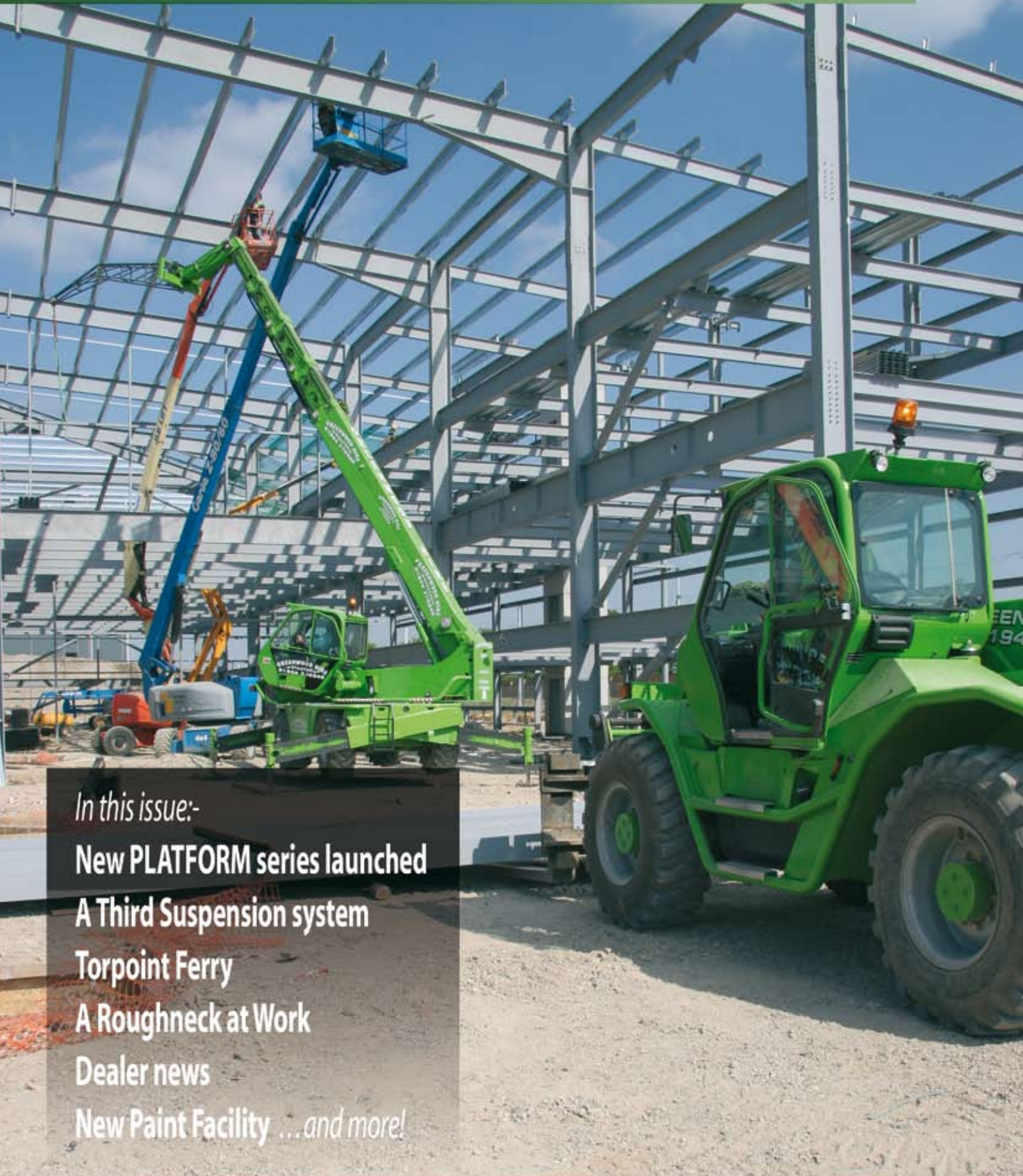




MERLO

NEWS

Technical and sales information from Merlo UK Ltd - Spring 2007



In this issue:-

New PLATFORM series launched

A Third Suspension system

Torpoint Ferry

A Roughneck at Work

Dealer news

New Paint Facility ...and more!

Welcome to the SED 2007 issue of Merlo News, the magazine dedicated to communicating the latest news to materials handling professionals the world over.

We are always happy to receive stories from readers, so please feel free to send your stories and pictures to the Editor. Inclusion is always at the discretion of the Editor, of course, but all materials will be returned if you wish.

New PLATFORM range	4-5
Roughneck at Work!	6
CS - Cab Suspension	7
Dealer News	8
Dealer Focus	9
Merlo at Work	10-11
Torpoint Ferry	12
Prince William Farm	13
Regulations and safety	14
Bristol Docks	15
Aberdeenshire Council	15

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Cover

Merlo Roto 40.25 MCSS and Panoramic P101.10 HM from Scarborough-based Greenwood Hire make a perfect combination on this distribution project.

Hired by D K Steel Erection, the P101.10 handles steel fabrications at ground level while the Roto places them for assembly. The Roto has the advantages of compactness and a jib extension, which permits access impossible for cranes, as this site is limited to 19m overall height.

The new paint plant is only part of the continued investment at Cuneo, which started a year ago with the completion of the CFRM facility.

A new, two storey, 24,000m² building, is just about to go 'on-line', housing two discrete production units which will act as suppliers to the main assembly lines.

The first is a dedicated cab factory, taking in raw steel and then cutting, bending and welding to produce cab modules. Its own shot and powder paint facilities will complete raw build before final assembly.

The second new unit will receive, store and assemble engine and powertrain assemblies. This will bring covered factory space on the 100hA site to 128,000m²!

2006 saw the Cuneo plant production uplifted by more than 20% - and a similar improvement is planned for this year. This current investment totals some 7½% of turnover.

The last 15 years shows a similar level of annual re-investment of earnings - and a matching 20% growth of production, year on



year. And, investment continues for 2007, with 6 new welding plants and an increased after-sales Parts Warehouse to complete!

SIMA award for Merlo suspension



Merlo is the only telehandler maker to offer three types of suspension and the latest (see page 7 in this issue) was honoured at SIMA 2007.

Showing a prototype Turbofarmer P34.7CS, Merlo now offers future possibility of cab suspension on a number of mainstream farm products during 2007.

19,000 hours Downunder



Charlie Dolso bought the very first Merlo to be imported into Australia in 1992. He and brother Mario ran one of Sydney's best known formwork companies for many years and are still both very much active in the industry.

They now own seven Merlo machines and the original 11m P30.11XS has now run some 19,000 hours! Both engine and hydrostatic transmission are the original factory-fitted units.

"Simply the best for manoeuvrability, vision and toughness!"

20 year Merlo user



Continuing the theme of longevity, Merlo telehandlers have been around since the early 1980s in Europe, and many are still in everyday use.

Herbert Hartkämper is one such believer! His steel erection company ten kilometres from Gütersloh in Germany recognised the unique advantages of a Merlo long ago as 1988 and bought a Merlo SM6010. This product was a new venture and introduced Merlo to the German market place. Nearly twenty years on, this machine is now thought to be the longest-serving Merlo machine in Germany.

"It would be easy to imagine" says Herbert Hartkämper "That we just keep the machine going for old-times sake. Nothing could be further from the truth – after 19 years and well over 10,000 working hours, it is still working every day. Indeed, its reliability was one of the major reasons we have enlarged our Merlo fleet to include two Rotos, a 40.18EVS and brand new 40.25 MCSS."

The SM series products used a unique hinged parallelogram linkage, designed to give a true vertical lift, like a conventional forklift. Operator visibility was assured by mounting the main boom above the driver's eyeline – a good solution for that 6 tonne capacity, 10m lift machine but impractical for today's high lift products which can stretch to 18m!

On the Scrapheap



In the last issue of Merlo News, we covered the story of Channel Four's Scrapheap Challenge (Series 9) being assisted by a Merlo P40.14K.

Now, we can confirm that the series is airing every Sunday afternoon at 5.45pm. You'll see episodes about Giant Skateboards, Mechanical Mortars and Drag Sleds amongst others. Stick it out until October 7th and you'll catch the paddleboat epicpitching the UK 'Clagsters' against the USA 'Nerds' (above).

Common factor in all is the lurking Merlo - look out for it every Sunday!

Compact Multifarmer



For farms requiring a lower overall height, Merlo SpA has announced a Compact Multifarmer only 2m wide and 2.2m high.

Based upon the P32.6/P28.8, they have full power PTO and three point linkage and are powered by a 102HP Deutz engine. Unlike the full-size Multifarmer, the PTO is belt driven and the front axle is not oscillating.

There is no TOP version for these machines, but with a 17HP/tonne power to weight ratio they certainly don't lack performance!

Launch date and price are not yet set, awaiting further engineering work for UK use.

Multifarmer impresses



The unique Multifarmer has once again proved itself - this time in an organised farm trial in Brittany, France.

Organised jointly by local dealers Le Roux and equipment manufacturers JF Lemken Stoll, 250 farmers were able to fully try out the Multifarmer concept with a variety of farm attachments.

They were universally amazed by the performance with a Varilarge four furrow plough and the accuracy and production with a Solitair 6 seed drill and power harrow. A true combination of tractor and telehandler!

Too useful for the garbage



Germany's Hannover airport recently bought a P40.16KS as a general service vehicle - principally for handling garbage containers.

Now, the departmental manager complains that it is "too useful" everywhere else and he never gets a chance to use it.

That's versatility for you!

New PLATFORM range mixes speed with agility!

By joining Roto and access platform technologies, Merlo made a surprise entry at BAUMA 2007 into mainstream access industries with the brilliant new MRP concept

Access platforms already play a very significant part in the Merlo product line-up - over half of the Rotos produced leave the factory with a Tre Emme platform attached.

The question has often been asked - "Why don't Merlo enter the mainstream Access Platform business?"

Well, now they have. But, with typical Merlo canniness, have targeted a niche looking to be filled, rather than producing just 'another' platform. The new family aims to fill the gap between conventional self-propelled boom platforms and truck-mounts.

Self-propelled platforms are some of the most versatile types and more are now available with some off-road 'rough terrain' ability. However, the level of this ability is still low compared to a telehandler. And, self-propelled platforms are very slow and cumbersome to manoeuvre, needing to be transported to site.

Truck-mounted platforms are quick to site as they are mounted on a truck chassis. They are also available with very high lifts. But, they're useless off hard standing. And, they are expensive!

So, what about a new type of platform - one that can drive to a site on the roads at a respectable speed, does not need transport or a HGV driver, can then work off prepared surfaces and can even level itself for maximum stability?

That's the idea of the MRP (Merlo Road Platform) concept. The family is based upon a Roto chassis, lacking only stabilisers. It has the same 74.9 kW Deutz engine and hydrostatic transmission of the smaller Roto series. It also has the Merlo hydropneumatic suspension, permitting 40 km/h travel speeds. They are mated to new, Merlo axles designed for this high speed application. The tyres are foam-filled.

The upperstructure houses a full Roto cab, assuring the driver a safe and comfortable ride to the job site. It slews ± 200 degrees, as did previous Roto models, without the complexity of a central rotary coupling. The boom mounting and articulated boom assembly are, of course, quite new and designed solely for platform use.

The articulated lower boom stage provides the ability to reach over obstructions and is either fixed or (in the 30m MRP30) telescopic. The upper boom is either of fixed length (MRP20) or telescopic (MRP25 and 30).

The concept aims to save time and transport

costs as a single operator (non-HGV) will be able to drive in comfort to site, with no loading/unloading time required.

This could also be the perfect rapid intervention vehicle for large industrial and process sites, airports etc. Plus, this vehicle has a rough terrain capacity, both in driving and positioning, far beyond a conventional MEWP!

Three models were shown at BAUMA to gain customer reaction. From there, a number of evaluation machines are planned for a further field trial. After that, Merlo SpA is not yet ready to confirm production dates or the all-important prices, so watch this space!



1 Drive the MRP series from the inside the cab at up to 40 km/h for transport



2 Drive the MRP series from the platform at 1km/h even when fully raised (6 km/h when lowered)

3 And then work in complete safety at up to 30m high



- Look at new Merlo Platforms!
- ✓ Drive from cab 40 km/h
 - ✓ Drive from platform 6 km/h
 - ✓ Drive fully raised at 11km/h
 - ✓ Drive straight to the job
 - ✓ No loading time needed
 - ✓ Big types - real RT performance
 - ✓ Levelling chassis
 - ✓ 2 man capacity
 - ✓ 3 models up to 30m
 - ✓ Articulated + telescopic
- Wow - we need to know more!!!!



“The best piece of Machinery we have on the Site!”

Erecting a multi-million pound oil drilling rig needs precision and performance, and the P72.10 has both

Drilling for oil is one of the toughest applications for men and machinery. A new P72.10 has proven a vital tool for this wellhead erection team.

Oil rig specialist company Larchford Ltd is erecting a new high-tech drilling rig for Star Energy Oil UK Ltd near Stockbridge in Hampshire.

These sites are compact and the equipment weighty, so mechanical handling is a must. Larchford Managing Director, Mike Dursley, says that their new Merlo P72.10 is probably “the best piece of machinery on the site!”

Senior Tool Pusher (Rig Manager) Dave Walker seems impressed too, having previous experience of Merlo 10 tonne machines.

“We’d like more capacity, of course” he says “But, these sites are a compromise between lifting performance and size. There’s a lot to pack in here and the compactness of the Merlo machines is absolutely vital.”

Watching the P72.10 supporting part of the drilling structure during assembly, it’s obvious that the hydrostatic transmission and sideshift are also essential, as precision placing is required. As Dave points out, the necessity for a few more crane lifts with the 7.2 tonne capacity of the P72.10 is outweighed anyway by its lower price.

Also essential for Dave was the support both direct from Merlo UK and the local



dealer, Professional Machinery Solutions of Aldermaston (this was actually the first Merlo sold, although they have now sold five since starting in January 2007). There are few telehandler manufacturers specialist enough to offer high capacity machines and only Merlo were able to come up the information and support.

Roughneck Ray Rungary spends a lot of time on the P72.10; “A great all-rounder” he says “Yes, even more capacity would be great, but size is more important here. And, the fact that I can see clearly around the machine is vital - it’s often hectic and I need to be certain everyone else is safe.”

- 1 “Roughneck Ray” likes the compactness and visibility of the Merlo
- 2 This well head cut-off valve assembly is an essential piece of safety equipment. It weighs 7 tonnes and is both delicate and expensive!

Once again it is Merlo’s unique concept that wins the day. Capacity is not enough. Working on this type of high performance industrial site requires compactness, manoeuvrability and good all-round visibility.

Matching safety with performance remains the key to the world-leading Merlo design principles. Safety, precision and performance - surely what Merlo is all about!



Product Focus PANORAMIC HIGH CAPACITY

	Lift capacity (kg)	Lift height (m)
P45.15 HM	4500	17.76
P55.9 CS	5500	8.60
P60.10	6000	9.60
P65.14 HM	6500	13.90
P72.10	7200	9.60
P80.9 HM	8000	9.10
P101.10 HM	10,000	9.80

Cab suspension - another Merlo safety innovation!

By announcing a unique cab suspension system, Merlo becomes the **ONLY telehandler manufacturer to offer THREE distinct types of suspension and wins the prestigious Silver Palm Leaf**

The brand new Panoramic P55.9 CS will be sure to turn a few heads at BAUMA 2007, as it reinforces the Merlo reputation for innovation!

The P55.9 CS represents a move of design emphasis for Merlo - away from traditional telehandler operations and further into the sphere of heavy duty handling, more in the realm of wheeled loaders. To suit its heavier duties, this new model has a completely new chassis and boom configuration, new heavy duty axles with epicyclic hub reduction and a big 140HP engine.

Heavy duties mean tough terrain, so what better machine to have Merlo's latest concept for improved driver comfort and safety - a fully suspended cab? Whilst boom or axle suspensions reduce driver fatigue, full cab suspension offers the best possible level of whole body vibration reduction.

The whole cab module is supported by two articulated arms and rests upon normal bump stops when the CS mechanism is deactivated. Switch it on, however, and a hydraulic cylinder raises the cab 60mm and initiates suspension.

Once in operation, a hydropneumatic cylinder allows a total suspended movement of 110mm to the cab module. No other telehandler manufacturer currently offers anything like this level of protection for the driver.

Standard on the newly-launched P55.9 CS, the suspended cab is planned to be made available on a selected number of Merlo models in the second half of 2007. Clearly, this option requires a different chassis to standard cab builds, so has to be incorporated at the time of order.

Merlo once again proves itself "World Leader in handler Design" - the only company to offer three types of suspension! This technical excellence has already been recognised at two exhibitions - the coveted Silver Palm award at SIMA 2007 and the rosette for Technical Innovation at EIMA 2006 in Bologna.

- 1 **Hard-working industrial applications, like handling waste paper bales, are what the P55.9 CS was designed to tackle**
- 2 **Cab suspension isolates the driver from the worst Whole Body Vibrations when working hard on rough surfaces.**



CS Fully suspends cab module and significantly reduces Whole Body Vibration levels from all sources

BSS Boom Suspension System - hydropneumatic cylinder in boom lift circuit absorbs shock from carried load and reduces payload loss

EAS Electronic Active axle Suspension - hydropneumatic cylinders in frame levelling mechanism are controlled by microprocessor. Absorbs travel shocks and actively reacts to road conditions when driving



Fruitful partnership



In the fruit growing area of Eastern Kent, two school friends provide a real service based business for local farmers.

Based a few miles West of Canterbury, Horsepower UK Ltd has concentrated on the local fruit farmers in the past. "But" says service partner Clive Deal, "The Merlo franchise allows us to widen our horizons as these machines have such versatility."

Both Clive (right above) and sales partner, Phil Stanford, come from local framing backgrounds, so they can reasonably claim to know what their customers want.

"Our aim" says Phil, "Is to grow the business by being over-board on service."

The fruit sector very much favours the smaller telehandler, so both see the new P32.6 and P28.8 as their principle weapons as the track exactly suits the spacing of strawberry growers!

Increased area



Rod Gaskin (Farm Equipment) Ltd has represented Merlo from East Grinstead for two years, now.

When the opportunity came to increase their area by taking the franchise at Alton, Hampshire, Director Chris Reeve eagerly seized the chance.

"The company started here twelve years ago" he says "It's also my home territory and I've sold telehandlers here for many years."

In fact, both Chris and new salesman Daren are very experienced telehandler men, looking forward to getting back into the Merlo team. Customer reaction so far is very good, with no less than 4 machines arriving in one hit recently!

The original Gaskin area was expanded in 2005 by the acquisition of the East Grinstead area and they now have some 20 staff including 10 fitters.

Changing hands



Saville Tractors (Belfast) Ltd has been a major supplier of capital plant in Northern Ireland since 1953 and was one of the very first dealers to sign up with Merlo UK Ltd, under the stewardship of Managing Director Ernie Arnold.

Last October, after 47 years with the company, Ernie and co-Director Denis Gill decided that it was time to pass on the baton and the company (trading as Saville Machinery) was duly purchased by new MD Greg Wilson and Richard Morgan (himself a 16-year veteran of Savilles).

Each brings a wealth of experience in the construction business and Greg reports that the first six months have seen record sales for Merlo products in Northern Ireland.

So, welcome to Greg and Richard, and our wishes for a happy and healthy retirement to Ernie and Denis.

Quick on the road and quick on the field as well!

Pershore vegetable growers and packers, Simms and Woods, are no strangers to Merlo

They've been users for eight years or so and are also one of the first UK users of the new Compact series of 2m wide machines, supplied by Tewkesbury-based P & D Engineering Ltd.

Ted Grazier is the member of their farm management team charged with the sourcing and purchase of new machinery – and theirs is a highly mechanised business. Ted has farmed at Charlton since 1979, and his own 400 acre farm has some 200 acres in use for vegetable production. Simms and Woods main products are spring onions and leeks from their own farms and some external farm units.

Grazier is a well established telehandler user and was consulted when Simms and Woods originally decided to move from tail-lift units because of the difficult ground conditions; "Our biggest problem is that the materials handler has to be able to go where the tractors do out on the field when harvesting – yet be fast and safe enough on the road to sensibly travel 15-30 miles a day on the road. It's not uncommon for a driver to service 3 sites in one day."

Existing P26.6 units are being replaced with the new P32.6 Plus (for the 40 km/h ability) and Ted is exchanging his telehandler for his first Merlo!

The new Compact series Merlo is ideal for this application, according to Ted, because of its size, weight and roading ability, but also for some other very specific reasons; the low cab and door which can be locked open are ideal when the driver is in and out of the machine continually.

And the cab height gives an ideal driver eye line for loading flatbed trucks – higher machines, says Ted, mean that the driver is forever bending to look under the roofline and they soon develop stiff necks!

'Leek boss', Andy, has over 600 hours on the first of their P32.6 machines and reckons it to be a worthy successor to an already highly successful P26.6, with increased comfort, speed and capacity.

"Visibility is very important to us when picking leeks and onions" he says "Because we can have up to 300 pickers in the field, bending down in amongst the greenery. With a Merlo, there's always good vision and the cab has plenty of room to spend all day in and out of it!"



Nursing a forklift business



He told Merlo News; “A good friend of mine wanted to sell the business, whilst keeping some interest in it. And I was looking to come out of the NHS Sector. So it seemed like a good fit.”

There might not seem an obvious synergy between A&E and Plant Hire (although both seem to thrive on controlled panic!), but Chris’s hands-on methods have definitely worked, as the company has thrived. Based

near Evesham, Albutt offers a specialised service to local users, concentrating on telescopic handlers and a couple of boom access platforms.

Very typical is the Kanes Foods site at Middle Littleton, where Chris has a Merlo Panoramic P40.16KS on hire to steel contractors, Allen Fabrications. “What we offer is service” says Chris “And keeping to a local repeat customer base means we are available at the drop of a

Albutt Forklifts wasn’t sick but after 13 years as an A&E Nurse, Chris Thompson reckoned he could improve the health of this regional plant hirer with some TLC!

hat and we’ll provide a machine with operator if required. Sometimes, that’s me!”

Chris inherited a mixed fleet of telehandlers, but now 6 of his 13 machines are Merlo. He was just concluding the deal for a new 6m P32.6 with Mike Pullin of Tewkesbury dealer, P and D Engineering. “I think the Merlo product far outstrips the others” says Chris “They are very easy to use and much lighter and compact than competitive handlers. All of our sites seem to lack space and being able to easily and safely manoeuvre is a huge advantage.”

As much of Albutt’s business is very local, the 40 km/h travel speed of his P40.16KS and 13m P38.13 Plus machines is vital. Being able to travel quickly and safely on the roads means he can respond much easier to those emergency calls.

Exchanging one kind of emergency for another has broadened Chris’s experience (as a farmer’s son he knew machinery), but enables his people skills to expand the business. Typical of a regional hirer, his customers depend upon quality and timeliness of service, not the lowest cost.

Silver award for a new Merlo

David Sanders wants his sites to stand out from the norm - so all his vehicles and plant share a corporate silver

That includes his brand new Panoramic P36.10 supplied by P and D Engineering.

One of the latest breed of Panoramics, the P36.10 can lift 3.6 tonnes and has a maximum lift height of 9.70m. The turbocharged 102HP Deutz provides plenty of power on-site and the latest boom design gives a fast and smooth extension without external piping.

David took a lot of advice in choosing his first telehandler; “I spoke to six or seven people locally and even hired a Merlo from a groundwork contractor, before deciding” he says “I chose Merlo simply because of the tremendous recommendation from everyone I contacted. They all spoke highly of its reliability and user-friendliness. And the support throughout from Mike Pullin at P and D was great.”

Project Manager Robert Mort was won over by their hired Merlo; “Amazingly easy to drive and really compact. Our sites – residential

flats, houses and even barn conversions – are always tight and machine size is a real seller for us” he says.

Add to that the visibility, integral sideshift and the ‘Ring of Steel’ and you have a design truly worthy of the DRS ‘Silver Award’!



These Yellow Angels fear nothing

With their fleet of Merlo telehandlers, Ralph Moll Abschleppservice can tackle anything that ADAC throws at

With our Merlos we are afraid of nothing!" says Rolf Moll in Stockach near Basel.

Starting in business by towing trucks and cars in the Bodensee area, Herr Moll has developed his firm into a transport company and is charged with rescuing distressed motorists, the yellow ADAC vehicles are known throughout Germany as the 'Yellow Angles'. Moll provides vehicles for ADAC and were called out when a truck load of apples overturned, blocking the nearby motorway junction at Stockach-Ost. The turnout was a 17m P40.17 equipped with a bucket, which proceeded to collect the spilled load and assist up righting the truck in no time.

"At first, people laughed to see such a machine in use" says Moll, "But now they all see what an amazingly flexible tool they are. Last year we used one to erect carnival lighting - and even pollarded trees!"

Like so many users, Moll prizes Merlo versatility, even using attachments from local dealer when needed.

- 1 Moll Panoramic P40.17 clearing the motorway junction at Stockach-Ost
- 2 Working together, Moll Panoramics load storage tanks at the Dreher pressing house



One of Europe's largest builders

Holding Strabag (Strabag, Dywidag, Züblin) is worldwide in operation, has over 500 branches and an annual construction business exceeding 10 billion Euro.

Baumaschinen International (BMTI) GmbH controls the machine park for the group and has some 1350 staff in Europe. Adelbert Veh is in charge of machine management

in Garching, and has both Merlo Roto and Panoramic machines in the fleet.

A typical job for a Roto was in construction of the slip-formed A6 autobahn bridge at Pfreimd, Bavaria; "The Roto 33.16KS was the all-round 'helper' machine on site" says Herr Veh "And it was acting as a small, highly mobile crane. The rotating upperstructure means much faster materials handling than a conventional telehandler."

Part of one of Europe's premier construction groups BMTI GmbH is particularly impressed with the ROTO

BMTI Garching also rents Merlo machines to other users and a brand new Roto 38.16S had just arrived, ready for its first customer!

- 1 Roto 38.16S, newly delivered to BMTI Garching and destined for rental
- 2 Placing concrete with Roto 33.16KS during construction of a bridge on the A6 autobahn



More than just a farm machine!

The Multifarmer is also finding use with municipalities and construction workers

Building companies like **HST GmbH**, also appreciate the advantages of a dual-role vehicle like the, in this case a 9m lift Multifarmer 30.9 TOP².

“We have a special attachment for milling our own lime for site preparation” says Foreman Andreas Danlowski, “And a lot of other PTO-driven equipment that we previously used with a tractor.”



The Multifarmer is much more capable in the yard, as it can handle sand and gravel with a much bigger bucket than a tractor - and of course, it can use its forks to stack materials. It's safer and much quicker than a tractor.

Based in Bramsche, 10 km north of Osnabrück, HST is a full service construction company formed in 1930. It's motto could mirror Merlo's own - “Projection, Planning, Building!”

And communes like **Lo-Reninge** in Flanders love the Multifarmer, too - here it's worked over 1100 hours with a 6m Top machine. For 6 weeks of the year it is cutting roadside verges and trimming the roadside .

With a 300kg integral-control platform, they cut trees, raise flags, repair roofs and even put up their own Christmas decorations! Other attachments include a chipper, powered brushes, salt spreader and bucket and forks for general handling duties.

And, in the Maritime Northwestern Italian mountains, a 30.9 Multifarmer is hard at work in some of the toughest working conditions imaginable!

Owner **Donato Giordanengo**, says that he needed to increase production and that a telehandler allowed him better and bigger stacking than a tractor. Four wheel steer/drive manoeuvrability is essential on narrow mountain roads. A stable and safe machine is vital as they work exclusively on slopes.

The Multifarmer provides a single-source for cutting and winching trees with the rear PTO (particularly the remote controlled winch), stacking with a carriage mounted grab and



- 1 Multifarmer 30.9 TOP2 of HST GmbH
- 2 Lo-Reninge Commune's 30.6 Top with mower
- 3 MF30.9 Classic of Donato Giordanengo



finally, hauling trailer loads out of the forest.

“We have a very versatile unit and we are already planning to use it for snow removal in the local townships” says Donato.

Church of “Le Corbusier”

The modernistic church of Saint-Pierre is a lasting monument to the foresight of architect Charles Edouard Jeanneret, and a Roto 45.21 helped realise his dream

Charles-Edouard Jeanneret was a French-Swiss architect who styled himself as ‘Le Corbusier’. Born in 1887, in the Jura, Le Corbusier was a pioneer of ‘modernism’ associated with post-cubist art.

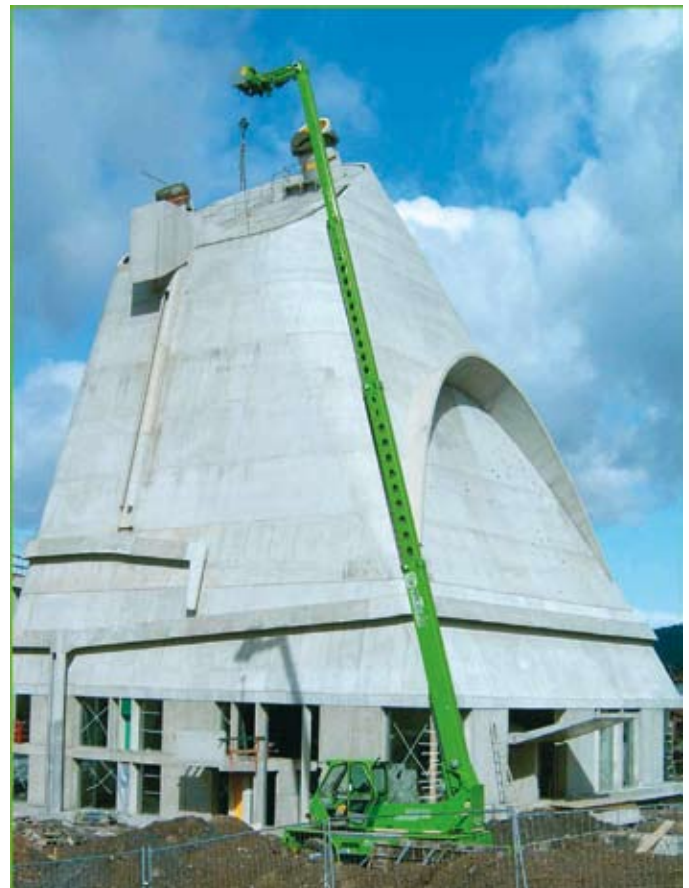
Many of his theories of urban development were adopted by Western and US city planners. His high rise designs have since been criticised, but they were far ahead of their time in bringing affordable housing to the mass of people.

Firminy Verte is a leafy suburb of St Etienne. When Le Corbusier designed a huge housing block in 1953, he included a church, and started work in 1960. But, it took forty years more to see the project finished, with the help of a Roto 45.21 MCSS!

The shell was completed in 1978 (13 years after the designer's death) and was made a protected architectural structure in 1996. But, it was only finally completed in 2006. The building is built upon a 25m square base and takes the form of a truncated cone, 40m high, inclined to encourage natural lighting.

The works management chose a Roto 45.21 MCSS to provide the handling needs of the site, equipped with forks, hydraulic winch and integrated work platform. Versatility and access were most important in the choice, where work has been made as close as possible to the original plan, save where modern methods and Health and Safety requirements dictated otherwise.

The finished church is a lasting monument to its architect and is for the small town, the “Church of Le Corbusier”!



Keeping an essential service going - 365 days/year!

Holiday makers and commuters alike have good reason to thank a Merlo P36.7 for keeping the Torpoint Ferry in business 24/7!

Probably few of the drivers and passengers in the million vehicles using the Torpoint Ferry service every year (in the toll direction) give much thought to the operation needed to keep it going.

And, keep going it must, according to Operations Manager Tony Whetton MBE; “We have to run a 24/7 service all 365 days of the year” he says “With at least two ferries in service – plus maintain an essential ‘blue-light’ service guaranteeing access to priority vehicles at any time!”

The river Tamar forms the eastern boundary of Cornwall and, since the Tamar Bridge Act of 1957, responsibility for both the vital bridge and ferry crossings has been shared by a joint management committee. Using the ferry saves a hefty 25 mile journey around the Rame Peninsula for Plymouth commuters and holiday makers – so it’s understandable that tempers fray if there are delays!

Surely, since the first organised ferry in 1790, there have been maintenance and

‘emergency’ issues. The scale has changed, of course, and would have amazed Paul Carew who organised that first ferry. Now, three new 73 car ferries cross the Tamar at peak times, each pulled by two huge underwater chains of 2730 links!

The main daily maintenance issue is that of clearing algae from the tidal beaches (actually slipways) – it has to be swept, collected and dumped away from the river. This constant task was fulfilled by a 2WD tractor. But, there are heavier jobs quite impossible for a 2WD machine. Each year, one of the 41 ton chains has to be pulled through the water and replaced. The 12 ton counterweights which tension the chains run in vertical shafts and they have to be pulled out for maintenance.

These jobs required the hire of a big 4WD tractor, other work required a platform hire, then there was occasional lifting for replacement of hydraulic parts that needed a crane hire. This all added up to a big bill for Technical Supervisor, Stuart Stroud.

“Hiring equipment was costing more and more each year” confirms Stuart “When we talked with one of our suppliers, C R Willcocks, we realised there was a machine that could do ALL of these jobs – a Merlo!”

Bill Smith has driven the Panoramic P36.7 Plus for much of its 560 hours over the

last year. He is unequivocal in its praise; “Absolutely brilliant” he says “Fantastic visibility and the hydrostatic drive is both super powerful and a huge safety boon in the holiday season when threading your way through a queue of traffic and pedestrians that may do anything! We change a chain every year by pulling it through the ferry and I reckon this machine is ten times better than the way we did it before.”

Regular maintenance is, however, only a part of the Merlo’s function. “Its major attraction to us” says Stroud “Was its versatility and ability to instantly change attachments to suit a need. If a hatch needs to be lifted, it’s not a safe four-man job but the Merlo does it in a tick. And the sideshift makes replacing the hatch very simple and safe. We can instantly fit the platform (this Panoramic has foam-filled tyres) or a lifting hook, to get into wherever there is a mechanical problem. We simply cannot have downtime in this job!”

So, it’s versatility that’s the key. The ability to rapidly change attachments to meet a need and the reduction in hiring is saving Stuart’s budget some £2000 every year. The reduction in aggravation in keeping the ferries moving is incalculable.

And Bill, with a glint in his eye says “It’s very good in moving dead cars and trucks, too!”



The Multifarmer - built for this particular job?

Rod Dearsley's application is so perfect for the Multifarmer that you could be forgiven for thinking that it was designed especially for him - he does!

Prince William Farm, at Wereham near Downham Market, might have been the farm around which Merlo designed their unique Multifarmer. East Anglia conjures up visions of huge arable farms, but there are many smaller farm units where this tractor/telehandler combination has real merit in making a tough job a lot easier.

At least, that's Rod Dearsley's opinion after trading in his 100HP tractor and (elderly) telehandler for a spanking new 30.6 Classic 2 Multifarmer. "Although I've kept my 120HP tractor for the heavy ploughing, I do absolutely everything else with the Multifarmer" says Rod, "In fact, it was perfectly able to do the ploughing as well but the tractor was fairly new, so I've kept it, too."

Rod's father came to the 200 acre farm in 1944 and Rod now farms it alone, producing potatoes, beet and grain. He is optimistic, saying that farming is still a wonderful life out of which he gets great satisfaction. He admits, however, that 'things' are getting tougher and is obviously delighted with what the Multifarmer has done to relieve his workload.

"It's basically handled everything I have thrown at it" he says "From drilling 150 acres with a power harrow/drill combination, driving the potato harvester (even I was surprised how well that worked with the potentiometer drive adjustment), using the sprayer and so on. It's the machine I prefer to use!"

Rod Dearsley estimates that 30% of the Multifarmer jobs utilise the three point linkage - very much in line with general Merlo experience - and rates the towing and road performance as excellent, thanks to the hydrostatic transmission.

His choice was the Classic 2 version of the Multifarmer, with analogue instruments and controls (the alternative Top2 model has Merlo's MERlin digital control system and full draft control). Opting for the more traditional approach, Rod has found little real need for the draft control on his size of operation, and is more at home with familiar instrumentation.

Overall, it would be difficult to find a more satisfied customer than Rod, both with what the Multifarmer has done for him and with the service from local Merlo dealer B W Mack at



1 Rod very successfully used his Multifarmer to drill his 150 acres - no problem at all!



2 Handling boxes is a continuous task



3 Handling on the road is "just like a tractor"

4 Rod is no lightweight, but finds the Multifarmer as comfortable as his tractor and "easier to get in and out"!



The Annual Thorough Examination

PUWER98 requires an annual Thorough Examination by a Competent person - but exactly who is 'competent'?

Merlo UK technical Consultant, Chris Oliver, has been very involved in the creation of a Competent Person training programme within the UK forklift industry.

Merlo have a great interest in promoting the Thorough Examination through the dealer network. Twenty five Merlo dealers have so far signed up to the CFTS Accredited Scheme. Each dealer has at least two approved competent persons (engineers) who have met the requirements under PUWER 98 to carry out Merlo Thorough Examinations through their in depth product knowledge gained through the Merlo Training Programme.

You could think of the Annual Thorough Examination as a Fork Lift Truck's equivalent of a car's MOT test. Just as a car needs to be tested, and must hold a current MOT certificate, a fork lift truck* needs to be examined and must hold a current Report of Thorough Examination.

But for fork trucks the law is more demanding: examination is required as soon as the truck is a year old - and maybe needed, once, twice or even four times a year, depending on the truck

and its use. Although Thorough Examination has been a legal requirement since 1998, not everybody is fully aware of the obligations it places on truck owners and operators.

For example:-

In **Long-term hire**, it is the operating company - not the company supplying the truck- that is responsible for Thorough Examination.

In **Short-term hire**, both the operating company and the hire company have a responsibility for ensuring that the truck has a current Report of Thorough Examination.

In **Second-hand purchase**, the buyer is responsible for checking that the truck has a current Report of Thorough Examination before using it.

Remember also, that Thorough Examination is not a normal part of routine maintenance. If you want the supplier who services your truck to carry out Thorough Examinations as well, you must make that a part of your contract... And you must ensure that your supplier is competent to carry out these Thorough Examinations

**This means any truck with forks - including all counterbalance, warehouse, telehandling and rough terrain machines. Remember that access attachments automatically mean a six-monthly inspection!*

Red diesel - using farm vehicles on the road

It seems that the vexed question of the use of telehandlers on the roads has now been addressed by Government.

HM Customs and Revenue (HMCR) have issued a Memorandum of Understanding regarding 'The Use of Agricultural Vehicles on Road'. This is not Law, but acts as a guiding document for the parties involved - HMCR, DVLA, NFU and NAAC.

Until now, there has been great inconsistency and misunderstanding of the very complex Law relating to road traffic - none of which was designed to cope with multirole machines like a telehandler.

HMCR have created a new agricultural vehicle category of 'Agricultural Materials Handler', which essentially defines a telehandler, small wheeled loader etc in very similar terms to a tractor, but able to lift rather than just pull.

This does not change the Vehicle Licensing category for a telehandler, but does change its relation to use of diesel, towing and other 'grey' areas.

The good news is that agricultural materials handlers are now officially entitled to the same hydrocarbon concession as tractors ie that red diesel can be used in these vehicles. Full details will become available from the NFU or NAAC for farmers or contractors, but it is important to note:-

- 1 This concession applies only to vehicles SOLELY in agricultural use. Some seemingly innocuous uses are NOT covered eg driving a vintage tractor to an exhibition.
- 2 When hauling farm produce, a distance limit of 24km will apply, the same as the distance limitation upon Operator Licence requirement.

Safer use of work platforms

As founder members of the International Powered Access Federation (IPAF) telehandler working group, Merlo UK is happy to endorse the new 'Clunk-Click' campaign.



Nothing to do with road driving this time, 'Clunk Click' is a worldwide campaign calling for all users of boom type platforms to wear a full body harness with a short restraint lanyard attached to a suitable anchor point ie 'work restraint' rather than 'fall arrest'.

The campaign started as a grassroots initiative by the UK Powered Access Interest Group (PAIG), a joint committee of the Construction Plant-hire Association and IPAF. Major rental companies took the initiative because unnecessary fatal accidents were happening when users were catapulted out of boom platforms because they were not wearing harnesses.

IPAF launched international versions of Clunk Click at Bauma. The campaign has the support of the HSE, Major Contractors Group (MCG) and the Hire Association of Europe.

Floating Harbour – maintained with a Merlo!

The 70 acre harbour in Bristol was the City's original Port. Now the City Council uses a Merlo to help keep it clean

Installing lock gates on a tidal stretch of the River Avon in 1803 freed the harbour from the tides, giving it the name of the 'floating harbour'. As part of a plan to woo shipping away from Liverpool, in 1848 the City Council employed Isambard Kingdom Brunel to improve the docks, including designing four underfall culverts.

Today, the harbour is largely a tourist attraction and houses many museums, nightclubs and Brunel's own SS Great Britain. Bristol City Council has the task of maintaining the harbour and Principal Engineer, Kevin Pomeroy, is charged with the responsibility for its mechanical plant.

"We have a real problem with garbage thrown into the harbour" he says "So we have a series of little barges going around collected all kinds of domestic waste and filling six cubic metre skips. When they return to the dock the skips are lifted out – in the past with a very big forklift."

When Health and Safety considerations required a safety barrier, it was obvious that a simple forklift could not do the job – enter Merlo's four ton capacity P41.7. The telescopic



boom was an obvious advantage – but the drivers were very concerned about the physical size compared to a regular forklift.

"That problem quickly disappeared when they realised just how manoeuvrable the Merlo is and how easy it is to drive" says Kevin "And now it's become a matter of pride for them as it's just so versatile. No-one would want to be without it."

Originally supplied with forks and a carriage-mounted lifting hook, the 102HP P41.7 has already been used to lift off the sluice gate doors (saving on crane hire), lifting smaller vessels into and out of the water, lifting heavy components and even installing pontoons. Now, Kevin is looking at a winch and possibly a working platform to save even more money and time.

Merlo helps to keep the roads clear

With over 400 square miles to keep clear during the winter, Aberdeenshire Council needs a dependable machine. Now the City Council uses a Merlo to help keep it clean

Ellon Roads Depot Manager has been asking for a telehandler for some time, now he has one of 5 new Merlo Panoramic machines purchased by Aberdeenshire Council.

The Ellon Depot has responsibility for some

400 square miles of Aberdeenshire and is Aberdeenshire Council's second largest roads depot. When the winter weather bites up here, gritting lorries are flat out and its no time for dodgy loading machinery.

"We had an old backhoe loader" says Depot Manager Annand Ironside "Which really was starting to struggle. We asked for a new telehandler and the Council has come up trumps with this new Merlo."

The biggest job is clearly salt/grit loading and road snow clearing, so Aberdeenshire Council has purchased four Panoramic P34.7 seven metre lift machines from dealer Ravenhill Ltd in Dyce. They've also bought a 6 tonne capacity P60.10 for loading and maintenance work in the local granite quarry.

These are all tough jobs, so how have they fared? "It hasn't been a difficult winter, to be fair" says Alland "But the only trouble we've had so far has been a small roof leak. With the hydrostatic drive they certainly push well into the salt heap, which can become very tough work. The gritter drivers are all trained to drive the machines and they find that the



hydrostatic transmission is easy to drive and inspire confidence."

As well as a heavy duty 4-in-1 bucket, each Panoramic is equipped with forks for handling kerbing blocks and other depot items, and a snow blade adapted to fit the Merlo Quick-Tac attachment carrier.





The supremacy of ideas

TURBOFARMER

Turbofarmers 3.4t - 4.1t



COMPACT

Compacts 6.4 - 8.2m



MULTIFARMER

Multifarmers 6m - 9m



PANORAMIC

Telehandlers 6m - 18m



DBM

Self-loading mixers
2000-3500 litres



ROTO

Slewing handlers 10m - 25m

CINGO

Tracked carriers
600 - 1000 kg capacity

