increase to pay for higher fuel costs* Crane Hire Professional

# Powered

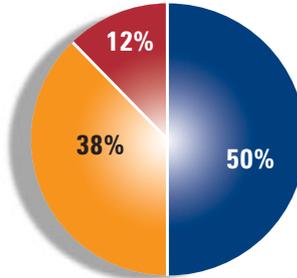


# Access rates

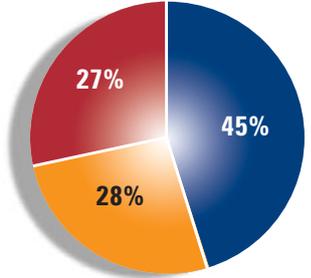
## Rate trends

● Reduced ● Stayed the same ● Increased

Access rates over the past 12 months



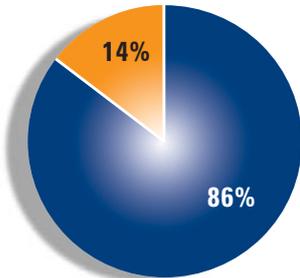
Access rates over the next 12 months



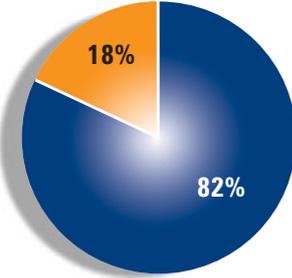
**Comment:** This year's survey results were a bit of surprise in that they did not reflect the feed-back that we have had over most of the year or the rental company results that we have seen. It most likely reflects short term rates at the time of our survey. While some actual figures reported do reflect a softening of rates, just as many show signs of improvement since this time last year.

## Fleet size

Fleet over past 12 months



Fleet over next 12 months



**Comment:** In spite of the survey results for rates not one respondent reported any fleet reductions this year, and the majority planned to expand their fleets in 2008. A few companies plan to hold their fleet size at this year's levels.

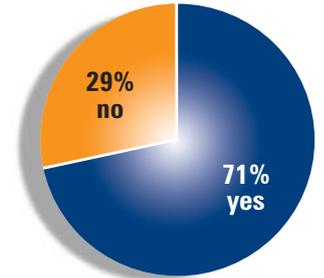
## Utilisation and Return 1 = best 10 = worst

Utilisation	Best Physical Utilisation	Best Financial Return
Small Electric Scissors	2	2
Big Electric Scissors 12m+	1	5
Compact diesel Scissors	8	6
Big Diesel scissors 12m+	9	7
Small Electric booms	7	3
45ft articulated booms	3	8
Big articulated booms	6	10
Straight telescopic	5	9
Trailer lifts	10	1
Mast booms	4	4

**Comment:** Small electric scissors have typically provided the best utilisation and best return, this year though big electric scissors were named as having the best physical utilisation while trailer lifts give the best return. However, given that they have the worst physical utilisation the return result is surprising. Small electric booms still score highly in terms of return, while 45ft booms have slipped, reflecting pressure on rates.



Would you recommend the access business to your children?



**Comment:** This is the worst result we have seen for three years, last year 100% of respondents said Yes, in 2005 80% said yes. This clearly reflects a negative feeling in the market as we go to press.

## Industry comments

*Competition appears to be eroding prices - which is a shame as the only person who wins is the customer* Access Professional

*Niche products and regional players will still remain strong. Questions regarding saturation by big players is a major problem, the lowest common denominator in the fight will be on rates* Access Professional

*A question remains regarding manufacturer's attitudes to starting their own rental companies if the rental companies order books dry up* Access Professional

*We all need to keep a steady hand and a cool head. There is enough work, don't panic, let your utilisation fall a bit rather than cutting rates at the first sign of difficulty* Access Professional

*We believe that a stronger emphasis on added value products will prove decisive, with less emphasis on a rate war* Access Professional

*Diesel scissor rates under pressure along with 45' diesel boom rates.*

*Here we go again!* Access Professional

*Wish they were better!* Access Professional

## Weekly rental rates by general category £

Platform Height	Lowest	Highest	Average
<b>Electric Scissors</b>			
5m and under	80	112	103
6 metres (19/20ft)	90	135	107
8 metres (26ft)	110	162	130
10m compact (32ft narrow)	145	218	156
10m plus	155	800	32
<b>Diesel/Bi Energy</b>			
8 to 10 metres 26/33ft)	125	235	188
10 to 14 metres	160	320	256
over 14 metres	200	315	279
<b>Electric Booms</b>			
under 11 metres	225	250	225
10 to 14metres (32-40ft)	190	370	260
14 metres (45ft plus)	225	390	305
<b>Mast booms</b>			
6 metres	100	240	166
8 metres	170	240	219
<b>RT articulating booms</b>			
15 to 16 metres (45/51ft)	210	342	251
20 to 23 m (60/70ft)	300	475	349
24 to 26m (80/85ft)	480	500	538
over 26m	525	1300	996
<b>Straight Booms</b>			
Under 17m (40ft)	200	355	245
20 to 23m (60/70ft)	320	540	332
24m to 26m (80/86ft)	450	585	535
Over 27m	1100	1,125	1,091
<b>Trailer lifts</b>			
12/13m (30/38ft)	170	343	222
17m (50ft)	330	511	361
over 20 m	1025	1150	1,107
<b>Spiders</b>			
12/13m	320	450	392
16m	560	900	654
over 18m	850	1350	1,223
<b>Van mounts</b>			
All sizes	325	360	330
<b>Truck mounts</b>			
Under 22 m(3,500 kg chassis)	620	675	635

## Larger truck mounts daily rates £

Platform Height	Lowest	Highest	Average
20 to 35m (7.5 tonne)	400	780	550
36 to 45 metres	650	950	811
Over 50 metres	900	1,450	1,219

**Comment:** While the general comments received this year have been fairly negative, checking the rates with those submitted a year ago suggests that rates have in fact improved overall by an average or around 10 percent. However what is true is that some rates have declined and the 'lowest' rates for a number of machine types are showing declines. Clearly some companies are obtaining better rates while others are not doing as well.

Clearly competition over the past two months has been inflicting some downward pressure on rental rates, but the perceived effects are, at least at the moment, greater than the reality.



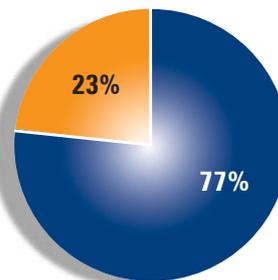
## C&a 2007 hire rate survey



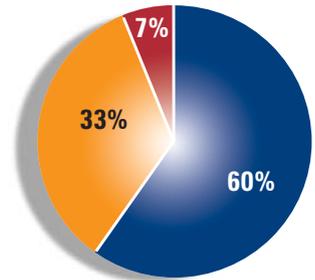
## Telehandler Rates

### Rate trends

Telehandler rates  
past 12 months



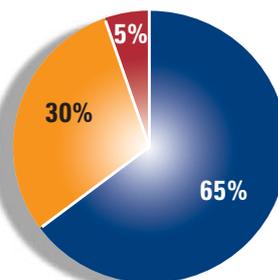
Telehandler rates  
next 12 months



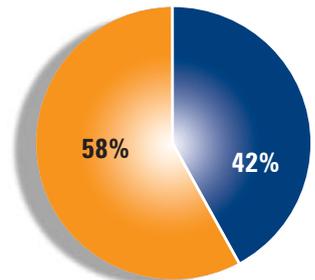
**Comment:** Judging by the input from this year's survey the telehandler market has improved significantly - none of our respondents this year reported lower rates. The results confirm the more optimistic view that last year's survey indicated. There is some concern that 2008 will not be quite as good, although the forward projections are similar to those of last year.

## Fleet size

Fleet over the  
past 12 months



Fleet over the  
next 12 months



**Comment:** This is the first time we have asked about fleet size and plans, so we have nothing to compare it with, however it looks as though most companies are taking a more cautious view of 2008 when it comes to capex than this year.



## Utilisation 1 = best 6 = worst

Utilisation	Best Physical Return	Best Return on Investment
<b>Fixed frame</b>		
Under 10 metres	4	3
10 to 12.5 metres	2	5
13 to 15.5 metres	6	6
over 16 metres	5	1
<b>360 degree</b>		
Under 20metres	1	4
Over 20 metres	3	2

**Comment:** The survey results suggest that demand for the smallest, fixed frame telehandlers is improving and leading to better rates, while oddly the 13.5 to 15.5m range has deteriorated significantly. 360 degree models seem to be increasingly positive, although the majority of our respondents run only a few units in their fleets with a good number not offering them at all.

## Weekly rates for Telescopic handlers £

Capacity	Lowest	Highest	Average
<b>Fixed frame</b>			
Under 10 metres	205	280	243
10 to 12.5 metres	255	289	271
13 to 15.5 metres	295	320	310
over 16 metres	420	475	448
<b>360 degree</b>			
Under 20metres	430	590	540
Over 20 metres	1,230	1,315	1,254

## Units going out with platforms

Type	Lowest	Highest	Average
Fixed frame	10%	30%	17%
360 degree	20%	55%	31%

*Note: a number of our forms were sent out without this question, which has distorted the result due to a low response. We will improve this section in 2008.*

**Comment:** The actual rates quoted certainly do confirm a significant improvement in rates compared to last year, with an average of an eight percent improvement. Although our survey suggested that 360 rates fell, this is probably more due to the low sample than reality.



# HAPPY *Christmas*

This is the last issue of Cranes & Access for 2007, the team at the Vertikal Press would like to take the opportunity to thank all of you who have supported us this year, whether it be with your subscriptions to the magazine, editorial input and contributions, or constructive comments that continue to help us improve our publications and on-line news service. We would particularly like to thank those who advertised or exhibited with us, you make everything we do possible. So from all of us we wish you a very happy and safe Christmas and holiday period and an exceptionally prosperous year in 2008.

Many thanks and best wishes from all of us at **Vertikal**

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**Above all**

# Breaking the ton barrier

The first company to breach the 100 metre working height barrier for aerial work platforms was Ruthmann with its TTS1000 in 2001. The product was probably ahead of its time and only two units have ever been sold - both to German rental companies. The unit was a little unusual in that it was mounted to an articulated truck chassis, so in effect was a trailer lift rather than a true truck mount.

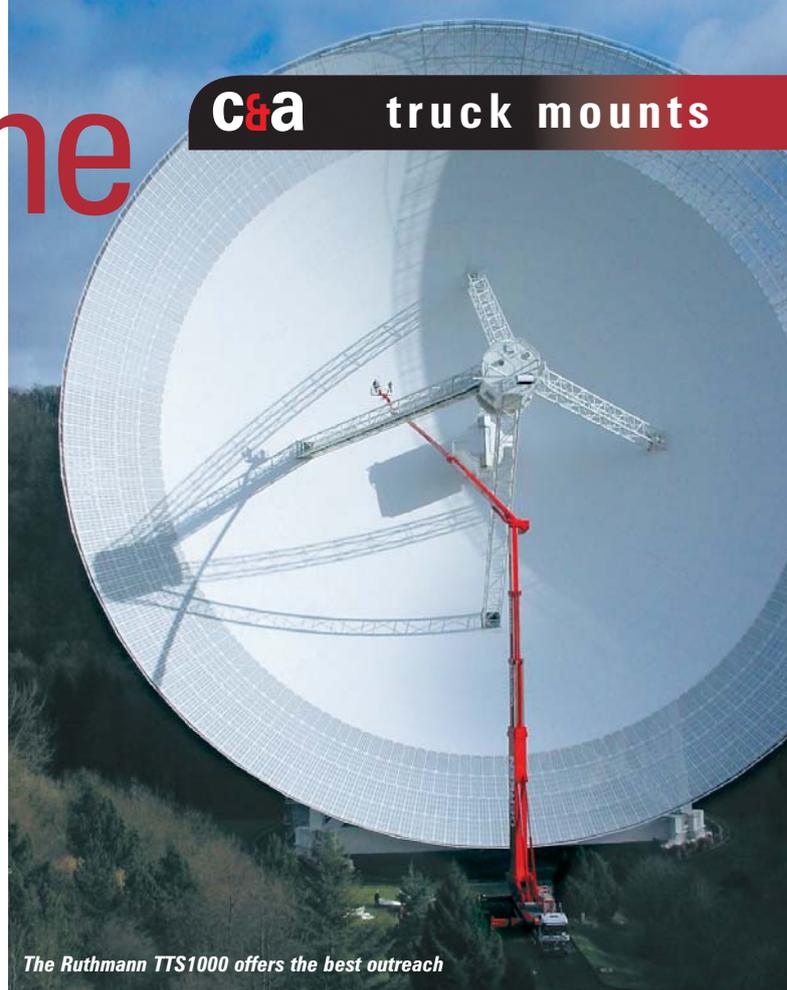
The owners of the two units, Gardemann and Gerken have managed to keep both units busy by covering a wide geographic area including a visit to the UK earlier this year. However, it has been over the past 18 months that the demand for such big lifts has begun to take off.

## Beating the four metre challenge

The company to respond to the growing interest in 100 metre machines was Bronto, the first and still the only company to manage to mount a 100 metre boom lift on a regular truck chassis. It launched its S-101 HLA in 2006. The challenge with using a regular truck chassis is that first of all it needs to be equipped with extra axles to cope with the weight, and secondly squeezing the large boom structure over the top of a regular chassis cab while keeping the overall machine height under four metres is a real problem. Bronto has supplied the S-101 for both fire/rescue and regular work with an increasing number using a 12x8x8 chassis.

Ruthmann overcame the height challenge by mounting its TS1000 on a special low-loader trailer. This solution does have some benefits in that the customer can chose his own tractor unit and it is simple to replace when it wears out before the lift. However the resulting machine is a good six metres longer than necessary and considerably heavier.

Wumag is the most recent entrant into this rarefied market, unveiling its 102.5 metre WT1000 in September. It solved the height problem by selecting a crane carrier rather than a commercial truck. Cranes face the same challenge and are therefore purpose-built with low level cabs. Wumag turned to Faun for a modified version of



*The Ruthmann TTS1000 offers the best outreach*

the five axle carrier used on the 110 tonne Tadano-Faun ATF 110G-5 All Terrain crane. Modifications to the carrier included extending the frame to the rear which allows the slew ring position to be shifted almost three metres backwards. The spacing between the third and fourth axles was also opened up to maintain balanced axle weights. In all, the WT1000 is over a metre longer than the Tadano crane.

The advantage of a crane carrier is that much of the chassis design and test work has already been done. It also offers better manoeuvrability with its multi-axle steering and better off-road performance thanks to its multi-axle drive, off-road transmission and suspension, large all terrain tyres and greater ground clearance.

However as any crane man will tell you, the costs involved with running an All-Terrain compared to a truck mount are substantially higher. The higher running costs include more expensive, faster wearing tyres, higher fuel consumption, more costly replacement parts and more a complex drive train. However outside of the UK, cranes tend to operate within a relatively local area helping limit the extra

costs. A 100 metre truck mounted work platform on the other hand, needs to ply its trade over a large, often international, geographic region and will therefore clock up exceptionally high mileage if it is to keep busy. In the UK where crane hire companies clock up a higher mileage with their All Terrain cranes, many owners choose to sell their cranes after five or six years in order to avoid the steeply escalating costs of a high mileage All Terrain carrier.



*The Bronto S-101HLA*



*Wumag WT1000*

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## When its time to replace the chassis replacement

A truck mounted lift not only offers lower running costs, but when the mileage starts to cause high maintenance costs, it is a common practice to remount the lift onto a new truck, usually a more modern version of the original. Remounting is not so simple when the chassis is a crane carrier. Ten years or more on, the carrier is unlikely to still be in production and one that will fit is likely to be too expensive. Not only is a five axle replacement crane carrier likely to cost double that of a similar sized truck chassis, but if a new chassis is needed it will require some extensive engineering work which will further add to the cost.

The other advantage of a traditional truck mount of course is that to some degree a buyer can choose the vehicle that offers the best service in his market, whether that be Mercedes, Volvo, DAF, MAN or another marque.

### Wind farm work

The number of wind farms with 70 to 100 metre turbines is growing rapidly, and with it the volume of cleaning and maintenance work. Given that wind farms are often located in remote areas on steep hillsides and are serviced by basic access roads, an aerial lift mounted

on an All Terrain carrier is attractive. So if you are looking for a 100 metre platform which do you choose? As we have indicated you have three options - two made in Germany and one in Finland - all being a different configuration.

### Which one is for you?

If wind farm work is your main market then the Wumag will be hard to beat. Bronto says that it will also mount its unit on a crane carrier and has already delivered its 88 metres S888 HLA on a four axle, all-wheel drive, all-wheel steer chassis. It goes on to say though that, so far, its 12x8x8 truck chassis has been preferred for wind farm applications given its eight wheel steer and drive configuration.

If outreach is critical then the Ruthmann is your machine. It offers an unrestricted working outreach of almost 40 metres compared to 31metres on the Bronto and 29 metres on the Wumag (35 metres with 200kg capacity).

If overall dimensions are important the Bronto is the machine for you, with its 2.55 metre overall width and a similar overall length to the Wumag.

At the end of the day you will of course decide based on the deal you are offered and when the manufacturer can deliver.

**c&a**

**truck mounts**

*The Wumag WT1000 on a five axle Faun crane chassis looks good for remote windfarm work*



*The Ruthmann TTS1000*



*A 88 metre Bronto 88HLA on a four axle crane chassis*

### The 100 metre platforms

Feature	Ruthmann	Wumag	Bronto
<b>Model</b>	<b>TTS 1000</b>	<b>WT 1000</b>	<b>S101HLA</b>
Working ht	100.0m	102.5m	100.2m
Lift capacity	500kg	600kg	440kg
Max outreach	39m	35m	31m
Unrestricted capacity	500kg*	200kg	440kg
Up and over	62.5m	58m	64m
Platform size	2.5 x 1m	2.47 x 1.05m	2.25 x 0.93m
Platform extended	4.0 x 1m	3.88 x 1.05m	2.78 x 0.93m
Overall length	22.46m	16.2m	16.0m
Overall width	3.04m	2.75m	2.55m
Outrigger spread	9.16m	7.5m	8.53m
Drive steer	Artic trailer	10x6x8+	12x4x8
Road speed	85 kph	85 kph	87kph
GVW	80,000 kg	60,000 kg	59,500 kg

\* 320kgs with big basket + 12x8x8 optional

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# How hard can it be to get a PAL card?

**With the introduction of the Work at Height Regulations an increasing number of tradesmen are turning towards the powered access solutions rather than ladders, trestles or aluminium towers. A 3.5 tonne self-drive truck mounted lift is becoming an increasingly popular choice, but before picking one up at a rental yard you need to have proof of training and that usually means an IPAF PAL card. Cranes & Access' Mark Darwin put on his harness and went to find out how easy it is to get one.**

**An early morning drive of more than 130 miles around the M25 motorway for an 8.00am start is not the best start to a day's training. Yes, there are numerous other IPAF training facilities closer to the Vertikal Press offices, but I headed off to Hickstead based Facelift Access Hire because it had just taken delivery of the first two 17 metre Ascendant truck mounts and I was eager to put it through its paces.**

Despite the distance and bad weather, the journey on 'Floody Friday' at the end of July was relatively painless. On arrival there was a quick cup of tea and registration and then into the specific training room with one of the instructors and the three other trainees.



*If you haven't used a harness before it can be quite fiddly to put on. Make sure it is adjusted and fits correctly*

Here the training course was briefly outlined - classroom theory in the morning session and then a practical test on a machine. As I wanted to try out the Ascendant 17, I and one other trainee were taking

the VMP26 (Vehicle Mounted Platform to 26 metres) course, whereas the other two trainees (both electricians) were taking two categories - the SL (Scissor Lift)



*Outriggers and mats must be set correctly and checked before levelling the machine*

and SPB (Self Propelled Boom).

The classroom session deals with general safety and operational theory for the machine category. Similar to a driving license, you are only allowed to operate the machines in the categories that you have been trained and qualified. So make sure you enrol for the right course or courses for the equipment you want to use.

After a brief safety introduction, each trainee is given a 'before training' multiple choice test which establishes each candidate's basic knowledge before the specific training. The result is irrelevant but the 25 questions are a taster of the content of training to come. I am sure that most of us scored more than 80 percent on this test, a reflection of our site

experience and general common safety sense.

According to Percy, our instructor, a problem for some candidates is not being able to speak English well, particularly with the increasing number of Eastern Europeans now looking for work in the UK. The language barrier is not a problem so long as

you can understand the course.

This might mean bringing an interpreter, however, if you cannot understand, you will fail the course.

If you are familiar with access equipment most of the answers were obvious. However, one or two make you think such as which gas is produced when charging a lead acetate battery (answer - hydrogen) and what is the set up distance from a high voltage metal pylon (answer - the fully extended boom plus 15 metres). Each question has four, multi-choice answers so the answer is there, it's just a case of selecting it.

The second multi-choice test - after the classroom training - has a minimum pass mark of 80 percent. Anything less and no IPAF card will

be issued. The classroom session takes about two to three hours and covers everything from types of machines, regulations, owner and operator responsibilities, travelling on site, machine positioning and stability, safe working load, hazards including overhead high voltage lines, the proper use of a MEWP, the proper use of harnesses, daily service checks and wind.

Once the presentation was complete and any questions answered it was on to the real exam. Thankfully, due to the skill and experience of the instructor (thank you Percy) we all achieved a 100 percent pass mark.

I am not sure if all training facilities provide lunch, but Facelift took us all for a much needed 'big breakfast' at the local pub (no alcohol of course) before starting the practical part of the day. At this point we split up with two of us heading for the truck mounted platform and the other two going to the scissor/boom lifts.

The Ascendant 17 is a new, UK designed and built, truck mounted platform mounted on a 3.5 tonne chassis making it driveable by most holding a normal car licence. (see story P31). Our second instructor, Ian, then took over. He reinforced the morning theory by getting us to look around the machine to gather information (from the manufacturer's plate, decals etc) that would help with its operation.

The operator must carry out daily service checks and inspection in accordance with the manufacturer's instructions and as the truck is a road-going vehicle, items checked should also include lights, tyres and all fluid levels.





The instructor outlines the machine checks and the use of outrigger mats.

When using a machine, the main information you need to find and understand is the safe working load in the basket (comprising the weight of the people, tools, equipment and any materials) and the maximum wind speed in which the machine can operate safely.

This information is usually found on the manufacturer's plate and may

also be on decals in the basket. The only accurate way of measuring wind speed is with an anemometer rather than relying on the Beaufort 'moving leaves and branches' scale.

A full body harness with an adjustable lanyard should also be worn and some time was spent on how to check, adjust and put it on correctly. Wearing a harness can save your life, keeping you in the basket if the boom drops suddenly, creating a catapult effect.

The practical issues of setting up the machine, extending the outriggers, levelling and checking the boom is operating correctly, were all covered before climbing into the basket and using the machine.

Little pointers such as always setting the machine so that it faces downhill, always level the front of the machine first, wear warm clothing (remember the wind chill factor), use the lower boom to align with the target, then upper then telescope in and out were also very useful.

To pass the practical test, we each had to set up the machine and then



Mounted on a 3.5 tonne chassis, the Ascendant's 17 metre working height and basket capacity of 230kg, should be popular with new users.

operate the basket at full extension. The Ascendant, although it has a very good outreach of 12 metres, was very stable and easy to operate so there were no problems there.

All in all, the course was excellent and I am glad to say we all passed. My thanks go to Facelift and the two instructors for an easy to understand, but thorough training session. However, proving that you can operate a machine in a 'controlled' environment for the test

is one thing, out on site with all the additional problems of varying ground conditions, lack of space and time constraints can be totally different. Using the knowledge gained from the course and applying it is the only way to be absolutely safe.

Despite the number of accidents regularly reported on [www.vertikal.net](http://www.vertikal.net) a properly maintained and correctly operated platform is a very safe item of equipment.

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# Totally one sided

Seen for the first time at this year's SED, the Ascendant 17 is a new truck mounted platform, designed and built in the UK for Blue Line Access based on an idea by Facelift managing director Gordon Leicester. Facelift has taken the whole of the first year's production with the first units entering its hire fleet mounted on Iveco 3.5 tonne chassis.

Simple to operate, a good outreach and rugged enough to withstand the rental environment were the main design criteria. With a 17 metre working height, the unit is unusual in that it has extendible outriggers on the near-side only - the outriggers on the off-side are vertical and within the width of the vehicle. In this configuration the machine has an excellent maximum 12.2 metres of unlimited outreach in a 180 degree arc stopping short of the driver's cabin on the near-side, to just over the rear off-side corner of the vehicle.

leaving about 50-100kg for tools or materials yet keeping within the 3.5 tonne maximum capacity. The unit is very easy to drive being the same size as a transit-type van and can be driven on a regular car licence.



The Ascendant has vertical outriggers on the outside of the vehicle allowing it to set up in a single carriageway.

Once on site the machine is straight-forward to set up from the central control panel on the near-side of the vehicle the outriggers and safety checks can be performed. Each outrigger has a safety light that illuminates if it is not under pressure - so it is easy to check potential problems of one leg not fully down.

With the off-side outriggers within the width of the machine, it means that the unit can be set up in a single carriageway width. The long front nearside outrigger ram and pad could however do with more clearance under it to avoid high kerbs etc, especially if setting up on uneven ground. This is currently being looked into and should be improved on subsequent machines.

Given its overall weight the machine is sturdily built with several nice design touches that reflect input from a hirer trying to minimise user problems or damage. Basket controls are protected so that they cannot be operated inadvertently or if the operator falls onto them, and there are two central harness fixing points.



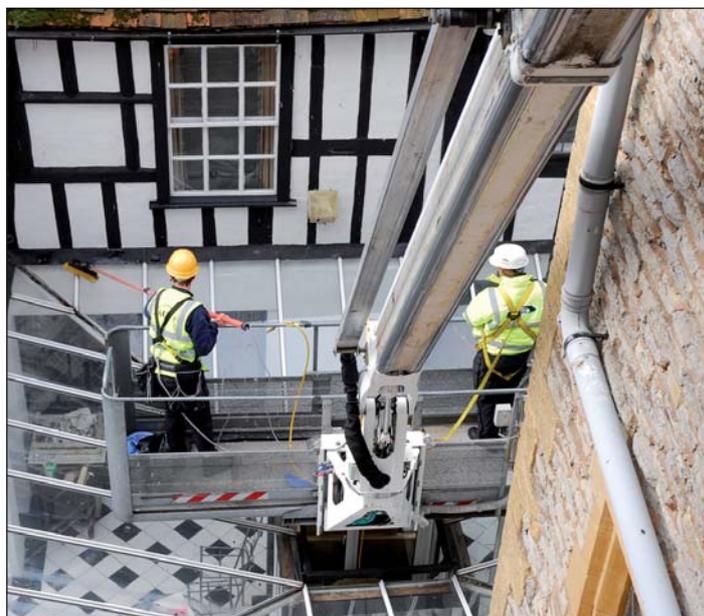
This is as far as the boom will rotate to the offside of the machine.

According to Leicester, the majority of customers only work one side of the machine and its restricted outreach to the off-side of the vehicle should never be a problem. If needed, the truck can easily be turned around giving the required coverage. Problems with increasingly heavy Ford Transit chassis during the design have now been sorted by using an Iveco base which suits the vehicle giving a safe working load of 230kg and a gross vehicle weight of 3,250kg capable of carrying two operators in the cab and still

## Specifications

working height	17.0m
outreach	12.2m
safe working load	230kg
GVW	3250kg
slewing range	180 deg
working width	3.2m
length	4.1m
stowed width	2.3m
height stowed	3.07m
platform size	0.7m x 1.1m

According to Leicester, the unit is aimed at short-term hirers such as builders, and painters with its features justifying the hire rate of about £800 per week or £280 per day. Overall a nice machine possibly a little more costly than some imported products but then it has a good chassis and with 12.2 metres outreach it should prove popular.



One of the trickiest areas to reach was an internal glazed-in courtyard - the Eagle's 17m jib and built-in pressure washer proved ideal.

## An Eagle's reach

Salford Hall is a 15th century residence for Monks in Worcestershire, now converted to a hotel and restaurant. When the time came for inspection and cleaning some difficult to reach external areas, the Hall called in Panther Platform Rentals for advice. The work involved inspecting the buildings for any fallen or loose tiles and general cleaning and maintenance tasks on the outside of the buildings and conservatory.

The outreach and capacity of the Oil&Steel Eagle 44 made the machine a contender for the job, being able to reach all of the areas from a single set up location and therefore minimising disruption. However the feature that clinched it was its 17 metre jib which was required to reach an internal glazed-in courtyard by the only accessible route, up and over the main building. The machine's 400 kg platform capacity, 240 volt power sockets and built-in pressure washer with

150psi cleaning lance outlets also made it the perfect machine for the job.

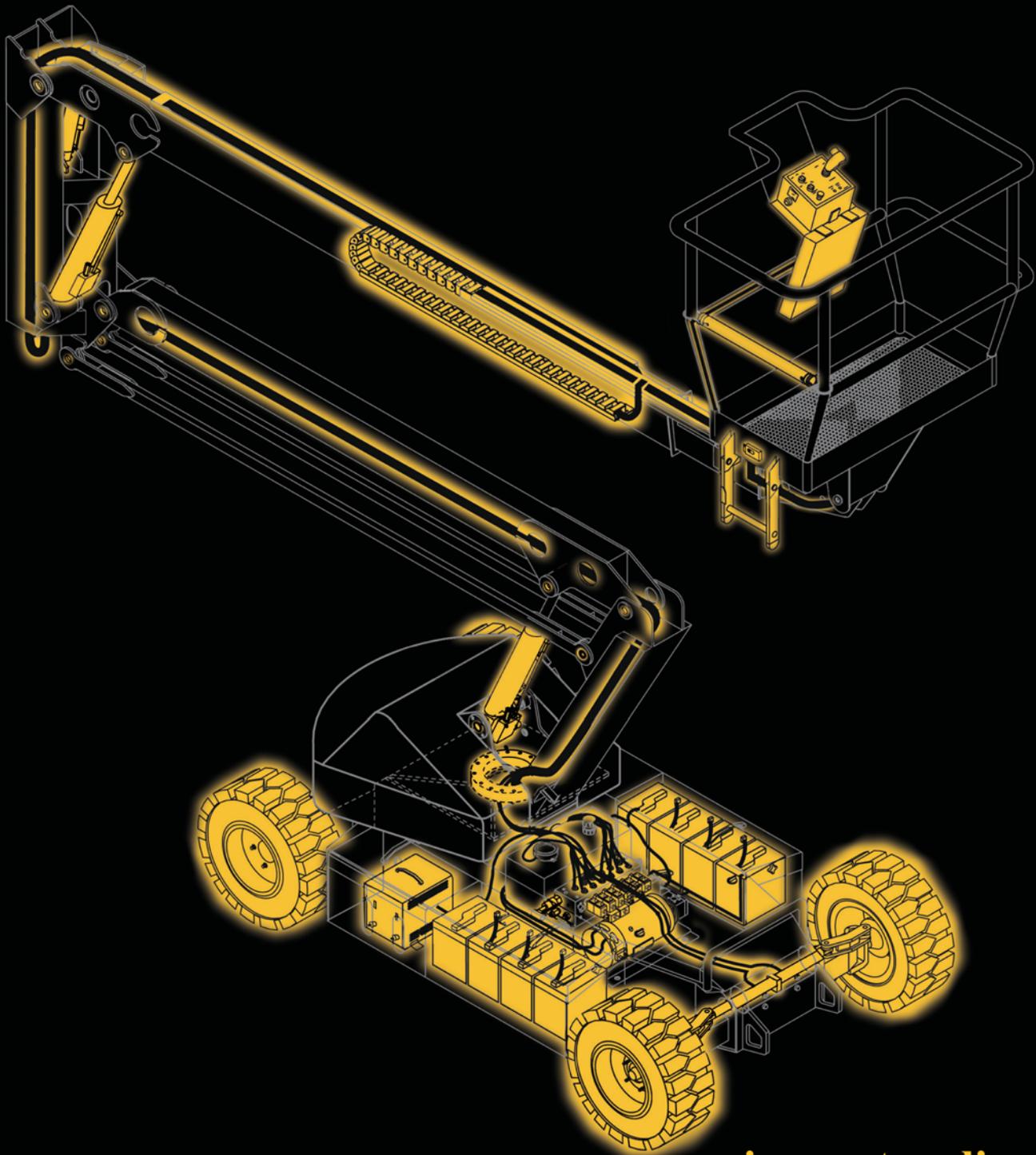
Mandy McClements-John, Panthers vehicle mount/specialist equipment manager said:

"The areas we needed to work on included reaching an internal atrium. The Eagle's built-in pressure water container enabled the client to use a pressure washer without trailing water hoses over the delicate roof."



The Oil&Steel Eagle 44 was able to reach all access points from a single location.

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# Competition hotting up

The articulated loader crane market is currently going through a golden period which looks set for several years to come. With new markets developing in India, China and Eastern Europe together with strong performances from the traditional European countries, most manufacturers are posting strong growth, both in terms of revenues and unit sales.

The world market is now guesstimated at between 50-55,000 units. In recent years Palfinger has claimed market leadership, a claim that many smaller manufacturers acknowledge. The fast-growing Austrian company caught up and - if you believe its claims - passed the articulated crane's originator Hiab two to three years ago.

Hiab seemingly lost its way under the ownership by Kone after a series of misguided strategies which included messing about with the most established brand name in the industry.

However at the start of last year, Kone divested itself of Hiab along with Kalmar and McGregor, floating them into the new company Cargotec. Since then Hiab appears to have rediscovered some of the spirit that made it into one of the world's leading brand names. One by-product of the company's resurgence is that it is again claiming to be the market leader. With no reliable sales figure exchange we cannot be certain which one built more cranes last year (let alone this year). One thing is for certain, the two companies are probably very close, each producing between 13,000 and

14,500 cranes each.

One company that has no hesitation about talking precise numbers is Italian market-leader Fassi. The company undoubtedly holds the number three position in the global market and is probably justified in its claim to be the fastest growing, at least among the top half dozen producers. The company has its sights quite unashamedly on Palfinger and its heavy investment in new models and technology over the past three years has certainly kept Palfinger on its toes (see Fassi interview Page 38). In most major markets, these three companies are usually fighting it out for top spot.

All three manufacturers have been introducing new technology at a pace that makes even the very best manufacturers of the other lifting equipment we cover look positively sluggish. This development appears to be taking place right across the whole size-range of lorry loaders although in general, the most popular models have increased in size over the past few years.

In the UK a general builder's loader crane has almost doubled in size from about eight to 15 tonne metres and material suppliers that were using 30 tonne metres are now taking 40 or 50 tonne metre units.

The first Cormach 125000 in Ireland is with precast concrete specialist Drumderry.



Figures for total units sold in the UK last year vary between 2,800 - 3,400 units. Terex Atlas says that 2007 has been an exceptional year with a record number of orders. The company says it has several 'exclusive' deals with leading builders' merchants and is probably market leader in that sector. It is also making significant inroads into the grab loader sector. According to general sales manager Lee Maynard, continuous investment in product development and after-sales service have been the key drivers.

Exact sales figures in the UK are also not available, but Atlas, Palfinger and Hiab (probably in that order) dominate the market. The UK is a good for Fassi being its fifth best market, but it claims to have only had sales of about 400 units last year. Putting the size of the UK into perspective - the market in Italy is thought to be 8,000 units while around 4,000 are sold in France.

The move towards larger loader cranes coincides with a trend towards mounting these cranes onto large tractor units and offering a service similar to that of a small All Terrain or City crane - but at a lower cost. One company C&A featured earlier this year - D&F Gorrett - has added a 580hp, 6x2 Scania Topline T580 fitted with a 70 tonne/metre Fassi F700XP loader crane. This combination can lift 1.25 tonnes to 28 metres and is finding a lot of work with house builders installing timber roof trusses and the like.

The recent SAIE show in Italy, revealed numerous new large loader cranes including the 'mother' of them all - the 200 tonne/metre Cormach 225000E. A year ago Cormach unveiled its smaller 125000 sister at the show and has subsequently sold numerous units including a unit to Dublin-based

pre-cast concrete specialist Drumderry - the first in Ireland.

The unit - a nine extension 125000 E9 - has a 4.55 tonne lift capacity at almost 19 metres reach. The equivalent, nine section 225000 is capable of lifting 6.1 tonnes at 23 metres and is still capable of lifting more than a tonne at 42 metres!

The market for these huge loaders is small but growing. Cormach is hoping to sell six units of its monster loader next year.

A smaller, 'large loader' recently launched is the Effer 1355. The unit is available with nine hydraulic extensions and is rated as a 92.7 tonne/metre crane with a 22.1 metre maximum reach.

Both the Effer and the Cormach make use of diagonal, X-type outriggers which keep the sub-chassis shorter and also gives a greater slew range through which it can lift the full rated load. Other large loaders recently introduced include the 80 tonne/metre Fassi 950AXP, Ferrari 990 and the Hiab 1055.

The 92.7 tonne/metre Effer 1355 has X-type outriggers which keep the sub-chassis shorter and also gives a better load slew range.





*Smash and grab from Hiab*

**Two new models from Hiab**

Hiab has added two new models to its XS range of cranes. Biggest is the 90 tonne/metre XS1055 - Hiab's largest loader crane yet. Hiab has typically shied away from getting involved with the largest cranes, keeping to its policy of only supplying units that still leave a reasonable cargo payload on the truck. It previously set this top end at around 80 tonne/metres but recent design developments have allowed the company to build the new crane with increased lifting capacities while keeping its overall weight to between seven and nine tonnes. Its maximum lift capacity is 18 tonnes and it can handle more than a tonne at its maximum horizontal outreach of 30 metres. The 1055 is only available in Hiab's top end, Hi-Pro specification and as such comes loaded with features including its high range valve block, Combi Drive control unit, Space 5000 electronics package, full blown automatic overload system, Automatic speed control and Hiab's Pump Flow Distribution system to maintain speeds when multi-functioning.

The XS1055 takes between 1.6 and 1.73 metres of installation space, will fit on a four axle truck and still offer around five tonnes of cargo capacity. Options include an EN280 work platform. In order to benefit from the maximum reach and capacities that big cranes like this can offer, the Hiab sports outriggers with up to nine metres spread which add a further 1,300kg of GVW.

The second new model is the XS 211 - a 21 tonne/metre unit targeted at the top end of the transport market with a maximum lift capacity of 7.5 tonne and up to 25 metres of hydraulic reach when fitted with the optional 8 section (first and second arm plus six hydraulic) plus four section articulated jib. The jib can articulate up to 30 degrees above horizontal and lift 120kg at 25 metres radius or 1.6 tonnes at nine metres radius and 18 metres hook height.

**Palfinger launches 'High Performance' cranes**

With the competition continually improving its performance, quality and usability, Palfinger is certainly not resting on its laurels. SAIE saw



*One of Palfinger's many new 'High Performance' cranes - the PK9001 EH*

the culmination of four years of development work when it introduced its new 'High Performance' models. Over the next three years a whopping 80 variations will be introduced.

One of the main components of the new cranes is the new hexagonal boom - one of the products of the €80 million investment in the new machines and manufacturing facilities.

According to Gerald Pschernig, head of Palfinger cranes, the new precision technology makes it possible to ensure even more accurate crane movements.

Main features of the new models include a 10 percent improvement in lifting capacity over its Performance series, with almost the identical dead weight - achieved through the use of high-tensile steels and a slightly higher oil pressure.

"The cranes also have a 'maintenance-free boom system' by using special synthetic slide blocks that have lubricant qualities," he said. "Following the single initial lubrication, which uses bio-degradable grease, no further servicing work is required. This saves the operator time and it is also better for the environment."

"Keeping one eye on the environment, all crane components that need corrosion protection have a chromium VI free coating, which goes beyond the statutory requirements," explained Pschernig. From a functional design point of view, the cranes use a premium synthetic material which is particularly resistant to extreme temperatures, yet light and easy to remove for maintenance and servicing.

The control station is easier to read with its backlit LEDs and the levers are now fitted with soft rubber grips making them better and safer to use. Spiral hose protection is now standard on all Palfinger cranes.



*The easier to use Palfinger control panel.*

Improvements to the electronics include a fully controlled overload system and a multi-function digital hour counter. Larger models introduced from the end of next year will have a new electronic control system.



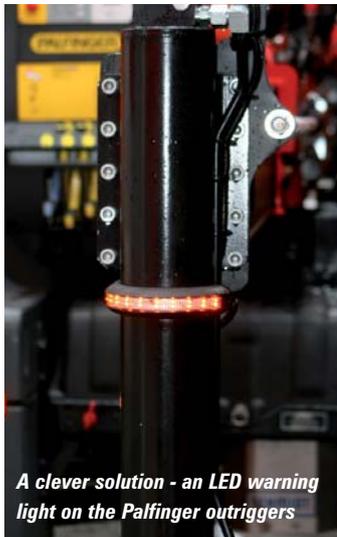
*The 90 tonne/metre XS1055 is Hiab's largest crane to date*



*The XS211 is targeted at the top end of the transport market*

The first of the new models launched at the show included three compact models, the PK2900, PK3400 and PK4200 with 2.9 to 3.5 tonne/metres capacity and six models in the 8-12 tonne/metre range, the PK8501, PK8501K (K signifying a short boom extension system) the PK9001 EH, with Electronic High Power Lifting System (EHPLS), the PK11001, PK11001K, and the PK12001 EH models.

The EHPLS system allows the working speed of the crane to be reduced if required to provide an increase in lifting capacity. The electronic adjustment of the high-end control valve also allows several crane functions to be used at the same time.



*A clever solution - an LED warning light on the Palfinger outriggers*

Power Link Plus has been introduced on all cranes from the PK8502 and larger, allowing the outer boom to extend up to 15 degrees above horizontal. This was previously normally available on its larger cranes.

### Hi-tech Fassi

The latest Fassi machines are filled with technology. Its Double Link Technology connecting rod and fork system is claimed to help obtain maximum performance even with the main boom horizontal, while the increasingly common ProLink linkage

offers a 15 degree upward angle on the outer boom with 10 degree on the jib, all with electronic monitoring of the working angle.

The high-capacity Integral Machine Control electronic control system receives information from the crane sensors in real time and guarantees optimum performance for the type of work situation. Featuring CAN-BUS architecture, the system is able to manage not only the Evolution intelligent load limiter, but also the ADC dynamics control device which provides a fully automatic elimination of dynamic load swinging.

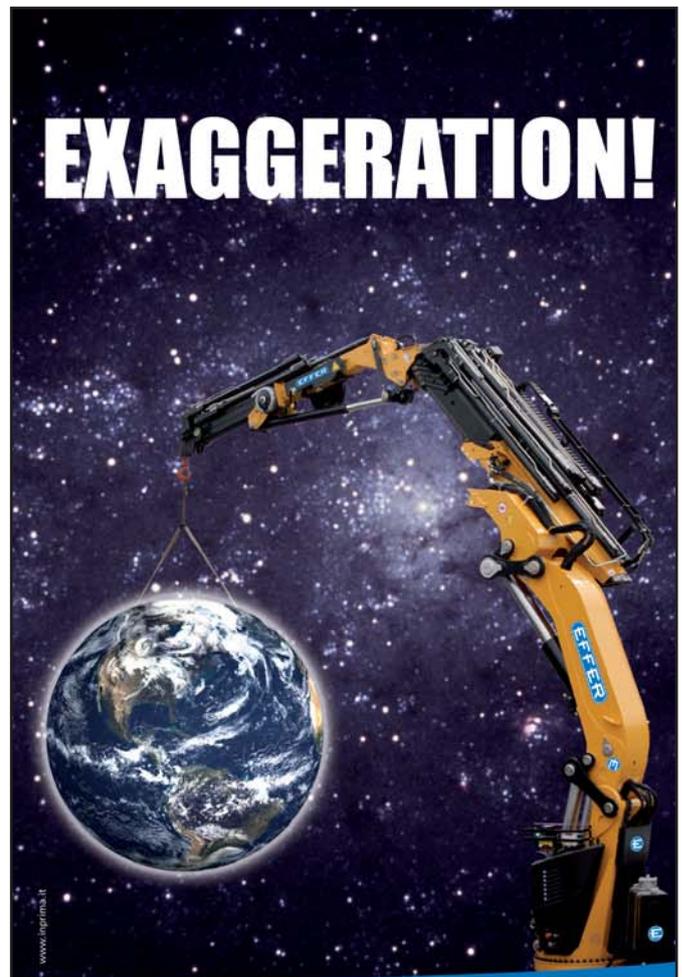
The D900 flow sharing digital hydraulic distributor (electronic saturation preventer) allows proportional oil distribution, so that crane functions that are activated simultaneously will move proportionally to the amount of oil required for the purpose. Fassi has its own RCH integrated remote control which, as well as controlling all crane functions, including stabilisation, informs the operator by means of an ample LCD display which shows the state of the crane using a simple, intuitive icon-based user interface.



*Fassi cranes are filled with technology*

Fassi introduced four cranes with lifting capacities of more than 50 tonne/metres at Bauma earlier in the year - the F510A, F560AXP, F600A and the F660AXP. All are available with up to eight hydraulic extensions that can be fitted with up to three different jibs giving a total of more than 25 versions per model.

*Copma crane at vertikal days*



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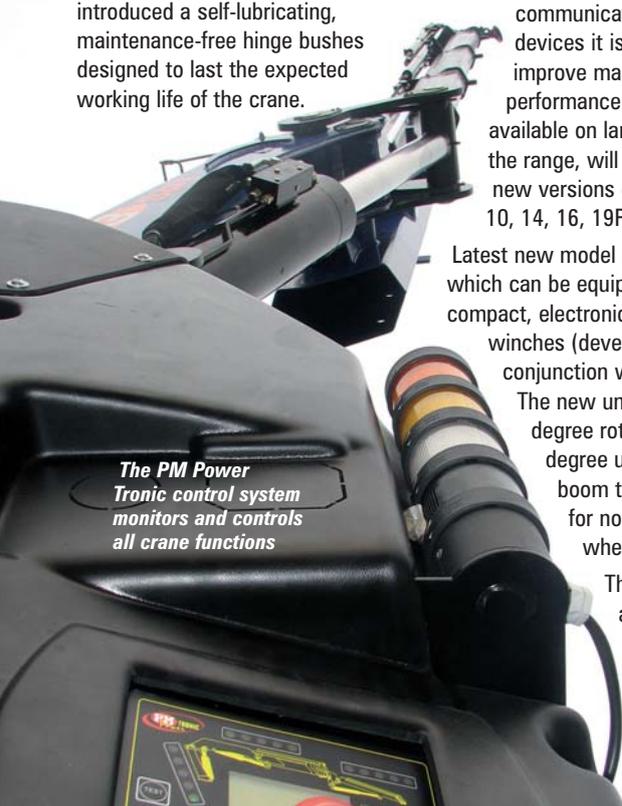


*The mother of all loader cranes?  
The 200 tonne/metre Cornach 225000E.*

According to Fassi, the F660AXP Evolution has the best power to weight ration of any crane in its 60-70 tonne metre category. The unit has a maximum capacity of 62.5 tonne metres and weighs 5.1 tonnes. The 'XP' Extra Power device on the F560XP and F660XP provides a power reserve that can be used in difficult applications, caused either by the size of the load or the particularly difficult dynamic conditions.

SAIE saw the introduction of the F950AXP which slots in between its 80 and 100 tonne/metre units.

Weighing in at 7.3 tonnes, the crane in its various versions can lift 585kg to a height of 31.90 metres or in maximum load specification can lift 19.2 tonnes to 4.1 metres radius. The company's innovative JDP - Jib Dual Power device - ups performance by 30 percent depending on the working area. Fassi also has introduced a self-lubricating, maintenance-free hinge bushes designed to last the expected working life of the crane.



*The PM Power Tronic control system monitors and controls all crane functions*

## Trailer mounted

With loader cranes now being mounted on a variety of carriers, it was only a matter of time before someone put one on a trailer.

Copma, working with Kiraly - its dealer for France - has launched a trailer with a lorry loader crane.

With a total weight of 3.3 tonnes, the unit can be towed behind many 4x4s and then left on site to carry out lifting duties.

The unit can move under its own steam, via a drive assist to the trailer wheels. Using the Copma 110T crane, the unit is aimed at building and rental companies, having a 20 metre hook height with up to 14 metre outreach. The crane can also be fitted with a man basket with a platform capacity of 350kg. Copma says that it is gauging the reaction but it is confident that the unit will sell - perhaps 50 units a year.

Copma, one of many smaller Italian manufacturers which produces about 1,500 cranes per annum, also has a large loader, the 92 tonne/metre 990 and looks set to introduce two new bigger machines next year - the 1300 and 1600.

## Power Tronic

Main news at PM is the fitting of its Power Tronic Compact control system. The CAN-BUS-based system electronically monitors and controls all crane functions. And by simplifying communication between devices it is claimed to improve machine performance. Already available on larger models in the range, will be fitted to the new versions of the 10, 14, 16, 19P models.

Latest new model is the 35.5SP which can be equipped with very compact, electronically controlled winches (developed in conjunction with Rotzler).

The new unit has 360 degree rotation and a 15 degree uplift of the main boom to compensate for normal boom flex when loading.

The good news for all loader crane manufacturers is that demand for product should remain good for at



*Copma has produced this loader crane on a trailer. It might just catch on.*

least another few years. As well as continued growth in the traditional mature markets, the demand in developing countries is just beginning. Three manufacturers are now starting to pull away from the

rest of the loader pack, yet there are some sizeable manufacturers that are yet to reach their full potential. The next few years will be very interesting for the loader crane manufacturers.



*PM's latest model, the 35.5SP can be equipped with compact, electrically controlled winches developed in conjunction with Rotzler.*

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# Fassi snapping at the heels

**Italian loader crane manufacturer Fassi is snapping at the heels of the European market leaders Palfinger and Hiab. Its growth over the past few years has been charted by Giovanni Fassi - the son of the founder and current president. Mark Darwin learnt more about the man and the company on home soil at the SAIE show in Italy.**

**Fassi loader cranes have been manufactured in Albino, Italy for more than 40 years. As a young boy, Giovanni always wanted to join his father in the business. He joined as a teenager in 1987, gaining valuable additional experience by working with Sogage - part of the Fassi group - for three years in the early 1990's. Giovanni took over running the company about four years ago and although he continues to report to his father who is still President, has had an increasingly important influence on the company.**

"I want the company to be the technology leader in the sector," he said. "This is my aim and has brought success through innovative products with high performance and good residual values."

His approach has certainly resulted

in the company now being recognised as the world's third largest producer of loader cranes. But this is not enough for him. "I need a challenge and that is to be world leader in sales and technology." Not an easy challenge then. A few years ago this would have been a typical comment of an aspiring new company entering the market giving the press 'sound bites' of its ambition. However with Fassi and its growth over the last five years you never know. "By next year we will have increased production 120 percent in five years. In 2005 we produced 6,871 cranes and this has grown about 20 percent in 2006 and 15 percent in 2007 to 9400 units," said Fassi.

Next year he hopes to build 11,000 loader cranes which he says would make Fassi the second largest manufacturer behind Palfinger.



*Giovanni Fassi - the driving force behind the company.*

Perhaps he is starting to believe some of his own hype because although exact sales figures for loader cranes are not available, it is generally thought that Palfinger and Hiab each produce between 12,500 and 14,000 cranes per year.

The company is achieving its growth (revenues are up from €141 million three years ago to €200 million while the number of employees has increased from 443 to 560) organically. "We will continue to grow but not by acquisition," says Fassi. "Our last acquisition was 20 years ago and we are not looking to purchase a competitor."

Fassi, however, did not rule out buying suppliers - but only if they manufacture in Italy - which would ease the growing problems of sourcing components.

"In Italy, the cost of labour is high and raw materials are scarce, which is why innovation is crucial to ensure that our product remains competitive," he said. "In recent years the group's research and development has grown and strengthened so that today, eight percent of our staff are involved in R&D and we have introduced eight new products over the last five years."

These products have been based on the use of electronic systems which have formed the foundation of the 'Evolution Concept' project.

The Fassi Group, along with other industrial partners - such as Brembo brakes - has been instrumental in the creation of Intellimech - a consortium of companies working in the field of mechatronics - electronic management of

mechanical solutions.

"The very fact that we have an R&D area within the 'Red Kilometre Technological Park (Intellimech) is an opportunity to have a mutually profitable exchange of information with other businesses, universities and local scientific institutes," said Fassi. "This allows us to introduce market-leading innovative solutions to our new cranes."

From a manufacturing point of view, the new Flexible Machine System (FMS) welding process will allow the company to achieve its target of 11,000 cranes per year.

"FMS is an imposing system measuring 45 metres by 15 metres which was designed and built by ABB to our specific requirements," said Fassi. "Flexibility is the key and this system makes it possible to carry out welding operations either in a series of small batches using pre-set templates, while retaining the freedom to work on individual items. FMS is just part of a wide range of investments - which include a new automated welding facility and 10,000 sq m factory dedicated to the assembly of medium sized cranes."

By concentrating on technological innovation and growth, Giovanni Fassi has certainly raised the sales and image of the company's products. Continued expansion of production facilities also means that the company is undoubtedly the fastest growing loader crane manufacturer. Whether it can rise any higher than third, only time will tell.

*One of the latest Fassi cranes - the Fassi F660XP*



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# Rain couldn't dampen Italian spirit

With Bauma reinforcing its position as the biggest and best construction show in the world earlier this year, shows such as Intermat and SAIE have almost been relegated into national gatherings.

That said, SAIE in Bologna, Italy, is still an important show, particularly for lifting equipment such as cranes, loader cranes, access platforms and telehandlers - primarily because of the importance of these products within a country that produces so much of this type of equipment.

Although it was the tower cranes' turn to take a year off, mobile cranes, access platforms, lorry loaders and telehandlers were all out in force. And because many are built in Italy, there were many new products to be seen - saved specially to launch on home soil.

We bring you the highlights of the 43rd SAIE, which in spite of the atrocious weather, still showed that it has a heart and soul, often lacking in other European exhibitions. Italian engineering also meant that there were one or two interesting and unusual machines. If you have never been, it is certainly worth giving it a try. This year we will let the pictures do the talking.



Effer unveiled two new loader cranes: The, 92 tonne/metre Effer 1355/9S (mounted) features X-type outriggers which keep the sub-chassis shorter and also gives a better load slewing range. Being lifted is the 470/6S - a six extension unit with a 41.6 tonne/metre capacity and an outreach better than 26 metres.



Grey skies and empty aisles - but only when the rain was really heavy on the final day, otherwise there was quite a good turnout at SAIE 2007.



Platform Basket had two models making their Italian debut - the 18 metre, 18.75 spider lift and the 15 metre 15.75.



A new articulated truck mounted boom from Multitel Pagliero - the MX270D - extends the MX range to 27 metres. The unit seen at the show was mounted on a 5.6 tonne chassis to meet Italian self-drive rules and offered 13 metres outreach. The platform will be mounted on a Mitsubishi Canter 7.5 tonne chassis in the UK and should be available at the beginning of 2008 at an attractive price.



CTE launched several new truck mounted platforms including the 20.8 metre working height Z21 and the 19 metre, 230kg capacity Z19.



A massive new 200 tonne/metre articulated loader crane from Cormach - the 225000 E9 - has been designed specifically for industrial moving. The nine section beast has a 45 tonne lift capacity at 4.5 metres and is capable of lifting 6.1 tonnes at 23 metres and taking more than a tonne out to 42 metres.



Barin showed off its impressive AP 73/35J2 truck platform with a maximum height of 73 metres and outreach of 35 metres. The company is looking for a dealer in the UK.



Imai showed its upgraded and redesigned Jekko SPD500 spider mini crane. The company is expanding, adding a new 400 sq metre assembly facility to boost production to 15 cranes per month. It is also in the process of setting up sales company Jekko UK, likely to be based in the London/South East area.



GSR introduced a new 17 metre telescopic boom - the E179T. Mounted on a 3.5 tonne truck the unit is capable of 12 metres outreach.



Adding to the small number of trailer mounted scissor platforms is this one from SUP Elefant.



CMC showed off its new 20 metre TB200 mounted on the popular 3.5 tonne Nissan Cabstar.



Bluelift, distributed by SkyKing in the UK, showed off its new 18 metre C18 spider platform.



Italian manufacturer Galizia showed off several of its pick and carry cranes including its largest, the 25 tonne capacity F250E.



Oil&Steel had a good selection of its tracked and truck mounted platforms on show including the first showing at SAIE of the Octopussy 21 and Scorpion 2012.



SAIE saw the culmination of four years of development work when Palfinger introduced its new 'High Performance' models with 80 variations being introduced over the next three. Features of the new machines include the new hexagonal boom, a 10 percent increase in capacity for a similar gross weight, a maintenance free boom system, more environmentally friendly corrosion protection and new control panel and hose protection. The launch acrobatics was pretty good too!



Rapidly expanding loader crane manufacturer Fassi - which hopes to build 11,000 cranes next year - limited its new machines to just one - the 950 AXP. The company now claims to be the world's third biggest producer of loader cranes.



Expanding Italian telehandler, Dieci is always introducing new products at SAIE and this year's show was no different. The impressive stand included the new Dedalus 30.9 as well as its restyled roto machines which featured a new cab, Perkins engine and a reworking of the mudguards and lights. This year's output of 2,200 units is hoped to increase by 50 percent in 2008.



PM showed this Iveco Daily 4x4 with small crane



Genie has introduced the the GTH4017SX - a lower cost, simpler machine aimed specifically at the rental market.



Italian manufacturer Tecchio showed three new platforms - two truck mounted and one spider. Biggest was the K427, a 27 metre working height, 7.5 tonne truck mounted platform with a jacking width of 3.2 metres and a working outreach of 13.4 metres. Mounted on a 3.5 tonne chassis, the 22 metre K422AT with an outreach of 11 metres, and the third new machine, the K622/DAT spider platform. Working height is 21.6 metres with 10.8 metres outreach. Width with the jacks out is 3.5 metres. The unit has a two tracking speeds up to 1.3 km per hour. All three lifts offer 265kg platform capacity.



Grove had several cranes on its stand including this RT540CE



Haulotte was back in the black for SAIE



Originally unveiled at Bauma, SAIE was the first time anyone had seen Bison Palfinger's production version of its hi-spec TA25 Business truck platform mounted on a 3.5 tonne chassis.



TCM showed its new C2000 - a compact 200 tonne crane mounted on a four axle Astra truck with an overall length of just 10.5 metres. The five section 28.8 metre main boom can also be equipped with an 11 metre, double extension jib.



Faresin showed two new models - the 15.45 a 360 degree roto machine and the 6.25 compact model. Improved visibility to the right side of the machine is aided by a redesigned engine cover.



Faraone showed a variety of products from ladders, towers and its PKS 890XL self propelled mast lift.



For many, this was their first sight of the 130 tonne capacity Liebherr LTM 1130 5.1. The unit has a 60 metre main boom with the addition of up to a 19 metre swing away extension and two seven metre long lattice sections. The unit has a 12.26 metre long chassis and is 2.75 metres wide. Other features include active speed-dependent rear axle steering, air operated disc brakes and a 370kW (503hp) Tier 3 engine.



The Merlo 39.10 with stabilisers. Many visitors to the Merlo stand were intrigued with its self propelled, high speed articulated booms. After many months soliciting industry opinion and interest far exceeding initial expectations, Merlo is finishing its new, dedicated assembly line and will start production at the end of the year for sales in Spring 2008. Telehandler output was up 20 percent this year with two new products at the show. The Roto 40.26 is the upgraded 40.25 with increased lift height but also has a redesigned boom which gives more performance for the same weight. The second new machine is the 39.10 - a compact machine with stabilisers as standard - to satisfy the demand in the UK and France.



Several new Privilege series from Manitou were on the stand including the roto MRT 2150 (above) which can lift up to five tonnes to 20.6 metres, and the MRT 3050 which can take the same load to 29.7 metres. Largest machine on the stand was the 21 tonne capacity MHT 10210.



The Terex RC60 and RC30 Rough Terrain cranes should be available in the first half of next year. The popularity of the TCC 45 telescopic crawler means that delivery is now well into 2009.



The new Merlo Roto 40.26



Joe Lyons (L) and Brian Crisp of UK Cranes, helping man the Tadano Faun stand where a 220 tonne ATF 220G-5 had pride of place



Following the launch of its 25 tonne machine at last year's SAIE - and several sales to Holland and Ukraine - Mister Gru has unveiled a larger capacity crane, the 35 tonne MG35 HS Ecopower city crane. With the same dimensions as its smaller cousin, with bigger wheels (14.00 R25), Kessler axles and a Mercedes 190kW engine, the unit has a much higher road speed of 70 km per hour. The six section boom extends to 28 metres. Options include a self leveling forklift attachment, hydraulic luffing jib and independent electric power.



The Leader stand included its own products as well as those of Instant and UpRight



Not new but just one of several unusual machines at the show. This is a 60 tonne Ormig pick and carry crane is sold primarily to shipyards.



Not currently available in the UK - mainly the Middle East and North Africa - are the co.me.t truck mounted and spider machines. The company produces three crawler models - 12 metre, 16 metre and 18 metre. It was also showing a new 19 metre, 3.5 tonne truck mounted Eurosky AT.



Leader claims to have taken 100 orders for its 20 metre Jet 200 truck mounted lift. The unit has many innovative features including the jib which can be retracted into the main boom for travel and to create a regular straight boom while the turret pivots, with a hydraulic cylinder to improve outreach and incorporates the lift's overload sensor.



With a total weight of 3.3 tonnes, this unit from Copma can be towed behind many 4x4s and then left on site to carry out lifting duties. The unit can move under its own steam, via a drive assist feature on the trailer wheels. Using the Copma 110T crane, the unit is aimed at building and rental companies, having a 20 metre hook height with up to 14 metre outreach. The crane can also be fitted with a man basket with a platform capacity of 350kg. Copma says that it is gauging the reaction but it is confident that the unit will sell - perhaps 50 units a year.



Leader also showed a 16 metre spider lift called the Jumper 160, the first two of which have been sold in Holland. The new model features an unusual crawler chassis with a raised drive sprocket and pinion mounted bottom rollers which allow the lift to travel over obstacles without the mid track tip problem that occurs on many tracked machines.



Mini cranes were well represented by Imai, Unic and Maeda. Unic Cranes showed several models including its smallest and its largest, the recently launched 706.



On show a 10 year old JLG that has passed through its rebuild facility in Tonnes, France. The company says that it is now opening a similar centre in the UK. Also on the JLG stand was a S680 boom with a four metre long platform.



Anna Matrosova and Konstantin Gorkachov of CranesAccess Russia at SAIE where the latest Vertikal publication was launched.



Locatelli had several cranes on display, including the 40 tonne ATC40, the 60 tonne Gril 8600 and the 35 tonne Gril 8400T on its indoor stand.



Terex was showing its new stabiliser system for its telehandlers.



As well as its monster loader cranes, Cormach showed this elevating cab to help visibility when using the larger units.



In the numerous halls there was a wide variety of ladders, steps and tower products this year.



IPAF held regular platform and safety demonstrations throughout the show.



Cela showed its new T350, a 35 metre working height machine with up to 26 metres of outreach. Not many large Cela machines are seen in the UK but about eight fire fighting machines are now with the London Fire Brigade. Currently its biggest model is 54 metres although a 65 metre platform is scheduled for next year's SAIE.



Italian loader crane manufacturer KLM has added a new model - the 11 tonne/metre KG11.0. Its products are also badged by Terex. KLM claims that it is the only manufacturer that has booms that extend past the vertical.



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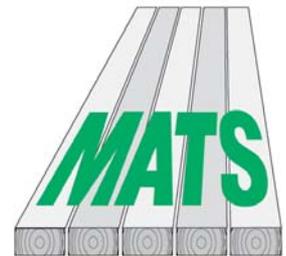
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# Cranes Etc review

In our last issue we introduced the web model enthusiast's website for cranes called Cranes Etc. We also announced that Ian Webb of Crane Etc would be reviewing a different model in each issue along the lines that he uses in the Cranes Etc web site. In this our first such review, Ian looks at the Liebherr LTM1070 in Mammoet colours.

## A missed opportunity

The Conrad model of the Liebherr LTM1070-4.1, an update on the LTM 1060, is a good model, but it could so easily have been even better.

This 1:50 scale model of the four axle 70 tonne Liebherr LTM 1070-4.1 All-Terrain crane is made by the German model maker Conrad. The version reviewed here is in the red and black colours of Mammoet, the Dutch based lifting specialist which are popular with many model collectors. The 1070 is an updated version of the previous LTM 1060 model which was also made by Conrad.

ballast, and the fine metal grab rails. The sheaves are all plastic but not the best quality, pleasingly, there is little plastic used elsewhere and the model is heavy for its size. Overall it



The boom head and hook.

looks faithful to the original machine. Conrad excels in the detail engineering of its scale models and this one is no exception. The axles can be steered in linked pairs. All the usual crane functions are replicated so the model can be posed for display in a huge variety of configurations.

The operator's cab can be tilted and the ballast can be removed and placed on the carrier deck to balance the axle loads for road travel. There are a number of improvements that could have been made to this update of the model however. An example of this is the lattice swing away extension which would have benefited from the inclusion of the offsetting mechanism that is fitted on the full size machine.

In summary this is a good quality model, the update on the previous version incorporates the main changes that Liebherr introduced on the full size crane. If only Conrad had taken the opportunity to add further detail and functionality it could so easily have qualified as a Cranes Etc Top 10 model.



Ready to lift.

The detail has improved a little compared to the earlier version with nice touches like the addition of wing mirrors on the cab and there are some good aspects to the casting such as the Liebherr name appearing in relief on the rear



Rigged for the road



Alongside the LTM 1060

To read the full review of this model visit

[www.CranesEtc.co.uk](http://www.CranesEtc.co.uk).

There is also a link from

[www.vertikal.net](http://www.vertikal.net) under access

and lifting directory.

### Cranes etc. Model Rating

Packaging (max 10)	7
Detail (max 30)	19
Features (max 20)	14
Quality (max 25)	19
Price (max 15)	10
Overall (max 100)	69



The cab tilts

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# Tower of Strength

An increasing number of owners and operators are coming to recognise the practical contribution that access towers can make to both productivity and safety, not just in construction but also in facilities management and routine maintenance generally. PASMA is helping to shape the future of the industry through the expert and dedicated involvement of its various members which now fall into four distinct categories

The categories are:

1. Manufacturing members [voting]



PASMA members will shortly receive a 'self-audit' form in order to determine which category(s) of membership they fall into and therefore which logo they will be entitled to use.

2. Hirer/Dealer members [voting]

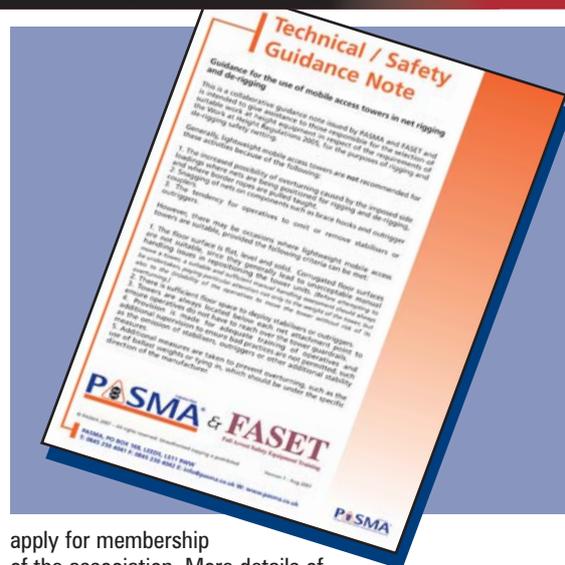


Subject to being able to satisfy certain criteria, any company or organisation committed to the promotion of safety, best practice and the raising of industry standards is welcome to

3. Training members [voting]



4. Associate members [non-voting]



apply for membership of the association. More details of this can be found on the Pasma website, [www.pasma.co.uk](http://www.pasma.co.uk), there is also a link from Vertical.net.

## HSG33 Working on Roofs Guidance

In November the association was delighted to accept an invitation from the Health & Safety Executive to attend a breakfast event introducing the new HSG33 Working on Roofs Guidance scheduled for launch during the first quarter of 2008. Held at the Bamsley Metrodome and organised by HSE Construction Sheffield, more than 100 roofing contractors listened to a series of presentations outlining the changes.

These mainly concern:

- Fragile surfaces • Training and competence • Planning for safety
- CDM • Work at height hierarchy • Weather conditions • Safe landing

All PASMA members are advised to obtain a copy of the new HSG33 guidance when it becomes available early next year.

## CDM Regulations

The new Construction Design and Management Regulations 2007, better known by the acronym CDM, revise and bring together the CDM Regulations 1994 and the Construction [Health, Safety and Welfare] Regulations 1996 into a single regulatory package reducing their complexity and bureaucracy whilst maintaining and reinforcing the underlying health and safety objectives. CDM 2007 places legal duties on virtually everyone in construction work considered to be a 'Duty holder'.

**CDM is designed to:**

- Improve health and safety in the construction sector
- Have the right people for the right job at the right time to manage risks on site
- Focus on effective planning and managing risk

It is important that PASMA members know and understand the implications of these new regulations. For more details please visit [www.hse.gov.uk/construction/cdm.htm](http://www.hse.gov.uk/construction/cdm.htm)

## Meets Work at Height requirements

The Work at Height Regulations require that mobile access towers are inspected regularly by a competent person and that a report of that inspection is provided within 24 hours to the person for whom the inspection was carried out.

PASMA has agreed with the HSE that completion of a PASMA Tower Inspection Record by a competent PASMA-trained operative and affixing it to the tower satisfies these requirements without further documentation.

## Continuing Professional Development

A sub-committee consisting of Mick Aston, Barry Thompson and Jason Woods has been formed to consider and submit proposals for a Continuing Professional Development [CPD] programme for PASMA instructors.

## Technical Tip The use of mobile access towers in safety net rigging and de-rigging

Generally, lightweight mobile access towers are not recommended for the installation and removal of safety netting for the following reasons:

1. The increased possibility of overturning through side loadings from pulling on nets
  2. Snagging of nets on components such as brace hooks and outrigger couplers
  3. The tendency for operatives to omit or remove stabilisers or outriggers
- However, there may be occasions where mobile access towers are suitable, provided the following criteria can be met:

1. The floor surface is flat, level and solid
2. There is sufficient floor space to deploy stabilisers and outriggers
3. Towers are always located below each net attachment point
4. Provision is made for the adequate training and supervision of operatives
5. Additional measures are taken, such as counter-weighting, to prevent overturning

For more detailed guidance and advice, please see the collaborative guidance note produced by PASMA and FASET [Fall Arrest Safety Equipment Training]. Copies are available from [www.pasma.co.uk](http://www.pasma.co.uk)

## New "Action check list" Pocket Card and Poster

Work is now well advanced on the production of an 'Action Checklist' for mobile access towers in the form of a new Pocket Card intended to be used in conjunction with PASMA's Tower Inspection Record, as a reference checklist for the inspection of towers. The Pocket Card layout will subsequently be converted into the second of a series of PASMA posters.



The proper use of the PASMA inspection records satisfies Work at height regulations

## New Members The following organisations have recently joined the association:

**New Associate members :-** Allsure Ltd, Carillion Irishenco, Outreach Ltd, ASTRA Access Safety Training, Light Hire Ltd.

**New Training members :-** Scottish Access Services, Mark One Hire Ltd, J & J Enright Co Ltd, Access Brands Ltd, Optimum Drywall Systems Ltd Veitchi (Holdings) Ltd.

**New Hire/Dealer members :-** Mark One Hire Ltd, Finest Scaffolding & Access Ltd, Toga Plant Hire Ltd, UK Access Solutions.

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# Keeping it nationally local

In June of this year Andy Wright was appointed as the head of Lavendon UK, Europe's largest aerial lift rental business. Wright is responsible for both Nationwide Access and five regional rental businesses, each headed up by its previous owner. C&A visited Lavendon's Lutterworth HQ to talk to Andy and to learn more about his strategies.

**C&A:** You are responsible for six companies with quite different strategies, styles and images in the market place, how do you tie this into an overall strategy or business plan?

**AW:** Within the UK we see two separate powered access markets with quite different demands and customers. On the one hand you have larger contractors or businesses working on big projects looking for a seamless national service, with a consistency of products and service that can respond to large demands and fluctuations. On the other, you have local businesses working mostly within their region which are looking for personal service and machines that suit their specific needs. These quite different demands impact on everything a rental company does, from the way an order is taken, to the fleet profile and down to the manner in which credit control is handled. For example our regional companies tend to be more focused on electric scissor lifts, smaller boom lifts and niche machines to suit local customer requirements. While a national fleet needs to have a complete and full product line, with less stress on niche or speciality machines. So Nationwide has a greater focus on large booms, diesel scissors and big truck mounts through the Skylift division.

**C&A:** What about competition between the different companies?

**AW:** "You have to allow it of course for several reasons. For a start, the previous owners are on earn-outs, but more importantly once you start preventing any competition you

start to lose the entrepreneurial spirit that attracted us to these businesses in the first place. You have to understand that it will happen and ensure that at least it is sensible and fair. The customer will decide what works for him and will deal with the business which he feels most comfortable with. In some cases that might mean a major national company continues to work on major projects with one of our regional businesses.

It makes no sense though to compete needlessly or negatively. The regional businesses have very little overlap in terms of locations. If one has developed a special niche - such as Higher Platforms with its LPG powered fleet or Rise with its van mounts - it is best for that company to continue to develop and expand its expertise. That doesn't mean that Panther can't buy LPG scissors or van mounts but there is no point in them targeting those areas, better to call on their colleagues to supply it.

Some of the differentiation between the companies comes from the way in which the products are hired rather than from different products. Rise Hire for example concentrates on what we call 'casual contract hire,' a hybrid service between short-term day to day hire and long-term fixed contact hire or leasing. Our target is to service customer needs whatever they are wherever they are."

**C&A:** Is there much cross selling between companies?

**AW:** We look of course for some 'pull through' from each business with all group members generating extra business for the others, particularly

for the specialist businesses like Skylift and Rise. Over 60 percent of the Group's re-hire needs are now met from within the group.

**C&A:** What about the previous owners of your regional companies? You have more millionaire employees than most businesses.

**AW:** "Yes we do and these guys were an important part of our decision to buy their companies. We hope that they will stay on board for the long term and help build the business. Most of them seem to be enjoying what they do. Richard Miller (of Panther) for example is now managing director of the regional businesses. Retaining these people and the guys below them is critical. They have grown up in the rental business and spent most of their working lives in the access industry. They enjoy the business and at the moment there is no better place to be than at Lavendon UK.

**C&A:** You have introduced some UK group functions what is your policy on this?

**AW:** "We have co-ordinated some backroom functions, but one crucial rule is that we leave any function that touches the customer to the local company. We have had to ensure that minimum standards are met in any area that is covered by regulations, to ensure that we have a consistent approach to legislative driven functions. For example the HR role at each company has a dotted line back to the group. This though has added some tangible benefits to regional employees, such as child care vouchers and a share incentive plan which encourages them to build ownership in the company. Employees also have the opportunity to progress or change career within the group. We are careful though not to destroy the special feel within each company that attracted the employee in the first place.

**C&A:** What about Accounting and IT?

**AW:** We have had some consolidation in these areas, with all companies going onto the Lavendon IT platform, but our IT system is tailored to suit the way each individual business works. So while the essential information provided to the group is standard, the way the system is used and how it looks is different at each company.

On the accounting role we are increasingly centralising this wherever it does not touch the customer, so for example each business continues to collect its own cash.

**C&A:** What is the group policy on purchasing equipment?



Andy Wright

**AW:** We have a group budget of course and we do try and maximise our purchasing power and limit excessive multiplication of suppliers. However each company decides what it wants and puts this forward at the planning stage. Our managers have a vested interest in buying the right equipment, not to mention a good track record of having done so without supervision.

**C&A:** How much has their ability to take advantage of a deal or make a last minute un-budgeted purchase been curtailed.

**AW:** The only difference is that today they have to make a call, but there are no approval layers to wade through, so it can literally be a two minute telephone call to take the decision.

We are also developing group-wide best practices with members of each company participating in project groups so that we can share the best way of doing things with each other. We began by employing a consultant to compile the data on various activities to highlight which company or region within the group was doing it best. The project groups are now looking at that information and uncovering what it is that makes the best the best. The idea is that each company will then adopt the conclusions from those groups into their businesses.

**C&A:** Finally what are your favourite things?

**Gadget** - Bose CD player

**Film** - Gladiator

**Music** - Heavy Metal

**Hobby/sport** - Football - not playing but watching my boys play

**Car** - BMW

**Book** - Biographies in general

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# ALLMI forms agreement with CPCS

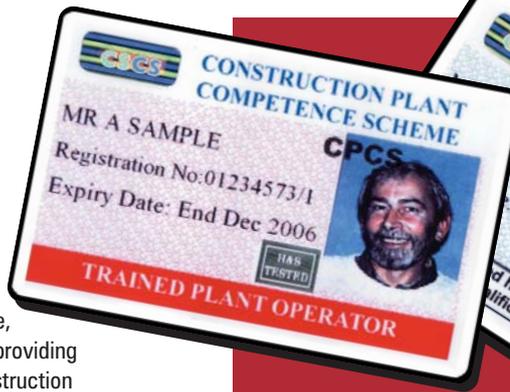
c&a

ALLMI focus

Following extensive discussions over the course of the last few years, ALLMI and CPCS have formed an agreement that will see ALLMI trained operators eligible to apply for blue CPCS cards.

The agreement allows anyone holding a current ALLMI card for

either the Lorry Loader or Slinger/Signaller category (or both) to apply for a blue, CPCS 'Competence Card', providing they have passed the Construction Skills Health and Safety Touch Screen Test within the last two years. Therefore:



The CPCS blue card

ALLMI Card + ConstructionSkills Health & Safety Touch Screen Test =

Blue CPCS Competence Card

The categories stated on the card issued by CPCS will match those stated on the ALLMI card (i.e. Lorry Loader and/or Slinger/Signaller), with the expiry date for the CPCS card being five years from the date of issue. ALLMI cardholders wanting to apply for CPCS cards must complete the appropriate application form, which can be obtained from either their ALLMI Training Provider or the ALLMI office, and all applications must be sent to ALLMI in order to be approved and sent on to CPCS.

For those not familiar with the CPCS card system, the standard CPCS process works in two stages. The first stage requires the operator

to achieve a red, 'Trained Operator Card'. Once the red card has been issued, the operator must then progress to a blue, Competence Card (this is the card that ALLMI operators are entitled to). The red card cannot be renewed and so all operators must go on to achieve the blue card. In order to obtain a CPCS Trained Operator Card via the standard CPCS process, operators are required to undergo their initial operator training and also complete the ConstructionSkills Health and Safety Touch Screen Test.

Achieving the blue card involves completing the appropriate NVQ/SVQ and logging 300 hours of machine operation. As stated

above, ALLMI operators will be entitled to go straight to the blue card, providing they have completed the ConstructionSkills Health and Safety Touch Screen Test.

ALLMI executive director, Tom Wakefield, said: "we're very pleased that our discussions with CPCS have reached their conclusion, and that this agreement is now in place for ALLMI operators requiring access to the CPCS card. I would like to stress, however, that this process does not affect ALLMI instructors, nor does it change the delivery of the ALLMI Training scheme in any way whatsoever.

The HSE commended ALLMI scheme will continue as it is."

At some point during quarter three of 2008, the conditions of the agreement will change significantly, with a red card being issued rather than a blue card following the operator's initial training. The details of this change are still being finalised, but ALLMI will notify its Members and Training Providers as soon as everything has been confirmed. The CPCS card is a requirement on a number of construction sites managed by members of the Major Contractors Group.

If you have any queries regarding the ALLMI / CPCS agreement, then please contact the ALLMI office

## ALLMI Expands Abroad

November saw ALLMI take its first step in expanding its training scheme overseas, with a visit to the UK of Clive Grant from Trinidad-based ALLMI member company, Hydraulic Components. An experienced crane operator and instructor, Clive visited the UK to attend a range of ALLMI's training programmes, including the ALLMI Operator course, Slinger / Signaller course and Instructor course.

Founded in 1979 and with a wealth of experience in crane installation, service and repair, as well as operator training, Hydraulic Component's move to deliver ALLMI training is a natural progression to the close relationship the company has had with ALLMI for many years. Managing director of Hydraulic Components, Glenn Singh, said: "We're very excited about introducing such a high standard of operator training. The Instructor course that Clive attended

was first class and the operating training package provided by ALLMI is extremely comprehensive. We expect a high demand for ALLMI training in Trinidad, where the introduction of the Occupational Safety and Health Act has increased the requirements for safe working practices in recent years."



## Changes to ALLMI Operator's Manual

The UK's most comprehensive lorry loader training manual continues to develop, with the addition of a page on trailer mounted cranes.

The new page contains useful information including definitions of the various types of trailer mounted loader crane and the methods to be employed in order to ensure their safe use.

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# JLG offers CAP card assessment

Manchester-based JLG Industries UK is the latest addition to the select list of IPAF-approved centres which offer the Competent Assessed Person (CAP) programme. The CAP programme assesses service and maintenance engineers as competent persons who can perform thorough examinations of mobile elevating work platforms (MEWPs).

A CAP assessment takes one day and covers thorough examination requirements, performance, records and defect reporting. Successful candidates are issued with the CAP Card, which certifies that they have been independently assessed as competent persons having the knowledge and ability to plan, manage or carry out thorough examinations of platforms. Six-monthly thorough examinations of all equipment used to lift people are

required by law under the Lifting Operations and Lifting Equipment Regulations (LOLER) 1998. Tim Whiteman, IPAF managing director said: "We are delighted to welcome JLG to IPAF's CAP programme. MEWPs need regular checking to make sure they are safe to use. It is illegal to use a MEWP without a valid thorough examination certificate and every operator should make sure that their machine has one." More information on CAP and



**Thorough examinations of MEWPs should only be carried out by competent persons, who can be identified by IPAF's CAP (Competent Assessed Person) Card**

location details of approved centres (Access Platform Sales, Central

Access, JLG and Nationwide) can be found at [www.ipaf.org/cap](http://www.ipaf.org/cap)

## New PAL card categories

Operators who successfully complete IPAF training will have new categories on their PAL Cards (Powered Access Licences) from 1 January 2008. IPAF has revised the machine categories in its MEWP training programme and is moving to align with international design standards such as prEN 280 and ISO DIS 16368.

What site managers need to know is that the category change does

not affect the training received and that existing PAL Cards remain valid as specified.

Existing PAL Card holders do not need to get their cards changed.

Details on the new categories and frequently asked questions are at the Training section of [www.ipaf.org](http://www.ipaf.org)



Posters illustrating the categories can be obtained from IPAF.



## Farewell to Michael Hunt

IPAF bids farewell to Michael Hunt, who was the federation's president from 1994 to 1996, at the height of a long and successful career when he was managing director of EPL Plant & Access Hire Ltd.

Hunt was laid to rest on 2 November, following a long illness.

During his term of office, the federation returned to profit after some difficult years and invested heavily in the expansion of its platform operator training programme, creating the PAL Card that has become an international symbol for trained operators. Under Hunt's leadership, the federation became a company limited by guarantee, a bold move which was essential in view of its increasing responsibilities as an organisation.

"As a president he always commanded respect for both his preparation and his ability to conduct a meeting, always listening to those with an opinion and invariably recommending a wise solution," wrote Paul Adorian, former managing director of IPAF, in a tribute to Mike Hunt. "He went out of his way to attend IPAF events, invariably providing support and encouragement to those involved, never failing to ensure a constant supply of good humour in so doing. The industry has lost a champion and those who knew him have lost a good friend".

## Award-winning business service for IPAF members

IPAF members can make use of the award-winning Business Information Service (BIS) from the Institute of Directors (IoD) in London as part of their membership benefits.

By using the BIS, IPAF members can make informed decisions, gain competitive advantage and reduce the time and effort spent looking for information, so they can get on with the job of running their business. The BIS can provide relevant and timely information including:

- UK company accounts and directorship information
- Market research data
- Executive salaries
- Press and journal articles on the

latest news about a company, individual or sector

- General information on doing business abroad and business etiquette
- Directors' duties and boardroom practice in the UK and abroad.

BIS staff are qualified and experienced researchers who can spend up to 30 minutes per enquiry. The research is delivered quickly, within 24 hours of the enquiry being received. Use of the service is free to IPAF members and most of the information is provided free of charge.

**IPAF members can access the BIS by:**

**Tel:** 020 7451 3100

**Fax:** 020 7321 0145

**E-mail:** [businessinfo@iod.com](mailto:businessinfo@iod.com)

## IPAF Powered Access Review

The federation's annual journal, the IPAF Powered Access Review, is now available, featuring a debate among the HSE and the rental and contractor sectors on thorough examinations, the new PAL Card categories, plus a full training centre directory. Free copies can be obtained from the Milnthorpe office or you can download a copy from the Publications section of [www.ipaf.org](http://www.ipaf.org)



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**SUMMIT DATE: 15th April 2008**

# Pure operating comfort.



## NEW!



## technos

### All you need for perfect radio control!

HBC-radiomatic's new transmitter technos is the perfect choice for safe and reliable radio control of cranes and machinery. With its slim dimensions, this clever device still offers enough room for a variety of operating elements. For example, it is equipped with two high-quality joysticks (alternatively 6 linear levers) plus an integrated LCD for the

indication of various data, such as wind speed or crane load – a definite plus when it comes to safety! And thanks to its innovative design, technos offers pure operating comfort over hours and hours of continuous work.

## Quality in Control.



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info@radiomatic.com • www.hbc-radiomatic.com

# Multi-clasp padlock

Industrial safety specialist Castell Iso-Lok has developed a new multi-clasp padlock for lock-out/tag-out procedures. The new lock features a standard fixed-width hasp shape and now sports a highly-visible, safety-colour coded, polyester powder coated finish.

The new Multi-Clasp has room for six individual padlocks to be attached, allowing multiple workers to lock-off the same machine. The lock will not open until each separate padlock has been removed. This ensures that the locked-off equipment

cannot be reactivated until everyone has completed their work, and safe operation can continue.

Lock-out/tag-out systems work on the principle of individually keyed padlocks and keys which workers can use to lock off machinery or controls. They cannot then be operated while the worker might be at risk due to their use. Usually used during machinery maintenance, this simple, mechanical method of improving personal safety is both effective and straightforward.

c&a

innovations



*Multiclas The new Multi-Clasp has room for six individual padlocks allowing multiple workers to lock-off the same machine.*

## New safety products

World-leading manufacturer of safety and Personal Protective Equipment (PPE) North Safety Products Group used the recent, bi-annual A+A 2007 show in Düsseldorf, Germany to highlight several new products. These included winter gloves, an energy absorbing lanyard, a new airhoods and a new range of eye wear.



*The PVC foam coating gives good grip in wet applications yet remains soft and flexible at low temperatures.*

that can be used in construction, assembly and any other form of general purpose application. The glove still complies with intermediate risk according to EN 388.2003. It is claimed the gloves give comfort and fit similar to other seamless knitted gloves and it is an alternative for low end leather gloves.

To protect against the cold, the Cold Grip glove with PVC foam coating gives good grip in wet applications and remains soft and flexible even at temperatures of -25 degrees centigrade.

North's new range of eyewear includes the Tango - a trendy styled safety RX frame made out of Monel with spring hinges and supplied as standard with a magnetic polarized sunglass clip.

The Tigerhood visor system is a combination of the Kolibri and the Tigerhood. Using this system the welder, after completing a weld, can raise the welding helmet and finish off grinding or chipping yet still has the full face and respiratory protection offered by the Kolibri grinding shield.



*Nylon decelerator energy absorbing lanyard with double locking snap hook.*

North's decelerator is a lightweight energy absorbing lanyard designed to reduce the impact load experienced during a fall. The decelerator is built with safety and quality in mind with features that can help you work more efficiently and cost effectively.

For some applications, products are only in use for a short period of time and the risk involved is not that high - low price is a key factor. North has developed a price competitive seamless knitted glove with latex palm coating - the Econo Task all-round general purpose glove

## Thinner, stronger and thicker

SSAB Swedish Steel has launched Docol Hard - a range of advanced high strength, cold-rolled steels that combine strength and thickness in a way that gives the designer totally new scope for product development. The key is the additional hardening achieved by a special rolling process.

Docol Hard is produced in three product groups, with different combinations of strength and thickness.

Docol Hard 450Y-750Y has a minimum yield strength range of 450-700 N per sq mm and is characterized by being very thin at 0.28-1.0 mm. This group of Docol Hard supersedes conventional steels of the same or lower strength and offers new opportunities for forming high strength products with thin, sleek lines. Weight reductions of up to 50 percent and cost savings of up to 25 percent are attainable.

The next group of Docol Hard has higher yield strengths in the range of 850-1000 N per sq mm and thicknesses between 1.5 and 4.0 mm. Lightweight containers, load-bearing beams, tubes and profiles for the building industry, and various types

of mechanisms such as seatbelt holders are examples of applications for which these steels are well suited. Mechanisms generally require the close tolerances on thickness that Docol Hard offers.

Finally, Docol Hard is also produced in the very highest strengths available, with tensile strengths between 1500 and 1700 N per sq mm. These steels are among the strongest and hardest in the world, and are produced in thicknesses of 0.42 to 1.92 mm. These steels are suitable for applications in which the products are exposed to heavy wear or blows and shocks.

*Docol Hard is a new range of ultra-high strength steels giving greater opportunities for developing lightweight but strong products.*



enquiries

→ To contact any of these companies simply visit the 'Industry Links' section of [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the 'Innovations' section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley, NN13 5WY, or alternatively by e-mail to: [info@vertikal.net](mailto:info@vertikal.net) with 'Innovations' typed in the subject box.

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

See [www.ipaf.org](http://www.ipaf.org) for full listing

# Apprentices graduate

Hewden recently graduated 11 young people from its apprenticeship programme in a ceremony at the new Finning Academy in Cannock. The four-year training programme resulted in an NVQ in Plant Mechanics and the title of qualified Service Engineer.

The ceremony also included the Apprentice of the Year award, given to the one apprentice who clearly excelled throughout the four-year programme. This year's winner was

Mark McLeod from the Edinburgh Cranes depot, nominated by depot manager Jimmy Donnachie.

Donnachie said: "I can confidently say that Mark is the best apprentice I've had in 10 years, there are not many like him. He is a great ambassador for the scheme and an exceptional role model for other apprentices." Hewden currently has 70 apprentices in its programme which includes attendance at the national construction college.



Brian Sherlock (L) presents the top award to Mark McLeod

T H White, the Palfinger loader crane distributor for England and regional Manitou telehandler dealer has graduated nine young employees from its four year apprenticeship programme, one of the longest running in the country.

Two of the nine, Christopher Miles and William Ives are dedicated to loader crane service while the others are assigned to the agricultural and grass care divisions.

## Roofer jailed for cutting corners

Steven Christopher Smith, director of Wrexham Roof Services Ltd, Rhostyllen, Wrexham, was jailed for two and a half years at Mold crown court following the death of employee, Paul Christopher Alker, 33, from a fall from height just days after joining the company.

Smith pleaded guilty to manslaughter, a charge under the Health and Safety at Work Act 1974 and a further charge of committing acts intending to pervert the course of justice. HSE inspector Debbie John said it was not acceptable for employers to cut corners by not providing the appropriate equipment for the job. In this case the men were working on the roof and Alker fell through a skylight. "Mr Smith clearly knew that he should have provided safety harnesses for people working on roofs, but chose only to do this after the incident which led to the death of Mr Alker," said John.

## Who **c&a** training trained him?



You'd think a fireman would know better! At least he is wearing a harness, but with a lanyard that long he could still come to harm.

### When will they ever learn?



## Fall costs glazier £5,800

Jaysee Glass and Glazing Ltd of Lye, Stourbridge was fined £4,500 with costs of £1,278 at Dudley Magistrates Court in November. On 5 February 2007, Michael Norton was part of a three-man team replacing vandalised windows a Brierley Hill leisure centre. He was using half of a double ladder set that had been split to allow two men to work at height. The ladders were not secured and the one being used by Norton slid sideways, causing him to fall around two metres to the ground. He fractured his wrist and received a puncture wound to the back of his hand from the glass.

The ladder he was using was damaged, the feet were missing and it was being used without stability devices. The company was aware of the damage to the ladder and lack of

suitable stability equipment. Totally insufficient training was given to employees and, immediately following Norton's fall another employee used the same damaged ladder to complete the job.

"Each year people lose their lives or suffer injury due to failures to provide the right equipment for working at height or maintaining equipment. Underlying this is failure to assess risks, plan for safety or train employees," said HSE inspector, Karl Raw. "In this case, working from an improvised ladder set-up with damaged and inadequate equipment was completely unacceptable. Scaffold towers should have been loaded into the van and used correctly. This would have allowed the work to be completed safely without risk of falls resulting in injury.

### National



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

See [www.ipaf.org](http://www.ipaf.org) for full listing

# Elementary my dear Watson

**Piling specialist Watson & Hillhouse will soon be a common name in the crane sector following its appointment in May as exclusive UK agents for the full range of Sany cranes and drill rigs from China. The company has obviously been busy as it has already sold two cranes. In a Cranes & Access exclusive, Mark Darwin visited the company at its Ipswich headquarters as it was due to deliver its first machine.**

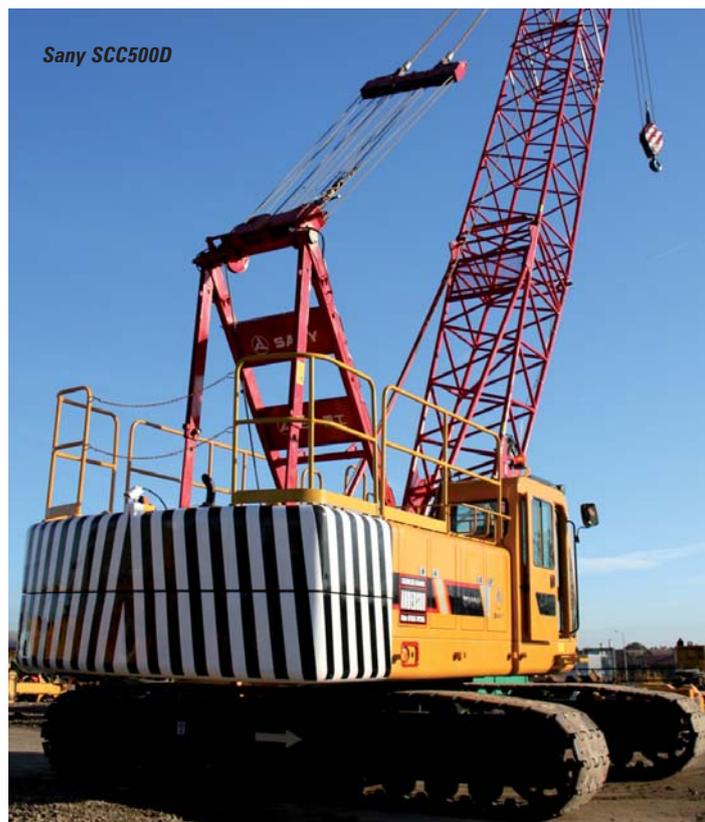
**Given Watson & Hillhouse's background of 35 years in the piling industry - it is an obvious question to query its commitment to selling the Sany range of crawler cranes in the UK. But managing director Phil Bell immediately makes his intentions clear.**

"Everything we hire out goes on the end of a crane," he said. "We saw an opportunity and we have a good level of in-house engineering support and sales expertise. The time is

right and there is a good demand for the product. We are fully committed to selling these cranes right across the UK."

With two sales in the first few months, the company has been quick out of the blocks, and is already in serious discussions with other potential purchases.

"Most enquiries to date have been for the 50 and 80 tonne cranes, and these will make up the vast majority of our sales," said Bell. "But there



Sany SCC500D



l-r Paul Lee, Zhao Wei and Phil Bell

have also been a few enquiries for 100 tonne cranes.

Sany's current range of crawler cranes spans from 50 to 400 tonnes although it is launching a 900 tonner in January 2008 and there are rumours of an even bigger crane in the pipeline. All of its models from 50 to 250 tonnes have already been CE marked and are available for sale in the UK. The larger machines are currently undergoing approval.

The first crane to be delivered - a 50 tonne SCC500D - was ordered by York-based Anderson Crane Hire. The relatively short delivery times meant that having ordered the crane in June it was at Watson and Hillhouse's head office in Ipswich being readied for delivery early in November. A second unit has been purchased by BSG Civil engineering of Maghera County, Londonderry, Northern Ireland.

The Anderson crane was ready for delivery in the UK five months after placing the order. It is lead times like this, combined with a competitive price that is obviously the initial attraction. Reliability remains to be seen, but the cranes use Cummins engines with either Rexroth or Kawasaki hydraulic systems.

"We are very serious about this new venture," said Bell. "We first started talking with Sany in August 2006 and we have been to China numerous times visiting its facilities in Shanghai and Beijing. Having studied the market we believe we have the best quality Chinese crane. Sany has only been building cranes for about seven years, and only exporting them for the last two or three. But although they do not have a history or tradition of crane building, it has allowed them to start from scratch with a totally new design which includes modern technology and construction methods."

"Chinese manufacturers are still learning, but Sany is more than happy to listen to our thoughts and suggestions," said Bell. "In fact we currently have Mr Zhao Wei, one of

Sany's design engineers staying and working with us on minor improvements to the crane for the UK market."

The SCC500D has extendable tracks giving a working width of 4.40 metres reducing to a 3.30 metre transport width. The main boom has a maximum length of 52 metres with a maximum lift capacity of 55 tonnes at 3.7 metres radius. The unit can lift 0.7 tonnes out to 34 metres radius on the full boom. The maximum fly jib length is 15.25 metres and when used with a 43 metre main boom, will take 3.2 tonnes to a height of about 57 metres.

"The crane certainly looks well-built, has a strong boom and is smooth



Both cranes are fitted with the optional Kruger load indicator systems

and easy to operate," said Paul Lee, operations director and in day to day charge of the crane side of the business. "All major components are easy to get at making maintenance easy and the unit is fitted with every feature one would expect on a European or American- built crane of this size."

Watson & Hillhouse will carry its own parts inventory and combined with its in-house service engineers, will provide a full machine back-up in the UK and Northern Ireland.

Sany has also set up a parts centre in Belgium and is scheduled to build an assembly plant and new European headquarters facility in Germany within the next 12 to 18 months. This is likely to provide additional reassurance for users in Europe, of which, I am sure that there will be many in the next few years.

# Spoilt for choice

The number of mobile cranes available for rent in the UK and Ireland on a daily basis is estimated between 2,700 and 3,300. The majority of these are All Terrains, a dramatic change from the mid 1980's when most would have been truck mounts up to 45 tonnes.

The past two or three years has seen a dramatic growth in the range of alternative products offering lifting solutions in this sector. Spider cranes, telehandlers, small self erecting tower cranes, large loader cranes, trailer cranes, small city cranes, two axle All Terrain cranes and commercially mounted truck cranes can all do the job. And now making a comeback, is the traditional truck mounted mobile crane.

The increasing variety of product offerings has been driven by two factors. Firstly users are more knowledgeable about the different products available and are seeking out rental companies that will provide them with a specific lifting solution that improves their productivity. Secondly, rental rates at the bottom end of the market have become so competitive that crane rental companies are raising the bottom end of their All-Terrain crane ranges with many now starting at 40 or 50 tonnes or more. A side effect of this is that manufacturers have reduced the number of smaller All-Terrains products they offer.

There is, however, still a demand for a taxi crane hire service of 25 tonnes and below. Worldwide, the traditional 25 tonne truck mounted

crane is still by far and away the most popular in terms of units produced. This is driven by the sheer numbers built by crane manufacturers in China, mostly for the domestic market although an increasing number are being shipped to other regions such as the Middle East and South America.

Many UK and Irish crane hire veterans lament the day that Kato and Tadano stopped selling their truck mounted cranes in Europe. As if this was not enough, they then also stopped importing the small City cranes that were showing signs of replacing them! The Japanese truck crane is remembered fondly for its exceptional reliability and low running costs. This combination at least gave rental companies a fighting chance to make some sort of profit from the ridiculously low rates that the industry allows to continue.

The shift to All Terrains was driven by the notion of offering something more to the customer - a more compact and manoeuvrable machine that could squeeze into tight areas, all wheel drive in case there was no proper access road and even a pick and carry capability. Unfortunately, users were unwilling to pay anything but 'bottom dollar'



This set-up offers a good alternative solution for roof trusses



Terex Demag surprised many when it unveiled three and four axle truck cranes from its PPM plant in France

and the free market has done its work and the number of mobile cranes in the 20 to 35 tonne bracket is dwindling as rapidly as the average age of the fleet is growing. Some crane hire managers are now looking at this market with fresh eyes, many of them going back to basics and looking at traditional truck cranes. And as if on cue there are a number of new products coming onto the market. Terex Demag surprised many at Intermat 18 months ago when it unveiled three and four axle truck cranes from its PPM plant in France. With 40 and 60 tonnes they are not aimed at the smaller end of the market, but the same principles apply. Interestingly Terex is not offering these models as lower cost alternatives to its All Terrains. It claims that this is due to the fact that they have an extra axle, while the engine, transmission, boom and superstructure are all pretty much the same.

The first company to buy the Terex TC40 and TC60 in the UK is Nottingham-based McGovern Crane Hire. The first unit will be delivered in the New Year.

"People think they need four wheel drive and all wheel steer cranes, but for most jobs, the crane has to get close to a wagon so is generally easily accessible with a truck crane. A truck crane is also easier to maintain, better for the driver and has cheaper running costs," said Tommy McGovern.

"Tyres in particular are much cheaper costing between £250-300 each rather than £1,200 to £1,300 each for an All Terrain tyre."

This argument is even more applicable for the truck cranes introduced by Liebherr, Ormig and

Tadano Faun, which actually use a commercial truck, so that all replacement parts, from windscreens to the transmission are widely available and priced accordingly. They are also designed specifically for the high mileages that UK crane hirers typically rack up.

Interestingly McGovern has ordered two 35 tonne All Terrain cranes as well citing that there are times when an All Terrain is the crane for the job. With its shorter chassis and all wheel drive there are some sites that just don't suit the truck crane.

It is interesting to compare the machines Terex has on offer in this lifting capacity sector. The TC40 and TC60 truck cranes use the same boom as the equivalent sized AC35 and AC55 and therefore have very similar lifting performance and similar overall lengths and carrier lengths. Main differences are the engine power - the truck cranes have about 35 kW more output - which translates into a higher (10-15 km per hour) road speed. Gradability of the All Terrains is much better - at least 55 percent compared to 42 percent.

Truck cranes produced in China (XCMG and Zoomlion) and the USA (Link Belt) that look set to be available in the UK tend to have an longer chassis but overall offer reasonably similar lifting and road performance.

Tadano Faun's HK40 is just one of several other manufacturers offering product in this sector.





Zoomlion cranes are now available in the UK from Crowland Cranes.

Surprisingly, the pricing for the Terex TC and AC cranes is very similar - and even more surprisingly - the truck crane, if anything, being slightly more.

The main advantage of cranes from China and USA (particularly as the dollar is so weak) will be a competitive price. NRC has recently been appointed Link Belt dealer for the UK so should be able to provide a good spares and service backup. While Crowland Cranes is investing in supporting the Zoomlion truck cranes it has started importing.

A rapidly growing alternative is the larger loader crane mounted locally to a standard truck. This is a far less costly solution and with high capacities, long booms and some unique reach capabilities they offer an interesting alternative for many jobs such as placing roof trusses. In addition, with their radio remote

controls, the operator can also double up in the dual role of slinger/signalman and being right with the load -cutting out communication errors and improve safety at the same time. When not in use, the truck can revert back to earning a living pulling the flatbed trailers.

Trailer cranes such as Bocker and Klaas take this one stage further offering a cross between the loader crane and a self erecting tower crane giving a semi mobile, longer term solution for a single site.

Another possibility might be the large boom trucks from manufacturers

such as Manitex in the USA which are looking at the European market for their top of the range cranes which offer long straight booms, strong lifting capacities and a fully enclosed operators cab. Given the dollar exchange rage they should be competitively priced and given their design it is possible - unlike articulated loader cranes - that they could be licensed as a mobile crane, with all the benefits that this offers.

Our 2008 crane rental survey shows that hire rates are generally higher than they were a year ago. However they are still a long way short of covering the cost of the investment in a smaller capacity All Terrain crane. Lower running costs for the truck crane help the hirer but



With NRC recently being appointed dealer, the Link Belt cranes should be much more popular in the UK.

until the purchase cost is significantly less than an All Terrain, the only winners appear to be the alternative lifting solutions. Perhaps when the Chinese and American truck cranes are readily available this will change. Until then the lower end of the market looks set to be increasingly dominated by lower cost, alternative solutions.

Model	Max lift	Main boom	Boom ext	Max tip ht	o/a length	Carrier length	Engine kW	Speed kph	drive	grad%
Terex TC40	40@2.7	30m	8-15m	45.4m	10.6m	8.7m	240	90	6x4x2	42
Terex AC35	35@3.0	30m	8-15m	45.4m	10.69m	8.46m	205	75	4x4x4	58
Terex AC55	55@2.6	40m	8-15m	55m	11.63m	9.32m	260	80	6x6x6	55
Terex TC60	60@2.5	40m	8-15m	55m	11.2m	9.82m	294	90	8x4x4	42
Zoomlion QY30V-1	32t@3m	40m	8m	50m	12.9m	10.8m	206	78	6x4	30
Zoomlion QY 50V	55t@3m	42m	9.5-16m	60m	13.3m	11.6m	235	75	8x4	32
XCMG QY35K	35@3.0	33m	15m	48.7m	12.5m	9.9m	206	72	8x4	30
XCMG QY50K	50@3.0	40m	15m	55.1m	13.1m	11.5m	206	66	8x4	28
LinkBelt HTC 8640SL	36.2@	33.5m	8.7-15.5m	49m	13.27m	11.27m	272	97	8x4	
Link Belt HTC 8660 Series II	45.4@	33.5m	8.7-15.5m	49m	13.27m	11.27m	272	97	8x4	

Note: Chart compares new the Terex European truck cranes with the All Terrains it has evolved from and places them alongside some of the other carrier type truck cranes that are either headed for Europe or likely to be headed for Europe.

# Michael Hunt 1942 - 2007

Michael Hunt died on the 15th October, just before his 65th birthday, after many years of suffering the effects of MS which ultimately left him bed ridden for two and a half years.



Mike Hunt

Inactivity was never a part of Michael's agenda and he suffered this long period of forced inactivity with tremendous courage and good humour, greatly helped by the loving care he received from his wife Carol and his children Kirstie and Jonathan and his step-children Ben and Sam. I first met Michael in the summer of 1973 when, as managing director of EPL, I spent two days at the 400th

Anniversary of Bristol, where the BBC had bravely decided to use our Moonshot 150ft platform to televise one of the first international "It's a Knockout" competitions to coincide with the city's celebrations.

After a long day's rehearsal, as the camera crew were about to be brought down, a main hydraulic pipe on the machine burst, shedding some 30 gallons of an almost unobtainable hydraulic fluid beneath the machine. Supplies were only available in London and as televising was due to commence at 7.30am the following day, a volunteer was sought to drive overnight to London to collect the essential fluid.

Hunt, then employed by John Laing as Bristol depot accountant, volunteered for the task. We all assembled at 5am the next day and thanks to his selfless overnight drive, we made the 7.30am deadline.

That was typical of Michael's enthusiasm and dedication but I did not meet him again until 10 years later, in 1983, he attended the first meeting of the International Powered Access Federation.

Soon after the Bristol incident, Michael was moved to John Laing's Elstree depot as central stores manager and later became involved in a major Laing contract to build a pvc manufacturing complex in Poland.

In the early 1980's, EPL and John Laing's plant and transport organisation were amalgamated and Michael joined that organisation, becoming northern operations director of EPL which managed all the group's plant.

He subsequently became managing director and his enthusiastic support of the amalgamation of the International Work Platform Association, of which EPL were a founder member, with the International Federation of Hydraulic Platform Manufacturers, led EPL to becoming a founder member of the International Powered Access Federation.

As an IPAF council member he enthusiastically supported its activities, being elected president for a two-year term of office in 1994. Under his leadership, the Federation moved forward through a critical period which saw it building the foundations which played a large part in assuring its growth into what it is today.

Although the support Michael gave to the Federation never wavered - nor was it without humour - one could, at times, forget that he was also holding down an important job within the Laing organisation through the difficult times of change which were affecting the construction industry. It was a great sadness, to all who worked with him, when his deteriorating health necessitated early retirement and his absence from IPAF Council Meetings.

When time and health allowed, Michael enjoyed a round of golf and as his debilitating illness took hold, he found a delight in film making with his video camera which gave him an outside interest in his enforced retirement. Throughout his illness, he became ever more dependent on his family which was always there, including when he died peacefully at home.

Michael will be missed by all who knew him and enjoyed the privilege of sharing his enthusiasm and humour and they will wish to extend their sympathy to his wife Carol and his family for their very sad loss.

# Letters



## Harnesses inside or outside

I read with interest the letter from one of your readers in the October issue of your magazine concerning whether it was right or wrong to wear a harness under a coat. I could not quite get the point he was making, surely it does not make any difference? Surely the main thing is that people wear them isn't it?

The fact is that putting a harness on and taking it off is still much harder than it should be. I notice that more and more regular users like to keep them on all day as part of their work-clothes even when they are not up in a lift. (There are some who I'm certain wear them for the look or maybe the feel?)

When you are working outside this time of year you need a decent coat. Getting some harnesses over a bulky jacket is not the easiest thing, let me tell you. On top of that taking the harness off every time you come in for a cuppa would be a real pain in the backside. It is just too much effort.

For me wearing it under a bulky coat is best, it feels more comfortable and secure and it is a lot more convenient. I still can't see why that would be a problem?

No name provided, letter postmarked Bristol

## Re: Safety: Subject: Falls, H.S.E. Prosecution

We note in the October 2007 Vol. 9 Issue 7, Page 58 details not one but two deaths caused by falls from heights. In both instances the man or sub-contractors appear to be non-U.K. based.

Would it not be a better idea as against using foreign, probably unskilled, untrained labour, to use Companies like ourselves H&A Height Services, who have been involved in Steeplejack, High Level Abseiling works for some 42 years, the industry being 100 years and some. All our operatives are trained in laddering chimneys, cooling towers etc., to 700' (200 metres) rigging, erecting motorised cradles, bosun's seats, abseiling methods, as are all members of the ATLAS Group i.e. The Association of Technical Lightning and Access Specialists (formally the Steeplejack Federation).

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Regards

I.D. Avey

Senior Contracts Manager

H&A Height Services Ltd, Middlesbrough, Cleveland

## The Editor, Dear Sir,

I work for a Dubai contractor and only heard about this accident from your website, not sure how I missed this one or perhaps accidents, have become commonplace on sites here. This accident is hardly a surprise as the retaining wall on the embankment concerned was poorly and hastily constructed.

A year ago, during the piling stage of an adjacent building, the retaining wall caved in with water pressure and submerged all of the construction equipment. In fact you also covered that incident, although sometime after the event. That 'incident' could easily have killed over a 100 workers if it had not been for the warning signs in the form of noise and sudden leakage as the bank started to go and then some fast work by a few people to evacuate everyone.

The fact is that to keep up with the overall focus on the 'rapid development of Dubai' timely construction even if quality suffers is acceptable here.

It is not all bad. The best contractors here work to world class standards. It is only by exposing the poor practices of those contractors that cut corners that anything will change. Keep up the good work. If you decide to publish this I would rather that you do not use my name for obvious reasons.

Name withheld at contributors request

**This letter/email was prompted by a story concerning the collapse of part of bridge being built into a development at the Dubai Marina, after it was struck by a crane causing part of the embankment fall killing five. Three people, including the crane operator were subsequently arrested.**

## Letters to the editor

Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertical Press Ltd or its staff.

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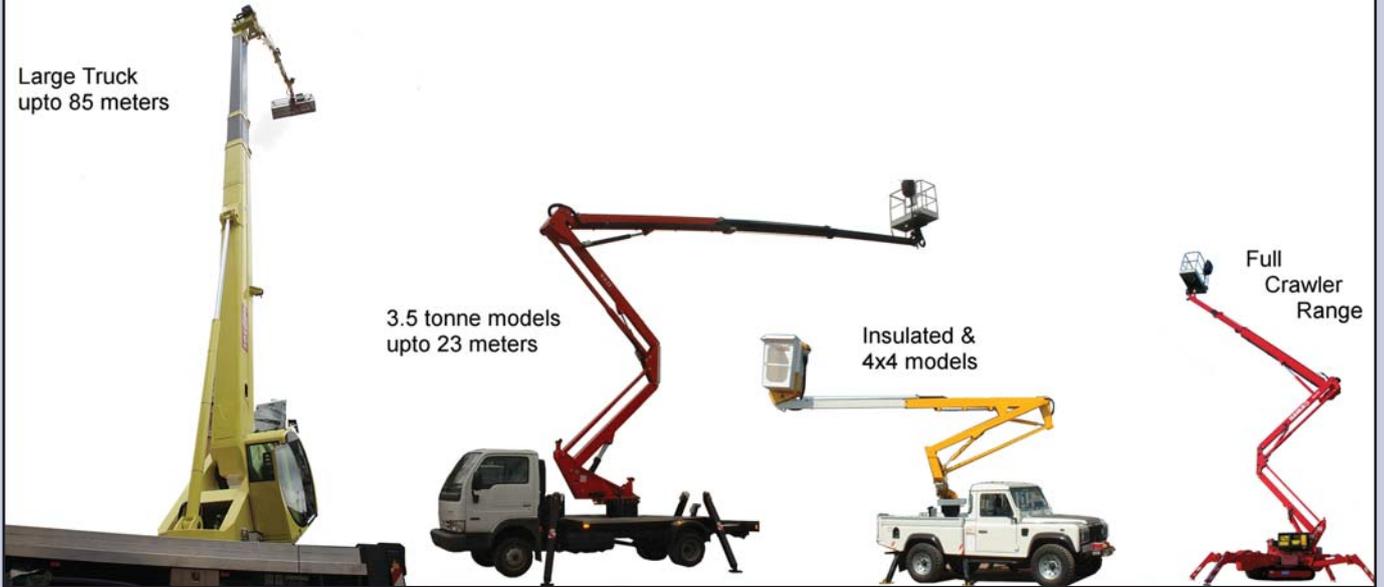


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Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Tadano Faun	<a href="http://www.tadanofaun.de">www.tadanofaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
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Genie GS3246	11.7m	2004/5/6/7
Liftlux 153-12	17.3m	2001/7

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Genie GS3384	12m	2005/6/7
Skyjack SJ7135	12.5m	2007
Skyjack SJ9250	17.1m	2007
Genie GS5390	18.5m	2005/6/7
Liftlux 205-25	22.5m	1999

### Battery Booms 9.4m - 13.5m

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Genie Z30/20n	11.1m	2005/6
Genie Z34/22n	12.5m	2004/5/6
Upright AB38	13.5m	2004/5/7

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Genie Z45/25 BI	16m	2002/3/4/5
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Genie S45	15.7m	2004/5/6/7
Genie Z51/30	17.6m	2007
Genie Z60/34	20.4m	2004/5/6/7

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Genie Z80/60	26.4m	2004/5/6/7
Genie S85	27.9m	2004/5/6/7
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Scanlift SL185	18.5m	2000
Scanlift SL190	19m	2001
Omme 2200RBD	21.8m	2004/6/7
Denka DL22n	22m	2001
Scanlift SL240	24m	2000/1/4
Falck Schmidt FS290	29m	2005
Falck Schmidt FS290C	29m	2005
Omme 3000RBD	29.7m	2004/6/7
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Manitou SLT415	4m/1.5 tons	2002
Manitou MLT523	5m/2.3 tons	2004/5
Manitou MT932	9m/3.2 tons	2005
Manitou MT1030	10m/3 tons	2005
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Maeda MC285 CRME	8.7m/2.82 tons	2006
Maeda MC305 CRME	12.6m/2.93 tons	2006
Valla 35E	6.5m/3.5 tons	2003
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7.6m - 2004/5/6/7



**Genie GS3246**  
battery scissors  
11.7m - 2004/5/6/7



**Genie GS3384**  
diesel scissors  
12m - 2005/6/7



**Genie GS5390**  
diesel scissors  
18.5m - 2005/6/7



**Manitou MT420**  
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4m/2 tonnes – 2002



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**Manitou MT1740**  
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**Manitou MRT2150**  
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