

Ready for action

Whatever you're planning we're there for you.



Terex® Cranes offers an unparalleled range of lifting capabilities:

- mobile hydraulic cranes • crawler and truck lattice boom cranes
- tower cranes • boom truck mounted cranes • reach stackers

Terex offers its world-wide customers the highest return on their investments, with a broad range of world-class, high performance products for even the most demanding tasks.



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.



25

Truck Mounted Lifts



33

Loader Cranes



40

SAIE Review



SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:

www.vertical.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)1295 768223
E-mail: info@vertical.net

Kran & Bühne: The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

C&a contents

Comment 5

News 6

Lavendon buys DK Rentals, AFI-Uplift buys Central Access, Saez to build telehandlers, United Rentals fights with acquirer, Aichi to build USA plant, First Sany crawler cranes arrive in the UK, Terex and ABG for India, JLG Australia launches Liftpod, Link Belt appoints NRC, Haulotte opens Middle East company, Socage teams up with Metz, Nifty opens in Oz, Jing Cheng eyes Europe, New modular mast climbers form Hek, Results wrap up.



2007 UK/Ireland rental rate survey 17

Once again we report on the trends in UK and Ireland for the crane access and telehandler rental rates and fleet additions. A surprise this year is that while crane rates are positive the powered access rental companies are concerned with softening rates.

Big truck mounted lifts 25

Mark Darwin takes a look at the new British built Ascendant and obtains his PAL card for truck mounts. We also look at developments at the top end of the truck mounted market considering the pro's and cons of the 100 metre truck mounted Bronto and the crane chassis mounted Wumag WT1000.

Loader cranes 33

We look at the articulated loader crane market which continues to grow year on year and yes is getting ever more



competitive as the top three or four 'players' fight it out for market leadership. Palfinger has unveiled its new Hi-Performance range possibly its most important to date, Hiab has launched its largest crane yet, Fassi, Cormach and Effer have all introduced new larger machines.



SAIE ..wet but still good 40

This years SAIE show in Bologna was wet and cold, but still attracted plenty of visitors and offered a host of new products. Our review this year is more of a photo tour of the new products on display.

Face to face:
The Wright stuff 48



We spoke with Andy Wright who heads up Lavendon UK, one of Europe's largest powered access companies in its own right. Six months after his appointment we ask about his plans and strategies for the business.



Sany off to a flier 58

Mark Darwin talks to Phillip Bell, md of Watson & Hillhouse, Sany agents in the UK.

Truck cranes are coming? 59

C&A looks at the burgeoning amount of choices at the bottom end of the taxi crane hire market. Are traditional truck mounted cranes about to make a comeback?

regulars

Models 45

PASMA focus 47

ALLMI focus 51

IPAF focus 53

Innovations 55

Training 57

Your Letters 61

What's on 62

Recruitment adverts 63

On-Line directory 68

In the next C&A

The January/February issue will feature:
A look back at 2007, Spider lift platforms, Tower crane trends, ARA/Conexpo preview, Batteries, Crane rebuild and refurbishment. (If you have any input for these features please send them to us by the end of December)



Your powered access expertise



IPAF membership



Greater market opportunity

IPAF membership can bring you major benefits, whatever your involvement with the powered access industry.

First of all, it tells your customers a lot about you. It lets them know you have the highest professional standards – and reassures them that you are on top of today's health and safety standards.

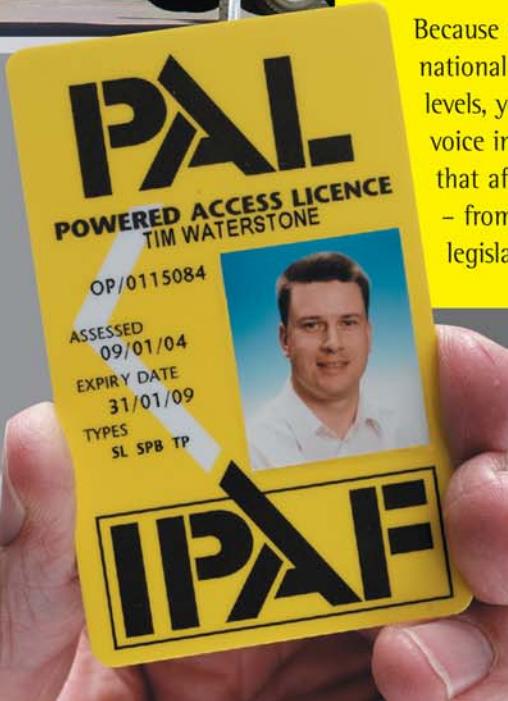
Because of our lobbying at national and international levels, you have a stronger voice in all those issues that affect your business – from health and safety legislation to the

introduction of worldwide standards and how they are implemented country by country.

- Our advice line, publications and bulletins help keep you in touch with everything that is going on – and make sure you know how to respond to technical, practical, commercial and legal developments.
- Our operator training is second to none – and recognised by the MCG. Only IPAF members can offer this market leading training – now becoming essential for the use of powered access equipment.



Our IPAF Rental+ award is only available to IPAF rental company members. This ensures that your customers can identify you as a specialist in powered access rental – and that you have been independently audited to meet high service standards.



IPAF is the world authority in powered access. Find out how membership can give you the same authority in the eyes of your customers.

Tel: +44 (0)15395 62444
Fax: +44 (0)15395 64686
Email: info@ipaf.org
Or visit: www.ipaf.org

IPAF Ltd, Bridge End Business Park, Milnthorpe LA7 7RH, UK
Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA



The world authority in powered access

www.ipaf.org

cranes & access

The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag
Sundgaualle 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
web: www.vertikal.net

Germany, Scandinavia,
Austria and Switzerland
Karlheinz Kopp, Vertikal Verlag,
Sundgaualle 15, D-79114, Freiburg, Germany
Tel: +49 (0)761 89786615
Fax: +49 (0)761 8866814
email: kh@vertikal.net

Italy

Fabio Potestà, Mediapoint,
Corte Lambruschini,
Corso Buenos Aires 8, V Piano-Interno 7,
I-16129 Genova, Italy
Tel: 010 570 4948 Fax: 010 553 0088
email: mediapointsl.it

The Netherlands

Hans Aarse
39 Seringenstraat, 3295 RN,
S-Gravendeel, The Netherlands
Tel: +31-78 673 4007 Mobile: +31(0) 630421042
email: ha@vertikal.net

UK and all other areas

Pam Penny
PO box 6998 Brackley NN13 5WY. UK
Tel: +44(0)8707 740436
email: pp@vertikal.net

Design & Artwork by:

bp design Ltd.
Tel: 01707 642141 Fax: 01707 646806
email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2007

For users & buyers of lifting equipment

October 2007 Vol. 9 issue 7

Editors:

Leigh Sparrow
Mark Darwin

Associate Editors:

Ian Boughton
Rüdiger Kopf
Alexander Ochs

Sales & customer support:

Pam Penny
Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow



The Vertikal Press Ltd.

MEMBERS OF



Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,

cranes & access,

PO Box 6998, Brackley

NN13 5WY, UK

Tel: +44(0)8707 740436

Fax: +44(0)1295 768223

email: editor@vertikal.net



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 Ampthill, 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

The Vertikal Press also publishes:

