

# cranes & access

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December 2014/January 2015 Vol.16 issue 9

Annual rental  
rate guide

A look back  
at 2014

Truck  
mounted  
lifts

Crawler cranes

...New president for Manitowoc...Haessler's WolfLift...new Bobcat telehandlers...

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## On the cover:

On the cover: The 48 metre Palfinger P480 was one of three large two axle truck platforms launched in 2014.



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Truck mounted

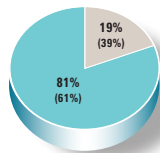
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We take a look at the three manufacturers producing the largest platforms mounted on a two axle, 18 tonne chassis all of which were introduced in 2014, and interview Brian Stead, managing director of Loxam UK.

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With the best response ever, this year's annual survey reveals a positive year for both rates, utilisation and growth plans for the crane, access and telehandler rental companies. Almost 60 percent of companies increased rates last year and more encouraging still, 65 percent plan to further increase rates in 2015.



In the next C&A

The next issue of Cranes & Access, scheduled for mid-February, will feature Batteries, Self-propelled electric and hybrid scissor lifts and Mobile self-erecting tower cranes. If you have any contributions or suggestions, please contact our editorial team.

Crawler cranes 35



Two of the biggest crawler crane launches in recent years - the Terex Superlift 3800 and the Manitowoc MLC650 - are reviewed with the Liebherr LR1600/2's upgraded boom kit. We also take a look at the crawler crane sector and some interesting applications.

A look back at 2014 45

We take a look at the major news reports and events of 2014, as well as listing those who sadly passed away, both in our industry and the wider world. Overall 2014 was a better year than 2013 for most but dogged by continuing uncertainty.

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**Any intelligent fool can make things bigger, more complex, and more violent. It takes a touch of genius - and a lot of courage - to move in the opposite direction.**

*E. F. Schumacher*

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## A better 2015

Our annual rental rate survey confirms that 2014 was a positive year in terms of investments in new equipment and better rental rates, with indications of more of the same this year. The news review of 2014 feature also highlights how manufacturers have been 'pushing the envelope' in terms of wringing more height, capacity and reach out of the same base machine. But could these two trends conflict?

Manufacturers are always keen to develop equipment with a unique USP, such as the best working height or reach, the highest capacities etc... In the past this occasionally resulted in equipment being rushed to market, stretching the manufacturer's capabilities in terms of technical design, materials or production techniques. Accelerating equipment through the design and test stages just to rival a competitor's machine often led to disaster.

Fortunately most manufacturers today - at least in the west - only release new equipment when it is proven and ready to sell, resulting in safer, more reliable machines, satisfying our desire for equipment that offers new features, increased productivity and reliability as well as lower emissions and better fuel consumption.

This month's feature on truck mounted platforms highlights three recently launched lifts mounted on 18 tonne, two axle chassis, yet capable of working heights up to 48 metres. Like the 26/27 metre platforms on 3.5 tonne chassis they push the boundaries and it will be interesting to see how they perform over the coming year.

Truck mounted lifts are just one sector where this is happening. Other areas include 360 degree telehandlers - now up to 35 metres - big self-propelled booms with 58 metres work heights and the ever longer telescopic crane booms on increasingly compact All Terrain carriers.

It is all very well manufacturers ensuring that these 'extreme' machines are fully developed, tested and safe to use, but more importantly are the dealers and rental companies able to supply, maintain and operate them correctly and therefore safely?

For some rental companies the main reason for purchasing such breakthrough products is the publicity and to be the one to have the first, the biggest and best, rather than assessing whether the machine is suitable for its customer base, or if it has the ability to run it safely with its current staff, transport and facilities.

Bigger more complex machines create greater demands - from transporting to site, to maintenance, repair and operator skills - and with self-drive machines customers also need to be able to cope with the size, weights and loadings of the equipment.

The recession, coupled with the low rental rates over the past six years, has left many companies struggling to maintain older equipment. While the improving rates should eventually allow investment in more new equipment, it brings an additional requirement to raise the bar in terms of employee skills, facilities and procedures - at a time when there is a dearth of skilled people to recruit.

Having the biggest or best equipment is all very well, but without trained, skilled and experienced people it can be counterproductive.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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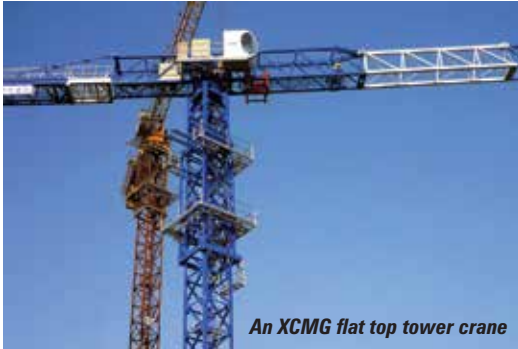
## Schwing tower cranes

Concrete pump manufacturer Schwing Stetter is to enter the tower crane market in India. The company will start with two models - the 35 metre high, five tonne capacity XGT63YD (5013-5) and the 50 metre six tonne XGT100YD. The cranes will be supplied by Chinese equipment manufacturer XCMG, which holds a 60 percent stake in Schwing Stetter's German parent, the Schwing group.

The cranes will be branded Schwing-XCMG and will initially be imported complete from China. However the intention is to manufacture an increasing proportion in India with plans for around 80 percent of the crane to be built locally within a year. The company will take a decision within the next six months regarding the need for an additional facility to build cranes.

Schwing Stetter (India) managing director Anand Sundaresan said: "The launch marks the diversification of the product base for the Indian subsidiary ready for the anticipated growth in infrastructure development and construction industry here."

The company has said that the five tonne unit, XGT63YD (5013-5), will be priced at about R6 million (\$96,000) with the six tonne XGT100YD at R9 million (\$145,000).



An XCMG flat top tower crane

## Hewden CEO resigns

Kevin Parkes, chief executive of UK rental company Hewden is leaving the company later this month. Parkes took over the top job at Hewden in 2009, following its acquisition by private equity firm Sun European Partners.

"It has been my pleasure to lead Hewden over the past six years, through challenging times we have radically reorganised and rebuilt the business, relentlessly executing our strategy so Hewden is best placed to take advantage of the recovering market," he said. "I wish Hewden well as they transition in time to a new leader. A process I will fully support over the coming months."



Kevin Parkes

## AFI acquires Altitude Access

UK access specialist AFI has acquired East Midlands-based rental company Altitude Access and plans to incorporate the business into the AFI brand. The company - a member of the Access Link - runs a fleet of around 180 platforms from a depot in Mansfield which is also an IPAF approved training centre.

Altitude Access runs a fleet of about 100 platforms



Founded in 1996 Altitude Access is owned by the Michael Burnett and William Thompson families. The company has revenues in the region of £1.6 million. No details of the transaction have been disclosed.

AFI director Steve Williams said: "Existing AFI customers will gain from AFI now having a stronger presence and resource in the East Midlands, and Altitude Access customers will benefit from having access to one of the most modern powered access rental fleets in the UK."

# Terex expands Explorer range

Terex Cranes has expanded its Explorer All Terrain crane range with the addition of the 130 tonne class Explorer 5500. The crane - the smallest in the three model line that includes the 160 tonne 5600 and the 220 tonne 5800 - features a 60 metre main boom with a bi-fold 11.4 to 21 metres extension that offsets by up to 40 degrees.

A 12 metre straight section can be inserted between the boom nose and swingaway for a maximum tip height of just over 88 metres. The crane can telescope up to 24.5 tonnes and there are load charts for three outrigger positions - fully inboard, 4.7 and the seven metres.

The five axle crane has an overall length of 14.3 metres, while the carrier is 12.1 metres long and 2.75 metres wide. The 5500 has many configurable features allowing it to comply with various road regulations, and comes with all wheel steer, and either six or eight wheel drive. The operators' cab can be tilted by up to 16 degrees with touch screen displays providing data such as tyre pressures, brake system and suspension system status.



Explorer 5500

## HTC strike action resolution

Tower crane operators at UK rental company HTC ended their strike threats following a one day stoppage, after accepting a 14 percent pay increase over three years. The agreement has also restored a series of expenses and allowances which the crane operators held prior to 2008. At the beginning of October, approximately 180 HTC crane operators, who were members of the UK construction union Ucatt, voted in favour of three 24 hour strikes in an attempt to restore pay to pre-recession levels.

HTC general manager Dave Holder said: "We are happy that common sense has prevailed and all future planned industrial action cancelled. The latest pay deal gives HTC future certainty on a large proportion of our cost base well into 2017, whilst recognising operator's legitimate pay aspirations."

A HTC crane working in Manchester, UK





## Sinoboom Europe

Chinese aerial lift manufacturer Sinoboom has announced the formation of Sinoboom Europe in Bergeijk, the Netherlands. The new venture is owned by Harold Amendt and Ludo Maenen of Hoogwerkerstunter and will be responsible for the distribution of Sinoboom's scissor, boom and spider lifts throughout Europe, with the objective to set up a dealer network.

It will also be responsible for providing 'round the clock' product support service and a 48-hour spare parts delivery service throughout Europe. The company will operate from the 3,500 square metre facility in Bergeijk, near Eindhoven and is in the process of setting up a new 'IPAF approved' training centre.

The company said: "A great deal of work has gone on behind the scenes in China over the past three years to ensure the machines comply with European legislation. The platforms are now CE, ISO, IAI, ADR and GOST certified and have been inspected by the SGS. All will be given a pre-delivery inspection and a final check in Bergeijk."

Sinoboom - established in 2007 - recently opened a new 200,000 square metre production facility in China, which it claims can produce 50 boom lifts a month and up to 50 scissor lifts a day.



Machines at the recent Sinoboom Europe launch

## Weyers takes the helm at Manitowoc Cranes

Larry Weyers has been appointed president of Manitowoc Cranes, taking over from Eric Etchart who moves to a new role as senior vice president, business development for the Manitowoc group. The changes took effect earlier this month.

Etchart took over as president of Manitowoc Cranes from Glenn Tellock in May 2007, after he was promoted to group chief executive. Weyers was global executive vice president for Manitowoc Cranes following a promotion and reorganisation in January 2014. He joined the company in 1998 and has held various management positions since then, including executive vice president of Crane Care.



Larry Weyers (R) and Eric Etchart

Manitowoc has also announced the retirement of Mark Beffel, vice president, operational excellence at the end of the month. Josef Matosevic, currently executive vice president of operations and procurement will assume his role and will lead the Manitowoc Company's manufacturing, quality, and safety initiatives.



## First Jekko SPX 1275CDH

Italian mini crane manufacturer Jekko has shipped its first 7.5 tonne SPX 1275CDH tracked mini crane to its Netherlands-based distributor for the Benelux region, Hocap.

The SPX-1275CDH has a five section 17.7 metre main boom with a 19 metre maximum tip height, at which it can handle 1,700kg. An 8.8 metre telescopic extension takes this up to 27.8 metres at which it can handle 900kg. The outrigger base can be set from a minimum 3.36 x 3.36 metre footprint up to 4.6 x 4.6 metres, while the tracks extend from 1.45 to 2.05 metres at which it can pick and carry up to 2,000kg. The unit is operated via a Scanreco radio remote controller as well as the regular control station. Power comes from a choice of Isuzu diesel or electric motor.



The main control station

## Wolf Haessler returns to access

Wolf Haessler, the founder and previous owner of Skyjack, has decided to re-enter the access market with the introduction of an unusual compact self-propelled platform called the Wolffift.

The new machine has a platform height of six metres but uses a massive four stage box section mast driven by four electric motor driven rack and pinion drives. The regular scissor sized platform sits within the final section of the mast. Its 800mm width and 1.5 metre length is similar to 19ft scissor lifts. Drive is via two vertically mounted electric motors, powering the wheels through an elaborate gearbox allowing the motors to sit almost at waist height.

Haessler claims that the unusual machine is totally free of hydraulics and has greater platform rigidity than a regular scissor lift of the same size. Maximum capacity was initially reported as 113kg but should be significantly higher as testing has not yet been completed. Stowed height is a competitive 1.98 metres.



The extended Wolffift, certainly looks different



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The six tonne 11CJ132 flat top top crane was launched at Bauma China



## New Linden flat-tops

Spanish tower crane manufacturer Linden Comansa has announced two new flat-top tower cranes. The first is the 21C335, a replacement for the 21LC290 which dates back to 2002, it will be available later this month. The second, the six tonne 11CJ132 from Chinese joint venture Comansa Jie was launched at Bauma China in November.

Available with a maximum capacity of 12 or 18 tonnes, the new 21C335 has a maximum jib length of 74 metres and free standing heights of up to 64.5 metres. The 18 tonne version can lift its maximum capacity to a radius of 19.6 metres and take 6.6 tonnes out to 50 metres. Features include the company's Effi-Plus high speed hoist mechanism and its PowerLift system which provides a 10 percent load chart improvement at reduced speeds.

The six tonne Comansa Jie 11CJ132 is the first - and smallest - model in the company's new CJ1100 series.

Jib lengths range from 30 to 60 metres with a maximum free standing height of 57.4 metres which can increase to more than 108 metres with the combination of different types of tower sections. Fitted with the PowerLift system, the crane can lift 1.3 tonnes at the 60 metres jib tip.



The new 21C335 flat-top crane will replace the company's 21LC290.

## One million PAL cards

A prize-draw to celebrate the millionth PAL card issued has been announced by IPAF. It has also confirmed that all PAL cards issued from 1st January will be machine-readable PAL Smart cards. The prize draw is free to enter for valid PAL card holders by inputting their card details online at: <http://www.ipaf.org/checkpal>. The first five cards to be drawn will win a free trip to the IPAF Summit and awards dinner in Washington, DC on March 25th and 26th. The prize includes free flights, accommodation and a ticket to the gala dinner. The draw closes on 26th January with the winners announced on 1st February.

The Smart PAL card incorporates a wireless chip which stores basic operator information, including the categories they are trained in. The data can be read by a card reader fitted to platforms, which can be programmed to restrict use to those trained to the respective machine category. The data can also be used to track who has used a machine as well as the duration, which will help prevent fraudulent use.



## New Manitou mast boom for Oz

Manitou is launching a special version of its 10 metre mast boom for the Australian market. The new lift - the 100VJR Aus - will fully comply with the latest Australian standards. The unit combines the 100mm wider US market ANSI chassis - for an overall width of 1.1 metres - with the European CE superstructure. The new machine will have a two man 200kg platform capacity for both indoor and outdoor duties, rather than a limited one man outdoor rating. The new unit also includes the CE built-in overload cut out device.

Manitou Australia has also appointed Kookaburra Equipment Sales as a national dealer for its aerial lifts. Kookaburra - owned by Rick Mustillo of IPS - has a non-exclusive distribution agreement for the Maniaccess range, while Manitou's telehandler dealer network will also continue to sell access products and provide product support for all machines.



Manitou is launching a new Australian market version of its 100VJR mast boom.



## New Bobcat telehandlers

Bobcat has unveiled replacements for its 10 and 12 metre telehandlers - the 3.5 tonne/10.3 metre T35105 and T35105L - both of which have a 6.88 metre maximum forward reach and the 3.6 tonne/11.87 metre T36120SL, which offers a forward reach of 8.2 metres.

The new models incorporate many of the changes introduced on the TL360/TL470 compact units and 14 to 18 metre T40140/T40180 models launched in 2013. The T35105L features a frame-levelling system, while the T36120SL incorporates both stabilisers and the frame-levelling system.

The T35105 has neither.

Improvements include a new cab with improved visibility, a new dashboard with digital display and ergonomic controls, including a joystick with integrated forward/reverse control for improved productivity and greater safety. The units are fitted with an overload protection system that Bobcat calls its Aggravating Movement Arrester (AMA) system, because it cuts off all aggravating movements to keep it within the safe working envelope, whatever the attachment and the type of load being lifted.



Largest of the three, the T36120SL includes standard stabilisers and frame levelling.



# Manufacturing error blamed for fatal crane collapse

The Singapore state coroner has found that the luffing jib tower crane collapse at the city's National Gallery last year was due to a manufacturing error. The ruling by state coroner Marvin Bay said: "The luffing jib sheave bores did not comply with design specifications, being 0.33 to 1.28mm larger than the parameters allowed, resulting in an excessively loose fit allowing the luffing jib cable to be caught in the sheave and break."

The crane operator Ismail Sias, was found to be fully qualified and had performed all of the required checks before starting work. The five tonne excavator was also well within the crane's 15 tonne capacity for the radius. According to the operator the crane jib started to vibrate as the excavator was lifted, he pressed the emergency stop button, but at the same time the jib dropped onto the building and the part of the counterweight came off. What is not clear is whether the issue on the six year old crane was due to the fitting of incorrect replacement parts, excessive wear or a production supply issue. The official ruling has yet to be published.



The crane after the incident.

## Balcony and upper floor access

Dutch crane and access rental company Peinemann has unveiled an elevated platform exit system for scissor lifts, when working on balconies and other structures where there may be a need to safely leave the platform at height. To use the device the platform is raised to the height



The gate is opened and the operator can climb safely down onto the balcony or upper floor



of the balcony railing and a lateral deck extension rolled out. A folding step/ladder is then extended down inside of the balcony railing and a gate at the end of the extension can then be opened to allow the operator to climb down on to the balcony or upper floor. When extended the platform controls are interlocked. To date the new CE certified attachment is available on 12, 15 and 18 metre scissor lifts including the JLG 3394RT and 4394RT and the Genie GS-5390RT.

Peinemann was looking for a safe solution to the current practice of climbing over the guardrails and railings.

## New German access company

German crane rental company Wiemann Autokrane has established Arbeitsbühnenvermietung Drumann, a new access rental company in Germany. Headed by chief executive Hubert Wiemann and operations manager Dietmar Schröder, the business will be based at the crane company's headquarters in Dortmund.

The company has invested more than €1 million on truck and trailer mounted platforms, including a 17 metre GSR 179T, a 21 metre Palfinger P210BK and a 20 metre Palfinger P300. It has also taken delivery of two CTE truck mounts, a 12 metre Denka Lift Junior 12 as well as a 15 and 18 metre Dino 150T and 180T trailer lift.



Drumann taking delivery of some of its new truck and trailer mounted lifts.

## Big knuckle for Skaks

Skaks Specialtransport of Rødskro, south west Denmark has taken delivery of a World Power Erkin 375.000 heavy duty knuckle boom crane. The massive crane can lift 13 tonnes to a height of 33 metres, while maximum capacity is 67 tonnes at 5.4 metres. The crane which travels with full counterweight is mounted on a special four axle Nooteboom trailer, coupled to a four axle Volvo tractor unit and sits on its own sub-frame which incorporates the beam and jack outriggers. Skaks runs several World Power cranes including an ER356.000L8, which it says are ideal for machinery moving type applications.



The crane is mounted on a four axle trailer pulled by four axle tractor unit. The unit travels fully rigged.

## Terex Cranes takes all of Topower

Terex has acquired 98 percent of the shares in its Topower crawler crane joint venture in China and says it has major expansion plans including adding larger models with capacities up to 600 tonnes. Terex formed the venture with privately held Shandong Topower Heavy Equipment Company in 2011, but says that managing the operation as a joint venture was not easy and not the best for the business. Since the venture was formed the company has been working on upgrading the Jinan factory.

A Terex Topower crawler crane - the Powerlift 5000



# Altalink adds first Palfinger P650i

Canada's largest electricity transmission company Altalink - now owned by Berkshire Hathaway Energy - has taken delivery of the first 65 metre Palfinger P650i fully insulated truck mounted lift in North America, from the Canadian division of Houston-based crane distribution group CraneWorks. The P650i was first produced in May 2013 as a 'special' for Australian rental company Lincon but was recently launched on the North American market.

The Palfinger is capable of working on live power lines and offers up to 27 metres of outreach and a 500kg platform capacity, making it ideal for working on transmission towers of up to 50 metres. The unit was mounted on a five axle Western Star heavy duty truck at the Palfinger Platforms factory in Germany.

Chris Roberts, president of CraneWorks Canada, said: "This is the first aerial, insulated device available on the market and was a joint project between Palfinger, ourselves and Altalink. The business is evolving and both equipment suppliers along with the manufacturers have to work with the contractors to keep pace with their needs."

The first Palfinger P650i in North America will go to work in Alberta



# Carbon fibre jib

Two Italian companies have collaborated to develop a carbon fibre jib/boom extension for telescopic cranes. Mobile crane engineering veteran Fabio Pavesi, previously the owner of Corradini Cranes, and the production company Eligio Re Fraschini - an international leader in the development of the composite materials for F1 and America's cup racing and aerospace applications - have designed the structure and developed the manufacturing process between them.

The attachment to the boom nose



The 14 metre carbon fibre extension/jib



The 14 metre jib comprises two sections, joined together by steel pins. It pivots on the crane's boom nose in the same way as a regular extension. It can also be used as a single 7.5 metre section. The carbon fibre jib is typically 50 percent lighter than most steel jibs or extensions, helping reduce transport weight and improve lifting capacities. Structurally the jib will support a safe load of 3,500kg and according to the manufacturer has exceeded expectations in terms of deflection and rigidity during a rigorous and extensive test programme. The next stage is to complete the test programme and obtain third party certification.

# Changes at Tadano Faun

Satoru Oyashiki, vice president of German-based Tadano Faun is moving back to Tadano headquarters in Japan after six years in the job. He will be replaced by Akihiko Kitamura who moved to Germany in October. Kitamura has been a Tadano director since 2011. Oyashiki's role as sales and customer support director will be taken over by Rolf Sonntag.



# Palfinger France adds platforms

Palfinger has confirmed that its crane distribution joint venture, Palfinger France, will take over the distribution of Palfinger Platforms Italian produced 3.5 tonne truck and van mounted lifts. Palfinger France - owned by Palfinger and Groupe Vincent - will be responsible for sales and product support through its 120 service outlets. Larger Palfinger truck mounted lifts will continue to be sold direct through Yannick Borgel, and supported through a network of independent agents, with a further 10 outlets due to be added in 2015.



(L-R) Yannick Borgel of Palfinger, Emilie Fraisse of Palfinger France, Paolo Balugani and Laura Garagnani of Palfinger Italy and Mathias Vincent of Palfinger France.

# TVH takes C-Tech

Belgian-based parts and rental specialist TVH has acquired the assets of C-Tech Industries, the US-based manufacturer of original and replacement joystick controllers and other electronic components. C-Tech was founded in 1999 by Greg Greene and is based in Cincinnati, Ohio. It will now serve as a manufacturing division of TVH and will continue to focus on its existing product range and services. In 2011 C-Tech launched in Europe from a base in the UK, but suddenly closed the operation in May last year.



# Gerken acquires Willenbrock access

German access rental company Gerken has acquired the platform rental division of the Willenbrock group, which plans to shift its focus to its fork truck rental business following its acquisition by Linde early last year. Details of the transaction have not been disclosed.

Gerken chief executive Christian Gerken said: "With the acquisition of the Willenbrock work platform fleet we will not only extend our coverage in northern Germany, but also gain another powerful team of experienced work platform specialists, allowing us to expand our customer base within this region still further."





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# Financials round-up

## Liebherr confirms 1% decline

Liebherr is forecasting revenues for 2014 of €8.87 billion, one percent down on 2013. New mobile crane shipments will be close to last year's levels when 1,416 were delivered, while revenues will be slightly higher. Sales of marine cranes are up 20 percent. The group is forecasting a modest rise in revenues for 2015.



## Ashtead soars

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK, has posted first half revenues of £987.3 million 16 percent up on last year, while pre-tax profits jumped 33 percent to £259.2 million. Revenues at Sunbelt Rentals were \$1.37 billion, up 24 percent, while operating profits grew more than 30 percent to \$449.3 million. A-Plant revenues jumped 20 percent to £165.6 million with operating profits increased 71 percent to £29.7 million. First half capital expenditure was £588 million - more than 30 percent higher than in 2013 - helping reduce the average age of the fleet from 29 to 26 months.



## Ramirent revises forecasts

International rental group Ramirent has revised estimates for 2014 downwards and cut capital expenditure by 10 percent. Chief executive Magnus Rosén said: "Due to the accelerating impact on our main markets of geopolitical uncertainty combined with rapidly declining oil price, we anticipate a moderate decline in net sales in the fourth quarter. As a result, our investments in the rental fleet are held back. In addition, we are taking further measures to improve performance. Restructuring measures and write-downs are expected to have a €4 million negative effect on fourth quarter EBITA." The company previously expected revenues to be flat.



## Solid progress at SMIE

SMIE the French tower crane anti-collision specialist has reported revenues for the financial year ending March of €5.5 million, an increase of 60 percent since 2011. Net profits for the period were in the region of €550,000 or 10 percent of revenues.



## Lavendon up six

In late November Lavendon issued a third quarter trading statement showing rental revenues up six percent. The UK improved eight percent, thanks to better rental rates and a higher utilisation on larger machines. The Middle East increased 15 percent while Germany fell a further two percent, but returned to revenue growth towards the end of the period. France continued recent upward trends, improving nine percent, while Belgium dropped 21 percent, partly due to comparison with a major project within last year's numbers.



## Strong half for Vp

UK-based rental group Vp, owner of UK Forks, TPA and Hire Station, has reported a strong first half, with revenues up 11 percent to £101.3 million, while pre-tax profits jumped 26 percent to £15.5 million and net debt dropped from £65.4 million to £53 million. Telehandler rental division UK Forks increased revenues by nine percent to £9.13 million and operating income by 54 percent to £2.3 million. The division spent £5.2 million on new telehandlers in the first half, up from £3.8 million last year. The TPA temporary road and matting division saw revenues slip seven percent to £9.29 million, while operating profits dipped 25 percent to £2 million. The Hire Station, which includes low level and compact powered access, managed to boost revenues 13 percent to £36.1 million, while operating profits leapt 78 percent to £4.8 million.



## NEFF goes public

US rental company NEFF floated on the Nasdaq stock market in late November, selling 10.47 million shares at a launch price of \$15 a share, valuing the business very roughly at around \$350 million. The company also gave the underwriters a 30 day option on a further 1.57 million shares at the same price. The shares were trading at \$11.29 as we went to press, after peaking at \$15.78. Previous owner Wayzata maintains a 55 percent stake in the business.



## Profits rise at Tat Hong as sales slump

Singapore-based crane and equipment group Tat Hong has reported first half revenues were down 12 percent to \$317 million, with crane rental falling six percent to \$130.5 million and tower crane rental increasing 15 percent to \$49 million. Pre-tax profits however increased three percent to \$26.7 million.



## Ashtead moves into Canada

Ashtead has made its first Canadian acquisition with Sunbelt Rentals purchasing GWG Rentals for £16 million. GWG was founded on Vancouver Island in 1974 and operates from six locations in British Columbia and Alberta. The company runs powered access, telehandlers and earthmoving equipment.



## Rothlehner beats forecasts

The German-based Rothlehner group has reported that it has exceeded its 2014 target of achieving €30 million, while shipping more than 650 aerial work platforms during the year - levels only exceeded in 2007 and 2008. The company which distributes a wide range of equipment, with an interest in PB Liftechnik now also manufactures Denka trailer and atrium lifts. It says that it is cautiously optimistic for 2015.



## First Maeda articulated crane

The first European production units of the new Maeda articulated boom spider crane have arrived in Europe. The MK1033CW-1 spider crane was first seen as a concept machine at Bauma 2013 and features a three section main boom plus three section telescopic jib/top boom, giving an up and over height of around 7.5 metres. It has a 995kg maximum capacity at 1.3 metres radius and a maximum working radius of 9.9 metres with 180kg on the hook. Maximum lift height is 11.3 metres. The optional hydraulic winch has a capacity of 850kg.

The MK1033CW-1 has a 7.5 metre up and over height.

At 750mm wide and 1,955mm high the MK1033CW-1 fits through a standard doorway.



## Michelin opens US facility

Michelin has invested \$50 million in a new manufacturing facility in Piedmont, South Carolina to produce its innovative Tweel X, SSL and Turf tyres. The Tweel (amalgamation of the words 'tyre' and 'wheel') is an airless tyre designed for the construction, agricultural and recycling industries. Its rigid hub is connected to the outer tyre wall and tread by deformable polyurethane spokes. The company said it offers a combination of excellent traction, comfort and stability while eliminating the risk and cost of punctures.



## Dino appoints Reachmaster

Finnish aerial lift manufacturer Dinolift has signed a distribution agreement with Reachmaster to cover North America, including Canada and Puerto Rico.



Ebbe Christensen of Reachmaster and Karin Nars of Dinolift

The partnership will be officially launched at the American Rental Show in late February when the two companies will show a unit from the three model Dinolift RXT range of semi self-propelled, RT boom lifts. Reachmaster also sees strong potential for the Dino trailer lift range.

Reachmaster was originally established to sell Falck Schmidt spider and atrium lifts in 2001 and now also distributes, Denka and Bluelift platforms along with Galizia pick & carry cranes, R&B spider cranes, Winlet glass handlers and PB Lifttechnik scissor lifts.

The Dinolift RTX



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• **Dorothy Mort** 1930-2014 a pioneer of the UK powered access industry has died.



**Dorothy Mort**

• **Palfinger Platforms** has confirmed that **Palfinger France** will distribute its 3.5 tonne truck mounted lifts.

• **TVH** has acquired the assets of **C-Tech Industries**.

• **Parcom Capital** has taken a majority stake in **Barge Master**.

• **Manitex** and **Terex** have completed the **ASV** joint venture.

• **JLG** has promoted **Jeff Ford** to director of global strategy and business



**Jeff Ford**



**Corey Romano**



**Paul Kreuzwiser**

development and appointed **Corey Raymo** as product director boom lifts. **Paul Kreuzwiser** joins as the global category director for scissor and vertical lifts.

• **Qatari Industrial Equipment** has taken delivery of an **Ormig** 10 tonne metre pick & carry crane.

• Members of Germany's **PartnerLift** ordered €6.5 million of new platforms.

• Online auction house **IronPlanet** is to merge with **Associated Auction Services**.

• **Niftylift Germany** has appointed **Riego Meininger** to head-up sales in southern Germany.



**Riego Meininger**

• UK rental company **Lifterz Cranes** has been liquidated.

• **Dingli** has appointed **TüV Rheinland** to provide third party **CE** certification.

• Missouri-based **Carson-Mitchell** has purchased a 300 tonne **Grove** GMK 6350.

• **Hiab** has sold its 75 percent stake in **Hiab Mexico** to partner **CIPSA**.

• **Louisville Ladder** and UK-based **Lyte Industries** have announced a new trading partnership.

• Hungarian crane rental company **Dunagep** has taken delivery of a **Terex** AC500-2.

• German crane rental company **Schmidbauer** has taken delivery of three **Liebherr** All Terrain cranes.

• **Tadano America** has appointed **Garrod Hydraulics** as its hydraulic cylinder repair partner.

• Wholesale rental company **US Markets** has launched a used equipment business headed by **Mike Ferguson**.



**Mike Ferguson**

• **Genie** has appointed Dubai-based **Manlift** as official dealer for India.

• German port operator **Eurogate** has ordered 15 **Terex** NSC 634E straddle carriers.

• The European subsidiary of **OTR** has changed its name to **OTR Wheel Engineering Europe**.

• California-based **Heavy Equipment Rentals** has acquired **All American Rental**.

• **Scheurer** has purchased the first battery-powered **Hinowa** LightLift 20.10 IIS spider lift in Germany.

• **Richard Steele** 1949 - 2014 UK-based **IPAF** auditor has died after a long illness.

• **Ramirent Finland** has taken delivery of five 83ft platform height **PB S270-24E 4x4-D** scissor lifts.

• Irish rental company **Clerkin Elevation** has ordered a 72 metre **Ruthmann** T720 truck mounted lift.

• **Øyvind Emblem** has been appointed managing director of **Ramirent Norway**.



**Øyvind Emblem**

• UK rental company **MTS** has taken delivery of five **Bobcat** telehandlers.

• Saudi Arabian rental company **Expertise Industrial Services** has purchased a **Link-Belt** RTC-8050 Series II.

• **Compact Lifting Solutions** has appointed **Ben Windass** as managing director.



**Ben Windass**

• **Deutz** has signed a co-operation agreement with the Czech tractor manufacturer **Zetor**.

• **Manitowoc** has appointed **Darwin Cranes & Machinery Services** as **Crane Care** dealer for Northern Territory, Australia.

• **Manila North Harbour Port** has ordered six **Terex** rubber-tyred gantry cranes.



**Alexander Böcker**

• **Böcker** has confirmed **Alexander Böcker** as its new managing director.

• **Maxim Crane Works** has promoted **John Werner** as vice president sales for the Northeast region.

• Equipment dealer **W. M. Rose & Sons** has opened a new depot at East Linton, East Lothian.



**Clive Jones**

• **Andover Trailers** has appointed **Clive Jones** to a new role as head of trailer sales.

• **Marcus Transport** has taken delivery of the first **Idrogru** KT160.29 truck crane in Germany.

• Rental company **Guindastes Tatuapé** has taken delivery of the first **Liebherr** LTR 1220 crawler crane in Brazil.

• Singapore heavy lift company **Tiong Woon** has purchased five **Grove** GMK6300L AT cranes.

• **JCB** will supply **Terex** with engines for its UK dumper production.

• Louisiana-based **Bengal Transportation Services** has taken the first **Terex** Explorer 5800 in the USA.

• Germany's **Max Bögl** has taken delivery of a third 1,200 tonne **Liebherr** LTM 11200 9.1.



**Dieter Freisler**

• **Wacker Neuson** has appointed **Dieter Freisler** as regional president Europe.

• German crane rental company **Richard Kölich & Sohn** has taken delivery of a 90 tonne **Tadano** ATF 90G-4.

• **Empire Crane Company** of New York, has appointed **Shelly Korb-Gayring** as marketing director.

• UK-based **AGD Equipment** has taken two **Sennebogen** crawler cranes into its rental fleet.

• Scottish marine inspection company **IMES** has appointed **Ewan Giles** as business development manager.



**Ewan Giles**

• UK rental company **Shorts Group** has acquired **Harrison Tools & Plant Hire** of Milford, Surrey.

• UK-based **ABA Crane Hire** has taken delivery of a **GMK4100L**, its 13th **Grove** crane.

• **Hertz** has appointed **John Tague** as chief executive.



**John Tague**

• **Collé Rental & Sales** has taken delivery of **Genie** S-100HD and S-120HD shipyard booms.

• **Socage's** dealer in Ecuador **Autoelevación** has taken delivery of a **forSte** 10A truck mounted lift.

• German rental company **Starlift** has taken delivery of a number of **Ruthmann** truck mounted lifts.

• **Talbert Trailers** has appointed **Ross McKenzie** as a sales manager.



**Ross McKenzie**

• **Haulotte UK** has appointed **W. Hall** as dealer for Northern Ireland.

• German rental company **Castell** has taken delivery of a 30 metre **Teupen** Leo 30T spider lift.

• US-based **Acme Lift** has appointed **Greg Richards** as fleet manager and **Chelsea Myrick** as rental co-ordinator.



**Greg Richards**

• UK rental company **Advanced Access Platforms** has appointed **Alec Ullmer** as sales manager.

• **Krandienst Schulz** has taken delivery of a **Liebherr** LR 1600/2.



**Chelsea Myrick**

• **Palfinger Sany Mobile Cranes** has won a \$6.4 million contract from **Yapi Merkezi** for an Ethiopian rail project.

• US rental company **Marks Crane & Rigging** has acquired **Neff Cranes & Rigging** of Lubbock, Texas.

• UK rental company **Chippindale Plant** has acquired **Wilmslow Plant**.

• **Port Edgar Marina** has taken delivery of a **Manitou** MRT 2150+ telehandler.



**Debbie Dickinson**

• US-based **Crane Industry Services** has appointed **Debbie Dickinson** as development director.

• **Kobelco Cranes** will exhibit for the first time at **Vertikal Days** in 2015.

• UK-based **Star Platforms** has joined the **Access Alliance**.

• **Gerken** has taken delivery of a **Genie** SX-180 boom lift.

• **IPAF** has opened an office in China and appointed **Haulotte China** as its first training centre in the country.

• **Jan Denks** of **Bronto Skylift** has been appointed sourcing director.



**Jan Denks**

• **Potain's** Spanish dealer **Ibergruas** is the new **Potain** dealer in Mexico.

• **Skyjack** founder **Wolf Haessler** has launched a new aerial lift concept.

• **ML Holdings** has ordered five **Terex** AT cranes for its **Cranes Service** and **Marks Crane & Rigging** operations.

• **Hertz Equipment Rental** has opened a dedicated used equipment sales branch in Orlando, Florida.

• The **Crane Industry Council** of Australia has appointed **Brandon Hitch** as chief executive.



**Brandon Hitch**

• Denmark's **City Lift** has taken delivery of a **Denka** Lift Junior 12 trailer lift.

• **KBW Investments** owner of **Raimondi** cranes has acquired **Arcadia Engineering** of Romania.

• UK rental company **Marsh Plant** has ordered four new **Tadano** AT cranes.

• **H&E Equipment Services** has opened a **Manitowoc Encore** re-manufacturing facility in Louisiana.

• **Collé Rental & Sales** has taken delivery of a 180ft **Genie** SX-180 boom lift.

• US rental company **Admar Construction** has acquired **Knickerbocker Equipment** of Erie Pa.

• Saudi Arabia's **Hertz Dayim Equipment Rental** is opening in Qatar.

• **Bronto** has appointed **Jukka Koironen** as sales and marketing director.



**Jukka Koironen**

• German rental company **Schmid Hebebühnen** has taken delivery of a **Palfinger** WT450 truck mounted platform.

• UK rental company **Mainline Access** has added two 106ft **Holland Lift** scissor lifts to its fleet.

• **Carl Icahn** has acquired 7.7 percent of **Manitowoc** and advocated splitting the company.

• Indian rental company **Mtandt** has appointed **Pradeep Agarwal** as group chief executive.



**Pradeep Agarwal**

• **Richard Miller** has joined recently launched UK rental company **Star Platforms** as joint managing director.

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# Maxing two axles?

Over the past six months, the three leading European truck mounted platform manufacturers - Bronto, Palfinger and Ruthmann - have all introduced a new two axle 18 tonne GVW product in the 47 to 48 metre working height range. The following article takes a detailed look at each of them and compares key performance data.

The lure of being the biggest, highest, fastest, strongest etc. is a driver for many individuals and companies - just take a look at the popularity of the Guinness Book of World Records. When it comes to truck mounted lifts there appears to be a similar competition between the major manufacturers.

Maximising working height on the 3.5 tonne chassis was all the rage a few years ago, with Ruthmann holding the 'top dog' spot with its 27 metre working height TB270. However most customers buying lifts on 3.5 tonne chassis prefer to stick with models in the 20 to 22 metre range which give a good combination of price, a stable secure feel to the platform while offering a little payload on the truck within the legal gross vehicle weight. Biggest does not necessarily mean best or best seller. In fact when looking at platforms from around 25 metres and up, most buyers tend to choose a larger chassis - 7.5 tonnes for example. This takes the machine out of the self-drive market in many countries, but as platform heights increase, the lift is more likely to be operated by a dedicated driver, and the larger chassis gives more capacity for carrying outrigger mats, tools and a few people.

Until now most buyers looking at larger lifts, have gone with either a 35 to 40 metre platform on two axles or moved up to 50 to 60 metres on three axles. The introduction of these new models has of course created a good deal of interest in the 45 to 48 metre height range on a two axle, 18 tonne chassis, which manufacturers say offers the best combination

of performance with compact dimensions and lower running costs. In addition to the new products from the manufacturers already mentioned - Palfinger, Ruthmann and Bronto - we will look at Italian manufacturer Socage which has considerably expanded its larger truck mounted range and has also just launched a model in this sector.

## Bronto S 47 XR

Bronto Skylift launched the 47 metre S 47 XR at Apex in June last year, the latest and the smallest of its three model XR (eXtreme Reach) range, which includes the 56 metre 56 XR and the 65 metre S 65 XR. Bronto says the development of the XR Range was prompted by customer feedback, and has resulted in lighter more cost-effective platforms, using a completely new design giving larger working envelopes for the size of the chassis. This translates into a 20 percent better working heights, 15 percent more outreach (up to 28 metres) and a 35 percent greater working envelope. The S 47 XR offers 15 metres up and over reach, fully independent movement of the top boom, a 'Sky-Jib' with 180 degrees of articulation, 180 degrees of platform rotation and Bronto's B+ Geometric Control System.

Longer outrigger jack cylinders allow the machine to level on slopes of up to 10 degrees, without extra cribbing and it has fully automatic variable outrigger positioning with a 30 second set-up time. Platform capacity is 700kg but the machine can lift 2,000kg on the lifting eye fitted at the top of the main boom, 1,300kg with the boom winch and 300kg with the basket winch. Bronto says the unit, which is



under 10 metres long, can be roaded without special permits and can be mounted on two or three axle chassis with rear and all-wheel drive as well as hydro drive. Improved serviceability features include grease fittings on all bearings, TeleControl remote diagnostics and calibration, quick-fit energy chain module, standardised components, Skylift Fleet service

and user interface and B+ anti-theft protection.

## Palfinger P 480

Another Apex launch was Palfinger's first model in its new 'Jumbo NX' (next generation) class - the P480. With a working height of 48 metres it - along with the Ruthmann T480 - is the highest platform available on a two axle chassis. Its maximum outreach of 31.5 metres is however



*Sogace is the only other manufacturer offering a product in the 47/48 metre two axle sector with its first two machines currently in production. This is the smaller 39 metre 39TJJ*

the best in class - a fair way ahead of the Bronto and Ruthmann, with the Sogace its closest rival at 30 metres. Although the Ruthmann claims 31 metres it is when the boom is directly over one of the four outrigger jacks, not over the side or rear. The new two axle Palfinger features a four section main boom, 17 metre telescopic top boom and new double link articulated 'X jib' which allows up to 240 degrees of articulation. This combined with 400 degrees - 200 degrees left and right - of platform rotation, provides enormous flexibility to position the basket around the work.

The Gross Vehicle Weight of the P480 is 17.6 tonnes which, together with inbuilt storage areas provides room and some capacity for tools, accessories and materials to be carried on the vehicle.

**Ruthmann T480**

Around two and a half years ago Ruthmann launched its first Height performance-series platform - the

Steiger T 460. Since then a range of six models have been launched with working heights from 38 to 72 metres and Ruthmann claims more than 100 platforms have been sold so far.

Its 48 metre T 480 was another Apex launch, and along with Palfinger offers the best working height on an 18 tonne two axle truck. Ruthmann also announced plans to add two more models, including a new 40 metre T 400.

The T 480 has a four section main boom with two section telescopic top boom - both of which use the company's multi-bevelled boom shape - and an articulated jib. Jib articulation is not quite as good as the Palfinger, at 180 degrees. Ruthmann claims a maximum outreach of 31 metres but this appears to be purely when the boom is almost directly over one of the outrigger jacks, giving it an almost square horizontal range diagram. However through most of

its working range, including over the side and rear, it is closer to 28 metres.

**Sogace 47TJJ**

The only other manufacturer offering a product in this 47/48 metre two axle sector is Italian manufacturer Sogace with its new 47TJJ. It is fair to say that in Europe the 'big three' dominate the larger truck mounted lift market, while the Italian manufacturers - although dominating the smaller truck mounted market particularly 3.5 tonnes - have never truly broken into the mainstream European market for larger models. Of the many Italian manufacturers producing larger truck mounts - Cela, CMC, GSR, Isoli and Oil & Steel to name a few - Sogace is the only one with a product in this category size and is currently building two for orders in the US.

Over the past year or so the company has put a lot of effort into its larger range and now has eight models in the TJ/TJJ (telescopic with jib and telescopic with two jibs) range between 35 and 75 metres with models providing 35, 39, 44, 47, 51, 54, 65 and 75 metre working heights.

The TJJ47 uses a shorter three section main boom than the others, but employs a longer top boom, and unusually two articulated jibs which provides a very useful 12 metres of below ground reach, making it suitable for underbridge work. The Sogace may be lower on up and over reach but it does offer an outreach of 30 metres with 100kg platform capacity, although this is only over the front and back of the machine. Over the side this figure is reduced to about 23 metres, significantly less than the other machines, in spite of more than eight metres of outrigger spread, possibly reflecting a heavier boom and jib combination? Maximum platform capacity is on par with most at 600kg.

Standard equipment includes a platform mounted 7" LCD display giving the operator information including a 2D working area diagram, and indicator for the variable position stabilisers - the rears having two hydraulic extensions giving a stabiliser width of 8,830mm (compared to six metres for the Palfinger). The 47TJJ can also be fitted with a jib-mounted hydraulic winch with 900kg load capacity which can be



*Ruthmann has the smaller 40 metre T400 which has the same outreach as its bigger brother the T480.*

used once the aluminium basket has been removed. Standard platform length is 2.3 metres, but this is hydraulically extendable to 3.6 metres, while featuring 360 degrees of rotation.

**Two axle, 18 tonne GVW platforms**

While these units offer the maximum working height from a two axle chassis, the most important figure for many end users is outreach and platform capacity, rather than working height. Looking at the outreach claims and the range diagrams supplied by each manufacturer, it would appear that there are some very long-armed users working in extended rotated baskets etc... when maximum outreach was calculated. We have included the 'claimed' maximum outreach of each machine however we have also used the charts to come up with the maximum outreach with maximum capacity which may give a better idea of each platform's performance.

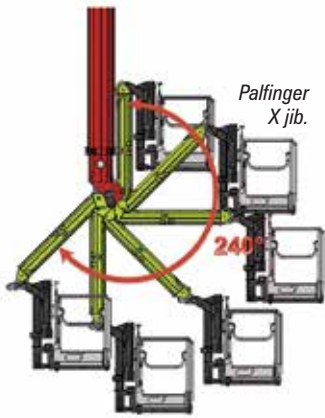
Allowing for the variations in the charts it would appear that the Palfinger P480 still has a half metre advantage (at 22.5 metres) over the Bronto XR, although the Bronto has an additional 100kg of capacity



*On paper the Palfinger P480 appears to have the best combination of specifications.*



*The Bronto platform mounted boom winch*



(700kg vs 600kg). Both Ruthmann platforms are a good 1.3 metres less than the Palfinger with the same capacity, with the Sogace just a little way (200mm) behind the Ruthmann. Sogace only claims a maximum side outreach of 23 metres anyway, so 21 metres with full capacity is a good result.

Where the Sogace wins is its below ground reach of more than

12 metres which is significantly better than the rest. With its 240 degrees of jib articulation and 400 degrees of platform rotation, the Palfinger platform is clearly the most manoeuvrable at the end of the boom, with the other three having 180 degrees of jib articulation.

Overall, on paper, the Palfinger P480 appears to have the best combination of specifications

- with class leading working height and outreach, good below ground level reach and the most versatile jib. However all three four products clearly offer new levels of performance from a chassis that not that long ago would have been limited to working heights of under 30 metres. It will be interesting to see how they all compare when working in the real world...

#### How they compare statistically

	Palfinger P480	Bronto S 47 XR	Ruthmann T480	Ruthmann T400	Sogace 47TJJ
Max platform height	46m	45m	46m	38m	45m
Max outreach side	28m w/100kg	28m w/ 120kg	28m w/ 100kg	28m w/100kg	23m w/ 100kg
Max outreach over rear	31.5m	28m	27m	27m	30m w/ 100kg
Reach below ground level	-10 metres	- 6 metres	- 7 metres	- 7 metres	- 12+ metres
Maximum outreach side with max capacity	22.5m with 600kg	22m with 700kg	21.2m with 600kg	21.2m with 600kg	21m with 600kg
Platform rotation	400 degrees	180 degrees	180 degrees	180 degrees	360 degrees
Jib articulation	240 degrees	180 degrees	180 degrees	180 degrees	180 degrees
Max platform capacity	600kg	700kg	600kg	600kg	600kg
Cage size	3.88x1.05m	4.7x1.05m	3.82x0.97m	3.82x0.97m	3.6x0.90m
Height	3.93m	3.6m	3.95m	3.95	3.9m
O/A Width	2.5m	2.5m	2.5m	2.5m	2.5m
O/A Length	9.9m	9.9m	9.76m	9.75m	9.9m
Outrigger spread	6.5m	7.0m (4.9m one side, narrow 2.8m)	7.0m	7.0m	8.83m max 5.81 half extended.
Axles	2	2	2	2	2
Total weight	17.6 tonnes	18 tonnes	18 tonnes	18 tonnes	18 tonnes

## THE ONLY ALTERNATIVE TO AN E210PXJ IS ANOTHER E210PXJ

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# Loxam looking to expand

Ever since it made a big splash acquiring market leading powered access supplier PTP in 2000 Loxam has kept a relatively low profile in the UK. This is particularly surprising as the French-based group is the largest equipment rental company in Europe with a fleet of 120,000 machines, with more than 600 branches across 13 countries and revenues of over €800 million. Mark Darwin visited UK managing director Brian Stead at its Nottingham head office to find out more about the UK operation.



In 2013 Loxam got back into the 70m truck market with this Bronto S70 XDT

Being a large multi-national rental company has both advantages and disadvantages. Leveraging best business practices and economies of scale are often offset by having an imposed 'international' culture to the detriment of local initiative. Loxam however allows each country to retain its own culture. Yes, there is a French board and almost 80 percent of revenue is still generated in France, but this is down from over 90 percent five years ago - a combination of acquisitions such as Workx in Holland and several in Belgium along with a slower domestic market.

Loxam originates back in 1967 when it was formed under the name of SAM, creating its business in the Brittany and Loire-Atlantique regions of France. It changed its name to Loxam in 1994. Today the business is owned by a combination of the Déprez holdings, (as largest stakeholder), 3i, Pragma Capital and some Loxam employees. Déprez's daughter extends the family



Brian Stead, UK managing director

involvement being in charge of the powered access division in France. This division is larger than Loxam UK however Stead believes this gives the UK a good foundation for information exchange between the countries.

The group also allows individual countries to take a lead in best practise. The UK for instance is more involved in Health & Safety - secondary guarding for example. The initial group reaction was "why would anyone want to do that?" However it is now mandatory in every country on every new Loxam boom. Managing directors meet



No machine in the Loxam fleet is under eight metres working height

regularly to discuss issues and if they need further clarification they can see it first hand by spending a few days working with another country and this is encouraged by Déprez.

### Loxam in the UK

Loxam in the UK has not been a match made in heaven with a difficult first 10 years. It entered the market with the purchase of PTP (Port Talbot Plant) from Rentokil in March 2000 and still has the original branch in Port Talbot. At that stage PTP was the UK's leading platform company with 16 branches and revenues of £16 million. However between 2000 and 2010 the market expanded fivefold while Loxam UK contracted by more than 40 percent to £9 million. It was an under-performing business with debts of 10 times EBITDA. During that period there were four managing directors - two from France, one from Canada and one from the UK - but none could seem to make it work.

"The main problem I think was the issue over culture and style - trying to run the UK as a mirror of the French businesses," says Stead. "I also experienced this with my previous company Saint Gobain. In 2009 Loxam like many UK companies reacted to the market downturn and sold a significant percentage of its fleet to create

cash and limit its position. It really needed sorting out. I came in with a background of turning companies round, but with industrial experience not access, so it was a bit of a gamble. The previous five managing directors had access experience but did not achieve what was expected so perhaps it was time for a gamble."

Loxam UK was Stead's eighth turnaround - and one start up - but he found the company in a worse state than he initially thought. However it is now back to the level of revenues last seen in 2000 which equates growth of around 65 to 70 percent over the past five years.

"When comparing EBITDA to hire revenues we became a top three player in the group in 2012 out of 11 counties and I expect we will again be in the top three this year out of the 13 counties."

### What had to change?

During the early years 75 percent of the company's business came from construction and it was winning business on price, while not charging fully for damages. Now it claims that construction represents less than 30 percent as it has developed into new areas including industrial - now its largest sector - followed by energy, media and communications.



Loxam currently has 10 depots and although concentrates on booms and scissors added 10 spiderlifts across five depots

"The first unusual thing that struck me was that there were two companies in the UK - one for truck mounted platforms and one for self-propelled - similar to the French business. I created one company dealing with all solutions for working at height, which makes it much easier and more appealing to the customer."

"Combining the companies was not easily accepted within the group but it was persuaded after a 'zero change will give the same results' discussion. Headcount only went down by about 10 percent and all changes were completed within the first six months. Instead of being a smaller scale Nationwide Platforms we decided to go in another direction - the industrial sector. Having reliable machines is key and I set a target of halving breakdowns

over a two year period. After five years we have reduced them by 75 percent. That is a combination of the group providing budgets to enable the machines to be fixed but in many cases disposing of the older machines and replacing with new. We reinvest 60 to 70 percent of the hire revenue in new equipment every year and have done that over the past three years and will do it again in 2015."

"We measure breakdowns regardless of whether it is a customer error. This figure has reduced from 18 percent in 2009 to just under six percent in 2013. In 2014 it will be lower again and that includes 25 to 30 percent caused by lack of customer knowledge or flat batteries. If these are removed around four percent of contracts experience a breakdown in the UK - this figure is better than group and probably very good compared to other UK rental companies."

"When I first came into the business the group saw Nationwide Platforms as our number one competitor. I have never thought that, and today we don't cut across each other at all. On smaller industrial sites it is more likely to be the local independents or where it



**C&a**

**truck mounts**

is a truck mount it is more likely to be companies such as Blade, Elev8, AA Access and increasingly companies such as Clements which has added some trucks. I do not go out to undercut - we have a different business model and it works - enabling us to maintain and reinvest in equipment. I don't think we have one major competitor."

**Under pressure**

"With the exception of the UK and Ireland, Loxam is a general rental company, however I am not under pressure to expand into other equipment," says Stead. "The original plan was to become a top three player in access and then go into general plant. At the moment

that won't change. I was surprised by the ability of the smaller access companies to survive the last recession. One of the attractions for me doing this turnaround was that the sector looked rife for consolidation. When at Saint Gobain I was one of the major players in the building products industry when there was a lot of consolidation, with the top three players ending up with 70 percent of the market so this looked like a big opportunity to do the same. During the recession though companies looked for historic valuations, and now they believe the good times are back ...but I am not so sure.... Some are hanging on by not investing which



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means there is some really horrible looking equipment out in the market at the moment."

So is it time to look at a maximum age on equipment or stricter inspections on older kit?

"Yes I think this recession has put the customer or person operating the machine more at risk because of the quality of the equipment. We have cleaned up our act and now track every machine electronically through the system, flagging age and reliability related issues, based on revenues and maintenance costs by individual machine - and manufacturer - which is important information for future purchasing decisions."

Loxam UK currently operates a fleet of 1,500 machines from 10 branches, with Stead visiting three a week. "I always walk the yard to have a look what is going on. I have a list of machines that have been flagged up, but there is nothing better than a visual check and if not up to standard we sell them on."

### Low level access?

"My business model is based on low loaders and six wheelers and I don't believe it is safe or economic to deliver low level access on those vehicles. Also with 10 depots the distances to customers are too great for a low rental value product, combined with the issue of haulage and call-outs for breakdowns etc. Never say never but you have to invest sufficiently in safety and logistics before getting into that sector. Our original five year plan - which is up soon - was to keep the range of machines tight, but go for depth. The customer's main concern is 'have you got the right equipment when I need it, in the place I want it?' and this is often more important than price."

"We don't supply any machine under eight metres working height and concentrate on booms and scissors. We widened our range this year adding 10 spider lifts - two per branch across five depots - with Hinowa in Scotland and Platform Basket as my choice in England and Wales. Last year we added a 70 metre Bronto truck mount because it was time to get back into that market - the previous 70 metre platform was sold off in 2009."

### Future expansion

The next phase for Loxam UK is to add more depots, each of which it

estimates would involve a £4 million initial investment.

"Our current locations are perhaps not in ideal positions but we don't want to relocate. Perhaps 15 or 16 depots in total would put us within an hour's drive of 85 to 90 percent of the UK customer base. Areas where we are least strong include the South West and South East, Cambridgeshire/Norfolk, north of Teeside and parts of Yorkshire."

"We are looking to add more depots as all the other elements are in place and we are achieving group expectations. The fastest and the best way is through acquisition," he says. "The group has set aside a substantial amount of money - large enough to buy almost any powered access company in the UK - and it is just a matter of finding the right one with the right mix. The average gestation period for an acquisition in building products was two to three years so I would be surprised if anything happens in the short term."

### Van and truck mounts

Loxam UK has 100 van mounted lifts, 50 small - 3.5 tonne - truck mounted lifts and 25 larger truck mounts. The company added three Bronto's last year - with 44, 50 and 70 metre working heights - the 50 and 70 metre units are fitted with cage winches that can lift 300kg panels.

Stead also has three 48 metre Palfinger P480s on order for delivery in March. "We bought these machines because they are compact and flexible. They will be the first of their type in the UK. With the UB40 underbridge units disappearing there is increasing pressure to find solutions for bridge inspections, P480's do not match exactly this need but they have exceptional below ground capabilities. France purchased its first Ruthmann's recently, but they are more construction orientated. The P480 is not widening our range but widening our solutions for the customer." Stead believes this is a very good example of the group working together to share expertise but enabling the final decision to be local.

Loxam also runs the only 65 metre Multitel in the UK and is very pleased with its performance since purchasing it at the end of 2007.

"The Multitel has been a phenomenal unit. It may only have a working height of 65 metres but



Loxam UK has 100 van mounts, 50 small 3,5 tonne truck mounts and 25 larger truck mounts up to 70 metres.



its knuckle positioning means that it can get up, over and down and that is its real specialism. It is used extensively in the petrochemical sector - fitted with Chelwyn valves and spark arrestors - and can get into intricate places the 70 metre cannot. It is coming up to seven years old so we have decided to carry out a major £100,000 refurbishment, which should give it another seven years of service. The unit went away to Multitel a few weeks ago and should be back in operation in February."

As yet it is not common for those operating trucks to make this mid-life refurbishment investment but Stead believes this not only increases safety but it brings with it enhanced customer service through longer life reliability.

### Big booms or trucks?

"I won't be rushing into purchasing a big 150 foot or above boom and I have concerns over companies that are used to renting out small electric scissors adding these big booms. Have they considered if their

customer base can safely operate them? I have concerns about driving an elevated big boom around site when you can't see the ground properly. Some companies are geared up for these machines and some are not. From a safety point of view I would favour a truck because they are inherently safer when in use."

"Our 70 metre is big enough for now, utilisation since it was delivered has been 92 percent - and it is only this low because it was parked on Vertical Days and out of action for a few days without revenue! The bigger platforms are often used on wind farms and we don't chase that market because of the state of some of the access roads. It is a big risk taking an expensive machine designed for the public highway down a forest track."

Stead is now in a position to start expanding and given his past experience it can only be a matter of time before Loxam UK is on the acquisition trail.

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# Positive year for rates and growth

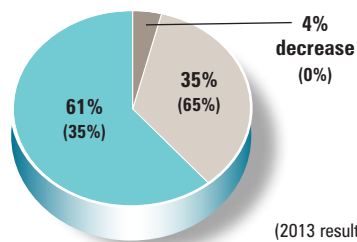
Our annual survey of rental rates in the UK and Ireland has received the greatest response since it began more than 14 years ago, helping provide a even more inciteful view of the market. In addition to the strong response, this year's results reveal that close to 60 percent of crane, powered access and telehandler rental companies increased rental rates over the last year, in some cases by as much as 15 percent. More encouraging still, 65 percent of companies responding said they expect rates to increase further in 2015. The majority of companies also increased fleet sizes this year with 80 percent forecasting further expansion in 2015. That being said, with rates only just beginning to match pre-2008 recession levels, companies remain cautiously optimistic, wary that this recent upturn is a bubble that will burst if subject to a significant prod. Building on previous guides we have once again tweaked the tables based on respondent's feedback in order to provide greater accuracy. The tower crane tables in particular have had a complete overhaul this year.



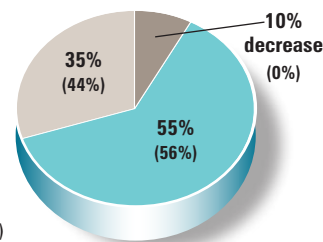
## Crane rates

### Crane hire rate trends

Crane hire rates over the past 12 months have:



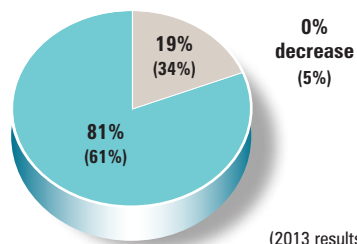
Crane hire rates during the next 12 months will:



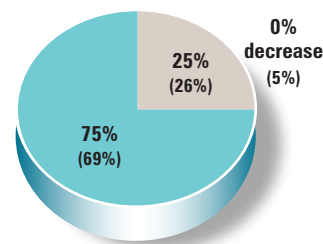
Last year rates remained fairly static, while this year has seen a noticeable improvement according to respondents. Their forecast for next year also looks optimistic, with more than half of companies believing rates will increase further.

## Crane fleet size

Crane fleet size over the past 12 months have:



Crane fleet size over the next 12 months will:



The UK crane hire industry has exceeded last year's expectations with 81 percent of companies responding adding to their fleets during the year. Next year shows no signs of slowing down either.



## Crane rental rates

Daily rates for mobile cranes

From last year rates have gone  
 ▲ up ▼ down — same ■ new category



Crane Size	Average	Lowest	Highest	Ideal
Under 30 tonnes	£380 ▲	£300 ▲	£520 ▲	£428 ▲
30-45 tonnes	£450 ▲	£350 ▲	£600 ▲	£519 ▲
50-65 tonnes	£564 ▲	£450 —	£700 ▲	£636 ▲
70-85 tonnes	£811 ▲	£700 ▲	£900 ▲	£905 ▲
95-125 tonnes	£1,077 ▲	£900 —	£1,500 ▲	£1,325 ▲
135-200 tonnes	£1,845 ▼	£1,350 ▼	£2,800 ▲	£2,322 ▼
210-350 tonnes	£2,630 ▼	£1,800 ▼	£4,500 ▼	£2,750 ▼
350-600 tonnes	£4,066 ▼	£2,800 ▼	£5,000 ▼	£5,500 ▲
Over 600 tonnes	£6,050 ■	£4,500 ■	£7,600 ■	£6,000 ■
Mobile Tower (4 - 5 axles)	£1,266 ▲	£1,200 ▲	£1,300 ▼	£1,566 ▲
Mobile Tower (6 - 7 axles)	£1,850 ▼	£1,750 ▲	£1,900 ▼	£2,200 ▼

## Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	£1,640 ▲	£780 ▲	£2,500 ▲	£3,150 ▲
50-60 tonnes	£1,733 ■	£1,600 ■	£1,850 ■	£2,000 ■
70-80 tonnes	£2,250 ■	£1,600 ■	£2,850 ■	£3,450 ■
90-100 tonnes	£2,550 ▲	£1,950 ▲	£3,000 ▲	£3,975 ▲
120-150 tonnes	£3,150 ■	£2,200 ■	£3,650 ■	£4,813 ■
180-250 tonnes	£5,100 ▲	£4,500 ▲	£5,500 ▲	£5,500 ▲

## Weekly rates for tower cranes

Flat tops and saddle jibs	Average	Lowest	Highest	Ideal
Less than 70 tonne/metre	£583 ■	£500 ■	£650 ■	£717 ■
120 tonne/metre	£825 ■	£600 ■	£1,100 ■	£894 ■
200 tonne/metre	£1,500 ■	£1,350 ■	£1,600 ■	£1,675 ■
300 tonne/metre	£2,150 ■	£1,500 ■	£2,700 ■	£2,600 ■
Luffers	Average	Lowest	Highest	Ideal
Less than 70 tonne/metre	£1,525 ■	£1,200 ■	£1,850 ■	£1,625 ■
100 tonne/metre	£1,500 ■	£1,350 ■	£1,600 ■	£1,800 ■
180 tonne/metre	£1,950 ■	£1,900 ■	£2,100 ■	£2,250 ■
300 tonne/metre	£2,550 ■	£2,400 ■	£2,800 ■	£3,350 ■
Self Erectors	Average	Lowest	Highest	Ideal
Self Erectors	£886 ▲	£625 ▲	£1,500 ▲	£963 ▲

## Weekly rates of other cranes

Crane Size	Average	Lowest	Highest	Ideal
Pick & Carry	£1,231 ▲	£450 ▲	£1,500 ▲	£1,550 ▲
Spider cranes (< 5 tonnes)	£1,460 ■	£650 ■	£3,000 ■	£1,800 ■
Spider cranes (> 5 tonnes)	£1,750 ■	£900 ■	£4,000 ■	£2,100 ■



## Utilisation and percentage of initial cost

### Mobile cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 30 tonnes	68%	50%	85%	0.8%
30-45 tonnes	80%	68%	95%	0.8%
50-65 tonnes	79%	70%	85%	0.8%
70-85 tonnes	72%	36%	95%	0.9%
95-125 tonnes	81%	53%	100%	0.8%
135-200 tonnes	79%	50%	100%	0.9%
210-350 tonnes	77%	60%	100%	0.7%
350-600 tonnes	81%	75%	100%	No Data
Over 600 tonnes	No Data	No Data	No Data	No Data
Mobile Tower (4 - 5 axles)	87%	80%	95%	No Data
Mobile Tower (6 - 7 axles)	88%	85%	90%	No Data

### Crawler cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 50 tonnes	78%	55%	85%	0.8%
50-60 tonnes	62%	40%	85%	0.7%
70-80 tonnes	75%	70%	85%	0.6%
90-100 tonnes	79%	70%	90%	0.6%
120-150 tonnes	85%	80%	90%	0.6%
180-250 tonnes	58%	40%	75%	0.4%

### Tower cranes

Flat tops and saddle jibs	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70 tonne/metre	58%	45%	80%	0.7%
120 tonne/metre	77%	78%	90%	0.7%
200 tonne/metre	90%	80%	100%	0.5%
300 tonne/metre	90%	75%	100%	0.6%

Luffers	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70 tonne/metre	90%	70%	100%	0.6%
100 tonne/metre	95%	90%	100%	0.7%
180 tonne/metre	95%	85%	100%	0.7%
300 tonne/metre	65%	50%	90%	0.9%

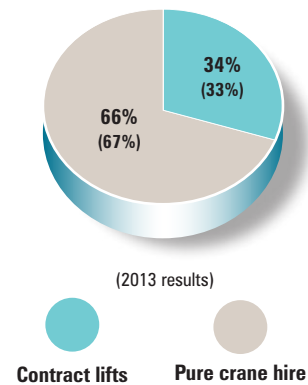
Self erectors	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Self Erectors	73%	60%	80%	0.8%

### Other cranes

Crane type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry	52%	20%	87%	1.5%
Spider cranes (< 5 tonnes)	69%	50%	90%	1.2%
Spider cranes (> 5 tonnes)	84%	70%	95%	1.2%



## What percentage of your jobs are contract lifts?



Only a very minor shift from last year with a third of jobs being contract lifts.



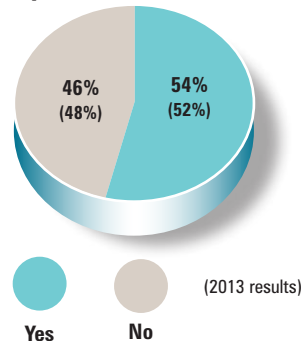
## Who does your Thorough Examinations?



Again, no great change from last year, although what was clearer this year is that most companies use both third party and in-house inspectors.

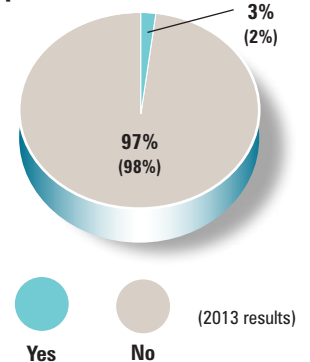


## Would you recommend the crane hire industry to your children?



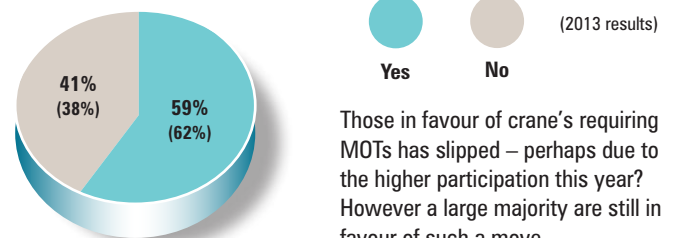
In spite of the more positive response this year, the number of respondents who said yes is only slightly up on last year.

## Do you employ any female crane operators?



With the industry struggling to attract new blood in general, this statistic remains unsurprisingly static.

## Should cranes be subject to MOT's?



Those in favour of crane's requiring MOTs has slipped – perhaps due to the higher participation this year? However a large majority are still in favour of such a move.

## What percentage of your operators are?



## Average fleet age in years

Average	Lowest	Highest
6.7 (6.5)	3 (3)	12 (15)

## Respondant's comments

Rental rates must rise otherwise the end user will continue to disrespect both the equipment and the owners investment. Crane hire companies must wake up and smell the roses or continue to be busy fools working for nothing whilst commanding no respect from either the customer or their employees.

Ed, please feel free to state the obvious if anybody will listen!!!!

As a company we often struggle to achieve the premium required on telescopic crawlers.

Rates are getting a little better but historically they are still ridiculous, the smarter companies are quietly getting a good return.

The big problem with the rental rates is that there are too many big firms cutting the rates to get the work, which has a knock on affect throughout the crane industry.



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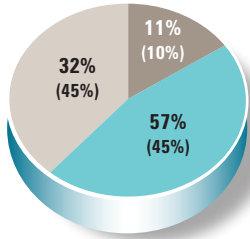
Low level | Scissors | Booms | Towers | Telehandlers



# Powered Access rates

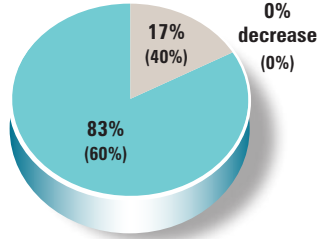
## Rate trends

Access rates over the past 12 months have:



(2013 results)

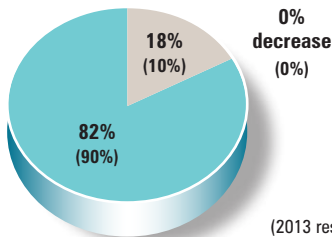
Access rates during the next 12 months will:



A record number of responses this year confirmed the outlook that rental rates are steadily on the rise and fleet sizes are expanding. As the guide covers the Irish market as well as the UK, it is worth noting that some of the 'lowest rates' are from Irish respondents and an indication of the subdued market coupled with a weaker Euro. With the Irish economy growing again, we will hopefully see an improvement in 2015.

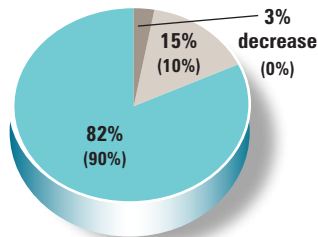
## Fleet trends

Fleet size over the past 12 months have:



(2013 results)

Fleet size over the next 12 months will:



Over half of respondents reported higher rates this year, while everyone polled expects rates to be higher or similar for 2015. Over 80 percent of companies increased their fleets this year, with a similar trend expected in 2015.



## Weekly rental rates by general category

### Electric self-propelled scissor lifts

From last year rates have gone  
 ▲ up ▼ down — same ■ new category

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres	£89 ▲	£40 ▼	£190 ▲	£122 ▲
6 metres (19/20ft)	£93 ▲	£40 ▼	£180 ▲	£136 —
8 metres (26ft)	£121 ▲	£40 ▼	£180 —	£151 ▲
9-10 metres (30-33ft)	£137 ▲	£50 ▼	£210 ▲	£175 ▲
11-12 metres (36-39ft)	£185 ▲	£50 ▼	£270 ▲	£230 —
13-17 metres (42-55ft)	£260 ▲	£175 ▼	£395 ▲	£334 ▲
17-22 metres	£540 ▲	£395 ▲	£625 ▲	£585 ▼
Over 22 metres	£756 ■	£720 ■	£850 ■	£850 ■

## C&A 2014 rental rates survey



### Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arouns	£51 ▲	£30 ▼	£85 ▲	£76 ▲
Portable	£112 ▼	£35 ▼	£185 ▲	£138 ▼

### Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	£149 ▲	£130 ▲	£185 ▲	£189 ▲
9-10 metres (30-33ft)	£167 ▲	£130 —	£225 ▲	£214 ▲
11-12 metres (36-42ft)	£193 ▲	£150 ▲	£240 ▲	£245 ▼
13-17 metres (43-56ft)	£233 ▲	£180 ▲	£300 ▼	£298 ▼
17-22 metres	£246 ▼	£195 ▲	£300 ▼	£302 ▼
Over 22 metres	£775 ▲	£750 ▲	£800 ▼	£925 ▲

### Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	£227 ▲	£200 ▼	£260 ▲	£289 —
10-12.5 metres (32-40ft)	£242 ▲	£200 —	£355 ▲	£299 ▲
Over 14 metre (45ft plus)	£281 ▲	£220 ▲	£450 ▲	£338 ▲

### Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8 metres	£168 ▲	£55 ▼	£225 ▲	£210 ▼
10 metres	£225 ▼	£170 —	£355 ▲	£274 ▲

### Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-45ft)	£229 ▲	£190 ▲	£260 ▼	£286 ▼
15-16 metres (49-52ft)	£259 ▲	£200 ▲	£350 ▲	£324 ▲
17-19 metres (56-62ft)	£345 ▲	£225 ▼	£450 ▼	£412 ▲
20-23 metres (65-70ft)	£379 ▲	£320 ▲	£550 ▼	£447 ▲
24-26 metres (80-86ft)	£550 ▲	£425 ▼	£650 ▲	£669 ▲
Over 27 metres	£1,210 ▲	£1,100 ▲	£1,300 ▲	£1,560 ▲

### Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	£225 ▲	£200 ▲	£260 ▼	£276 ▼
20-23 metres (60-70ft)	£353 ▲	£300 ▲	£423 ▼	£411 ▼
24-26 metres (80-86ft)	£523 ▼	£500 ▲	£570 ▼	£620 ▲
Over 27 metres	£1,088 ▲	£1,050 ▲	£1,100 ▼	£1,337 ▼

## Weekly rental rates by general category - continued

### Trailer lifts

From last year rates have gone  
 ▲ up ▼ down — same ■ new category

Platform Height	Average	Lowest	Highest	Ideal
12-13 metres (30-38ft)	£250 ▲	£175 ▲	£324 ▲	£274 ▲
17 metres (50ft)	£348 ▼	£280 ▼	£400 ▼	£440 ▲
Over 20 metres	No Data	No Data	No Data	No Data

### Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	£458 ▲	£320 ▲	£675 ▲	£539 ▲
16-20 metres	£662 ▲	£400 ▲	£950 ▲	£799 ▲
20-25 metres	£1,010 ▲	£650 ▼	£1,250 ▼	£1,234 ▲
26-35 metres	£1,780 ▲	£1,500 ▲	£2,000 ▼	£2,020 ▲
Over 35 metres	£2,242 ▼	£2,000 ▼	£2,400 ▼	£2,597 ▼



### Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	£345 ▲	£240 ▼	£405 ▲	£405 ▲
13-17 metres	£475 ▲	£302 ▼	£560 ▲	£506 ▲
Over 17 metres	£679 ▲	£650 ▲	£725 ▲	No Data

### Truck mounts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
3.5 tonne chassis	£340 ▲	£195 ▼	£600 ▲	£385 ▲
7.5 tonne chassis	£470 ▲	£295 —	£713 ▲	£506 ▲
36-45 metres	£717 ▲	£500 ▲	£1,050 ▲	£815 ▼
46-70 metres	£1,175 ▲	£800 ▲	£1,525 ▲	£1,356 ▲
Over 70 metres	£2,113 ▲	£1,725 ▲	£2,600 ▲	£2,375 ▲

While rates have improved in 2014 it is still from a low level, and increased costs - deliveries, fuel, maintenance etc - coupled with higher prices for new machines, means that margins are still tight. Although rates are holding up, the general view is that there is still room for improvement.



## Utilisation and Returns

### Electric self-propelled scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	55%	43%	68%	1.9%
6 metres (19/20ft)	73%	50%	90%	1.6%
8 metres (26ft)	74%	50%	95%	1.4%
9-10 metres (30-33ft)	75%	50%	95%	1.3%
11-12 metres (36-39ft)	75%	45%	94%	1.2%
13-17 metres (42-55ft)	69%	40%	90%	1.0%
17-22 metres	72%	44%	90%	No Data
Over 22 metres	79%	75%	82%	No Data

### Push around scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arouns	58%	25%	85%	1.5%
Portable	72%	50%	90%	2.2%

### Diesel bi-energy scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres (26ft)	73%	44%	94%	0.9%
9-10 metres (30-33ft)	82%	59%	100%	0.9%
11-12 metres (36-42ft)	76%	45%	100%	0.7%
13-17 metres (43-56ft)	75%	40%	90%	0.7%
17-22 metres	75%	60%	90%	0.7%
Over 22 metres	68%	55%	76%	No Data

### Electric self-propelled booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 11 metres	80%	60%	90%	1.1%
10-12 metres (32-40ft)	75%	50%	90%	1.0%
Over 14 metre (45ft plus)	74%	45%	94%	0.9%

### Mast booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres	56%	20%	85%	1.1%
10 metres	71%	42%	90%	1.6%

### RT articulated booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14 metres (39-45ft)	77%	46%	94%	1.2%
15-16 metres (49-52ft)	76%	62%	95%	0.9%
17-19 metres (56-62ft)	76%	50%	90%	0.8%
20-23 metres (65-70ft)	78%	50%	90%	0.6%
24-26 metres (80-86ft)	77%	50%	90%	0.6%
Over 27 metres	78%	75%	85%	1.0%



## Straight telescopic booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 17 metres (40-46ft)	72%	38%	95%	0.7%
20-23 metres (60-70ft)	75%	50%	90%	0.7%
24-26 metres (80-86ft)	76%	50%	90%	0.7%
Over 27 metres	67%	60%	80%	1.0%

## Trailer lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13 metres (30-38ft)	53%	11%	80%	1.5%
17 metres (50ft)	64%	24%	85%	No Data
Over 20 metres	No Data	No Data	No Data	No Data

## Spider lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 15 metres	53%	20%	75%	1.7%
16-20 metres	52%	35%	75%	1.6%
20-25 metres	55%	45%	70%	1.6%
26-35 metres	43%	10%	60%	1.3%
Over 35 metres	49%	45%	55%	1.0%

## Van mounts

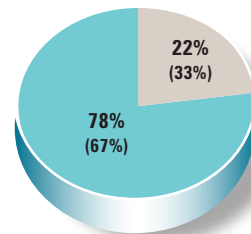
Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 13 metres	64%	48%	89%	1.2%
13-17 metres	62%	30%	90%	1.0%
Over 17 metres	73%	70%	75%	No Data

## Truck mounts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
3.5 tonne chassis	63%	48%	90%	0.7%
7.5 tonne chassis	79%	50%	100%	0.8%
36-45 metres	70%	55%	80%	1.4%
46-70 metres	58%	50%	75%	1.2%
Over 70 metres	85%	85%	90%	1.4%



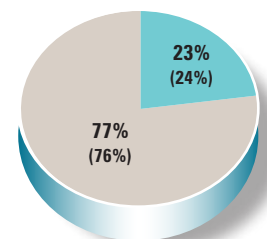
Would you recommend the access industry to your children?



Yes No (2013 results)

This year saw a predictable boost given the improved conditions in the industry. With almost 80 percent of people ready to recommend the industry for their nearest and dearest - young people considering a career choice take note.

Who does your Loler Thorough Examinations?



Third party In house (2013 results)

The trend towards third party inspections appears to have stalled this year, but that might be more due to the higher participation this year than any trend.

Average fleet age in years

Average	Lowest	Highest
3.7 (4)	1 (2)	8 (7)

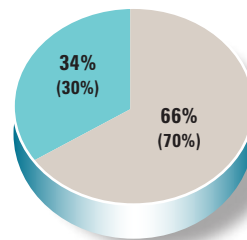


## Telescopic handler rental rates

### Rate trends

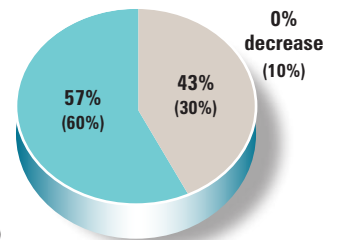
● Reduced    ● Stayed the same    ● Increased

In the past 12 months rental rates have:



(2013 results)

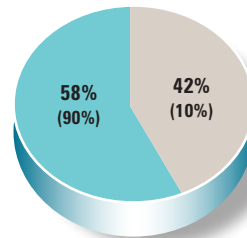
In the next 12 months rental rates will:



This year's rates have not increased as much as was hoped 12 months ago, with close to 70 percent of companies maintaining the same rates, however respondents are clearly hopeful that the next 12 months could yield better rates.

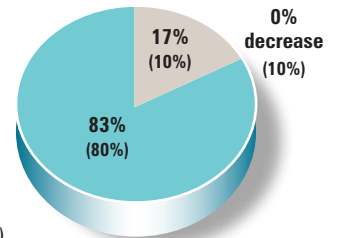
### Fleet size

In the past 12 months rental rates have:



(2013 results)

In the next 12 months rental rates will:



More than half the respondents expanded their fleets this year and better still, more than 80 percent are planning to do so again in 2014.

The phrase 'stick or twist' comes to mind for this year's responses, with rates and fleet sizes either remaining flat or increasing. Rates seem to be in keeping with last year's trends, however the planned fleet expansions have not all materialised. That being said, it looks as though the majority of companies are planning to increase their fleets this year. Getting a respectable number of responses from companies who operate 360 degree telehandlers continues to be a struggle, however this might just be an indication of how niche the market still is?



## Access respondent's comments

The rate question is still massive. Major rental companies say one thing and do another. This results in very poor service so it still means that the right companies are still pushing for the correct rental rates and clients that value the service element are paying. We have noticed a change with many clients getting wise to low hire rates, but big damage bill practices, and are now paying a fair rate. All costs are rising and fleets will need replenishing, the whole industry needs to wake up. I fear that the failures and forced amalgamations are not over yet. Maybe the newcomers will force the poorer businesses to look at themselves. There seems to be a number of dead ducks that are just existing, and these seem to be the ones set in the old ways. We have seen quotes for 60ft booms on two day hires quoted at £300 all in!! Diesel, transport, the lot!! Commercial suicide at best.

I think it has been an excellent year for the powered access rental business as is evidenced by new entrants. Rates were slow in rising but it's coming.

It's going well but margins are still tight. I hope EVERY market leader and 'National' bites the bullet in 2015 and finally says that rates have to rise. As my old mentor told me 'Turnover is vanity and profit is sanity'. The amount of CAPEX required to keep a good hire fleet is staggering and clients just don't get it.

Rental rates for big trucks seem to be holding up well considering the increase in the market in recent years. However, for reasons known only to themselves, the rental companies that do not run big trucks, never seem to quote the correct rate to their clients. I can't tell you how many times I have heard, "I only got xxx" in the job, from self propelled rental companies.





## Weekly rental for telehandlers

Fixed frame

From last year rates have gone  
 ▲ up   ▼ down   — same   ■ new category

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	£258 ▲	£204 ▲	£295 ▲	£324 ▲
5-7 metres	£272 ▲	£200 ▲	£325 ▲	£335 ▲
8-10 metres	£285 ▲	£220 ▲	£800 ▲	£363 ▲
11-13 metres	£311 ▼	£241 ▲	£395 ▲	£398 ▼
14-15 metres	£339 ▼	£300 ▲	£450 ▲	£433 ▼
16-18 metres	£422 ▼	£336 ▼	£495 ▲	£533 ▲
Over 18 metres	£737 ■	£700 ■	£770 ■	£775 ■

360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	£718 ▲	£650 —	£775 ▼	£750 ▼
20 to 25 metres	£1,048 ▲	£995 ▲	£1,100 —	£1,350 ▲
Over 25 metres	£1,300 ▼	£1,000 ▼	£1,500 ▲	£1,600 ▲

## Utilisation and return on investment

Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	77%	59%	90%	0.8%
5-7 metres	79%	70%	90%	0.9%
8-10 metres	82%	75%	90%	0.8%
11-13 metres	75%	55%	85%	0.7%
14-15 metres	80%	60%	95%	0.9%
16-18 metres	76%	62%	85%	0.7%
Over 18 metres	93%	75%	100%	1.0%

360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20 metres	82%	75%	90%	0.8%
20-25 metres	75%	70%	80%	0.8%
Over 25 metres	89%	75%	100%	0.8%

Percentage of units going out with work platform attachments:

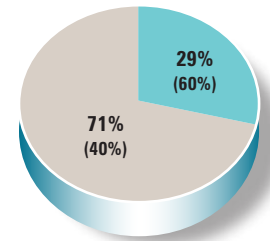
From last year rates have gone  
 ▲ up   ▼ down   — same   ■ new category

Lift height	Average	Lowest	Highest
Fixed frame	0.4% ▼	0% —	2% ▼
360 degree	2.5% ▼	0% —	15% ▼

The number of telehandlers being supplied with work platform attachments continues to dwindle. Perhaps it is just as easy to provide an aerial work platform as well as the telehandler?

## Who does your LOLER Thorough Examinations?

● Third party   ● In house (2013 results)



This is a remarkable change from last year and probably due to the higher participation levels than a sudden change in industry practice.

## Average fleet age in years

Average	Lowest	Highest
3.1 (2.8)	1 (1)	12 (8)

## What other products do you provide?

Cranes	Access	General Plant	Tools
8%	28%	41%	23%

A new question asked this year was for respondents to indicate which other services it provided. Unsurprisingly 'General Plant' was the most common other equipment reported, with Access and Tool hire following behind. The lowest additional equipment cited was predictably Cranes, with just eight percent of telehandler companies also offering crane hire.



## Respondant's comments

One company in particular is distorting the market by not producing cash. The company does not differentiate between long term house builders to ad hoc hire.

Rates and in particular utilisation have improved again this year, but one or two companies with large fleets are doing some stupid deals even though we are all busy. Despite their size there is plenty of other business for those of us with good service and a better understanding of the local market to get a far better rate.

With demand rising it is about time some people got the message that the sun is shining and its time to make hay.

We have a different policy to most with young machines with all the bells and whistles available at reasonable rates so they are easy to put out while we keep overheads low and as a result make a decent crust



*"The MLC650 and MLC300 will be game changers in the crawler crane market."*

Joe Vaccarello, MAXIM Crane Works

*"The VPC technology is going to set a new standard in Ground Bearing Pressure standards and expectations."*

Paul Belcher, Mountain Crane Service

*"The VPC technology reduces ground prep, which is an immediate savings for our customers."*

Rick Mikut, ALL Erection & Crane Rental Corp.

MLC300 / MLC650

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# Still on track **C&A** crawler cranes

As reported a few months ago in the **Cranes & Access Heavy Lift** feature, the past year has been relatively quiet in the larger crawler crane market, but there are developments at the smaller end and with telescopic crawlers.

The two major launches - the **Terex Superlift 3800** which was first seen in 2012 and the **Manitowoc MLC650** which was unveiled in March last year - have been dealt with in some detail on page 40. Whilst there are up to 30 Superlift 3800s already out working, Manitowoc is still completing the test programme for its MLC range but already has a substantial list of advance orders.

At the top end of the crawler range Liebherr's 3,000 tonne LR 130000 is operational with Mammoet - and has already complete its first contract using the heavy duty 'P' PowerBoom. The new boom concept has also been fitted to the first 1,000 tonne Liebherr LR 11000 and is currently working in Germany lifting a 220 tonne turbine (see story page 38). The increasing weights and size of wind turbines are also requiring larger capacity cranes or booms with increased high reach capacity.

German crane rental company **Krandienst Schulz** has just purchased its first crawler crane, one of the first 600 tonne Liebherr LR 1600/2 with the new SL13 boom system designed for the erection of wind turbines with hub heights of

more than 150 metres. The crane was added because the company's large telescopic ATs are not able to handle the lifts on these larger turbines. Its first job involved lifting wind components weighing up to 63 tonnes to a height of 138 metres.

### Smaller capacity cranes

Sales of smaller capacity crawler cranes also appear to be picking up, with increasing infrastructure contracts being let around Europe. In the UK Kobelco cranes has had a particularly busy period over the past few months, with more units due to be delivered next month. Over the past three months a total of 14 G Series cranes - ranging from the 80 tonne CKE 800G to the 135 tonne CKE 1350G - have been delivered to UK customers including BPH, Weldex, Johnsons, Murphy's and Q Plant.

Telescopic crawlers continue to develop with manufacturers expanding ranges to satisfy end users who appreciate quick set-up times and ease of use. At the end of November Sennebogen launched its largest crawler telescopic to date, the 120 tonne 6113E. This exceeded its previous largest capacity crawler telescopic - the 80 tonne 683 - by 50 percent. Sennebogen has been

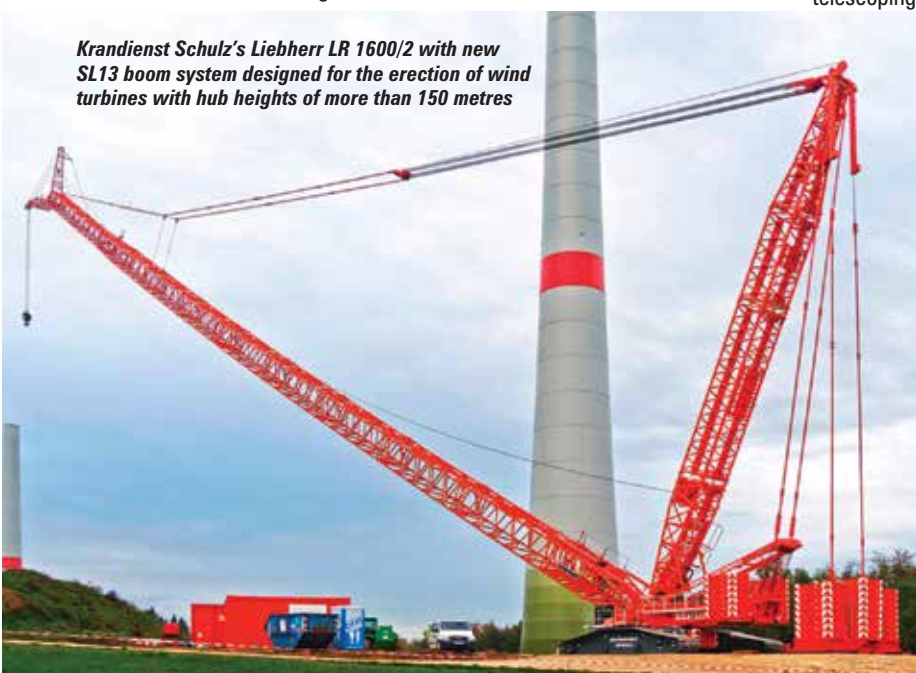


*Liebherr LR 1600/2 using a 220 tonne LTR 1220 as a counterweight*



*A Kobelco G series crawler crane on a Thames barge in London, UK*

*Krandienst Schulz's Liebherr LR 1600/2 with new SL13 boom system designed for the erection of wind turbines with hub heights of more than 150 metres*



manufacturing this type of crane since 1982 and now has a six model range from eight to 120 tonnes.

The 6113E has a four section, 40 metre, full power boom with a three stage telescopic cylinder, that according to the company results in a maintenance-free, continuously telescoping boom that can work at any desired boom length in the optimum configuration. With a choice of an eight or 15 metre jib and 12 metre lattice boom extensions, its maximum system height is 70 metres.

The 6113E can also pick & carry 100 percent of its load chart, and can work - with reduced capacity - on slopes of up to four degrees. The hydraulically extendible undercarriage uses eight metre long tracks with maximum 900mm wide pads

and overall width ranges from 3.95 to 6.3 metres. The crane can be transported fully assembled or with counterweight and/or tracks removed, reducing its 112 tonne total operating weight to 78.6 tonne without counterweight or 46.5 tonnes with both counterweight and tracks removed.

Sennebogen claims that the 6113E uses 30 percent less space when compared with a similar capacity

*The 120 tonne Sennebogen 6113E has a 40 metre full power boom and 70 metre maximum system height*



Rough Terrain or All Terrain cranes, giving an advantage in restricted space construction sites. A work platform will also be available with a capacity of 1,000kg although this has not yet been fully approved.

## Liebherr LTR 1220 counterweight

With many telescopic crawler cranes used as auxiliary cranes during the erection of larger capacity cranes, Liebherr has dusted off an old idea for use when erecting long booms on its LR1600/2 crawler crane. It uses the mass of the 220 tonne LTR1220 telescopic

crawler crane as counterweight, significantly reducing the amount of ballast required on site. Long wind boom erection normally requires the full counterweight plus 350 tonnes of derrick ballast, which is reduced to 70 tonnes for lifting the standard wind turbine components, once the boom is up. The full 350 tonnes would then be required again to lower the boom. By using a special adapter the LTR1220 is used as part of the suspended counterweight to raise the boom eliminating the time-consuming handling and transport of 280 tonnes of extra ballast.



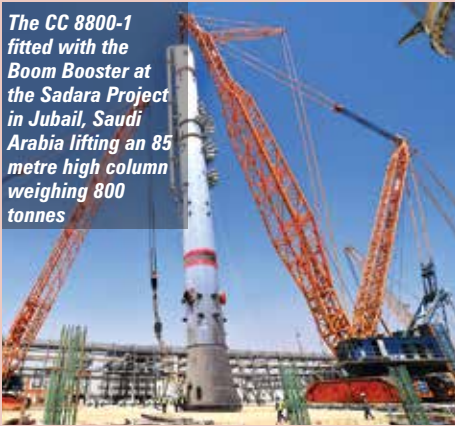
Using the LTR 1220 as counterweight significantly reduces the amount of ballast required on site

## Boom Booster adds 60%

Terex's new Boom Booster has been put to work by Belgium-based heavy lift company Sarens on its CC 8800-1. The system comprises five, 10 metre long by 10 metres wide and 3.2 metres high, bolt-together boom sections, plus two bolt-together tapered adapter sections - both of which are 11 metres long - providing a new extra wide base boom of 72 metres. On top of this standard boom sections are pinned to increase the capacity of the CC 8800-1 at short radii and long boom lengths by reducing lateral deflection. Capacities are 60 percent higher than on the standard boom.

Sarens currently owns two Boom Boosters which can be fitted to all six of its CC 8800-1 cranes. One is working at Noordoostpolder, the Netherlands, where 38 wind turbines for Enercon are being erected. These turbines have a tower height of 135 metres and a capacity of 7.5 MW each. A second CC 8800-1 fitted with the system is working at the Sadara Project in Jubail, Saudi Arabia, where it has lifted an 85 metre high column, weighing 800 tonnes. A second column was due to be lifted at the end last year.

The CC 8800-1 fitted with the Boom Booster at the Sadara Project in Jubail, Saudi Arabia lifting an 85 metre high column weighing 800 tonnes



## Versatility is the key

Trier, Luxembourg-based Steil Kranarbeiten used its Superlift 3800 crane to build a bridge in Luxemburg less than two days after the same machine was used to erect a wind turbine in the Hunsrück mountain range in Germany.

The 440 metre long bridge involved lifting a total of 14 steel girders measuring 96 metres long by seven metres high with a total weight of 295 tonnes each onto concrete piers. The Superlift 3800 needed just 31 trucks to transport the crane from the wind turbine site to Luxembourg, and was set up and ready to work in one and a half days. To lift the girders, the Superlift 3800 was rigged in SSL1 configuration with a 72 metre main boom, 250 tonnes of counterweight on the superstructure, 50 tonnes

of central ballast and 200 tonnes of counterweight on the superlift tray. To provide stability Steil's rigging team configured the vario hook block with dual hooks and a spreader.

The girders were first lifted to a height of 22 metres then rotated allowing the crane to carry them around 50 metres. To ensure ground stability, steel plates were used along the path. Once in position the crane swiveled again to set the girder down on its respective pier working at a radius of 23.5 metres.



The 440 metre long bridge involved lifting a total of 14 steel girders measuring 96 metres long by seven metres high with a total weight of 295 tonnes each onto concrete piers

## Mountain climbing crawler

Swiss rental company Clausen Kran has driven its new 60 tonne Liebherr LTR 1060 telescopic crawler crane to the top of an Alpine mountain to work on the one of the highest railway tunnels in the Alps. The crane had to travel almost a kilometre on gravel tracks, negotiating tight bends and gradients of up to 40 percent to reach the 2,020 metre high site - a tunnel on the Gornergrat railway in Zermatt which is being extended to allow a downhill ski run to pass over the tunnel so that in the future it can stage FIS skiing events.

Clausen is used to working with cranes in high Alpine terrain, however the overall centre of gravity of the LTR 1060 was calculated to ensure that it would not overturn, and would remain manoeuvrable when travelling around the bends and up the gradients.

The crane was taken by low loader to an altitude of 1,840 metres. At this point company owner Geri Clausen got into the crane cab and began the two-hour journey up the rest of the mountain. The narrow track also forced the crane to travel with retracted tracks, creating a



The last few metres were driven in reverse

poor ratio between the crawler length and track width, making it less manoeuvrable. To allow the vehicle to get around the tighter bends, one metre timber squares were placed under the inner track to provide a pivot point. The final few metres had to be driven in reverse to enable the crane to access the site more easily.



Negotiating tight bends and gradients up to 40%

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# LIEBHERR

The Group

## First PowerBoom on an LR 11000

The first 1,000 tonne Liebherr LR 11000 to be fitted with a PowerBoom attachment was recently used to place a large turbine house weighing almost 220 tonnes onto a tower near Cuxhaven in North Germany. The 6.2 MW pilot system was erected by Senvion (previously REpower) in the new test field for offshore wind turbines. Crane company Nolte decided to use a Liebherr LR 11000 crawler crane owned by Austrian-based Felbermayr while supplying the assist cranes from its own fleet.

The LR 11000 - rigged with a hook height of 147 metres - was ready to start lifting seven days after its arrival. Sections from the crane's luffing jib were used within the double lattice section of the main power boom, while the standard main boom sections created a heavy luffing jib which provided a 50 percent increase in jib capacity.



*Up goes the 152 metre diameter rotor*

Klaus Ruhland, Felbermayr project planner said: "Normally a 1,350 tonne Liebherr LR 11350 or a Terex CC 8800 would have been required for this lift. The 220 tonne load had to be lifted to a height of 130 metres at a radius of 30 metres. Just as a comparison, without the PowerBoom it would only have been able to manage around 160 tonnes at this height and radius."

The massive turbine is driven by a three blade 152 metre diameter rotor which was fully pre-assembled on the ground before being lifted into place. The crane was rigged with 78 metres of Power Boom, a 66 metre luffing jib and a 42 metre derrick boom. A total of 590 tonnes of ballast was used including a 50 tonne central counterweight, 220 tonnes of superstructure counterweight and a 320 tonne suspended counterweight.

*The massive turbine housing weighed 220 tonnes with hook and beam.*



*Three crawler cranes were used to place more than 2,600 pre-cast concrete components*

## Crane Rental Corporation adds parking at FIU

Florida-based Crane Rental Corporation and Solar Erectors recently supplied three crawler cranes to place more than 2,600 pre-cast concrete components to complete a six storey car park on the Florida International University campus.

The components were placed by two 272 tonne Manitowoc 2250s with 30.5 metres of main boom and 30 metres of luffing jib, and one 181 tonne Link-Belt HC-248H5 crawler crane with 61 metres of main boom. The heaviest component was a 33.6 tonne shear wall. The 2,400 space car park is the sixth on FIU's main campus, serving 54,000 enrolled students.



*Up goes the boom and jib on a pre-laid track*

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# Clash of the 650 tonners

Two of the biggest crawler crane launches in recent years included the Terex Superlift 3800 and the Manitowoc MLC650. With totally different design concepts we compare the two cranes as well looking at Liebherr's 600 tonne LR1600/2 with its upgraded boom kit.

Launched at the end of 2012, the Superlift 3800 is the successor to Terex's most popular large capacity crawler crane - the Terex 2800-1 - which has notched up around 400 sales in its various formats. Although the CC 2800-1 is still available to customers wanting a simpler, lower cost model, there will be no future upgrades - in particular to the engine - so the CC 2800-1 has a finite shelf life, forcing customers in most countries to eventually adopt the new 650 tonne capacity Superlift 3800. The launch of the radically designed Manitowoc ML650 at Conexpo earlier this year was however totally unexpected, and in the words of several large buyers is a 'game-changing' crane.

Bearing in mind these similar

capacity crawler cranes were introduced about a year apart, their designs could not be more dissimilar. Although a brand new crane, the Terex Superlift 3800 essentially continues and improves on the design of the CC2800-1 which first saw the light of day as the CC 2800 in 1998, although its DNA dates back to the original Demag CC 2000 of the 1980s. The improved CC 2800-1 was launched in 2003 and quickly become the benchmark in this sector of the crane market. A narrow track version - capable of travelling on five metre wide access roads - appeared in 2006, specifically aimed at the wind turbine sector and there are now more than 30 in operation around the world. All the major players in the heavy lift market own or have owned a CC 2800-1 -



Manitowoc MLC650



Terex Superlift 3800

Sarens for example has more than 30 in its fleet.

Liebherr's 600 tonne LR 1600/2 was launched in 2007, but has kept up to date with upgrades such as the introduction of a Wind variation in 2013 and early in 2014 the SL10 and SL13 boom upgrade kits, offering improved performance.

Crawler cranes of this class have become increasingly popular for wind turbine erection, however increasing turbine hub heights and larger turbines means that cranes must lift heavier loads to higher levels. The taller the tower the more electricity can be produced. For example a nacelle at 120 metres can produce 10 percent more output than one at 100 metres. The latest, largest turbines are now weighing nearly 70 tonnes and are being installed to hub heights approaching 150 metres - a challenge for cranes in this sector, which may spur further developments.

## Superlift 3800

The Superlift 3800 is an entirely new crane - not an upgraded 2800-1 - with improved performance, more safety features, easier transportation and faster, more efficient erection. Capacities have been improved by around 20 percent throughout the load chart

with wind turbine erection having a significant influence on the design, while incorporating changes to meet emissions and new European regulations.

Terex has so far delivered between 20 and 30 Superlift 3800's since its launch, with Franz Bracht and Sarens both adding four units to their fleets. One of the key reasons for its popularity in Europe, and



Terex has recently delivered up to 30 Superlift 3800s



Liebherr introduced the Wind variation of the LR 1600/2 in 2013



## How the three cranes compare.

	Terex Superlift 3800	Manitowoc MLC650	Liebherr LR1600/2
Max capacity	650t @ 12m	650t @ 5.8m 700t @ 8.53m w/ VPC-MAX option	600t @ 12m
Max load moment	8,484 tm	9,052 tm	8,228 tm
Max load moment w/o VPC-MAX	N/A	3,887 tm	N/A
Max boom	144m	140m	144m
Max system height	192m	204.5m	188m
Hoist 1 & 2 speed	130m/min	171m/min	133m/min
Hoist 1 & 2 line pull	18.5 tonnes	22.1tonnes	18.5 tonnes
Total weight	390t inc. 165t counterweight, 24m boom and hook block	564t with 32m boom, 600t hook block 300t counterweight	395t inc. basic machine with 190t superstructure 65t central counterweight

particularly in Germany, is its LSL Superlift with 153 metre main boom plus 12 metre jib to erect Enercon's largest wind turbine, the E-101. With nacelles weighing 67 tonnes these are being erected on towers with hub heights of up to 149 metres.

Terex says it has designed the erection and transportation of the Superlift 3800 with a view to reducing costs, to provide a higher return on investment. In spite of the improved capacities Terex has managed to reduce the weight of the basic machine by 17 tonnes, with the measurements and the weight of each component tailored for ease of transport, including additional lifting points and hydraulic motors positioned within the track frame, not only reducing track transport width, but also providing added damage protection during transportation.

The 3800 has a maximum capacity of 650 tonnes - 50 tonnes more than the CC 2800-1 - and an increased load moment of 8,426 tonne metres compared to 7,710 tonnes. It can self-erect with 114 metres of main boom and a 12 metre jib. With superlift mast, long main boom and jib it has a hook height of 153 metres at which it can lift 72 tonnes.

The new modular hook block allows customers to choose the required configuration, from 190 to 380 or 650 tonnes. Line pull has also been increased to 18 tonnes reducing reeving times and increasing lift speeds. The superlift back mast is available in Standard and Vario configuration with a counterweight wagon and has a variable radius from 11 to 19 metres, saving the amount of counterweight to be

transported to site.

For customers erecting wind turbines, the LF light fixed jib can be installed on the heavy SH main boom or on an LH stepped main boom. The optional special adapter head increases the capacities on the LF to 178 tonnes. The runner is standard on the LF and allows it to lift light loads quickly.

Terex says the Superlift 3800 offers the most economic use of counterweight. For example in wind turbine erection with 138 metre main boom and 12 metre light fixed jib the 3800 requires 70 tonnes less counterweight than the CC 2800-1, saving up to four truck loads each way - a €10,000 economy. The only component that is shared with the CC 2800-1 are the counterweight blocks, both cranes use the standard counterweight components now fitted on all models from the CC 2000-1 up to the CC 8800-1 Twin and the AC 1000. The Superlift 3800 is also the first crawler crane to feature Terex's new cab design and the company's Fall Protection System with a full guardrail system installed around the superstructure.

### Manitowoc MLC650

The most striking feature of the MLC650 is its Variable Position Counterweight (VPC) system. The moveable ballast - which is automatically positioned using a track with rack and pinion drive mechanism - moves from mid superstructure to a position at the very rear, and does this when the boom angle or load changes. Manitowoc says this balancing movement improves stability, eliminating the need for carbody counterweights, allowing those weights to be



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The MLC650 during testing

added to the superstructure, thus increasing capacity while retaining mobility. The moving counterweight maintains and distributes the weight along the crane's entire track length ensuring lower ground bearing pressures, both during set-up and lifting operations.

One of the main options on the MLC650 is dubbed VPC-MAX where the counterweight tray is connected to the end of the VPC MAX beam allowing it to be extended well beyond the back of the superstructure, substantially improving capacities. One of the main selling points of this configuration is that the counterweight never touches the ground, which in combination with the balancing effect of the VPC cuts the amount of ground preparation

required. Manitowoc claims that for the MLC650 this equates to about 106 square metres of prepared ground, compared to 1,000 square metres for some other cranes of this size, saving time and costs. Although the counterweight never needs to touch down, the operator does have up to 20.21 metres of tail swing to consider.

Manitowoc illustrates the benefit of the counterweight by quoting applications such as working on a barge where wheeled or hanging ballast arrangements that need to touch down are not allowed. With the VPC-MAX option fitted the maximum capacity increases to 700 tonnes and maximum boom length to 140 metres.

Other significant features on the MLC650 include the Crane Control System which has two graphic displays in the cab for better visibility and Manitowoc's Fast Aligning Connection Technology (FACT) which automatically aligns crane components for faster, easier assembly.

#### Liebherr LR 1600/2

Of the cranes being promoted for wind turbine installation, only the Liebherr offers a specific wind variation - the LR 1600/2-W - with narrow crawler travel configuration. This gives it a slightly reduced load moment of 8,118tm with a smaller counterweight of 500 tonnes (rather than 565 tonnes).

The LR 1600/2 has been around for more than seven years, following its introduction in 2007. Based on the larger LR 1750, the crane was targeted at wind turbine installation being able to set up without an assist crane to place 3MW turbines on top of 100 metre towers. The wind variation was launched at Bauma 2013 and allows the LR 1600/2-W to travel with up to 108 metres of main boom and a 12 metre fixed jib. This has been achieved by using an extension to the superstructure frame, allowing the main counterweight to be reduced from 190 to 150 tonnes. A separate carbody ballast of up to 65 tonnes can also be added.

Earlier this year - possibly in response to the introduction of the Superlift 3800 and MLC650 - Liebherr introduced a boom upgrade kit for the LR 1600/2, increasing capacities by up to 20 percent and extending its heavy duty lift height. The new SL-10 boom system adds



Liebherr LR 1600/2

15 metres to the main boom and when combined with a 12 metre fixed jib takes the maximum hook height to over 160 metres, at which it can still lift 71 tonnes.

A more direct comparison with the standard boom system shows an increase in capacity from 77 to 92 tonnes at a hook height of 147 metres. The boom kit allows the crane to erect the latest generation of wind turbines with tower heights of up to 150 metres. The derrick system has also been improved to allow the longer main boom and jib combinations to be erected.

As usual with Liebherr, this new system can be retrofitted to existing machines, with the owner only requiring a few additional lattice sections which can be combined with the existing standard lattice sections to form the new SL-10 system. The additional sections can be supplied as a kit, making them ideal for those with more than one LR 1600/2 in their fleet.

The new system does not affect the basic machine and also does not increase its transport dimensions. Liebherr says that the new wind power system is the basis of an all-round upgrade of the LR 1600/2 involving the standard boom system being extended with lattice sections from the new SL10 system. The new boom 'system' carries the suffix H for Heavy.

#### Comparing capacities at various radii

Radius	MLC650*	Terex 3800**	Liebherr LR 1300/2***
10m	641t	650t	600t
20m	450t	418t	433t
30m	294t	282t	284t
40m	206t	189t @ 42m	199t
100-102m	44.6t @ 102m radius 122m boom	57t @ 102m radius 120m boom	49.1t @ 100m radius 120m boom

- \* MLC650 with no 680 boom, VPC-MAX, 400t counterweight 44m main boom
- \*\* Terex Superlift 3800 54m main boom, 225t on-board ballast, 325t suspended
- \*\*\* Liebherr LR1600/2 48m boom, 150t on-board ballast, 250-350t suspended

#### Can they lift the latest wind turbines - 67 tonnes at 150m hub height?

##### Superlift 3800

Using a 150 or 153 metre main boom, with 12 metre luffing jib, 125 tonnes of on-board ballast and 325 of suspended ballast, the Superlift 3800 can lift a maximum of 72 tonnes to the required height at 19 metres radius or 70 tonnes at 28 metres radius with 285 tonnes suspended ballast.

##### Liebherr LR 1600/2

In SL10DFB/B2 configuration - 153 metres of SL10 main boom, 12 metre jib and suspended ballast - the LR 1600/2 can lift more than 71 tonnes at between 20 and 26 metres radius. Using the 153 metre SL13 main boom with 12 metre jib offers more than 75 tonnes, and even the 156 metre SL13 main boom and 12 metre jib provides 71.6 tonnes capacity at between 22 and 24 metres radius.

##### Manitowoc MLC650

On its maximum 140 metre main boom the MLC650 has more than enough capacity, at over 95 tonnes but does not have the reach, a fixed jib that can be extended to 42 metres ought to have enough grunt for the job, but we were unable to confirm this before going to press as the test programme has not yet been completed.



Based on the larger LR 1600, the crane was targeted at wind turbine installation

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
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# A look back at 2014

**C&a** a look back at 2014

2014 was a very mixed year starting out strong and then appearing to slip back in some markets before picking up again. All in all it was a better year for most of the markets we cover but highlighted by continuing uncertainty. Our online news service [www.vertikal.net](http://www.vertikal.net) posted more than 1,700 English language news reports, while the German service posted 900. These and a further 20,000 English reports and 6,000 German market stories dating back to 2001 are all available online.

## January industry news

**Paul Brown** retires from **Tadano** after 36 years in the crane industry.

The first 220 tonne **Terex** Explorer 5800 All Terrain crane is delivered to **NMT**.



**JCB** announces a new six metre/2.5 tonne compact telehandler - the 525-60 Hi-Viz.

**Platinum Equity** sells aerial lift rental company **Nesco** to **Energy Capital Partners**.

A new rental company **United Powered Access** opens in UK.



The UK **HSE** publishes new working at height guidance.

**Speedy** UK promotes COO **Mark Rogerson** to chief executive.



**Dinolift** appoints **Petri Paavolainen** as managing director.

UK-based **Facelift** appoints **Nigel Hunton** as chairman.

**Manitowoc** sells its 50% stake in Chinese joint venture **Manitowoc Dong Yue**.

**Haulotte UK** general manager **Craig Bentley** resigns.

**IPAF** records 53 work platform related fatalities worldwide during 2013.

**Riwal** appoints **Per Rohlwin** as country manager Sweden.

The **LEEA** appoints **Siobhan Hitchen** as its first female director.

**Rostek-Tekniikka** acquires the aerial lift maintenance operations of **Ramirent Finland**.

**Link-Belt** appoints **Montacargas Zapler** as its crane distributor for Peru.

**JLG** and **Riwal** owner **ProDelta** winds down the jointly held re-rent business **RiRent Europe**.

**AFI** appoints **Matt Scott** and **Chris Jowett** as directors.

**Genie** launches Hybrid/Bi-Energy versions of its 69 series Rough Terrain scissor range.

**TVH** joins **IPAF** with all 18 TVH companies becoming members.

**Link-Belt** announces 185 tonne All-Terrain crane for North America.

**Skyjack** unveils a DC electric version of its SJ6832RT Rough Terrain scissor lift.



**IPAF** centres trained 127,365 people in 2013 - a 12.8% increase.

**Manitou** appoints **Michel Denis** as chief executive replacing **Dominique Bamas**.



Irish rental company **Highway Plant** celebrates its 30th anniversary.

**Liebherr** introduces a boom upgrade kit for its LR 1600/2 crawler crane.

**KBW Holding** acquires tower crane manufacturer **Raimondi**.



**Arjun Mirdha** is appointed chief executive **JCB** North America following **John Patterson's** retirement.

## World News..World News..



**Latvia** becomes the 18th member of the Eurozone.



**Egyptian** constitutional referendum supports the new military-backed constitution.



A polar vortex bears down on the east coast of the **USA** cancelling thousands of flights and creating dangerously cold conditions.

The **Ebola** epidemic in West Africa begins.



## February industry news

UK rental company **Terranova Cranes** is liquidated.

**Lavendon** appoints **Paul Rankin** as managing director of **Rapid Access** in the Middle East.



**JLG** unveils the 185ft 1850SJ self-propelled boom lift.

**Bluelift** launches a new hybrid C22/11.

UK-based **Moerend** develops a 3.2 tonne tracked telehandler.

**JLG** announces the end of the Lull telehandler product line.

**Ruthmann** reports record revenues of €104 million for 2013.

**Terex** ships the first 180ft **Genie** SX-180 boom lift.

The **Swiss Army** takes delivery of **Liebherr** LTM 1055-3.2 cranes with special attachments.



**Ruthmann** announces the 40 metre T400 truck mounted lift.

**GSR** launches an ultra-compact E140P truck mounted lift.

**Tigieffe/Airo** forms joint venture **Airo UK**.

**IPAF** confirms 500,000 valid **PAL Cards** are in use.

**Niftylift** launches redesigned versions of its narrow HR15N and HR17N booms. UK-based **Lifterz** opens a third location.



**Ramirent's** senior vice president Poland - **Tomasz Walawender** - resigns.

**Manitowoc Cranes** lays-off 250 employees at its Shady Grove plant.

**Snorkel** appoints **Icaro Global Systems** as distributor for Spain.

**Caterpillar** launches a new compact telehandler - the TH255C.



**Omme Lift** launches a new 42 metre hybrid tracked boom lift, the 4200 RBDJ.

**ReachMaster** is appointed US distributor for **Galizia** pick & carry cranes.

**Dave Stewart** joins **JLG** as VP strategic accounts.

**Custom Equipment** introduces three new push-around scissor lifts.



**Volvo Rents** changes its name to **BlueLine Rental**.

**Genie** agrees a licensing deal for **Lavendon's SkySiren** secondary guarding.

**Skyjack** promotes **Charlie Patterson** and **Eric Liner**.

The UK **HSE** warns owners of **Genie** Z-135/70 boom lifts to check they are properly calibrated.

**KBW** invests \$40 million in a new **Raimondi** tower crane plant in Cear , Brazil.

**Link-Belt** announces a new 150 ton RTC 80150RT.



### World News..World News..World News

The **XXII Olympic Winter Games** are held in Sochi, Russia.



**Belgium** becomes the first country to legalise euthanasia for terminally ill patients of any age.

**Major floods** cause huge disruption in the UK.



Ukrainian president **Viktor Yanukovich** quits and is replaced by **Oleksandr Turchynov**.



Mayor of Florence, **Matteo Renzi** becomes prime minister of Italy.

**Russian troops** move into Crimea.



## March industry news

**Skyking** takes over **Easylift** spiderlift distribution in UK and appoints **Malcolm Kitt** as sales manager.

**Martina Moritsch** steps down as managing director of **Terex Tower Cranes**.



**Empire Crane** takes delivery of the first **Shuttlelift** CD5520 carry-deck crane.

**LiftSmart** appoints **Etramo** as its distributor in Europe.

**LUXcranes** unveils a new hydraulic luffing jib tower crane, the MTL220-10.



**Time Versalift** appoints two new assembly partners in China.

**Potain** ships the 1,000th tower crane from its plant in Pune, India.



**Liebherr** unveils the new 53K self-erecting tower crane.

**Effer** launches five new loader cranes and drops the 440, 470 and 850 models.

**MEC** launches Hybrid power packs for its Rough Terrain scissor lifts.



**Magni Telehandlers** introduces the 5,000kg/23 metre RTH 5.23 telehandler.

**Terex Cranes** appoints **Steve Headden** as vice president sales for North America.

**Huisman** receives an order for two 10,000 tonne cranes from **Heerema**.

**Essex Rental** promotes **Nick Matthews** to chief executive replacing **Ron Schad**.

**April industry news**



**Isoli** launches a new range of 3.5 tonne PT telescopics.

**Wilbert tower cranes** is acquired by **Nanyang Guoyo** of China.



**Dingli** ships its first 11.5m AMWP11.5-8100 mast boom.

**Wolffkran** unveils a new six tonne flat top Wolff 5014 City crane.

**Manitowoc** appoints **Irlequip** as its Crane Care dealer for **Grove** cranes in Ireland.

**Bill Frost** is elected chairman of the UK's **CPA** Crane Interest Group.

**MCS** rental software opens a Benelux sales office in Zwolle, the Netherlands.

**Ramirent** acquires the telehandler business of **Kurko-Koponen**.

**Genie** expresses patent concerns over the chassis on JLG's 1850SJ boom lift.



**Manitowoc** and **Samson Rope** launch a revolutionary synthetic crane hoist rope.

**Mammoet** opens a new company and location in Cairo, Egypt.

**JLG** launches the 4x4 hybrid diesel/electric version of its 34ft 340AJ articulated boom.

**JLG** launches its European Rental Spec telehandlers and upgraded **Skytrak** model.

**Hirepool** of New Zealand appoints **Brian Stephen** as chief executive, replacing **Mike Foureur**.



**Manitowoc** unveils the radical MLC300 and MLC650 crawler cranes at Conexpo.

**World News..World News..World News**



**Malaysia Airlines** Flight 370 a Boeing 777 travelling from Kuala Lumpur to Beijing, disappears over the Gulf of Thailand with 239 people on board.

**Crimea** becomes part of Russia following a referendum.

The **Oso mudslide** in the US state of Washington claims 43 lives.



**Ebola** virus spreads from Guinea to Liberia and Sierra Leone.

**Socage** launches 12 and 14 metre van mounted lifts, the VT series.



**Manitou** merges its Industrial and Rough Terrain divisions and **Dominique Bamas** re-joins the board.

**Rosenbauer** International acquires a 75 percent stake in its UK distributor **North Fire**.

**Huisman** unveils a patented Rope Luffing Knuckle Boom Crane.

Ramirent acquires a majority stake in **Safety Solutions Jonsereds**, a Swedish fall protection company.

UK-based **One Stop Hire** acquires training provider **WHS Safety Solutions**.

**MEC** confirms **All Access 24** as distributor for Sweden and Denmark.

**Terex** unveils its largest luffing tower crane the 1,600 tonne/m CTL 1600-66.



**WireCo** acquires Dutch lifting gear distributor **Endenburg**.

**JLG** ships the first 1850SJ boom lifts.

**Cramo** acquires **C/S RaumCenter** a German cabin rental company.

**Roland Sundén** is appointed president of **Hiab**.



**Grant Woodward** forms **Summit Platforms** in the UK.

**ALL Erection & Crane Rental** orders 10 **Manitowoc** MLC300 crawler cranes.

**Martin Scholpp** acquires the crane division of the **Scholpp Group**.

**Erik Høi**, senior vice president of **Ramirent Denmark**, leaves the company.

**Cramo** acquires Finnish earthmoving rental company **OptiRent**.

**ALE** acquires the **Australian ECR Group**.

German scissor and lift manufacturer **H.A.B.** appoints an administrator.

**Ainscough Crane Hire** appoints **Leigh Webb** as sales director.

**Kevin Appleton** joins UK-based **Horizon Platforms** as chairman.

**Terex Cranes** opens a support base in Singapore.

**Tadano** acquires **Cranes UK** and changes the name to **Tadano UK**.



**Tayeou** becomes **IPAF's** first member in Taiwan.

**AGD Equipment** is appointed UK & Ireland distributor for **Sennebogen** cranes.

**OSHA** revises powerline standards.

**Effer** appoints **Al Mahroos** as its dealer in the Middle East.

**Rothlehner** starts delivering new **Denka lifts** from its plant in Germany.



**World News..World News..World News**

**276 girls** are abducted from a school in northern Nigeria.



The **USA** implements sanctions against **Russia**.

**Korean ferry MV Sewol** sinks killing 304 people, mostly high school students.



Irish president **Michael Higgins** starts a state visit to the United Kingdom the first ever by Irish head of state.



**May industry news**

**Hiab** celebrates its 70th anniversary.



**Isoli** finalises distribution agreement with **Omme Lift** Germany.

**C-Tech Industries** closes its UK operation.

**Sennebogen** opens its new training academy and museum. **IPAF** publishes new technical guidance



for the inspection of aerial work platforms.

**Terex Cranes** appoints **Budowlane** as a distributor for Poland.

**Genie** launches the Z62/40 and Z33/18 articulated booms.

**Bronto** appoints **CharterLift** as a distributor in Germany and Austria.

**MEC** appoints **APS** as its distributor for the UK.

**Barnhart Crane & Rigging** acquires **Hite Crane & Rigging** of Spokane.

**Palfinger Platforms** unveils the 48 metre P480 truck mounted lift.

**Gantic** battery chargers appoints **Alfa Access Services** for the UK access market.

**GSR** launches a 22.5 metre truck mounted telescopic lift the B230T Comfort XEV.

**Reedyk** appoints **Promax Access** as its UK distributor.

**Almac Italia** launches a six metre working height compact tracked scissor lift.



UK-based **Lifterz** acquires the rental assets of **Ranger Equipment/The Spiderlift Co.**

**Skyking** launches **GSR's** new 140P lift mounted on a Ford Ranger chassis.



**Time Versalift** launches a 4x4 pick up mounted aerial lift.



**Anthony Chiofalo**, the ex-VP legal affairs at **Tadano America** is sentenced to 40 years for fraud.

**Snorkel's** distribution operations in Australia are rebranded Ahern Australia.

**Multitel** unveils an all-new 37.5 metre truck mounted lift at **Vertikal Days**.

**Haulotte** launches the new 46ft HA16 articulated boom lift.

**Terex Cranes** appoints **EWPA Maszyny**



**Magni** launches a range of six work platform attachments for its 360 degree telehandlers.



**World News..World News..**

The Army in **Thailand** stages a coup and overthrows the government after failing to resolve the political unrest.



**The WHO** declares the spread of polio is an international public health emergency.

**Monica Lewinsky** releases a book recalling her affair with Bill Clinton.



The **Soma mine** disaster in Turkey claims at 301 lives.



Drug company **Pfizer** drops its \$119 billion bid for AstraZeneca

**Abdul Fattah al-Sisi** wins the Egyptian election.



**June industry news**

**Holland Lift** introduces an 83ft Hybrid scissor lift, the HL-275 H25 4WD/P/N.

**Mammoet** opens an office in São Paulo, Brazil and a crane depot in the Port of Antwerp.

**Next Capital** withdraws its IPO for New Zealand rental company **Hirepool**.

**Palazzani** launches the XTJ 43 a new 43 metre spider lift.



**CTE** opens a new distribution company in Denmark.

**IPS** appoints **Instant Norge** as its partner for Norway and the Baltics.

**ATN** unveils a new mast type self-propelled lift.



**Rosenbauer Schweiz** is appointed Isoli dealer in German speaking Switzerland.

**MEC** appoints **Omega** as its dealer for the Benelux region.

**Ruthmann** launches the 48 metre T480 two axle truck mounted lift.

**Liebherr** unveils a four axle armoured crane rescue vehicle for the German Army.



**Avant Tecno** launches the new **Leguan** 135 tracked/wheeled spider type boom lift.

**TVH** acquires California-based **Equipment Parts Wholesale**.

**IAPS** appoints **Steve Couling** as managing director.

**Kyle Nape** leaves **Sany** and joins **Link-Belt** as a district manager.

**ALE** unveils the Mega Jack 800.

**Hertz Equipment** appoints **Brian MacDonald** as CEO.

**Palfinger Sany Mobile Cranes** launches a 25 tonne truck mounted crane.



**World News..World News..**

The Sunni militant group **ISIS** or **ISIL** begins a major offensive through northern Iraq with the aim of reaching Baghdad.



**King Juan Carlos** of Spain abdicates in favour of his son who becomes King Felipe VI.

**Jean-Claude Juncker**, former prime minister of Luxembourg is selected as president of the European Commission.



Three **Israeli teenagers** are kidnapped and killed heightening the tension in the region.

The **2014 World Cup** is held in Brazil and is won by Germany.





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# a look back at 2014 C&a

## July industry news

**Bobcat** ships the 20,000th telehandler from its Pontchateau plant in France.



**Roberto Ferramola**, general manager of **Airo**, leaves the company.

**Haulotte** acquires a 50 percent stake in **Acarlar Makine's**

sales and service company.

**Atlas Maschinen** announces plans to close its Delmenhorst crane plant.

A US court finds that **Sany** infringed a **Manitowoc** patent and miss-appropriated trade secrets.



**Terex** moves production of **Demag** overhead cranes to a facility in Oklahoma.

**Böcker** acquires French dealer **TOM Leverage**.

**Genie** adds a telehandler programme to its Genie Lift Pro online training courses.

**TNT Crane & Rigging** acquires Oklahoma **Rent-A-Crane**.



The first 1,000 tonne **Liebherr LR 11000** crawler crane is delivered.

**Manitex** acquires **PM Group** - including **Oil & Steel** - for \$107 million.

US-based **Maxim Crane** appoints **Bryan Carlisle** as chief executive.

**Loxam** acquires Dutch rental company **WorkX** from **H2 Equity Partners**.



**Tat Hong** sells its stake in Singapore-based **Hup Hin Transport**.

**Terex Cranes** ships its new Boom Booster kit for the 1,600 tonne CC 8800-1 crawler crane.

**Crowland Cranes** is appointed UK dealer for **Grove RT** and industrial pick & carry cranes.

**Ommelift** Germany takes over the **Airo** distribution.

**Skyjack** appoints **Time Danmark** to distribute its products in Denmark.



The USA's **NCCCO** certifies its 100,000th operator.

**Hiab** and **New Zealand Trucks** agree a distribution partnership.

**Liebherr** ships its 30,000 mobile crane.

**AFI** invests in UK-based distributor **AJ Access Platforms**.

**Palfinger** acquires 30 percent of **Hydro-Grubert**, the Argentinian manufacturer of aerial lifts and loader cranes.

**Wacker Neuson** launches two new ultra compact telehandlers - the TH408 and TH522.



## World News..World News..



Israel launches missile strikes and an invasion of Palestine's **Gaza Strip**. After seven weeks of fighting 2,100 Palestinians and 71 Israelis are killed.



**Air Algérie** Flight 5017 crashes in Mali, killing all 116 people on board.

**Rolf Harris** is sentenced to five years and nine months in prison for indecently assaulting female minors between 1968 and 1986.

**Malaysia Airlines** Flight 17, flying from Amsterdam to Kuala Lumpur is shot down by a missile over Ukraine killing 298 people.



**Japan** claims that North Korea fired two ballistic missiles into the Sea of Japan.

**Monty Python** perform for the last time at the O2 in London.



## August industry news

**Dinolift** celebrates 40 years in business.



**Potain** ships the 5,000th tower crane from its plant in Zhangjiagang, China.

**Trimble** acquires **Load Systems International**.

**Liebherr** ships its 50th 1,200 tonne LTM 11200-9.1 to Yamagata.

**Manitowoc** opens a new training centre in St Pierre de Chandieu, near Lyon.

**Caterpillar** launches the TH414C GC and TH417C GC rental telehandlers



**Palfinger** and truck manufacturer **Kamaz** agree two joint venture companies in Russia.

**Arcomet** appoints **Philippe Cohet** as chairman following the resignation of **Dirk Theyskens**.

**Avant Tecno** appoints **Raimo Ala-Korpi** as managing director of its UK subsidiary.

**Werner ladder** acquires UK access equipment manufacturer **Youngman**.



**Ramirent Norway** managing director of **Bjørn Larsen** resigns.

**Dingli Platform Sales UK** opens for business.

**Potain** launches the five tonne MCT 85 tower crane.



**Multitel** extends its range of spider lifts with the addition of the 29 metre SMX 290 HD.



Private equity firm **Evergreen** acquires **SafeWorks/Spider/Power Climber**.

UK-based van rental specialist **Access Hire Nationwide** is acquired by **Elysian Capital**.

**Barry Fry** - UK sales manager for **Grove** - retires.

**Isoli** forms Singapore subsidiary to support its operations in South East Asia.

**Ex-Mammoet** Germany general manager **Uwe Wenzel** teams up with **Riga Mainz**.

**TNT Crane & Rigging** acquires Canadian crane group **Stampede/Eagle West**.

**Fassi** launches a new F990RA heavy duty loader crane.



## World News..World News..



**ISIS** captures the Mosul Dam and the Ain Zalah oil field.



**USA** launches air campaign against ISIS militants in Iraq joined by numerous other countries.

The 100th anniversary of the start of the **first world war** is commemorated.



**Robin Williams** is found dead.



**Michael Brown** is shot by a policeman in Ferguson, Missouri.

American journalist **James Foley**, kidnapped in 2012 is beheaded by ISIS.





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**Lifterz**

"We chose Syrinx because of its stability and reliability - a great improvement on our previous system." Malcolm Bowers

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## September industry news

A plaque is unveiled at the site of the old **Simon** plant in Dudley, UK.

**Sennebogen** announces plans for a 300 tonne duty cycle crawler crane.

**Magni** unveils a 35 metre 360 degree telehandler - the RTH 5.35.

A group of investors acquires **France Elévateur**.

**Hiab** sells Hiab Middle East to

**Gavelås Förvaltning**.

**Stephan Kulawik**, managing director of **Palfinger Platforms**, leaves the company.

**United Rentals** joins the S&P 500 Index. **Machinery Oy** is appointed **Grove** crane distributor in Finland.

**Airo** appoints **Oscar Prigione** as general sales manager.

**Eazi Sales & Service** is appointed **Maeda** distributor for Southern Africa.

**Xtreme** upgrades its XR6538 telehandler into the 31.7 tonne XR7038.

**Cramo** acquires **BMS Uthyrning** of Kalmar and Nybro, Sweden.

**Holland Lift** appoints **Benito Saporito** as international sales manager.

**Hertz** chief executive **Mark**

**Frissora** quits.

**Genie** opens its Oklahoma City Training Centre.

Denmark's **City Lift** celebrates its 50th anniversary.

**Versalift UK** appoints **Cameron Burnett** as managing director.

**JCB** unveils three new telehandlers the 560-80, 516-40 compact and 525-60 Hi-Viz.



**Manitou** launches the 35 tonne MHT-X 1435 telehandler.

**Barnhart Crane & Rigging** acquires **Crane Rental & Rigging** of Omaha, Nebraska.

**NCSG Crane & Heavy Haul** of Canada acquires **Tucker Oilfield Hauling**.

**Ruthmann** launches the 28.5 metre City-Steiger TU 285



**IPS** opens IPS Deutschland.

**Hertz** gives corporate raider **Carl Icahn** three seats on its board.

**T H White** supplies a special mobile **Palfinger PK 34002-SH** industrial crane to Jaguar Land Rover.



### World News..World News

The two-day **NATO** summit in Newport, Wales leads to further sanctions on Russia.

**Oscar Pistorius** is found guilty of culpable homicide of his partner Reeva Steenkamp.

**Students** and pro-democracy protestors occupy key areas in Hong Kong.

The **Scottish independence** referendum results in a No vote.

The official death toll from the **Ebola** virus outbreak passes 3,000.



## October industry news



**Manitou** launches a 32 metre/5.5 tonne MRT 3255 360 degree telehandler.

**Terex** sells 51 percent of its **ASV** business to **Manitex**.

**Terex Utilities** appoints **Cumberland Platforms** as distributor for the UK/Ireland.

**ALE** launches a new heavy transport tractor - the Trojan Truck.



**Isoli** appoints **A.P. Aerial Platforms** as its dealer in Spain and Portugal.

**IPS** forms a joint venture with **Kanoo Machinery** in the UAE.

**Hitachi** announces a new 80 tonne SCX800A-3 low emission crawler crane.

**Liebherr** introduces a concept to use the LTR 1220 telescopic crawler crane as extra counterweight for the 600 tonne LR1600/2.



**Sunbelt Rentals** acquires **Ventura Rental Center** in California.

**Hyva** launches a range of compact cranes for grab work.

UK crane rental company **Quinto Crane & Plant** is acquired by **Oliver Arnold**.



A new access rental company - **Star Platforms** - is launched in UK.



**Liebherr** introduces the 172 EC-B 8 Litronic flat top tower crane.

Finnish contractor **Hartela** outsources its tower cranes to **Ramirent**.

**Clearlake Capital Group** acquires **AmQuip**.



**EGI Platforms** of France is caught fraudulently claiming to be an **IPAF** member.

**Haulotte UK** appoints **Mick Evans** as general manager.



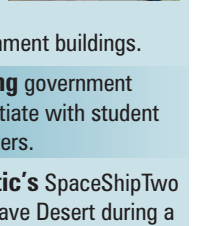
**Nationwide Platforms** outsources machine collections and deliveries to Wincanton.

### World News..World News

A gunman shoots a Canadian soldier at the National War Memorial and attacks the Canadian Parliament buildings.

The **Hong Kong** government agrees to negotiate with student leaders/protesters.

**Virgin Galactic's** SpaceShipTwo crashes in Mojave Desert during a test flight killing one of the pilots.



## November industry news



**Bobcat** unveils three new 10 and 12 metre telehandlers - the T35105, T35105L and T36120SL.

**Manitou** launches a version of its VJR100 mast boom for the Australian market.

**Hertz** appoints **John Tague** as chief executive.

**H&E Equipment Services** opens a **Manitowoc Encore** re-manufacturing facility in Louisiana.



The Crane Industry Council of Australia appoints **Brandon Hitch** as chief executive.

**Hertz Dayim Equipment Rental** of

Saudi Arabia opens in Qatar.

**Alimak Hek** launches two new construction hoists at the SC 65/32 and SC 45/30.

**TVH** completes three acquisitions in the fork truck, tail lift and agricultural markets.



**JCB** opens two new production buildings in Jaipur.

**Ramirent** acquires Finnish rental company **Savonlinnan Rakennuskonevuokraamo**.

Singapore's **Ministry of Manpower** cites 79 companies in 'Operation Goldcrest'.



**Mantall** introduces of a new mast boom, atrium lift and revised articulated boom lift.

**Potain** launches the 10 tonne MCT 205 flat top tower crane.

**Terex Cranes** introduces the 130 tonne Explorer 5500.



**Sennebogen** unveils its new 120 tonne telescopic crawler crane - the 6113E.



**NCSG Crane & Heavy Haul Services** of Canada acquires **H&H Crane Service** of Great Falls, Montana.

**IAPS** sells its French parts operation to **TVH France**.

**Dinolift** appoints **Time Danmark** as its distributor for Denmark.



**Tadano UK's** sales director **Brian Crisp** retires after 20 years selling Tadano cranes.

**Terex Cranes** appoints **Dean Barley** as general manager for North America.



**Mammoet** appoints **Jens Krawczinsky** as managing director of its German business.

### World News..World News

The **Rosetta** spacecraft's Philae probe successfully lands on Comet 67P.



Japanese prime minister **Shinzo Abe** calls a snap election.

**One World Trade Center**

opens, replacing its predecessor 13 years after the September 11 attacks.



A grand jury in Missouri decides not to indict police officer **Darren Wilson** in relation to the shooting of **Michael Brown** in Ferguson.

Thousands gather at the **Brandenburg Gate** in Berlin to mark the 25th anniversary of the Fall of the Berlin Wall.



**Swiss voters** reject a proposal to reduce immigration.

Australian cricketer **Phillip Hughes** dies after being struck by a ball during a Sheffield Shield match.



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## December industry news

**Øyvind Emblem** is appointed managing director of **Ramirent Norway**.

**Comansa Jie** launches a new flat top crane.

**Sinoboom Europe** is established in the Netherlands.

**Böcker** confirms **Alexander Böcker** as managing director.

Singapore-based **Tiong Woon** takes five **Grove** GMK6300L.

**IPAF** issues its one millionth PAL card.



**Max Bögl** takes third 1,200t **Liebherr** LTM 11200 9.1.

**Dinolift** appoints **Reachmaster** as its North America distributor.

**Kevin Parkes** quits as chief executive of **Hewden**.

**AFI** acquires **Altitude Access**.

Financial speculator **Carl Icahn** acquires 7.7% of **Manitowoc**.

**IronPlanet** and **Associated Auction Services** announce merger.

**TVH** acquires **C-Tech Industries**.



**Hiab** sells its 75 percent stake in **Hiab Mexico**, to partner **CIPSA**.

**Gerken** acquires the platform division of the **Willenbrock** group.

Italian mini crane manufacturer **Jekko** ships first 7.5t SPX 1275CDH mini crane.



## World News..World News..

**Taliban** kills 141 teachers and children in a shooting at a school in Peshawar, Pakistan.

**Indonesia** AirAsia Flight 8501 disappears into the Java Sea on a flight between Surabaya, Indonesia and Singapore with 162 people aboard.

**Shinzo Abe** wins the Japanese election.

**Sony** cancels the release of the film *The Interview*, after hackers issue threats - it later does a limited release.

**President Obama** and **Raoul Castro** announce the resumption of normal diplomatic relations between the U.S.A and Cuba.



## Those no longer with us

### From the industry

**Dorothy Mort** 1930-2014 Joint founder Port Talbot Plant (PTP)



**Clive Atkinson** 1945-2014 Founder of UK loader crane specialist PE/Plant Equipment



**Richard Steele** 1949-2014 IPAF/PASMA auditor in the UK



**Steve Seiders** 1953-2014 Access industry veteran, of JLG, Acme Lift and Falconite



**Josef Prangl** 1927-2014 Founder of the Austrian crane and access company



**Armand Verhoye** 1944-2012 Belgian access industry veteran



**Robert Böcker** 1953-2014 CEO of crane and access manufacturer Böcker



**Colin Burnett** 1951-2014 UK crane industry veteran



**Pierluigi Guarneri** 1964-2014 Founder and owner of Italian rental group Eurotecno



**Al Kropp** 1945-2014 Owner of Chicago based aerial lift company Kropp Equipment



**Ray Pitman** 1925-2014 Access and boom truck pioneer



**W K. 'Ken' Washington** UK based crane salesman (NCK crawler cranes)



**Mel Sachett** 1946 -2014 founder of Technical Lifting Solutions -UK



**John Wheeldon** 1927 - 2014 JCB pioneer



**Russ Guthery** 1940 - 2014 Aerial lift veteran - Mark, Weber/Bandit ,Condor/Calavar



**Ernie Duncan, Jr** - 1929-2014 Founder of Californian aerial lift rental company ADCO



**Julian Wagner** 1950-2014 Ex CEO of fire platform manufacturer Rosenbauer



**Roberto Pagliarulo** 1982-2014 Marketing manager at aerial lift manufacturer C.M.C



**Graham Maddocks** 1943-2014 Scaffold and mobile tower engineer

**Janne Niska** 1975-2014 Founder/owner of Finnish rental company Janneniska



**Andries Sloopmans** R.I.P Tadano Europe pioneer

**David Buehlow** 1936-2013 A director of Linamar since 1998



**Josef Treffler** 1934-2014 Southern German crane rental veteran

### Wider world

**Eusébio**, Portuguese footballer (b. 1942)



**Dale T. Mortensen**, American Nobel economist (b. 1939)

**Ariel Sharon**, 11th Prime Minister of Israel (b. 1928)



**Roger Lloyd-Pack**, British actor (b. 1944)

**José Emilio Pacheco**, Mexican poet and writer (b. 1939)



**Pete Seeger**, American singer, songwriter, musician, and activist (b. 1919)



**Shirley Temple**, American actress and diplomat (b. 1928)



**Valeri Kubasov**, Soviet cosmonaut (b. 1935)

**Sid Caesar**, American actor (b. 1922)



**Rik Mayall**, British comedian, writer and actor (b. 1958)



**Tom Finney**, English footballer (b. 1922)



**Clarissa Dickson Wright** a Fat Lady (b.1947)



**Adolfo Suárez**, 138th Prime Minister of Spain (b. 1932)



**Philip Seymour Hoffman**, American actor (b. 1967)



**James R. Schlesinger**, American economist and politician (b. 1929)



**H. R. Giger**, Swiss artist (b. 1940)

**Mickey Rooney**, American actor (b. 1920)



**Sue Townsend**, British novelist (b. 1946)

**Jimmy Ellis**, American boxer (b. 1940)

**Bob Hoskins**, British actor (b. 1942)



**Farley Mowat**, Canadian author (b. 1921)

**Jean-Luc Dehaene**, 63rd Prime Minister of Belgium (b. 1940)



**Jack Brabham**, Australian race car driver (b. 1926)

**Wojciech Jaruzelski**, Communist leader of Poland (b. 1923)

**Maya Angelou**, American poet and author (b. 1928)

**Malcolm Glazer**, American business man (b. 1928)



**Karlheinz Böhm**, Austrian actor (b. 1928)

**Casey Kasem**, American radio host and voice actor (b. 1932)

**Ramón José Velásquez**, Venezuelan historian, journalist and politician (b. 1916)

**Eli Wallach**, American actor (b. 1915)



**Ana María Matute**, Spanish author (b. 1925)

**Acker Bilk**, British jazz clarinetist (b. 1929)



**Alfredo Di Stéfano**, Argentine-Spanish footballer (b. 1926)

**Eduard Shevardnadze**, 2nd president of Georgia (b. 1928)



**Elaine Stritch**, American actress and singer (b. 1925)



**James Garner**, American actor (b. 1928)

**Carlo Bergonzi**, Italian tenor and actor (b. 1924)



**Kate O'Mara** British actress (b.1939)



**Menahem Golan**, Israeli filmmaker (b. 1929)

**Robin Williams**, American actor and comedian (b. 1951)



**Lauren Bacall**, American actress (b. 1924)



**Björn Waldegård**, Swedish rally driver (b. 1943)

**Joan Rivers**, American comedian (b. 1933)



**Magda Olivero**, Italian soprano (b. 1910)

**Richard Kiel**, American actor (b. 1939)



**Atef Ebeid**, Egyptian politician, 47th prime minister of Egypt (b. 1932)

**Ian Paisley**, First Minister of Northern Ireland (b. 1926)



**Anatoly Berezovoy**, Soviet cosmonaut (b. 1942)

**Albert Reynolds**, Irish Taoiseach (b. 1932)



**Queen Fabiola** of Belgium (b.1928)

**Christopher Hogwood**, English conductor and writer (b. 1941)



**Richard Attenborough**, British actor and film director (b. 1923)



**Jean-Claude Duvalier**, 41st President of Haiti (b. 1951)

**Oscar de la Renta**, Dominican-American fashion designer (b. 1932)



**Marian Seldes**, American actress (b. 1928)



**Gough Whitlam**, 21st Prime Minister of Australia (b. 1916)



**John Spencer-Churchill**, 11th Duke of Marlborough (b. 1926)



**Warren Clarke**, English actor (b. 1947)



**Glen A. Larson**, American television producer and writer (b. 1937)



**P. D. James**, English writer and life peer (b. 1920)



**James Rebhorn**, American actor (b. 1948)



**Ralph H. Baer**, American video game pioneer (b. 1922)



**Tony Benn**, British politician and diarist (b. 1925)



**Howard Baker**, American politician and diplomat (b. 1925)



**Joe Cocker**, rock and blues singer and musician (b. 1944)





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# ALLMI membership meetings

On 11th December, ALLMI held its second meeting of 2014 for manufacturer/service companies, which updated members on a range of industry issues as well as a host of ALLMI activities, including an update on ALLMI's training scheme review, new whole vehicle type approval guidance, a membership audit/review process planned for 2015, and new guidance information for sites on the requirements for lorry loader documentation and stabilizer deployment.

ALLMI fleet owner members also recently convened for the second time this year for an update on key industry issues, with Hannah White of Transport for London delivering a presentation on the Fleet Operator Recognition Scheme (FORS) and Construction Logistics and Cyclist Safety (CLOCS), looking at the aims of the initiatives and how they tie together. Copies of the presentation are available from ALLMI and can be supplied upon request.



The manufacturer/service company members meeting was held at the Heritage Motor Centre in Gaydon

## Membership review

As a result of a recent meeting of the After-Sales Working Group (ASWG), ALLMI will carry out an extensive review of its existing membership base next year.

The group's secretary, Alan Johnson, said: "A great many matters and opportunities could be addressed by a review or audit of existing members and this will be a key project for ALLMI in 2015. The review has the potential to yield a number of benefits, including unique one to one engagement with members, benchmarking businesses against the industry as a whole, and identifying further services which members may wish to receive from ALLMI."



Over 60 percent of all loader cranes sold in the first half of 2014 were equipped with wireless remote controls

## Market statistics

ALLMI has published its loader crane industry sales statistics for the first half of 2014, confirming an ever increasing trend in the demand for wireless remote controls, with over 60 percent of all loader cranes sold during the six months being equipped with them. The figure was as high as 93 percent for one particular sector of the market.

ALLMI chief executive, Tom Wakefield, said: "The figures demonstrate the increased popularity of remote controls and the benefits they bring to loader crane operation. However, as we have highlighted before, it is important to remember that they can create some significant potential hazards if used incorrectly and so we encourage industry stakeholders to obtain a copy of the ALLMI "Safe Use of Remotes" guidance material."

## BS7121 Part 1 - update



The BSI committee, MHE/003/11 - Crane Safety & Testing, met on the 3rd December in order to work on the revision of BS7121 Part 1 and build on the progress made at the last meeting in September.

The ALLMI representative on the committee, Alan Johnson, said: "Since the initial meeting in September, a lot of work has been carried out by email consultation, with members of the committee completing early drafts of various sections. This has now been collated into a draft revision which was discussed at the December meeting, with significant progress being made on a number of fronts, most notably in gaining an appreciation over the level of clarification and explanation which will be necessary in the standard when addressing the issues of categorising lift complexities and subsequent planning requirements."

The next meeting is scheduled for mid-February with the target of producing a draft for public comment during the second/third quarter of 2015.

## New WVTA guidance

Coinciding with the final stages of whole vehicle type approval (WVTA) coming into effect, ALLMI has released the third edition of its guidance to members on this subject. This edition of the guidance follows a page by page review of the previously issued information, with the aim of removing ambiguity, creating consistency of activity and, at the same time, answering a number of questions raised by ALLMI members in recent months.

## Demand doubles for ALLMI manager courses

During 2014 demand for ALLMI manager courses increased 100 percent compared to 2013.

Tom Wakefield of ALLMI said: "The provision of manager courses is part of our on-going efforts to improve the level of knowledge, awareness and competency within the industry."

Demand for the courses is increasing, as companies recognise that those managers and supervisors who attend are gaining an even better understanding of the technical, legislative and operational issues relating to areas of the business for which they are responsible. The knock-on effect of this is that standards are then raised throughout the company."

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- Lorry Loader Operator • Slinger/Signaller
- Appointed Person • Thorough Examiner



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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

# £62,500 for poor planning

UK-based MMD Mining Machinery Developments and general contractor Instant Installations have been fined £26,666 and 20,000 respectively plus costs of £16,026, after a man was injured whilst dismantling steelwork in 2011.

The man, 47, an Instant Installations employee, was working from a scissor lift with another employee, removing steel beams at a MMD facility in Somercotes. The two men were placing the beams, weighing up to 430kg, on the guard rails before lowering them to the ground. They then tried to remove a compound overhead crane beam, weighing over a tonne. Repeated attempts to lift the beam with the scissor lift caused it to fall, striking the man who sustained serious crushing injuries to his head and chest.



The two men were removing and lowering steel beams using a scissor lift

An investigation found that both companies failed to plan the dismantling work and to record the arrangements for it to be carried out. HSE inspector Grayam Barnes, said: "This incident, which saw completely inadequate equipment being used to remove heavy steel beams at height, could easily have resulted in a fatality. It is the duty of employers to ensure that the correct work equipment is provided to carry out the work. This work was not properly planned by either company leading to a worker suffering very serious injuries which he is still recovering from more than three years later."

# Company fined for man basket fall

US engineering contractor Disney Construction of Burlingame has been fined \$106,110 after the deaths of two employees who were working from a man-basket on the site of a new bridge over Putah Creek, near Sacramento, California. Marcus Powell, 26, and Gleen Hodgson, 49, had been lifted by a crawler crane to a height of 25 metres to inspect a broken cable on a drilling rig when the man-basket broke free.

An investigation found that the rigging for the basket did not fit into the throat of the hook and that the safety latch was missing a locking mechanism. The company was cited for nine serious and one minor violations, which included using a man-basket when more conventional methods of access should have been used and failing to have a competent person inspect the site, equipment and rigging - including whether the hook safety latch closed, latched and locked.



Two workers died on a site near Sacramento, when a man-basket broke free from a crane

# US veterans programme

Skyjack has joined United Rentals' 'Service to Employment' programme which helps US military veterans train to become service engineers. Skyjack will provide specific product training for the programme, which provides potential technicians a month long training course, on-the-job training and eventual job placement at a United Rentals location. Since 2013 the company has employed 86 veterans.



Military veterans receiving hands-on training as part of United Rental's Service to Employment programme

C&A

training



The trainee steel erector was using a boom lift to lift and fix cladding rails measuring 5.9 metre long and weighing 31kg

# Company ceases activities after incident

UK crane and steel erection company Crossgill Construction has stopped its steelwork activities after an employee sustained a serious head injury. The company was fined £6,000 plus costs of £865 after a trainee steel erector, who was lifting and installing cladding rails from an aerial work platform, became trapped between the basket and a cladding rail. The man broke his jaw in three places, suffered a severe cut all the way through the right side of his cheek and a bruised shoulder.

A HSE investigation found that Crossgill Construction had failed to plan and manage the risks from erecting the cladding rails, which included the possibility of crush injuries, that the steel rails could be dropped from height while they were being bolted into place, and that the aerial work platform was not the most appropriate machine to lift the rails into position.

Crossgill's lawyer said: "Crossgill took immediate remedial action and co-operated fully with the HSE. Since this occurred the company no longer does steel erection, just crane hire - something which in 2014 means the company is running at a loss. The company has a long standing commitment to health and safety, and had no previous convictions, prosecutions or orders against it in 10 years of trading."

# Who trained him then?

Spotted by a reader in the Netherlands, a man working on a warehouse roof from a scissor lift which has been boosted three metres by a forklift. The operator clearly got carried away and went too high, bending the deck extension.



# Scaffolding with integrity

The NASC Code of Practice product audit applies to new product at point of entry to the UK. NASC supplier members are audited on system scaffold, tube, fittings, timber board and aluminium beam products. From 2015 the audit will incorporate unit transoms and high tensile 3.2mm tube

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# One million PAL Cards

To celebrate the one millionth PAL Card ever issued, IPAF is calling for all valid PAL Card holders to enter a draw for the chance to win a free trip to the IPAF Summit and International Awards for Powered Access this March.

Five verified card holders will win the draw - which includes free flights, accommodation and gala dinner - for the event which is being held on the 25th and 26th March at the Crystal Gateway Marriott Hotel in Arlington, just outside of Washington D.C., USA.

The draw closes on 26th January, with the winners announced on 1st February. All valid PAL Card holders are invited to enter the draw by verifying their PAL Card at: [www.ipaf.org/checkpal](http://www.ipaf.org/checkpal)



There are currently more than 500,000 valid PAL Cards worldwide.

## Smart PAL Cards

IPAF has announced that all PAL Cards issued from 1st January onwards will be machine-readable Smart cards.

The new card is marked by a wireless icon and has a chip embedded in it which stores basic information such as the operator's name, number and the categories they are trained in. This information will also be printed on the card to allow it to be used as a standard card.

The data in the chip is able to be read by a card reader fitted to the platform, which can be programmed to ensure that only trained operators can use aerial work platforms and mast climbers on site. The card can also be used to track which machines operators have used, as well as the duration spent on the machine, helping prevent fraudulent use.

"It is not compulsory to fit card readers on machines and the PAL Card is a recognised qualification on many job sites," said IPAF chief executive Tim Whiteman. "The smartcard technology brings more options and opens up possibilities to make machine access safer and machine use more secure."

The validity of a card can be checked by using the online verification tool at: [www.ipaf.org/checkpal](http://www.ipaf.org/checkpal)



IPAF's new Smart PAL can be used to prevent untrained operation as well as fraudulent use.

## Judges announced for IAPAs

The judging panel for the International Awards for Powered Access (IAPAs), being held on 26th March in Arlington, just outside of Washington, has been announced.

The six judges making up this year's panel are:

- Alan Dotts, sales manager - special products, Toyota Material Handling, USA
- Daniel Duclos, owner and chairman of French manufacturer ATN and rental company Acces Industrie
- Alastair Robertson, owner and president of Universal Equipment, USA
- Søren Rosenkrands, chief operations officer at Netherlands-based rental company Riwal
- Alexandre Saubot, chief operating officer, Haulotte, France
- Chris Wraith, technical & safety executive, IPAF
- Non-voting chairman of the judges: Euan Youdale, editor of Access International.



For more information on the IAPAs visit: [www.iapa-summit.info](http://www.iapa-summit.info)

IPAF's Middle East convention will be held at the Address Hotel Dubai Marina in Dubai

## IPAF targets Middle East

The very first IPAF Middle East convention will be held on the 25th and 26th January 2015 at the Address Hotel Dubai Marina in the UAE. Confirmed speakers include Ali Salem, a director at the UAE ministry of labour, Mathew Cox - chairman of the International Institute of Risk and Safety Management - Middle East and IPAF's Tim Whiteman.

Jason Woods, IPAF's representative in the UAE said: "The UAE construction sector is growing at a fast pace, and so is the use of powered access equipment. Along with that, there is increased interest in finding much safer and economical ways to work at height and this brings with it challenges for safe operation of equipment. IPAF's first Middle East convention aims to address the growing interest and needs of this region."

Book your place now at: [www.ipaf.org/meconvention](http://www.ipaf.org/meconvention)

## UK regional meetings



IPAF regional meetings take place four times a year across the UK

Don't miss the easy and cost-effective way to learn about the powered access industry at IPAF's UK regional meetings this year:

- 11th February 2015  
Scotland regional meeting hosted by Nationwide Platforms
- 29th April 2015  
North East regional meeting hosted by Trainrite
- 9th September 2015  
West Midlands regional meeting hosted by IAPS Group
- 2nd December 2015  
West London regional meeting hosted by AFI-Uplift

Details at: [www.ipaf.org/events](http://www.ipaf.org/events)

## Save the date!

IPAF will host a UK member event on 15th October 2015, which will combine discussions on safety and good practice with networking in a relaxed setting. More details can be found at: [www.ipaf.org/events](http://www.ipaf.org/events)

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lift your image

Chris Blatern visited 67 PASMA training centres accompanied by Pudsey Bear



# Tower power raises £5,250 for charity



As part of PASMA's Tower Week 2014, chairman Chris Blatern travelled 3,384 miles and visited 67 training centres throughout the UK, exceeding his £5,000 fundraising target for Children in Need. Assisting him on his journey to promote safety and best practice was Pudsey Bear, who was kitted

out in a PASMA hard hat.

Another major feature of Tower Week was the five-minute online Tower Test which focused on the most common tower-related issues identified by HSE inspectors on site. Hundreds of people took the test and in return were offered a free tower fact pack. For every test taken PASMA donated £1 to the fundraising total.

Over the course of the week the public were also invited to submit both good and bad examples of mobile access towers in actual use. 'Terrible or Terrific Towers' proved to be extremely popular, and PASMA already has plans to use these images in future safety-led campaigns.

Blatern said: "Every training centre I visited was keen to endorse the Tower Week safety message. Without exception I was made to feel extremely welcome and every visit resulted in a donation to Children in Need. It was an exhausting and challenging trip, not without some amusing incidents, but most importantly it allowed PASMA to emphasise the importance of staying safe when working at height - still the single biggest cause of deaths and injuries in the workplace."

The entire trip was tracked and monitored in real-time by a device supplied by RAM Tracking through its charitable RAM Foundation.

## PASMA and AIF at IOSH Conference 2015



The AIF will deliver a conference paper at the IOSH Conference being held at ExCeL in London

Along with other members of the Access Industry Forum (AIF), PASMA will deliver a mainstream conference paper at the 2015 IOSH Conference at ExCeL in London in June.

The paper 'How leadership and innovation can drive change in the world's leading cause of death and injury in the workplace', will navigate the changing world of working at height by reflecting on the latest learning, thinking and ideas.



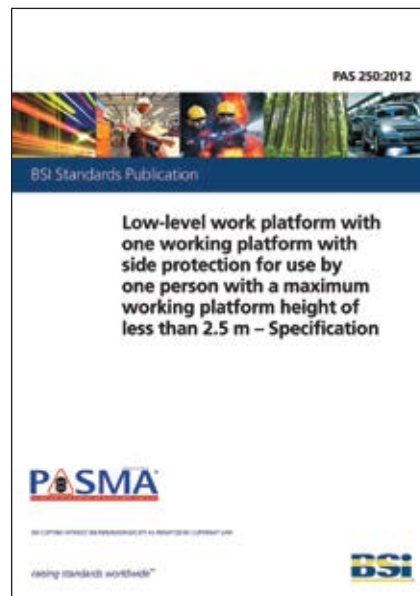
Please continue to send your images of 'Terrible or Terrific Towers' to michael.fern@asma.co.uk

## Championing EN 1004 and PAS 250

Throughout 2015, PASMA will continue to warn of the dangers of using incomplete and unsafe tower scaffolds that do not comply with the European tower standard EN 1004. It follows in the wake of the HSE's growing concern about the number of incidents involving the use of sub-standard, poorly constructed and, in some cases, downright dangerous towers.

The association will also focus on PAS 250, the specification sponsored by PASMA and developed in collaboration with the British Standards Institution (BSI), which is expected to become a full standard by 2016. It introduces, for the first time, minimum safety and performance criteria for low level work platforms.

Those responsible for specifying - renting or purchasing - this type of equipment should not think that because podiums and pulpits are fitted with anti-surf devices, that it's 'job done'. There are many other safety issues that need to be addressed to comply with PAS 250, chief amongst which is resistance to overturning.



## Richard Steele, 1949-2014



Richard Steele

It was with great sadness that PASMA council, head office and members of the association learnt of the death of Richard Steele, 65, after a long and brave battle with cancer. A former PASMA instructor and most recently the association's southern auditor, Richard was a well known and highly respected figure in the access industry.

Both PASMA and IPAF qualified, Richard was committed to maintaining the highest standards in height safety in general and training in particular. Training centres will remember him best for his knowledge, expertise and unstinting support.



NASC and CISRS shared a stand at the Health & Safety North event in Bolton

## Health & Safety event a success

The NASC and CISRS exhibited at the Health & Safety North event held at the Bolton Arena – attracting over 130 serious enquiries on scaffolding safety, standards and training to its stand, which featured a free-standing five metre tower, built by members 3D Scaffolding of Manchester.

The show also gave the NASC another opportunity to showcase the TG20:13 tube and fitting technical guidance, while representatives of the Construction Industry Scaffolders Record Scheme (CISRS) were able to provide the latest information on SITS and COTS scaffolding training courses, along with information on changes to part one, part two and advanced scaffolding courses following the launch of TG20:13 earlier this year.

## A new look for a new year

The NASC has launched its 2015 yearbook with 94 pages of news about the confederation and its 250 plus members, including project news reports showcasing some of the best UK scaffolding contracts over the last 12 months.

NASC managing director, Robin James, reports on achievements in 2014 for association and the membership, as the industry begins to recover from the recession, noting a wide pick-up and acceptance of TG20:13 good practice guidance for tube and fitting scaffolding by the industry. NASC president, Kevin Ward, also reports on his new apprentices challenge in aid of the Teenage Cancer Trust, which has raised £25,300 from the creation of 230 apprentices, in its first of two years. James said: "It's a great step forward for the confederation's yearbook. The bold new look and design are eye-catching and means the information contained within is easier to navigate and digest. Once again, the NASC yearbook testifies to the unique skill set and versatility of NASC contracting members across the UK. I would urge all who work in the scaffolding sector - and indeed the wider construction industry - to pay careful attention to its contents."

An e-reader version of the NASC 2015 yearbook is freely available to view on the NASC Website.



NASC's new-look yearbook for 2015.



Houses of Parliament

## NASC lobbies UK minister



Nick Boles

NASC members Chris Sedgeman and Lynn Way of Chris Sedgeman Scaffolding visited Westminster earlier this month for a meeting with the UK minister of state for skills and equalities Nick Boles, in order to discuss the availability of training in the South West and proposals for the future of apprenticeships in the UK. The meeting, which was also attended by NASC managing director Robin James and NASC director of training Dave Mosley, follows a visit in May by chancellor George Osborne to Chris

Sedgeman's scaffolding yard in Penzance following its work providing scaffolding systems for the repairs to the storm damaged mainline railway line at Dawlish.

Mosley had also written to Boles' predecessor, Matthew Hancock, on behalf of the scaffolding sector to express the confederation's "serious concern" over proposals that would see a requirement for an employer contribution of around £4,000 to be paid upfront prior to taking on an apprentice. NASC feared this would mean employers would look for alternative routes to training their workforce, rather than following the important apprenticeship route - which the NASC, CISRS and the scaffolding sector have supported since the late 1970s.

Mosley said: "This meeting was very positive, the minister listened to our concerns and gave a very strong indication that some of the proposals currently being piloted in the 'Trailblazer apprenticeship programme', which we opposed, may not be imposed once the pilot is completed. That's good news for the scaffolding industry and apprenticeships, which are the life-blood of our industry. We all left the meeting very happy with the outcome and feel that common sense has prevailed - with a softening of approach in relation to some of the previous proposals, which would have had a detrimental effect on the scaffolding industry as a whole."

Boles stated: "I do not want to introduce any measures that would dissuade companies from taking on apprentices. I appreciate the additional investment of time, money and reduction in output that taking on an apprentice entails and do not wish to add to this burden."



More than 350 scaffolding apprentices go through the CITB National Construction Colleges or private providers every year.





## CPA/Strategic Forum Outreach Meeting

The Construction Plant-hire Association (CPA) will exhibit at the Executive Hire Show at the Ricoh Arena, Coventry for the ninth year running this February. During the show, which targets tool and general hire companies, the CPA will host a Strategic Forum Plant Safety Group 'Outreach Meeting'.

The meeting will be held on the morning of Wednesday 11th February between 10.30 and 13.00 in the Jaguar Suite at the Ricoh Arena. Discussion topics will include operator competence, medical fitness and the government's Public Health Responsibility Deal initiative. Other topics will include telehandlers, including new work on suspended loads, and the recently published guidance on ground conditions for construction equipment.

New projects that the CPA is planning to undertake in 2015 will also be introduced. These could include inadvertent operation of controls on excavators and similar machines, and lifting loads with excavators.

The Outreach Meeting is open to all and free to attend. To register visit: [www.cpa.uk.net/sfpsg-om-registration](http://www.cpa.uk.net/sfpsg-om-registration). For more information contact CPA director Kevin Minton at: [kevin.minton@cpa.uk.net](mailto:kevin.minton@cpa.uk.net)

## CPA Plant Conference 2015

The 2014 CPA plant conference held in November, attracted around 140 delegates to hear a range of speakers, including Peter Hansford, government chief construction adviser and Philip White, chief inspector of construction.

Planning is now underway for the 2015 event, which will take place once again at Wyboston Lakes, Cambridgeshire on the 4th November. The 2015 event will follow a similar format with key industry speakers.

The CPA is also planning a technical conference/workshop to take place during 2015, separate from the conference. Technical issues would be covered and aimed at health and safety managers and others with similar responsibilities. This would allow the November conference to concentrate on strategy and policy issues, rather than technical issues. Watch this space for further details.



Peter Hansford at the 2014 CPA conference

## Stars of the Future 2015 - Venue and date announced

The 2015 'Stars of the Future' Plant Mechanic Apprentices Awards will be held on Thursday 4th June at the Plantworx exhibition at Bruntingthorpe Aerodrome, Leicestershire.

The Stars of the Future competition is an annual award scheme, now in its third year, devised by the CPA to recognise talented youngsters on plant mechanic apprentice schemes in colleges across the UK.

There are separate prizes for Level Two and Level Three trainee mechanics. College tutors monitor their students throughout the academic year both while at the college and in the working environment. From this assessment they select their 'Stars of the Future' candidates for the regional award, and these students are automatically entered for the National Award.

The awards recognise and reward outstanding apprentices who bring ability and commitment to their learning and their work, and who also possess additional capabilities that mark them out not only for their future within the service sector, but also as potential leaders of the industry. The CPA is working with the 11 participating colleges to recognise and reward even more apprentices from each college. In the inaugural competition held in 2013 there were 489 entries - in the 2014 competition 592 entries were received and for 2015 over a 1,000 students will be participating.

The awards will be presented by Richard Noble, the Scottish entrepreneur who was holder of the land speed record between 1983 and 1997. He was also the project director for ThrustSSC, which holds the current land speed record of 763mph, set in 1997 by Andy Green at Black Rock Desert, Nevada. Noble is also the pioneer of the Bloodhound SSC project, which is currently planning a land speed record attempt in 2016 with the aim of reaching 1,000mph dash across the Hakseen Pan in South Africa.

Noble presented the inaugural awards in 2013 and gave an inspirational talk to the young students who attended that ceremony - he plans to do the same for 2015 for the latest winners.

Speaking of the event, Noble said: "I thought the CPA Stars of the Future apprentice programme was very well done you could see the look of pride on the winner's faces, it meant a lot to them. I was delighted to be asked back for a second time to present the awards. These engineers really are our future - long may the scheme continue."



Richard Noble

The Bloodhound SSC.

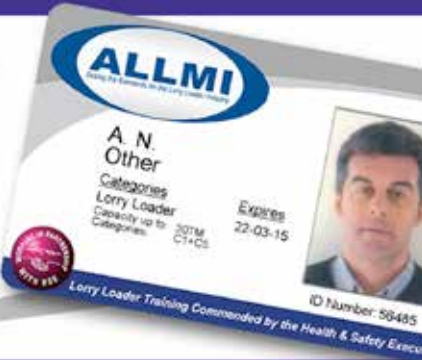




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# GOING UP IN THE WORLD

**A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth**

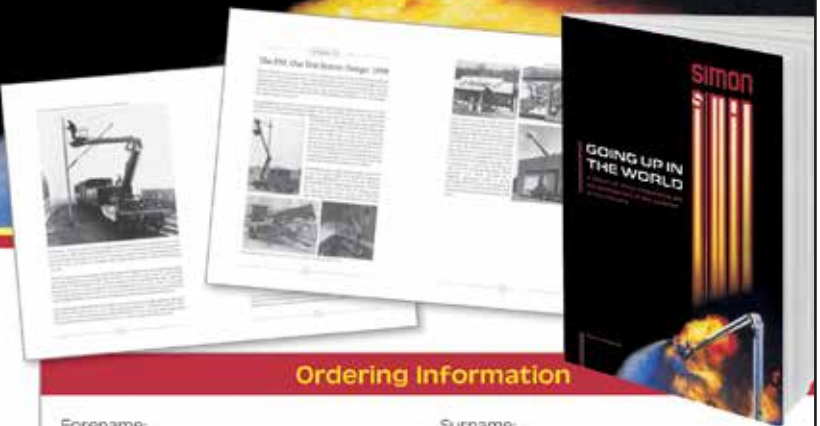
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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# Liebherr LTM 1400

This model of the Liebherr LTM 1400 represents a crane from the 1990's, and is modelled in 1:50 scale by YCC Models of Taiwan. It comes in very high quality packaging with an excellent brochure included, along with a reprint of the original machine specifications and very good instructions for the model. Assembly is straightforward, and care is required to handle some of the very small parts and pins.

The crane carrier is very highly detailed with tyres which have Michelin and the tyre details moulded into the sidewalls. There is fully sprung suspension on each axle and each steerable axle can be steered, enabling any of the available modes of the real crane to be replicated.

The carrier cab has opening doors and in the engine compartment behind, the detailing is really good too, with fans visible under the grilles and opening hatches reveal a detailed metal engine. At the rear either a spare tyre or a tool box can be fitted.

The outriggers are excellent with special loaders for the pads replicated, and the beams are metal with high quality graphics. Even the locking bolts for the beams are provided.

The crane superstructure has a tilting operator's cab with sliding door and the interior detail is top class with highlighted instrument clusters. Under opening covers there are detailed components, and hydraulic hoses run to the various hydraulic cylinders and motors.

The four stage telescopic boom has a great profile with the external locking pins of the real crane modelled and they are able to lock each section at the 50, 92 and 100 percent positions of the real crane. The boom nose sheaves are all made from metal and free-rolling.

The superlift arrangement is also finely modelled and the winch has a positive brake so it can be tensioned up quite tight. Three different sizes of hook are supplied and they are all metal and top quality.

This YCC model sets a new high standard for a mobile crane model, and it seems as if every detail has

been carefully considered. It sells for around £500 in Liebherr colours and versions have also been made in Thomen and Sarens liveries.

To read the full reviews of these models visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

Cranes Ect Model Rating	
Packaging (max 10)	10
Detail (max 30)	29
Features (max 20)	19
Quality (max 25)	24
Price (max 15)	13
Overall (max 100)	95%



The Liebherr LTM 1400



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# Letters



**Dear Sir,**

I return my wishes for your 2015 to be healthy, wholesome, rewarding and beneficial to those you serve in our industry. I wish more people would hop on the bandwagon for safety in the workplace. The excellent reporting and photo descriptions have helped me and my small team to work safely. Words alone cannot express my sincere gratitude.

Yours

Sherman Anderson  
Best Tree Service

## Unfit and aging operators

Dear Sir,

I wanted to write to raise a question about crane operator fitness, after reading your online report of the 66 year old operator who died after he had a heart attack and fell from a tower crane in Australia earlier this week.

We are seeing a steady and relentless rise in the average age of crane operators, which is likely to get worse with too few entrants signing up and joining the business. As well as this the number of obese and unhealthy operators is on the rise, and given that it is generally a sedentary job this is unlikely to change any time soon. Companies have a responsibility to certify their staff as fit for the job they are expected to do, no matter what the equipment they control, but with cranes there are additional risks. Ideally crane operators ought to undergo an annual third party health check that certifies them as fit to carry out all aspects of their jobs. This is particularly true for tower crane operators who have to climb the tower each day and who then stay in their confined cabs for the shift. This is something that needs addressing specifically for cranes.

**Ernie Bishop**

Dear Sirs,

The letter from Brian Stead in the latest issue of Cranes & Access encouraged me to track down the Good Practice Guide that he refers to. I managed to find it after some difficulty on the CPA web site and have now downloaded it. While it is clearly written from an English perspective I commend its content and the thoroughness of its information. As Mr Stead says it is a bit 'hefty' but very useful. We are located in Finland rather than England but this guide is the best that I have seen and I would encourage other people from other countries to download this guide - if they can find it - instead of thinking that it is a document for English people only. It is good for wherever you are.

**Pehr Eyvind**

*We had intended to host the guide on our website [www.vertikal.net](http://www.vertikal.net) but had not yet done so. We have now added the final document to our online library where it is free to download for anyone who has an interest in ensuring the safety of cranes, aerial lifts and other equipment when working on varying ground conditions.*

*Ed*

## The way it was

Dear Leigh,

Take a look at the attached photograph of working at height, how they did it in the good old days.

**Bill**

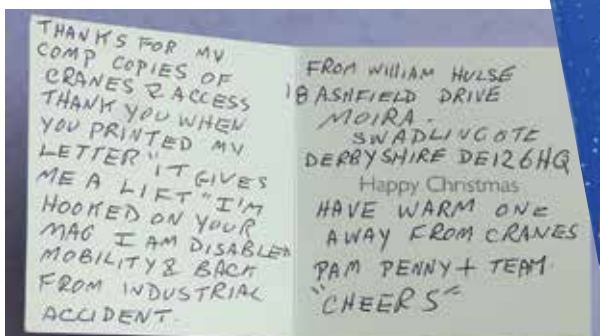


## Kind seasonal wishes

Like most companies December brought a good number of Christmas cards and kind wishes to the office, which we very much appreciate. The one below though, from William Hulse, who is disabled following an industrial accident, was slightly special and we think deserves publication.

Many thanks

Ed



## Recent polls

Every six weeks or so we ask a question about a current topic of interest to those involved with cranes, access equipment or telehandlers.

In November we asked:

**“Do you think a widespread Experienced Operator ranking/qualification system would help raise standards?” Yes or No.**

728 people voted in total with the vast majority 632 people - 86% - said **Yes**, while 96 - 13.2% - said **No**.

In December we asked:

**“Which of the following terms for aerial lifts do you prefer? - AWP, MEWP or EWP**

When the poll closed at the end of the year a total of 1,277 people had voted, with the following results.

A majority of people - 743 or 58.2% - said **AWP**

290 or 22.7% preferred **MEWP** and 244 or 19.1% voted for **EWP**.

While it seems that a solid majority of industry people prefer the abbreviation AWP it is also clear that the industry is split on this. We did have one letter where the correspondent who asked not to be quoted pointed out quite properly that the term MEWP has been adopted by a large number of safety authorities around the world and that as a result the term MEWP is here to stay. An editorial at the time lamented the fact that the regulations use a term which is not widely used by ordinary users on site. Here is the key part of his letter.

**Dear Sir,**

I was a little surprised at your current editorial comment and poll.

I feel the editorial would have been more balanced if it had pointed out that:

- For many years European standards CEN who produce EN 280 use the term MEWP and the CEN Committee is made up of representation from all member states. Hence MEWP is and has been in common use for some time
- ISO standards for design, safe use and training also use the term MEWP and ISO standards are truly international - used by many countries as a base for their own standards including Russia, China, Brazil etc.
- In the USA the SAIA/ANSI is currently drafting new standards A92.20 design, A92.22 safe use and A92.24 training. They are proposing to align with Europe and ISO and use the term MEWP in these standards.
- New Canadian standards in their final stages of development, for design B354.7, safe use B354.8 and training B354.9 are using the term MEWP in current final drafts.
- Interestingly AEM have a sub group which is the MEWP engineering council (MEWPC)

Bearing in mind all the above.....no matter what the poll shows, the fact is that the vast majority of the official organisations, standards and authorities are now using or will shortly be using the term MEWP. So love it or hate it MEWP is here to stay!!!!!!

*We sadly agree that this is likely to be the case, but think that it is a shame, it would have been better if an abbreviation was used that rolls off the tongue as an abbreviation rather than an ugly word. Ed*

## Dorothy Mort 1930-2014

Just before Christmas we received the sad news that Dorothy Mort, one the true pioneers if the UK's powered access rental industry had passed away aged 84.



Dorothy Martin was born in Port Talbot, Wales in May 1930 - one of four children of the town's Butcher Jock Martin, she married David Mort in November 1952 and six years later the young couple established an equipment rental company Port Talbot Plant from the yard at the back of their house.

The two very much worked as a team and expanded the company steadily, and fairly early on added access rental to their activities, in the form of truck and van mounted lifts. Most importantly to the development of the business, they saw the potential of self-propelled lifts well before most other rental companies took it seriously. Contacts at the Port Talbot Steelworks certainly helped boost the business but they expanded to become the clear market leader in the UK under the PTP banner, a name more appropriate as the company expanded out of its local area.

In the early 1980s the market became rapidly more competitive as a good number of crane rental companies moved into the market boosting supply far faster than the increase in demand. A slowing economy exasperated the oversupply and rates were slashed. PTP held firm as a specialist against the newcomers which as the recession bit pulled out of the market leaving PTP stronger than ever.

In 1987 the couple decided to accept a takeover bid from BET Plant Services (The company was acquired from BET/Rentokil by Loxam in 2000) and then retired. In their late 50s they were young enough to enjoy and look forward to a long retirement and made the most of their shared passion for horse racing, travelling all over the world.

Dorothy was also a keen gardener and music enthusiast. She leaves behind husband David - having celebrated their 62nd anniversary in November - two children - Tony, an access entrepreneur in his own right and Catherine - four grandchildren and two great grandchildren.

Dorothy Mort played a significant role in the early days of powered access rental, a quiet but strong business partner, she was much appreciated and respected by those who knew her and dealt with as a fair, trustworthy, unselfish and ready to do the right thing. She will certainly be missed by those who knew her.



Dorothy and David Mort, enjoying retirement at the Ascot races.

# Whats on?

2015

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January 25-26, 2015  
Dubai, UAE

Tel: +44 (0)15395 66700

www.ipaf.org/meconvention



## AED Summit & CONDEX

February 10-13, 2015  
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Tel: +1 630-574-0650

Website: www.aedsummit.com



## Rental Show 2015

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## IPAF Summit

March 26, 2015  
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## Intermat 2015

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## Platformers' Days 2015

September 11-12, 2015

German access equipment meeting. Hohenroda, Germany.

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www.platformers-days.com



## ICUEE - The Demo Expo

October, 2015

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## SAIE 2015

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401   Demag AC 40-1 City	2005	6x6x6	31,20m + 13,00m
501   Terex Demag AC 50-1	2007	6x6x6	40,00m + 17,00m
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1201   Goussier ATF 9120 E	1997	10x6x8	48,70m + 17,70m
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2001   Terex Demag AC 615	1993	12x8x8	50,00m + 2,00m
3001   Liebherr LTM 1100F1	2000	12x8x12	60,00m + 22,00m 49,00m / 71,00m

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1001   Liebherr LTR 1100	2008		52,00m + 19,00m

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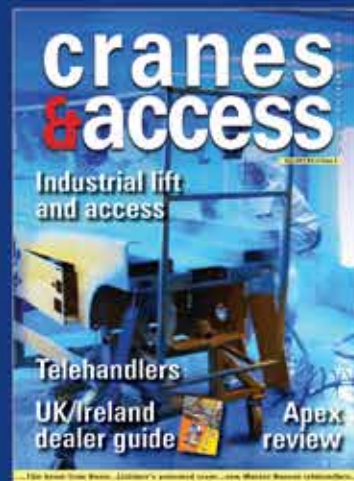
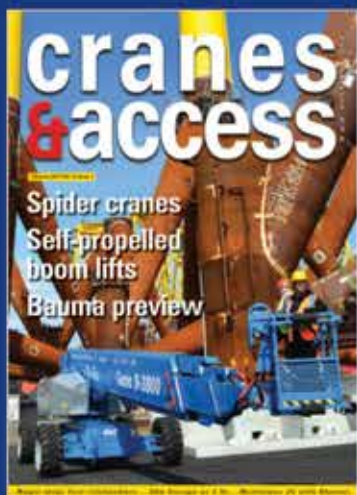


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## Access Equipment Manufacturers

Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AiRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Bravi	<a href="http://www.braviol.com">www.braviol.com</a>
CMC	<a href="http://www.cmclift.com">www.cmclift.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
DENKA-LIFT	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Genie Global	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Imer Access	<a href="http://www.imergroup.com">www.imergroup.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Itéco	<a href="http://www.imergroup.com">www.imergroup.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Mantall	<a href="http://www.mantall.com">www.mantall.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Ommelift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Liftechnik	<a href="http://www.pbgbh.de">www.pbgbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Sinoboom	<a href="http://www.sinoboom.com">www.sinoboom.com</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
SUP	<a href="http://www.supefant.com">www.supefant.com</a>
TCA Lift	<a href="http://www.tcalift.com">www.tcalift.com</a>
Teupen	<a href="http://www.teupen.com">www.teupen.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

## Alloy Scaffold Towers

Eurotowers	<a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Mastclimbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
LTC Hoists Division	<a href="http://www.ltchoists.co.uk">www.ltchoists.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Specialist Scaffolding

Advance Scaffolding (SW)	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
Harsco	<a href="http://www.harsco-i.co.uk">www.harsco-i.co.uk</a>

## Platform Rental

1st Access Rentals	<a href="http://www.1staccessrentals.co.uk">www.1staccessrentals.co.uk</a>
Z Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Actual Access	<a href="http://www.actualservices.co.uk">www.actualservices.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial and Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Aerial Platforms	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI-Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>
APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
ATP	<a href="http://www.atphire.com">www.atphire.com</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Kimberly Access	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
Loxam Access	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
LTC Powered Access	<a href="http://www.ltcpoweredaccess.co.uk">www.ltcpoweredaccess.co.uk</a>
LTC	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>
Riwal	<a href="http://www.riwal.com">www.riwal.com</a>
Sandhurst Access Rental	<a href="http://www.sandhurst-accessrental.co.uk">www.sandhurst-accessrental.co.uk</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
United Powered Access	<a href="http://www.upa-uk.com">www.upa-uk.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Notified Body

Powered Access Certification	<a href="http://www.pac.uk.com">www.pac.uk.com</a>
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## New & Used Platforms

IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFT Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.kunze-buehnen.com">www.kunze-buehnen.com</a>
Lavendon Sales	<a href="http://www.lavendonales.com">www.lavendonales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/sales/">www.nationwideplatforms.co.uk/sales/</a>
Rothlehner	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Reachmaster (USA)	<a href="http://www.reachmaster.com">www.reachmaster.com</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

APS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	<a href="http://www.arnold-schwerlast.de">www.arnold-schwerlast.de</a>
Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Self-Propelled Modular Transporters

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko Mimicrane	<a href="http://www.jekko.it">www.jekko.it</a>
JMIG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>



Maeda	<a href="http://www.maedaminicran.es.co.uk">www.maedaminicran.es.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</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>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

#### Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

#### New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IMC Cranes	<a href="http://www.imc-cranes.com">www.imc-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

#### Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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#### Furniture Hoists

The Furniture Hoist Co	<a href="http://www.furniturehoists.co.uk">www.furniturehoists.co.uk</a>
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#### Crane Hire

AB2000	<a href="http://www.ab2000.co.uk">www.ab2000.co.uk</a>
Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
Cork Crane Hire (Liverpool)	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
Crane Hire Ltd	<a href="http://www.cranehireltd.com">www.cranehireltd.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

#### Mini Crane Hire

Easi Up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGP	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Lift Limited	<a href="http://www.liftminicranehire.co.uk">www.liftminicranehire.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

#### Self Erecting Tower Cranes

City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>

#### Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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#### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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#### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
HLC Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>

#### Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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#### Auction Houses

Ritchie Brothers	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
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#### Battery Suppliers & Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
Platinum Batteries (Europe) Ltd	<a href="http://www.platinumbatteries.co.uk">www.platinumbatteries.co.uk</a>

#### Load Monitoring Systems

Force Logic UK Ltd	<a href="http://www.force-logic.co.uk">www.force-logic.co.uk</a>
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#### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

#### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>

#### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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#### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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#### Outrigger Pads, Mats & Roadways

Alimats	<a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a>
Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
GreenTek	<a href="http://www.greensward.co.uk">www.greensward.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
KO-Mats GmbH	<a href="http://www.ko-mats.com">www.ko-mats.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
PCM Fluid Power	<a href="http://www.pcmfluidpower.co.uk">www.pcmfluidpower.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>

#### Parts & Service Suppliers

Aerial & Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
C-Tech Industries	<a href="http://www.ctech-ind.com">www.ctech-ind.com</a>
Davis Access Platforms	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

#### Innovations

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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#### Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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#### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Inspire	<a href="http://www.inspire.com">www.inspire.com</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
Replacement Filters	
Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>

#### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtex equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Load Systems UK Ltd	<a href="http://www.loadsystems.com">www.loadsystems.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

#### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
inspire	<a href="http://www.inspire.com">www.inspire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

#### Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
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Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
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John Taylor Crane Services	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>
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#### Training Associations & Networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
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AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
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IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
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NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
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Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>
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#### Training Centres & Trainers

Access	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
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Platforms Direct	
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IAPS	<a href="http://www.iapsgroup.co.uk">www.iapsgroup.co.uk</a>
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Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
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Advanced	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
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Access Platforms	
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AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
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Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
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AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
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APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
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Approved Safety Training -Ca	<a href="http://www.approvedsafetytraining.com">www.approvedsafetytraining.com</a>
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GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
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Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
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LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
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Nationwide	<a href="http://www.nationwideplatforms.co.uk/Training">www.nationwideplatforms.co.uk/Training</a>
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Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
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Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
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#### Safety Training

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
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Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
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Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
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Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
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Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
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Emerson	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>
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#### Training Services

Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
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HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
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Hewden Training	<a href="http://www.hewden.co.uk/training">www.hewden.co.uk/training</a>
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Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
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Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
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Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
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JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
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L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
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Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
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Lifting Equipment Training	<a href="http://www.lettd.co.uk">www.lettd.co.uk</a>
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Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
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Lyte	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
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Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.co.uk</a>
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Mentor Training	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
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Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
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Nationwide	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
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Platforms	
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Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
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Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
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Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
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TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
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Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
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#### Traffic Management Services

Sun Traffic Ltd	<a href="http://www.suntraffic.com">www.suntraffic.com</a>
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#### Wire Rope & Cable

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
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TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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Casar	<a href="http://www.casar.de">www.casar.de</a>
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#### Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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#### Tyre suppliers

Mitas Tyres	<a href="http://www.mitas-tyres.com">www.mitas-tyres.com</a>
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OTR Wheel Engineering - OTR Europe	<a href="http://www.otrwheel.com">www.otrwheel.com</a>
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If your company is not listed sign up online or email [info@vertikal.net](mailto:info@vertikal.net) or call

**12 months online entry with hot-link to your website and publication in every issue of C&A costs just £175/€280**



V16517 - Skyjack SJ3219 - 2007  
Electric - 7.80 Mtr. - 110 Hrs.  
€ 4.500 - *new wheels!*



V15401 - JLG 2646ES - 2006  
Electric - 9.80 Mtr. - 162 Hrs.  
€ 5.950



V16471 - Genie GS2646 - 2004  
Electric - 9.92 Mtr. - 544 Hrs.  
€ 4.750



V16512 - Skyjack SJ4632 - 2007  
Electric - 11.80 Mtr. - 119 Hrs.  
€ 6.750 - *new wheels!*



V16548 - Liftflux SL125/18E - 2001  
Electric - 14.50 Mtr. - 304 Hrs.  
€ 6.450



V16544 - Genie GS2668RT - 2003  
Diesel 4x4 - 9.90 Mtr. - 1247 Hrs.  
€ 5.950



V16433 - Haulotte H12SX - 2007  
Diesel 4x4 - 12 Mtr. - 1680 Hrs.  
€ 12.500



V15634 - JLG 3384RT - 2007  
Diesel 4x4 - 12.06 Mtr. - 1095 Hrs.  
€ 15.500



V15925 - Genie GS4390RT - 2009  
Diesel 4x4 - 15.11 Mtr. - 1151 Hrs.  
€ 26.500



V15373 - Haulotte H18SX - 2005  
Diesel 4x4 - 18 Mtr. - 1453 Hrs.  
€ 15.500



V16541 - Grove Toucan 1100A - 2004  
Electric - 11 Mtr. - 193 Hrs.  
€ 6.750



V16354 - Genie Z34/22N - 2002  
Electric - 12.52 Mtr. - 853 Hrs.  
€ 10.500 - *new wheels!*



V16445 - Haulotte HA15IP - 2007  
Electric - 15 Mtr. - 3317 Hrs.  
€ 18.500



V16447 - Manitou 170AETJL - 2007  
Electric - 16.90 Mtr. - 567 Hrs.  
€ 21.750



V16474 - Genie Z45/25JBI - 2001  
Bi-energy - 15.87 Mtr. - 1109 Hrs.  
€ 10.500



V16444 - Genie Z45/25JRT - 2007  
Diesel 4x4 - 16 Mtr. - 1188 Hrs.  
€ 21.000



V16392 - JLG 510AJ - 2009  
Diesel 4x4 - 17.81 Mtr. - 1691 Hrs.  
€ 27.500



V16554 - Grove A60J - 2001  
Diesel 4x4 - 20.10 Mtr. - 6032 Hrs.  
€ 10.750



V16494 - Genie Z60/34RT - 2003  
Diesel 4x4 - 20.39 Mtr. - 3204 Hrs.  
€ 18.500



V16273 - JLG 800AJ - 2005  
Diesel 4x4 - 26.38 Mtr. - 3338 Hrs.  
€ 37.500



V16168 - Genie S45 - 2004  
Diesel 4x4 - 15.70 Mtr. - 3469 Hrs.  
€ 13.500



V15940 - Genie S60 - 2008  
Diesel 4x4 - 20.30 Mtr. - 971 Hrs.  
€ 34.500



V16258 - JLG 660SJ - 2007  
Diesel 4x4 - 22.32 Mtr. - 1470 Hrs.  
€ 36.000



V16180 - Haulotte H23TPX - 2006  
Diesel 4x4 - 22.60 Mtr. - 3532 Hrs.  
€ 19.500



V16505 - Genie S85 - 2004  
Diesel 4x4 - 27.90 Mtr. - 2807 Hrs.  
€ 34.000

# Easi UpLifts

we are the access specialists

## +2000 NEW AND USED MACHINES AVAILABLE



**15.90**  
metre

2500  
hours

76  
units  
available

4WD

**Genie Z45/25 JRT**

2007      €26000

 diesel



**20.22**  
metre

2650  
hours

17  
units  
available

4WD

**Genie Z60/34 RT**

2006      €36000

 diesel



**25.60**  
metre

3000  
hours

4  
units  
available

4WD

**Genie Z80/60 RT**

2005      €48500

 diesel



**21.97**  
metre

2500  
hours

18  
units  
available

4WD

**JLG 660 SJ**

2008      POA

 diesel



**28.04**  
metre

2600  
hours

11  
units  
available

4WD

**JLG 860 SJ**

2008      POA

 diesel



**40.00**  
metre

3000  
hours

11  
units  
available

4WD

**JLG 1250 AJP**

2008      POA

 diesel



**29.70**  
metre

5700  
hours

2  
units  
available

Tracked

**Omme 3000 RBD**

2007      €55000

 diesel



**13.60**  
metre

5000  
hours

8  
units  
available

4WD

**Manitou MT 1435**

2006      €31000

 diesel



**8.70**  
metre

800  
hours

8  
units  
available

Tracked

**Maeda MC 285 CRM - E**

2007      €40000

 diesel



**26.00**  
metre

2500  
hours

2  
units  
available

4WD

**JLG Liftlux 245-25**

2007      POA

 diesel



**17.07**  
metre

2000  
hours

20+  
units  
available

4WD

**Skyjack 9250**

2007      €17750

 diesel



**12.50**  
metre

2000  
hours

20+  
units  
available

4WD

**Skyjack 7135 RT**

2007      €15000

 diesel



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**Patrick McArdle**

Sales Manager

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