

cranes & access

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April/May 2016 Vol.18 issue 3

**Spider lifts
Bauma review
Mid-range AT
cranes
Vertikal Days
preview**

...Ruthmann acquires Bluelift...Demag mobile cranes return...20m Magni telehandler...

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TOKYO, JAPAN
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intisales_cr@kobelconet.com

KOBELCO CRANES MIDDLE EAST FZE
Sharjah, U.A.E.
Tel: 00-971-(0)-6-557-8114
usamima@kobelconet.com

KOBELCO CRANES
NORTH AMERICA INC
Houston, Texas, U.S.A.
Tel: 00-1-(0)-713-856-5755
jack_fendrick@kobelconet.com

KOBELCO CRANES
SOUTH EAST ASIA PTE. Ltd
Singapore
Tel: 00-65-(0)-6268-1308
fujitasan@kobelconet.com

KOBELCO CRANES CO., Ltd.
Shanghai, CHINA
Tel: 00-86-(0)-21-5382-0120
john.wei@kobelco.com

KOBELCO CRANES EUROPE Ltd.:
FOR EUROPE, AFRICA, RUSSIA, CIS
Tel: 00-31-(0)-36-549-5510
jos_verhufst@kobelconet.com

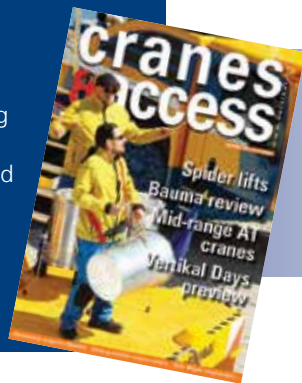
KOBELCO CRANES INDIA PVT Ltd
Tel: 00-91-(0)-11-40151900
mlyashita@kobelconet.com

KOBELCO CRANES EUROPE Ltd.:
FOR U.K, IRELAND AND SOUTH AFRICA
Tel: 00-44-(0)-1342-301122
mark_evans@kobelconet.com

www.kobelco-cranes.com

On the cover:

Terex made a big noise - using several drummers - when it reintroduced the Demag brand and AC/CC nomenclature for ATs over 100 tonnes and crawlers over 400 tonnes at Bauma.



C&A contents

17

Spider lifts



27

Mid-range All Terrain cranes



48

Bauma review



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Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223

E-mail: info@vertikal.net

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Comment 5

News 6

Oz move for Vp, 1,250 tonne Kobelco crawler, Ruthmann acquires Bluelift, Time Versalift goes direct in France, Demag back up and running, New eight tonne Maeda, New 150ft JLG



articulated boom, 15 years of Vertikal.net, New Teupen Puma, Liebherr Rough Terrain cranes, Genie high capacity boom, 70m

Bronto, Four new platforms from Ruthmann, 450 tonne AT from Liebherr, Bauma round-up, Financial results.

Spider lifts 17

Of all the equipment types in the access sector, spider lifts must surely be the most active, exciting and innovative. This was highlighted at Bauma where most of the major access equipment news concerned spider lifts. We review the latest changes and model introductions.



Mid-range All Terrain cranes 27

This past year has been very busy for the All Terrain crane market. We take a look at the new product launches, new concepts and more recently, the return of a very well-known brand.

We also profile King Lifting, the UK's largest regional crane rental company.



Vertikal Days preview 37

Vertikal Days celebrates its 10th anniversary this year. Over the past decade it has continued to grow becoming an increasingly important crane, telehandler and aerial work platform event in the European show calendar. We highlight the main news and products at the show.



Bauma review 48

The biggest, most popular Bauma ever finished on a damp note with the changeable weather during the week turning into solid rain for the last day or two.

Between the wind and rain showers the crowds were out in force with around 580,000 visiting the world's largest construction equipment exhibition. Here are the highlights.

Rental rates part 2 62

Jeff Eisenburg concludes his take on rental rates by looking at what can be learned from probably the most highly developed of all rental industries - short term car rental.

regulars

Training 65

ALLMI Focus 67

IPAF Focus 69

CPA 71

PASMA Focus 73

Books and Models 75

Letters 77

What's on 81

Online directory 86

In the next C&A

The next issue of Cranes & Access scheduled for the end of May will feature: 3.5 tonne vehicle mounted lifts, The Vertikal Days show guide, Wheels and tyres and Loader cranes. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

"If you had to identify, in one word, the reason why the human race has not achieved, and never will achieve, its full potential, that word would be 'meetings.'"

Dave Barry

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Editorial team

Mark Darwin - Editor
editor@vertikal.net

Associate editors

Rüdiger Kopf (Freiburg)
Alexander Ochs (Freiburg)
Leigh Sparrow

Reporters

Ed Huntley
Sam Pickering

Sales & customer support

Pam Penny
Clare Engelke
Karlheinz Kopp

Production/Administration

Nicole Engesser

Subscriptions

Lee Sparrow

Publisher

Leigh Sparrow

Advertising sales

UK-based

Pam Penny pp@vertikal.net
Tel: +44 (0)7917 155657
Clare Engelke ce@vertikal.net
Tel: +44 (0)7989 970862

Germany-based

Karlheinz Kopp khk@vertikal.net
Tel: +49 (0)761 89786615

Italy

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

The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8448 155900
Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

Vertikal Verlag

Sundgauallee 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info@vertikal.net
web: www.vertikal.net



A decade on...

Doesn't time fly when you are having a good time!

This month sees my 10th anniversary of joining Cranes & Access. I know this because the business network LinkedIn automatically announced the fact to all my connections and I have received many congratulations and warm wishes - thank you if you were one of those.

But this got me thinking about how fast the time has gone and yet how much has changed in the industry over the last 10 years?

Well certainly social media for one and the growth and reliance on the internet - the global recognition of our website www.vertikal.net is proof of that. Next month also sees the 10th Vertikal Days event - a specialist show which has grown to become one of the leading cranes, access and lifting gatherings in Europe.

But what of the industry?

Products in general have improved with increased performance, safety and reliability. Who would have thought we would now have a 39 metre 360 degree telehandler, a walking, climbing 40 metre spider lift, a 180ft boom lift or 51 metre two axle truck mounted lift? These would have been pure fantasy in 2006. There has also been the recent development of telematics and sophisticated electronics that help the operator - some say too much - to carry out work quicker and more safely than before.

The increased focus on safety has resulted in many developments over the past decade - from wearing harnesses and secondary guarding on boom lifts, to better designs resulting in reduced working at height while erecting and dismantling cranes.

About 12 years ago my previous company was discussing a 'new' product - the spider lift - and whether it was worth being a distributor for such a specialist product. The idea didn't even get off the ground, yet as can be seen in this month's spider lift feature, the sector is - after a slow start - booming and continuing to grow.

We often say that the construction industry is conservative - and overall it may well rigidly stick to many outdated and outmoded practices - but as can be seen from 10 years of Cranes & Access, the lifting equipment sector is constantly updating and upgrading, moving performance, safety and reliability forward.

Tin is the traditional gift for the 10th wedding anniversary. While tin is a little used metal, ultra-high tensile steels are becoming the norm - particularly for booms - and is transforming the industry. If I survive to celebrate 20 years I can look forward to the china anniversary. Perhaps not the best construction material, but perhaps by then, it may be the dominant country in the equipment sector?

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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The 1,250 tonne SL16000J-H on a heavy load test

1,250 tonne Kobelco crawler

Kobelco has been testing its biggest crawler crane to date, the all-new 1,250 tonne SL16000J-H, prior to shipping the first unit to lead customer, Japanese crane rental company MIC.

The new crane can lift its maximum capacity at a radius of 10 metres, and has a maximum system length of 180 metres - 95 metres of main boom with an 85 metre luffing jib. It is offered in either a standard or Super heavy lift configurations and can be relatively easily transported within the strict Japanese road regulations. We understand Kobelco has sold at least five units, with three of them going to MIC for work on nuclear power plants.

Ruthmann acquires Bluelift

Ruthmann has acquired a 60 percent stake in the Italian company Marti Group, which produces Bluelift spider lifts and RAM truck mounted lifts. The Bluelift and Ruthmann distribution networks are expected to continue unchanged, apart from in Germany and Austria where Ruthmann has already taken over the Bluelift distribution from Rothlehner.

Ruthmann is branding the 3.5 tonne RAM truck mounts as Ruthmann Ecoline as it drops the Ram trademark. The spider lifts will be branded Ruthmann Bluelift. The Marti Group is being renamed as Ruthmann Italia.

In addition to gaining a spider lift product range Ruthmann gains a foothold in the price competitive truck mounted sector, in the same way that Palfinger did when it acquired a controlling interest in SkyAces to form Palfinger Italia. There will be four models in the Ruthmann Ecoline truck mounted range - two telescopic and two articulated. The spider lift range spans 12 to 26 metres. KLM loader cranes sales and marketing is unaffected by the agreement with Ruthmann.



A Ruthmann Bluelift spider at Bauma



(L-R) Gianpiero Marti, Rolf Kulawik, Gianni Marti and Uwe Strotmann on the Ruthmann stand following the announcement of its acquisition Marti/Bluelift

The HRP477R self-erecting mobile tower crane



Tracked mobile tower crane

Dutch rental company Kuiphuis Kraanverhuur has introduced a new seven tonne HRP477R crawler mounted self-erecting tower crane.

The new crane uses a superstructure from the Spierings SK 477-AT4 mobile self-erecting tower crane, mounted on a tracked chassis. The crane features a 38 metre jib, and a maximum lifting height of 42.15 metres with jib luffed to 30 degrees. It can be operated from either the elevating cab or remote controller. Kuiphuis has also commissioned a unit for fellow Dutch rental company Herpertz Kraanverhuur.

Time Versalift moves direct in France

Time Versalift has formed a new wholly owned distribution company in France - Time Versalift SAS - and is planning to open premises in southern France to support new and existing customers, following the termination of its contract with Time France at the start of April.

Time France, owned by Julien Bourrellis, has changed its name to Klubb and is now making its own five model range of van mounted lifts.

Per Torp, managing director of Time Versalift said that the company is looking to add three mobile service engineers - in the Nantes, Lyon and Toulouse areas - over the next month or two.

...and appoints dealer for Iberia

Time Versalift has also appointed Versalift Ibérica as its exclusive distributor for Spain and Portugal. Versalift Ibérica is a newly formed subsidiary of Talleres Robles, a family-owned company specialising in industrial vehicle, rail drive systems, cranes and truck modifications. The new company will offer the entire range of Versalift work platforms, but will initially focus on 3.5 tonne vans, truck and pick-up mounted lifts. It will also install/mount Versalift platform kits on locally sourced vehicles at its facility in León, Spain and handle all after-sales support in the region from its 10 service facilities.

Terex acquires CVS terminal tractors

Terex Port Services has acquired the assets of the CVS Ferrari terminal tractor product line from Manitex. In future the machines will be manufactured at the Terex facility in Lentigione, Italy, which currently manufactures container handlers and heavy-load forklift trucks.

First tracked Böcker crane/platform

German lifting equipment manufacturer Böcker has launched a new spider crane/access platform. The RK 36/2400 is based on its new AHK 36/2400 trailer mounted crane which has a maximum boom length of 36 metres and 2,400kg maximum lift capacity. Working height with platform is 29 metres.



The new Böcker RK 36/2400 spider crane or lift



The Demag name is back on mobile cranes

Demag mobile again

Terex Cranes has reintroduced the Demag brand and AC/CC nomenclature for All-Terrains of 100 tonnes and over and crawler cranes over 400 tonnes capacity.

Announced at Bauma, the news went down well with customers and within the company. The first range to be re-branded is the five axle Explorer range which range from the AC130-5 to the AC 250-5 - all with 78 metre booms and IC 1 Plus controllers. The Demag City All Terrain crane line is also due to return.

The Demag name was acquired by Terex in July 2002 when it bought Demag Mobile Cranes and KKR acquired the Demag overhead crane and Gottwald port crane business. Demag mobile cranes eventually became Terex Demag and then just Terex. In 2011 Terex also acquired the Demag overhead and port crane business effectively giving it the exclusive rights to the name for crane purposes. But it has also admitted that dropping the Demag name and adopting a confusing nomenclature system was probably an error.

Another record Bauma

Bauma 2016 broke all records becoming the biggest and most visited show yet. The changeable weather during the week did nothing to quell the visitors, about 580,000 from 200 countries are said to have attended. We have extensive coverage of the show starting on page 48, the following new products were unveiled at the show.

15 years of Vertikal.net

Vertikal.net celebrated its 15th anniversary at Bauma this year, having originally launched at Bauma 2001.

The site is the largest lifting information website in the world with more than 200,000 registered users. Over 26,000 news reports and 33,000 pictures have been posted since then - all of which are still available to view. These days around 10,000 individuals log on to Vertikal.net every working day - probably the total annual number in 2001.

Vertikal
.net

Liebherr Rough Terrain cranes?

We can now confirm that Liebherr will launch a new line of Rough Terrain cranes within the next 12 months.



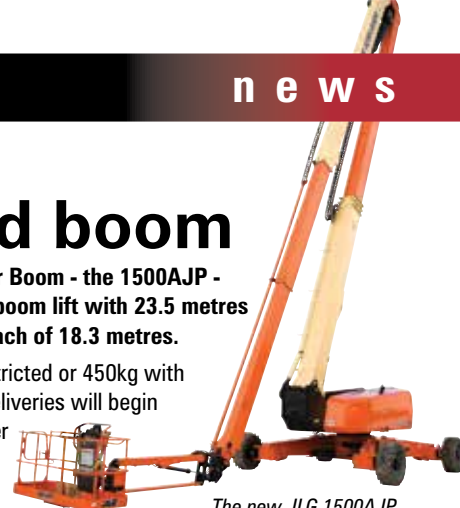
A Liebherr LTL 1080 from 1992

Speculation had been growing since the beginning of the year and follows an attempt to penetrate the market back in the 1980s and early 1990s with its LTL models. A Liebherr spokesman told Cranes & Access that he could not deny that the company will launch a new RT range and agreed that a North American launch would be ideal. Expect to see 90 and 100 tonne base models at Conexpo next year, with systems and boom variations to create further models.

150ft JLG articulated boom

JLG has launched a 150ft Super Boom - the 1500AJP - the world's largest articulated boom lift with 23.5 metres of outreach and up and over reach of 18.3 metres.

Platform capacity is 270kg unrestricted or 450kg with a restricted working envelope. Deliveries will begin early next year. The lead customer is Dutch international rental company Riwal.



The new JLG 1500AJP

...and goes standard with secondary guarding

JLG also announced that it will make its SkyGuard secondary guarding system standard equipment with no extra charge from July in Europe, Australia, and New Zealand and the rest of the world in January 2017.

JLG's Skyguard will become standard on all of its boom lifts worldwide by the start of 2017



Walking Puma

Teupen's radical Puma 42GTX - a 40 metre Leo spider lift boom, mounted on a Menzi walking spider chassis complete with cab - was one of the main talking points at Bauma.

The new platform brings together the Teupen 42 metre spider lift boom mechanism - with four lower boom/riser sections, a three section top boom and short platform jib - with the well-proven undercarriage of a Swiss-built Menzi Muck walking 4x4 self-leveling excavator.

The new model offers an outreach of 16.7 metres - with 300kg platform capacity.

Maximum capacity is 400kg. It has a stowed travel speed of 10kph, can be road registered, and weighs 17.6 tonnes. Overall dimensions are 9.2 metres long, by 2.48 metres wide and three metres high. The new machine, will cost in the region of €60,000, and aimed at a wide variety of specialist applications such as remote pylon replacement. The current chassis will allow for a larger model up to 54 metres in height.

The Teupen Puma 42GTX





The new Bronto S70XR is the largest in the new XR range

70 metre Bronto

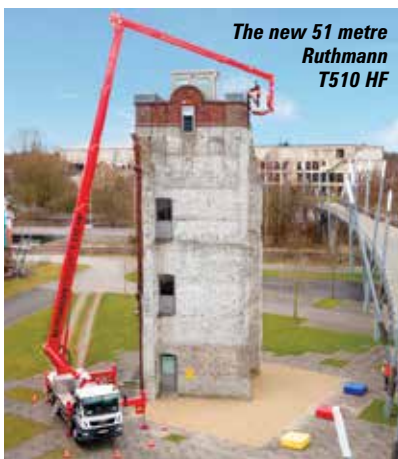
Bronto has launched the 70 metre Bronto S70XR - the largest in its XR range. Mounted on a 32 tonne four axle chassis it has an overall length of less than 12 metres.

Variable outrigger positioning and automatic levelling are both standard. Maximum outreach is 37 metres with a maximum up and over reach of 53 metres. Platform capacity is 700kg, or 600kg when equipped with the 3.7 metre wide hydraulic extending platform. The first machine has been sold to German rental company Berteit.

Four new platforms from Ruthmann

German truck mounted lift manufacturer Ruthmann unveiled two new 'High Flex' truck mounted lifts, the most revolutionary being the 51 metre T510 HF on an 18 tonne two axle chassis, setting a new record for the height available on two axles.

In spite of this it offers a very respectable 33 metres of outreach. The second model, the 57 metre T 570 HF is mounted on a 26 tonne three axle chassis, with 41 metres of outreach. Brief details of two other new models were also announced - the 65 metre T650 HF on a four axle chassis and 75 metre T 750 HF - both with 41 metres outreach for launch later this year.



The new 51 metre Ruthmann T510 HF



The 22.6 metre Multitel MJ 226

Two new Multitels

Multitel launched two brand new 3.5 tonne truck mounted platforms, the 20.4 metre MT 204 - a development of the 16.2 metre MT 162 EX straight telescopic boom with 300kg platform capacity, and the 22.6 metre MJ 226, with telescopic boom and short telescopic jib, developed from the successful 20 metre MJ 201. Maximum outreach is 12.3 metres and platform capacity is 250kg. An optional 4x4 chassis is being developed and should be ready later this year.

75 metre Palfinger

Palfinger unveiled its new four-axle 75 metre P750 NX, the largest in its all new NX Jumbo class truck mounts with 39 metres of outreach.

As with the other models in the range it features a telescopic main boom plus the long two section top boom/jib and the innovative X-jib with up to 240 degrees of articulation which also allows a platform rotation of 400 degrees.



The new Palfinger P750 NX in special BMS colours

Liebherr's new 450 tonner

Liebherr's mystery eight axle All Terrain turned out to be the 450 tonne LTM 1450-8.1. Liebherr said the crane was designed for "useability" rather than maximum capacity, and boasts an 85 metre seven section boom but no Y-guy superlift system. It also features two rotating counterweights that can increase the ballast radius from five to seven metres offering capacity improvements of up to 20 percent.



The new 450 tonne Liebherr LTM 1450-8.1

And the P550 becomes the P570

Last spring Palfinger has unveiled its 55 metres P550 at Intermat, at Bauma the company showed it as a 57 metre P570.

It said that the two metres were always there in reserve - with additional boom section overlap one assumes. It has offered those customers who have already purchased a P550, a free update to convert their P550 to a P570. One of the first machines to be upgraded is owned by Roggermaier.

Potain replaces Igo with Hup

Potain unveiled the first model in its innovative Hup self-erecting tower crane range.

The four tonne Hup 32-27 replaces four existing Igo cranes and features an adjustable two-section mast with a third section contained within the second. With two extended it has a height of 21 metres, or 27 metres with the third extended. The jib luffs to a 40 metre under hook height. Capacity at 32 metre jib tip is 1,000kg. The second model, the Hup 40-30 is likely to be ready later this year.



The Potain Hup 32-27.

New mini cranes from Brennero

Italian manufacturer Brennero Gru unveiled a new range of mini cranes under the BG Lift brand. Key new products are the BG Lift M300, a three tonne spider crane with telescopic articulated jib and the 580kg capacity BG Lift M060 tracked carry-deck crane with three section 3.5 metre boom and maximum radius of three metres.



The BG Lift M60 pick & carry crane



Rakesh Modi (centre) of MT&T with Rolf Kulawik (R) of Ruthmann

Ruthmann moves into India

Truck mounted platform manufacturer Ruthmann has appointed MT&T as its distributor in India.

Headquartered in Chennai and founded in 1974, MT&T distributes a wide range of work at height equipment from ladders to fire rescue platforms, telehandlers and spider lifts from manufacturer's such as Teupen, Magni, Dingli and Omme.

MT&T managing director Rakesh Modi said: "We were missing a line of truck mounted platforms. The Indian market requires premium products and specifications. Our goal is to provide our existing contacts with an extended product portfolio and develop new customers."

20,000 van mounts

Versalift has delivered its 20,000th van mounted lift, following a formal hand-over at Bauma.

Overall the manufacturer has delivered more than 100,000 aerial lifts worldwide, 20,000 of them van mounts. The unit, a 14.2 metre ETM38-145-F truck mounted lift - was sold to Swarco the international traffic management group, which carries out a range of work, such as street sign cleaning and maintenance. Headquartered in Deizisau near Stuttgart, Swarco mainly runs 14 to 17 metre van mounts, 27 of them from Versalift.



Per Torp (L) of Time International with Raimund Scheulen of Swarco

Outrigger beam pinning reminder

The Victoria/Tasmania branch of the Crane Industry Council of Australia - CICA - has issued a reminder that although an increasing number of cranes have variable outrigger settings, a large number still require the outrigger beams to be pinned in their extended positions.

Many crane users appear to think that the pins supplied are merely an additional safety feature. While most western built cranes may be able to rely on the hydraulic beam extension cylinders, some of them may be too small a bore to support the crane, should it lift up onto the outriggers on one side. Even if the cylinder holds, its anchor point might not support the loadings applied. So if your crane is equipped with outrigger beam pins, you should always use them.



Where fitted outrigger beam pins should be used



Andrew Cahill (L) of Grove/Manitowoc hands the new crane to David Nash of Baldwins

First for Baldwin

UK-based rental company Baldwin Crane Hire has purchased the first two 250 tonne Grove GMK5250L All Terrain cranes to arrive in the UK.

The new cranes feature 70 metre seven section main booms and 37 metre luffing bi-fold swingaway extensions. The single engine cranes will be used on construction and other projects across the UK, including the erection of tower cranes in London.

David Nash, small cranes director at Baldwins said: "The Grove GMK5250L has one of the longest booms in its class and is well-suited for work on a variety of job sites. They are an excellent addition to our fleet and will provide a more efficient solution for our customers."

Manitowoc splits towers and mobiles

Manitowoc Cranes has split its business into two distinct divisions - tower cranes and mobiles/crawlers. The mobile cranes business - which includes Grove and Manitowoc crawlers - will be managed by recently appointed Aaron Ravenscroft who joins the company from the Wier Group, where he managed the materials division for North America.



Aaron Ravenscroft



Larry Weyers

The Potain tower crane business will be managed by executive vice president Larry Weyers who was president of the crane business prior to its split into a stand-alone public company at the start of the year. The separation is intended to allow each to focus more clearly on the two disparate market sectors and simplify and rationalise the production facilities.

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Grove RTs for Mammoet

Heavy lift and transport specialist Mammoet has purchased four new 45 tonne Grove RT550E Rough Terrain cranes. Built in Italy, the cranes feature a five section 39 metre main boom but no extensions. The cranes went straight to work on a steel mill in Belgium.



Mammoet's four new Grove RTs

New loader cranes from Hyva and Ferrari

Hyva and Ferrari have announced two new families of cranes with 13 and 16 tonne/metre class ratings. The two families include 12 models and variations comprising two telescopic models - the 13 tonne HT130 and 16 tonne/metre HT162 aimed at the car recovery market, and applications where a compact, light and easy to operate crane is required.



The Hyva HC K series with double linkages, designed for heavy duty deliveries, such as grab and clamshell work

The new Ferrari 7000D aimed at the car recovery market



Plus 10 articulated cranes, starting with the simple HB range, made up of the HB130 and HB160 with 13 and 16 tonne/metre ratings, designed for routine delivery duties. The more sophisticated HC line comprises six models - the HC131, HC143, HC153, HC161, HC171 and HC183, with capacities from 13 to 18 tonne/metres, equipped with double linkage boom systems targeted at more complex lifting applications. And finally the HC131K and HC161K short boom articulated cranes with double linkages, designed for heavy duty deliveries, such as grab and clamshell work for installation on short wheelbase trucks.

The new models feature a new control station with user-friendly interface. The new Dynamic Load Diagram system, confirms the available lifting capacity based on the truck's stability at the time, while 'Magic Touch' allows automatic stowage and unfolding from travel to ready to work position. The new cranes include several radio remote control options and a wide range of stabiliser configurations. The 425 degree slewing is said to be best-in-class for medium sized cranes. The 12 models will also be available under the Ferrari brand as the 7000 and 9000 ranges.



The first updated Falcon FS320C was delivered to Danish rental company Ringsted Lift

Updated Falcon

TCA Lift has updated its 32 metre Falcon FS320C spider lift, new features include an all-new height-adjustable crawler chassis which increases ground clearance by just over 300mm for travelling over poor terrain or levelling on slopes.

Maximum outreach is 15 metres and overall weight about 5,550kg depending on options. A new basket has dual entry gates and fixing points for lifting materials. Other new features include a new remote control system and electric power with double battery package.

Flat fatality rate

The International Powered Access Federation has published its preliminary accident data information for 2015. The number of reported fatalities while using aerial work platforms in 2015 was 68, up from 64 in 2014.

The main causes remain overturning, falls from height, electrocution and entrapment. In spite of the higher statistic the federation calculates that its fatal injury rate remained stable at 0.035 fatalities per 100,000 machine rental days, due to a larger active machine population and improved utilisation etc.

200,000th JCB telehandler

JCB has built its 200,000th telehandler, having launched its first unit - a 520 - in October 1977. That first two wheel drive unit boasted a 6.4 metre lift height and 2.25 tonnes lift capacity. In the first year around 300 units were built by a handful of people. Since then the range has grown to more than 80 models, with heights of up to 20 metres and capacities as high as six tonnes.

A second larger model - the 525 - came in 1980, followed by a lighter 520-2 and 520-4 in 1981, the latter introduced four wheel drive and larger rear wheels. The entire JCB telehandler range was overhauled in 1989, with mid-mounted engines, lower boom and multi-mode four wheel steering, with equal-sized wheels all round. The next big move came in 1997 with the shift towards side mounted engines, an even lower boom mount and better visibility.

The company delivered its 100,000th unit in 2006 and invested £8 million in a second assembly line at its Rocester, UK, facility. The first HiViz models were unveiled in 2007 and in 2008 it launched a completely new side-engine, high-boom design for the North American market. More recently development has gone in to the engines, with cleaner more fuel efficient EcoMAX engines. In 2012 the first heavy duty model arrived, with the eight metre/five tonne 550-80 and then in 2014 the range topping 20 metre 540-200.

The first JCB telehandler - the Loadall 520





One of Mammoet's new Kobelco cranes

17 more Kobelco cranes for Mammoet

Dutch international heavy lift company Mammoet has ordered 17 new Kobelco crawler cranes with capacities between 110 and 250 tonnes.

The deal includes three 110 tonne CKE1100-2, seven 150 tonne CKE1350G-2 and five 250 tonne CKE2500G-2 second generation models, equipped with engines in compliance with NRMM Europe Stage IV and US EPA Tier 4 Final regulations. The other two units are first generation 250 tonne CKE2500G equipped with NRMM Europe Stage IIIB and US EPA Tier 4 Interim engines.

40 JCB for Mervyn Lambert

UK-based rental company Mervyn Lambert Plant Hire has purchased 40 new JCB telehandlers in a deal worth over £2 million. The units range from six to 17 metres, and include the compact six metre JCB 525-60 Hi-Viz. Mervyn Lambert took 28 JCB telehandlers last year taking the number of machines purchased in the past 12 months to 68, with a value of almost £3.5 million.



One of Mervyn Lambert's new JCB telehandlers



The 220 tonne Palfinger Sany SAC 2200

Palfinger Sany to test EU market

Palfinger Sany has announced that its mobile cranes are now ready to be launched on the European market with Bauma being the launch pad.

The joint venture, formed in 2012 has until now limited its sales to markets such as Russia, Turkey and the developing world as it worked to develop a product for the more sophisticated Western European markets. It has now certified 15 All Terrain, truck-mounted and Rough Terrain cranes as fully CE compliant. The launch at Bauma however was not a particularly sparkling affair as European buyers continue to watch rather than making commitments to buy.

Models CE certified so far include: six classic truck cranes with capacities from 25 to 130 tonnes including the STC250, STC500, STC750, STC800, STC1000C and STC1300C. Three truck mounted cranes for mounting on commercial chassis from 25 to 40 tonnes including the SPC250, SPC320 and SPC400. Three All Terrain cranes from 180 to 300 tonnes - the SAC1800, SAC2200 and SAC3000, and finally three Rough Terrain cranes - the SRC350, SRC550 and SRC750 - ranging from 35 to 75 tonnes.



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PRODUCT OF THE YEAR

LAT135-H
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Financials round-up

JLG posted first half revenues of \$1.28 billion, down 24 percent due to dramatically lower telehandler sales. Operating profit for the six months was \$96.1 million, compared to \$214.1 million last year.



Haulotte achieved first quarter revenues up 17 percent to €115 million, new equipment sales improved 19 percent, with Europe 30 percent higher and North America 35 percent. The company has confirmed previous expectations of revenue growth around five percent in 2016.



Koebelco Cranes posted revenue growth of 2.4 percent to ¥72.7 billion (\$668.2 million) for the fiscal year, while unit deliveries were slightly lower. Pre-tax profits more than halved to ¥2.4 billion (\$22 million).



Lavendon has reported a 13 percent rise in revenues. In the UK revenues improved six percent although the company says that the extra investment constrained margins. The Middle East improved 21 percent, with the UAE, Kuwait, Oman and Qatar more than compensating for a decline in Saudi Arabia. Continental Europe increased three percent with France up 11 percent, Belgium one percent while Germany dropped one percent.



Palfinger increased revenues by nine percent to €318.8 million thanks to a strong pick up with loader cranes and access platforms in Europe. Improvements were also seen in the USA, but South America declined steeply. Group pre-tax profits increased 30 percent to €27.1 million.



Manitowoc Cranes has split its business into two divisions, tower cranes and mobiles/crawlers. The mobile crane business - Grove and Manitowoc crawlers - will be managed by new man Aaron Ravenscroft who joins from the Wier Group. The Potain tower crane business will be managed by executive vice president Larry Weyers.



Terex Cranes reported a 13 percent fall in first quarter revenues to \$307.3 million, while last year's operating income of \$2.4 million was converted into a loss of \$16.6 million this year.



HSS reported a 10 percent rise in revenues for 2015 to £312.3 million. While pre-tax losses increased from £8.5 million to £13.8 million. Much of the loss was due to exceptional costs related to taking the business public and re-structuring its debt. Specialist rental including UK Platforms, jumped from £39 to £50.6 million, with operating profits rising to £11.5 million.



Genie saw a marginal improvement in first quarter revenues at \$520.7 million, while operating profits slipped around 14 percent to \$38.1 million. Most of the decline was due to restructuring costs.



Terex group first quarter revenues declined four percent to \$1.43 billion, while last year's pre-tax profit of \$10.1 million ended as a pre-tax loss this year of \$61.8 million.



Cramo has acquired the telehandler rental business of **Kurottaja-ja Kuljetuspalvelu Parviainen**, which operates in Southern Finland, from a base near Helsinki. It had revenues last year of around €3 million and runs fixed frame models from six to 17 metres - mainly Dieci and Merlo - along with 360 degree telehandlers topped by a 35 metre Magni RTH350.

Speedy Hire has issued a full year trading update stating that pre-tax profits will be in line with expectations and net debt in line with last year. However it took a further £45 million write down in the value of goodwill from acquisitions.



United Rentals reported flat first quarter revenues at \$1.31 billion. Utilisation and fleet size were both higher, but rental rates slipped 2.8 percent in the quarter. Pre-tax profits for the period were \$147 million, 19 percent lower than last year.



Manitou reported first quarter revenues of €312.2 million, down three percent on last year. Telehandler and access equipment sales improved nine percent, thanks to a strong pick-up in Southern Europe. Gehl plummeted 42 percent to €40.8 million, due to a collapse in sales in North America at the end of last year.



Chinese crane manufacturer **Zoomlion** reported a 95.5 percent fall in pre-tax profits for 2015, on revenues down 20 percent to RMB 20.8 billion (\$3.2 billion). Sales in China fell 21 percent while exports dropped 12 percent. Crane sales declined 40 percent to RMB 4.5 billion (\$700 million). Pre-tax profits for the year evaporated from RMB 863 million (\$133.5 million) in 2014 to RMB39 million (\$6 million) in 2015.



UK rental company **Vp** has acquired Australian rental company **TR Pty** for A\$17.4 million (£9.5 million) in cash plus net debt of A\$6.6 million (£3.6 million). TR rents specialist test and measurement, communications and audio visual equipment in Australia, New Zealand and Malaysia from 13 locations.

Zoomlion also upped its bid for **Terex** by a dollar a share to \$31 raising the overall price for the company to \$3.4 billion. The two parties are currently holding talks regarding the potential for such a deal.



For the full reports on all these stories check out Vertical.net

The 8,000 tonne AL.SK700 heavy lifting machine

8,000 tonne ALE crane

UK-based heavy lift company ALE has announced plans for an 8,000 tonne capacity heavy lift crane, the AL.SK700.

The unit will combine two AL.SK cranes into a single, twin-boomed, mega lift crane with a load moment of 708,000 tonne metres. It will use two 4,000 tonne winch systems and two hook blocks, operated from one control point by a single operator. The new crane is aimed at lifting super-heavy modules in the offshore and shipbuilding industry and will be fully containerised for shipping.



The new Hiab 1.8 tonne metre T-Duo 018

Hiab adds to T-Series

Hiab has added two new models to its recently updated T-series of telescopic loader cranes - the T-009 the smallest in the range, and the T-018 with HiDuo control system and SmartControl remote controls.

The new cranes extend the range from 0.9 to 3.5 tonne metres capacity and can be electrically powered by a stand-alone power pack that is re-charged or topped-up whenever the truck engine is running. The cranes are designed for easy mounting on pick-ups and light trucks, for applications where loading and unloading equipment or materials is required close to a workplace.

Wider Bibi range from Almac

Almac, the Italian the compact tracked levelling scissor lift manufacturer has launched a wider version of its Bibi 850. The 20ft 870 has an overall variable width of 1.3 to 1.5 metres and offers a working height of 7.9 metres with 250kg platform capacity.

The length of the 1.2 metre wide platform can be extended to 2.35 metres. Levelling capability is 15 degrees side to side and 20 degrees longitudinally, while new features include dynamic automatic levelling, allowing the machine to level automatically as it moves over changing ground conditions. It will be available in three versions, the gas/petrol powered Bibi 870-BL, the diesel powered 870-BL Evo and the 870-BL Hybrid. Overall weights range from just under two tonnes for the BL to almost 2.5 tonnes for the Evo.



The new Almac Bibi 870



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- **Scholpp Kran & Transport** has taken a new 350 tonne **Liebherr LTM 1350-6.1 All Terrain** crane.
- UK-based **Hird** has purchased the first eight tonne **Maeda MC-815**.
- **Manitowoc** has appointed **Aaron Ravenscroft** to head its Mobile and Crawler crane division.
- **Deutz** is to provide **JLG** with its Xchange engines for its aerial lift reconditioning programme.
- **Wacker Neuson** has begun work on a new €10 million R&D centre.



Aaron Ravenscroft

- **Ashok Leyland** has ordered 250 **Hiab 088** loader cranes for the Indian army.
- **Time Versalift** has appointed **Versalift Ibérica** as its new distributor for Spain and Portugal.
- **Hire Safe Solutions** has ordered four **JLG 660 SJC** crawler booms and two 150ft **1500AJP** articulated booms.
- Dutch company **Kuiphuis Kraanverhuur** has purchased a **Spierings**-based **HRP477R** crawler mounted self-erecting tower crane.
- **John Bungay** has retired as vice chairman of **PASMA** following his departure from Youngman.



John Bungay

- **Zimmermann Autokrane** has taken a 100 tonne **Liebherr LTM 1100-4.2 All Terrain** crane.
- UK-based **GGR** has won a Queen's Award for Enterprise.
- Norway's **Drammen Liftutleie** has taken the country's first **Barin** underbridge unit.
- UK rental company **LTS Powered Access** has taken a new 32t **Scania** delivery truck.
- **IPAF** has created a new role of market manager for the UK.
- US-based **Scott-Macon Equipment** has ordered two new **Tadano Mantis** telescopic crawler cranes.
- UK-based **Ellis Crane Hire** has taken a new 50 tonne **Tadano ATF 50G-3 All Terrain** crane.



Chris Dossin

- Access industry veteran **Chris Dossin** has died following a short illness.
- **Klubb** has appointed **MST Ventures** as its distributor for Malaysia.
- **Gräber Arbeitsbühnen** has ordered its third 103ft **Holland Lift HL-330 E14** electric scissor lift.
- **Bigge** ordered 12 new **Terex RT90 RT** cranes at Bauma, while **Hovago** added five 500 tonne **Liebherr LR1500**.
- US-based **Bragg Crane Service** purchased two 750t **Liebherr LR 1750/2** and a 600t **LR1600/2** crawler cranes.
- US-based **Burt Crane & Rigging** took delivery of a 400t **Liebherr LTM 1400-7.1**.



Will Scotson



Gonzalo Armada

- **Trojan Battery** has appointed **Will Scotson** as sales manager for western Europe and **Gonzalo Armada** as market manager Europe, Africa and the Middle East.
- UK rental company **PG Platforms** has taken a 30m **Palfinger P300**.
- US-based **Bigge Crane and Rigging** celebrated its 100th year in business at Bauma.
- UK telehandler company **Ardent Hire Solutions** has appointed **Ged Murray** as CFO.

- **Riwal Denmark** has taken five 24m **Versalift VTX-240** truck mounted lifts.
- UK-based **Cumberland Platforms** has set up a new subsidiary - **CPL Fleet Services**.
- **Boels Rental** has ordered 100 **Bravi Leonardo HD** self-propelled lifts.
- UK-based **Berry Cranes** has taken a new 70 tonne **Tadano ATF 70G-4L**.
- US-based **Talbert** has appointed **Jim Eller** as western sales manager.



Jim Eller

- **Ramirent** has signed a 'frame agreement' with **JM** in Sweden.
- Northern Ireland's **Baloo Hire** has taken five new **JLG** telescopic boom lifts.
- **Academician MF Reshetnev** has taken 15 new **JLG** lifts and a **Valla 25E**.
- **Mentor** has opened a new access training centre in **Misterton**, near **Doncaster**, South Yorkshire.
- **Emsley Crane Hire** of the UK has taken two new 40 tonne **Tadano ATF 40G-2**.



Ed McHale

- Turkish contractor **Yapi Merkezi** has placed an order with **Palfinger Sany** worth \$3.2 million.
- Irish company **FAL Hire** has taken delivery of the country's first 45ft **Niftylift HR15 Hybrid**.
- **Klubb** has appointed **Blumenbecker Technik** as its exclusive distributor in Germany.
- **Axiál** has been appointed as **Grove** crane distributor for Hungary.
- **Acme Lift** has appointed **Ed McHale** as senior vice president of south eastern operations.

- **KAB Bolig** has taken a new **CTE ZED 23.2 JH** truck-mounted lift.
- **Cramo** has acquired the telehandler rental business of **Kuorttaja-ja Kuljetuspalvelu Parviainen**.
- German crane specialist **Schuch** group is adding four new **Liebherr All Terrain** cranes.
- **Steve Foster Crane Hire** of the UK has purchased a new **Böcker AK44-4000**.



Katie Long

- **Katie Long** won Best Apprentice of the Year under 25s in the UK's **Woman in Construction** awards.
- UK-based **Kentec Training** has taken delivery of an **Airo V10** mast boom.
- Australian truck mounted lift manufacturer **Nifty-Lift** has moved to a new plant in **Melbourne**.
- **Duffy Crane & Hauling** has taken a new 100 tonne **Terex AC100/4L All Terrain** crane.
- **Zoomlion** has appointed **P&J Arcomet** as exclusive tower crane distributor for N. America.

- **Unic Cranes Europe** has agreed a partnership with material handling and rental company **DMP**.
- UK-based **Mann Crane Hire** has taken a new 40 tonne **Tadano ATF 40G-2**.
- US-based loader crane distributor **IMT** has promoted **Tom Wallace** to sales manager.



Tom Wallace

- **Multi-Crane International** has taken a new 12 tonne **Potain MDT 308** flat top tower crane.
- German rental company **Dornseiff Arbeitsbühnen** has ordered 15 new **JLG** boom lifts.
- **ALE** has won an exclusive supply contract for the **Karbala Refinery Project** in Central Iraq.

- **Hiab** and **Kalmar** owner **Cargotec** has appointed **Mikko Puolakka** as chief financial officer.



Mikko Puolakka

- Dutch heavy lift company **Schot Verticaal Transport** has ordered 12 new **Liebherr** cranes.
- **HWS** has purchased nine **Genie** booms and scissor lifts.
- **Haulotte North America** celebrated the opening of its new N. American HQ in **Virginia Beach**.
- **Tat Hong** deputy managing director **Sun Ho 'Tony' Ng** has resigned.

- Germany's **Riga Mainz** has taken the 500th **Liebherr LTM 1500-8.1**.
- The first European-built **Genie S-65** has rolled off the production line in Italy.
- **Telekrane Engl** has taken delivery of a new 60 tonne **Grove GMK3060 All Terrain** crane.

- **Alexandria Container and Cargo Handling** has ordered six **Terex** rubber-tyred gantry cranes.
- **KDM** of Northern Ireland has purchased a new 66ft **JLG 660SJC**.
- UK crane rental company **King Lifting** has taken its second 500 tonne **Liebherr LTM 1500-8.1**.

- **Korea Expressway Corporation** has taken a new **Barin ABC 230/L** underbridge inspection unit.
- UK-based **Smart Platform Rentals** has opened a depot in **Sheffield**, its fifth location.

- UK's **Ainscough Crane Hire** has promoted **Vince Ramsden** to head national accounts.



Vince Ramsden

- **Kalmar** has delivered 45 reachstackers to South African dealer **Shumani Industrial Equipment**.
- **Christopher Etheridge** the owner of UK-based **D & R Pike Crane Hire** has been disqualified as a director.

- **Star platforms** has added two new 32t **DAF** delivery trucks to its fleet.
- **WaveTrade** has taken a new 60 tonne **Liebherr LTM 1060-3.1**, the company's first new crane.
- **Prolift Access** has purchased three new 21m **CTE Zed21.JH** on 3.5 tonne chassis.

- **Albert Regel** has taken its second 300 tonne, six axle **Liebherr LTM 1300-6.2**.
- Qatar crane rental company **JTC** has taken 11 new **Tadano** cranes.

- **UK Powered Access/UK Tool Hire** has opened a new vehicle mounted platform division.
- French company **Kiloutou** has acquired **Starlift** giving it three locations in Northern Germany.
- **CP Hire** of Northern Ireland has taken 43 new **JLG** aerial work platforms.

- **TRT** has acquired **B&N Crane Repairs** and taken over the **Grove** distribution for Queensland, Australia.

- **Mervyn Lambert Plant Hire** of the UK has purchased 40 new **JCB** telehandlers.

- Scotland's **AB2000** has taken six **Liebherr** cranes - five AT and one city type.

- **Hertz Equipment Rental** has appointed **Herbert Henkel** as non-executive chairman.




Herbert Henkel

See www.vertikal.net/news/archive for full versions of all these stories

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spider lifts

Of all the equipment types that we cover, spider lifts are currently one of the most active, exciting and innovative sectors. This was highlighted at Bauma where most of the major access equipment news involved spider lifts. With so much going on we have dedicated the next few pages to looking at the latest changes and model introductions.

Where do you start? The spider lift market just gets more and more intriguing as its growth gathers steam. New companies are still entering the market which already has more than 25 existing players, yet surprisingly only one of the major full-line aerial lift manufacturers - JLG - has products in the sector, and even then they are built for the company by Hinowa.

Major rental companies are entering the market, either by acquiring spider lift specialists or starting their own specialist fleets. While the manufacturers are introducing new models and concepts at a cracking pace. It is certainly an exciting time for the sector which for many years C&A has predicted to be one of the main areas of growth potential in the powered access market.

For new products and news Bauma is a good place to start and there were many stories to tell. First

off the grid, just before the show opened was German truck mounted platform manufacturer Ruthmann announcing that it had acquired a 60 percent stake in the Marti Group - owner of Italian spider and small truck mounted lift manufacturer Bluelift and Ram. The company will be renamed as Ruthmann Italia with a board of directors comprising Gianni Marti along with Uwe Strotmann and Rolf Kulawik of Ruthmann. Ruthmann Italia will continue to build the Bluelift spiders from 12 to 26 metres at the Marti production facility in Montescudo near Rimini, and will market them under the Ruthmann Bluelift brand with the truck mounts rebranded as Ruthmann Ecoline. KLM loader cranes will continue under the Marti Group and is unaffected by the agreement with Ruthmann. Ruthmann immediately took over the distribution of Bluelift products in Germany and Austria from long-



term representative Rothlehnner which was effectively left without products in this sector at the show. International distribution for both Ruthmann and Bluelift continues unchanged.

Ruthmann Bluelift 26 metre

The latest and largest Bluelift spider is the 26 metre SA26. Based on its best-selling 22 metre SA22, the new SA26 is aimed at the tree care, facility management and rental market, with a dual sigma type riser, four section telescopic boom and articulated jib. With an overall weight of 3,350kg the new machine offers up to 14.5 metres outreach with one man, or 11 metres with its 250kg maximum platform capacity. The unit can complete a parallel lift at full outreach from a height of three metres to almost 12 metres - clear up and over height is 9.5 metres. Stowed width is 990mm, extending to 1.2 metres for

additional stability. Overall height is 1.98 metres and 5.58 metres - 4.91 metres with the quick disconnect platform removed. Platform rotation is 160 degrees and a micro switch is fitted to ensure that the basket is installed correctly before lifting functions can be activated.

The multi-position outriggers can be set up with 4.5, 3.7 or 2.7 metres overall width, without sacrificing maximum outreach, asymmetric set up is also available as an option. Both systems automatically adjust the working envelope to match the footprint and provide the maximum allowable performance for the space available.

Leading UK rental company acquired

In the UK the largest spider lift rental company Higher Access which is claimed to have around 200 platforms, was acquired by national general rental company Vp for £4.1



Ruthmann announced a 60 percent stake in Bluelift at the show - and had this 26 metre Ruthmann Bluelift spider on its stand



(L-R) Gianpiero Marti, Rolf Kulawik, Gianni Marti and Uwe Strotmann on the Ruthmann stand following the announcement of its acquisition Marti/Bluelift



The most unusual and interesting machine to be unveiled at Bauma was the Teupen Puma 42GTX

million in an all-share purchase deal. Higher Access has depots in Burnley and Luton and has joined Vp's telehandler business - UK Forks. It would appear that several other major rental companies were in the running for this acquisition, with at least one of them deciding to re-evaluate its strategy for entering this specialist market, possibly purchasing a fleet of spiders for a green field approach?

Palfinger enters the market

The latest manufacturer to join the growing number of spider lift producers is Palfinger with an all new 15 metre P150 AJTK spider lift - an unexpected new launch at Bauma. However, with similar developments at Ruthmann it was hardly a surprise as a few years ago Palfinger acquired a majority holding in SkyAccess, rebranding it as Palfinger Italia to design and produced a cost effective, simpler range of small truck mounted platforms.

The new spider is a development of Palfinger Platforms Italy which is essentially mounting the superstructure of its Smart truck mounted platform on a tracked chassis, to create a 15 metre working height spider lift. The P150 is the first and smallest in a range of at least four models which will run from 15 to 25 metres to include the P180, P210 and P250, all of which will be available in the not too distant future. The new models all feature dual sigma risers telescopic booms and jibs on compact crawler chassis, which for the P150 AJTK has an overall width of 800mm and will clear a two metre overhead



Latest manufacturer to join the growing number of spider lift producers is Palfinger with an all new 15 metre P150 AJTK spider lift



The Puma P42GTX uses the lift mechanism from the 40 metre Leo 40 spider mounted onto a Swiss-built Menzi Muck M545 4x4 self-levelling walking spider excavator chassis

restriction. Features include a two entry point, side opening basket, with retractable steps. Diesel, petrol and electric power packs, and more unusually an optional tow hook that can be used to attach a trailer for tools, work equipment or materials.

New Teupen Puma

Perhaps the most unusual and interesting machine to be unveiled at Bauma was the Teupen Puma 42GTX which uses the lift mechanism from the 40 metre Leo 40 spider mounted onto a Swiss-built Menzi Muck M545 4x4 self-levelling walking spider excavator chassis. The end result is a 42.7 metre, go-anywhere platform with 16.7 metres of outreach and a maximum capacity of 400kg (300kg at maximum outreach). Although the unit uses a proven chassis and boom, it still took three years' development, primarily to develop and test the all-new electronics and systems package, to ensure the centre of gravity always remains between the axles whatever the inclination of the machine.

The articulated boom lift employs the twin telescopic boom concept, with four lower riser sections and a three section top boom with short articulating jib. Weighing 17.6 tonnes the Puma has a travel

speed of 10kph and can wade through 1.2 metres depth of water. Overall dimensions are 9.2 metres long, 2.48 metres wide and three metres high. The Puma - developed in partnership with four potential buyers all of whom signed non-disclosure agreements - can also be used with a reduced working height of 29.7 metres as a fully self-propelled boom lift. In this configuration the chassis is levelled with all four wheels operating at the same level.

The boom pivot point is located onto a patented adapter that connects to the standard excavator pivot and raises the boom clear of the machine and its moving legs. This allows a high degree of articulation so the unit can travel, walk and climb over all manner of terrain. The centre of gravity moves freely between the four wheels to ensure ideal balance and safety. The superstructure features an air conditioned operator's cab for driving and operating the machine from lower controls, and includes 360 degrees continuous slew. Full controls are also located in the platform of course. All electronics and systems are Teupen designed and assembled and fully integrated. The technology includes automatic



The Teupen Puma P42GTX



The Teupen 31T is one of three new larger spiders

boom stowing and return along with full diagnostics on a large in-cab screen.

The Puma 42GTX will cost in the region of €460,000 - about twice that of a normal Teupen Leo 40 spider - and is aimed at a wide variety of specialist applications from remote pylon replacement and repair, to tree maintenance along railway lines and cuttings, work on steep slopes, cliffs or in ports - anything on rough and/or hard to reach terrain. The current chassis will allow for further models up to 54 metres. Teupen says it has already sold six units, including three in Germany and possibly a two or three in the UK and has good interest from many other areas including Saudi Arabia

for working on power lines in the desert and Norway for some of the more mountainous areas. Teupen anticipates annual worldwide volumes of around 15 to 20 units. Tobias Ritzenhöfer, Teupen director of development said: "We have combined all the positives from our tracked spider platform and the unique and phenomenal capabilities of the Menzi Muck walking excavator to create a new class of lift. The Puma has capabilities no other platform on the market can provide. We are filling a gap in rough terrain aerial working for all situations."

Other new Teupens

More recently Teupen has been designing its spider models using



Böckers tracked spider crane can be transformed into a fully integrated aerial work platform with 29 metres working height

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Holland Lift presents its new smart models: HL-160 and HL-190. The concept is designed for tailored efficiency. A modular system with various options: 16 or 19m high, electric, diesel or hybrid; the base of the machine always remains the same. These scissor lifts have attractive exploitation costs and a high return on investment. And whatever configuration you choose, Holland Lift quality, safety and durability are as always part of the deal.

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JLG has expanded its Compact Crawler range with the launch of the 15.4 metre X15J Plus.

a modular concept and new boom technology. Its latest generation of Leo machines - replacements for the Leo21GT and Leo24GT and the lightweight boomed Leo19T - have been developed using high-strength steel, together with modern bending and welding processes, resulting in higher load capacities - now 250kg standard - together with more outreach. Other features include internal cylinders, cables and hoses. The company has retained its 980mm wide chassis from the Leo21 and 24GT as a basis for the Leo19T and the Leo23T which can level on ground up to 1.2 metres out of level. The new Leo23T has a working height of 23.2 metres and with 250kg in the platform it has an outreach of 12.5 metres or 15.6 metres with 80kg.

The three new larger models - the 27 metre Leo27T, 31 metre Leo31T and 35 metre Leo35T use a 1.58 metre wide chassis with overall heights of under two metres. The largest has 14.7 metres unrestricted outreach or 17.7 metres with one man. Overall length is 7.5 metres and the unit weighs six tonnes. The latest control technology includes the 'home function which automatically returns it to the transport position, a 'memory function' where any point in the working diagram can be saved for

any time in the future, and remote control of all functions. All new models have a 450 degree slew range and 180 degrees platform rotation.

Tracked Böcker platform

Another interesting and unexpected launch came from German crane and lift manufacturer Böcker, with its tracked spider crane, which can be transformed into a fully integrated aerial work platform thanks to its quick-change Easy Lock system. The RK 36/2400 has a standard lift height of 34 metres - 36 metres with additional equipment - as a crane but this is reduced to a working height of 29 metres with the platform. This is a useful addition to the crawler spider crane, increasing its versatility.

JLG X15J Plus

JLG expanded its Compact Crawler range - spider lifts to you and me - with the launch of the 15.4 metre X15J Plus - the smallest in its four model Plus range - which will be available globally from next month. The new lift has a platform capacity of 230kg, a substantial increase over the X14J, and is narrower with an overall width of just 750mm. The new design has forklift pockets and lifting hooks to make moving and transportation easier. Features include non-marking



The FS320C has several new features including an all-new 310mm height-adjustable crawler chassis.



The 35.4 metre Easy Lift R360 Hybrid.

tracks and auto-levelling outriggers. Gradeability is 40 percent, while a combination of electric and petrol/diesel engines area available for indoor and outdoor use.

Updated 32m Falcon spider

TCA Lift has delivered the first unit of its updated 32 metre Falcon spider lift to Danish rental company Ringsted Lift. The FS320C has an all-new height-adjustable tracked chassis, which increases ground clearance by just over 300mm for improved rough terrain travel and better levelling on slopes. The new design includes easily removable side covers and has an overall height when stowed of under two metres. Maximum outreach is 15 metres with a reduced 100kg platform capacity and overall weight is about 5,550kg depending on options.

The new basket, which will be offered on all Falcon models, has dual entry gates, and fixing points for safe, easy lifting of materials. Other new features include a new remote control system and electric power with double battery package. "These modifications may seem small to us as the manufacturer, but

for the operators these are major improvements and lead to more safety and user friendliness," said TCA Lift's Brian Falck Schmidt. "The new Falcon service tool - standard now on all machines - ensures fast online service in case of breakdown, with the possibility to log all movements while working."

Two from Easy Lift

Italian spider and van mounted manufacturer Easy Lift has launched two new spider lifts - the RA 15 and the RA 26 - along with a hybrid version of its 36 metre model, which is available both on tracks and wheels. The articulated range now runs from 13 metres up to the new 26 metre RA 26 while telescopic platforms on wheels and track run from 26 to 42 metres.

Details are still sketchy on the RA 26 but it has dual telescopic booms and 140 degree articulating jib. Maximum outreach is 8.1 metres with a platform capacity of 230kg or 14.5 metres with 120kg. Up and over height is 11 metres, while overall width extends from 890mm to 1.29 metres. Overall length is 6.75 metres and weight is 3,600kg with power either diesel, electric or battery.

Its smaller brother - the 15 metre RA 15 - has a dual sigma type riser and telescopic boom providing an unrestricted outreach of 6.8 metres. Weighing two tonnes the 780mm wide machine has an overall length of 4.5 metres with basket in place, 3.8 metres without. Up and over reach is 6.4 metres and the extended outrigger footprint three metres square. Other features include extending tracks, 180 degrees platform rotation and multiple power options, including petrol, diesel or lithium battery.

The first new 35.4 metre R360 Hybrid was sold in its wheeled



Omme Lift has introduced a completely new boom system for its 37 metre spider lift creating the new 3710 RBDJ.

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format to South Korean food company CJ Cheiljedang. It will be used for maintenance and cleaning duties at the company's new Research and Development centre in Seoul, designed by the Yazdani Studio of Cannon Design. The R360WBA boasts a five section main boom and two section telescopic jib, providing an outreach of 13 metres with the maximum platform capacity of 200kg or 16.5 metres with 80kg. Platform rotation is 180 degrees while the total machine weight is 6,500kg. With an overall width of 1.25 metres, the electric machine is powered by a 48V - 465AH full traction battery pack, with AC power option.

New boom for 37m Omme

Danish lift manufacturer Omme Lift has introduced a completely new boom system for its 37 metre spider lift, creating the new 3710 RBDJ, which replaces the 3700RBDJ launched in 2010. The new seven section boom has a six-sided formed profile to improve strength and rigidity and is topped by a jib with 130 degrees of articulation and an improved 250kg platform capacity. Maximum outreach is 14.2 metres. Boom elevation and telescope can be operated simultaneously without interference to help speed the time taken to reach full height. Overall length is eight metres or 7.4 metres with the basket removed, while overall width is 1.1 metres for transport extending to 1.5 metres for additional stability. Power comes from a diesel/battery drive train for indoor and outdoor working, the 400Ah battery pack is automatically recharged whenever the diesel engine is deployed and eliminates the voltage drop issues that often arise with AC mains powered machines. Two speed drive



The CTE Traccess spider lift range now includes a new 23 metre lithium model, the Traccess 230E

provides faster speeds between working areas. Total weight is 5,500kg and as with other Omme spiders the machine can level on slopes of up to 30 percent.

15 metre Hinowa

Hinowa's latest spider lift is the 15.4 metre Lightlift 15.70 Performance IIS - the fourth model in the company's Lightlift Performance IIS series, which now includes 17, 20 and 26 metre models. The main features of the new model which replaces the Goldlift 14:70, is its short overall length of 3.4 metres with quick release platform removed - just over four metres when fitted - its highly accurate overload system, and the narrower overall width of 750mm, which combined with the lower - 1.99 metres - overall height makes it easier to take through standard domestic doorways. The fully equipped weight is just under two tonnes, making it ideal for standard equipment trailers. The working envelope is also significantly better, with an unrestricted outreach of 6.6 metres with 230kg platform

capacity. It can lift perfectly parallel to a wall at to a height of 10 metres at full outreach. Power comes from either a Hatz diesel or Honda petrol engine, with a lithium-ion battery pack option. The first units ship in July.

At the same time the company will give its Lightlift 17.75 Performance IIS and Lightlift 20.10 Performance IIS upgrades to create Mark 2 versions. Changes include a new basket design, single key starting system, LED lights on the outriggers, a new remote controller box and the option of an anti-entrapment system, most likely the JLG SkyGuard system - with last function back up.

CTE lithium

The CTE Traccess spider lift range now includes a new 23 metre lithium model, the Traccess 230E. Features are identical to the existing diesel model with 12 metres outreach, unrestricted 200kg capacity, remote control automatic levelling outriggers, with four different positions, up to 31 percent gradeability, 2.1 metre jib and overall dimensions of 780mm wide, 5.3 metres long but sadly a little high as 2.1 metres. Power is supplied by a 300 Ah lithium ion battery that provides a working time of up to five hours.

Palazzani

Palazzani launched a new 22.3 metre Ragno TSJ 23.1 at Bauma.



Hinowa's latest spider lift is the 15.4 metre Lightlift 15.70 Performance IIS



Palazzani TSJ23.1

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Cela DT30 Spyder

Weighing 3,100kg the machine has an overall length of 5.8 metres, is under two metres high and is a metre wide with the tracks extending to 1,300mm. Maximum outreach is 10.3 metres reducing to nine metres with its maximum capacity of 250kg. The lift is powered either by a water-cooled diesel, 220 volt electric motor or hybrid power pack.

30 metre Cela

Italian truck and spider lift manufacturer Cela launched the 30 metre DT30 Spyder - late last year with a similar dual telescopic boom configuration to its truck mounted lifts, with a four section lower boom, three section top boom and an articulating jib that can raise to 90 degrees above the horizontal boom. A full 180 degrees of platform rotation is standard as is 360 degree slew. Maximum outreach is 15.5 metres with 120kg platform capacity at an up and over height of almost 16 metres, while maximum platform capacity of 225kg is limited to 12 metres. The unit can also reach a full seven metres below ground level. The new machine weighs just over five tonnes, has multiple position auto-level outriggers and an overall stowed width of 1.2 metres - with the 1.8 metre wide basket removed of course. Overall length is 5.9 metres, and overall height just over two metres. The DT30 can also be used as a light duty crane with a capacity of 250kg - ideal for roof trusses etc.

ATN Mygale

One more manufacturer to enter the fray is ATN with its previously announced 23 metre Mygale 23. The French-built lift has 230kg platform capacity and an outreach of 11 metres. It is 6.68 metres long, 1.93 metres high and 1.19 metres wide. Features include slinging rings and on-board colour LCD diagnostic controls, easy to operator controls with good accessibility to all major components.

CMC

Italian CMC continues to add to its spider lift range, unveiling the 25 metre lithium battery version of its 25S earlier this year. The new power pack will operate at the same speeds as the diesel model and run under these conditions for around eight hours before needing a recharge. A warning then sounds telling the operator to either recharge or start up the Kubota diesel, which will also top up the batteries.

The twin telescopic boomed machine - with two section telescopic riser and three section top boom offers almost 14 metres of outreach with 230kg platform capacity and a clear up and over reach of around 10 metres at which it still offers 10 metres of outreach. Additionally the unit can reach around six metres below ground level. Overall width is under 900mm, and overall length 5.8 metres. total weight is 3,900kg.

Goman Lift

Chinese company Goman Lift - or Hubei Goman Heavy Industry Technology, to give it its full title also exhibited at Bauma. While it did not have any new products, the company - which manufactures trailer, truck, scissor and boom lifts has both telescopic and articulated machines ranging from the 15 metre X15 to the massive 53.3 metre T53 which has a 350kg platform capacity and 16.5 metres of outreach. Weighing 13.6 tonnes it is 8.71 metres long by 1.51 metres wide. While this unit is unlikely to have much appeal in the west, pricing might make it attractive in the developing world.

Multitel

Last but not definitely not least is Pagliero Multitel and its new 30 metre SMX 300 HD aimed at the heavy duty, go anywhere market. The company says that rather than employing a special 4x4 vehicle which may not have the working

height or outreach, the SMX 300 has a 300kg platform capacity and almost 15 metres outreach. Powered by a Kubota V1505 T diesel it can climb a 40 percent slope and travel at 3.2 kph. A 1.6 metre wide basket, with 180 degrees platform rotation completes the specification. The company also questions why manufacturers increasingly promote unrestricted platform capacities - maximum capacity at maximum outreach. It points out that in order to achieve this, machines must be heavier, have a bigger outrigger spread or a combination of both. It maintains that a heavier machine is not an advantage in many situations, incurring higher transport costs and in many cases eliminating transport options such as a trailers towed by a 4x4. While a larger working footprint means the platform can be used in fewer restricted areas.

Multitel is hedging its bets, offering both options - the 17 metre SMX 170 has an unrestricted working envelope, while the 25 metre SMX 250 has a variable outreach, dependant on the load in the platform. With one person it has an outreach of 11.65 metres. With 200kg you get 8.6 metres and between these figures you get proportional increase/decrease. The benefit is that the SMX 250



ATN Mygale 23

has an overall weight of 2,700kg making transport by a standard equipment trailer possible. The unit has a compact footprint of 3.4 by 3.56 metres. Of course there are jobs that are better suited to one than the other, but Melvyn Else of Multitel's UK distributor Access Industries Multitel asks: "do you always need two men in the basket? Is there always plenty of room to set up? Is the method of transport an important consideration? Some manufacturers are moving away from variable outreach platforms but the advantages are not obvious to see for general hire. Indeed in many cases the variable outreach option can be more versatile. You just need to be sure the customer understands which type of platform he is hiring."



The 25 metre SMX 250 has a variable outreach dependant on the load in the platform



Multitel's new 30 metre SMX 300 HD is aimed at the heavy duty, go anywhere market

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A time of change

C&A all terrain cranes

The past year has certainly been very busy for the All Terrain crane sector, with new product launches, new concepts and more recently, the return of a very well-known brand.

The big discussion a year ago was the 'one engine or two' debate and while this has gathered pace - particularly for the single engine concept with many more large cranes following the concept - other product introductions and developments have rather put it in the shade.

The first major product launch was Tadano Faun with its largest and most innovative All Terrain crane to date - the 600 tonne ATF 600G-8 unveiled last June. The company says that it is currently building six units - without naming any company that has placed a firm order - but it will not be available until sometime next year so perhaps this is a wise move? We have looked at the ATF 600 in detail in previous issues, but to briefly recap, its main feature is the 56 metre triple boom design which does away with a



The 600 tonne Tadano ATF 600 has a 56 metre triple boom design which does away with a Sideways Superlift/Y Guy cable suspended boom system

Sideways Superlift/Y Guy cable suspended boom system, used by its competitors. Its advantage, according to Tadano, is that this type of boom is good in both compression and tension whereas the cable Y guy arrangement is only good in tension and so has benefits across the entire load chart.

The triple pinned boom can take a 90 metre luffing jib but its main advantage is faster installation coupled with a much reduced tailswing and working footprint. The ATF 600G-8 is undoubtedly a strong crane lifting its 600 tonne capacity at 3.5 metres, while its maximum system length of 147 metres is good. However its relatively short main boom could prove the limiting factor for some crane rental companies, as it would have to work with extensions or its luffer more often.

Maximum usability

Enter the new 450 tonne LTM 1450-8.1 from Liebherr which is similar to the Tadano in that it has eight axles, but has been designed not with maximum capacity but with "maximum usability" in mind - sounds a little bit like the XXX tonnes class crane argument? However Liebherr has gone about the design in a totally different way - using a new long chassis not a modified LTM 1500 chassis - to give its new crane a much longer 85 metre main boom which can handle 20 tonnes at full extension. This is the longest boom available on a crane with 12 tonne axle weight and should make it ideal for erecting large tower cranes as well as wind turbines. Liebherr says that the



The hydraulic operating mechanism on the new Liebherr LTM 1450-8.1

new 450 tonner can also compete with 500 tonne class work in many cases. The long main boom can be topped with a luffing jib ranging from 14 to 84 metres.

The prototype LTM 1450 was unveiled at Bauma and appears to have hit the spot with customers as Liebherr says it had 30 orders just days after its launch. In recent years

Liebherr has had a strong track record of having the right crane at the right time in terms of customer demand - its 750 tonne LTM 1750 has now sold over 100 units since its launch three years ago.

Like Tadano, Liebherr has focussed on economy and simple set-up when on site. The crane can travel with boom and all supports in place



The Tadano ATF 600 triple boom



The new 450 tonne LTM 1450-8.1 from Liebherr has been designed not with maximum capacity but with "maximum usability" in mind.

all terrain cranes C&a

within the 12 tonne axle loadings, meaning that it only needs one additional truck to carry extra ballast, blocks and outrigger mats etc.

One of the LTM 1450s distinctive features is its variable counterweight radius. Liebherr showed this variable concept off last year, however it has gone one step further on the LTM 1450-8.1 with the crane able to extend the counterweight radius - or tail swing - from five to seven metres by simply pivoting the two counterweight side cheeks. The main benefit, according to Liebherr will be on sites with limited space, where operating with the reduced five metre tail swing will give it similar long reach capacities as strong 200 tonne cranes. The LTM 1450 has a maximum counterweight of 135 tonnes which is compatible with the LTM 1350-6.1, the LTM 1400-7.1 and Liebherr nine axle cranes. The second winch - with its block for luffing jib operation - can be installed quickly as it is secured direct to the counterweight frame. All the rear axles on the LTM 1450 have active electro-hydraulic steering, depending on the vehicle speed. This increases manoeuvrability while reducing tyre wear. Five steering programmes can be selected and there is no need to raise the centre axles in crab mode.

Single engine

The LTM 1450-8.1 is the fourth and largest Liebherr All Terrain to feature its single engine concept. An eight-cylinder diesel in the chassis meets emission regulations for Stage IV/Tier 4f, but is also available in a Stage III version for threshold countries.



Terex has re-introduced the Demag brand

The superstructure is powered by a mechanical shaft system routed through the centre of the slew ring to the pumps in the superstructure. In ECO mode the complete pump drive disconnects automatically when the engine is idling and then reconnected by the intelligent controller when required, for improved fuel consumption.

The crane is designed for easy set-up, the cab remains in its working position during road travel, rather than having to be swung sideways as is common for this size of crane. Liebherr says it has deliberately not used a boom suspension in order to reduce set-up times and price.

The company also claims that many customers are now realising fuel savings from its the single engine concept, however the move mainly helps engineers in the constantly moving world of engine emissions. Manufacturers which follow the two engine concept, such as Tadano, maintain and convincingly argue that a smaller separate engine for the superstructure is more fuel efficient and reduces the hours on the large carrier engine, helping cut maintenance costs and benefiting residual values. Just as an aside, Tadano is set to launch a new 60 tonne ATF 60G-3 with 48.2 metre boom which has both engine and gearbox in the superstructure behind the cab allowing the carrier to be more rigid but lighter as it also works as counterweight.

Demag returns

Part of the big news at Bauma involved the reintroduction of the Demag brand for Terex All Terrain cranes over 100 tonnes and crawler cranes over 400



Most impressive new All Terrain at the show - the 450 tonne Liebherr LTM 1450-8.1

tonnes capacity. The name was long-associated with some of the best large crawler and All Terrain cranes on the market, as well as City type All Terrains. The company was acquired by Terex in 2002 from Siemens which was selling off the assets of Mannesman Dematic. Terex bought Demag Mobile Cranes, while KKR acquired the Demag overhead cranes and Gottwald port crane business. Over time Demag mobile cranes became Terex-Demag and then just Terex. The acquisition in 2011 of the Demag overhead and port crane business effectively gave Terex exclusive rights to the Demag name for crane purposes.

There does seem to be genuine delight over the change in name - particularly at the German plant where one employee said: "We have got our heart back today". The first cranes to be affected are the five axle Explorer models, which also use the AC nomenclature - eg AC130-5, AC160-5, AC220-5 and AC250-5. Every All Terrain rated at 100 tonnes or more will be branded Demag and although not finalised, the Demag City cranes will also make a come-back.

The AC range now comprises 11

All Terrains ranging from 100 to 1,000 tonnes - or is it 1,200 tonne 'capacity class'? - and seven lattice crawler cranes ranging from 400 to 3,200 tonnes. All other cranes will continue to be branded as Terex. At the moment all Demag cranes are made at the company's plant in Zweibrücken, Germany, however president of Terex Cranes Ken Lousberg was quick to point out that the Demag product is not dependant on any specific plant.

"We have a proud past and an exciting future and will be concentrating on quality, reliability and customer satisfaction," said Lousberg. "With regards to new product development Terex needs to be in front."

Three updates

Bauma also saw the launch of three updated five axle cranes Demag cranes including the 130 tonne AC130-5, the 220 tonne AC220-5 and the 250 tonne AC250-5. The 250 tonne, five axle All Terrain sector is hotting up nicely with all three of the major manufacturers claiming sector leading performance. Later we will compare them, together with Tadano's new 220 tonne - the closest crane the



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company has to 250 tonnes.

Terex claims the Demag AC 130-5 is now the most compact 130 tonne, five axle crane on the market, with a total length of 14.3 metres and carrier width of 2.75 metres. It has a 60 metre main boom - 86.5 metres with extensions - and a single engine with an intelligent motor management system that distributes the power for lifting and travel functions. The crane has all-wheel steering with independent rear axle steering and dynamic launch controls. When traveling, it

is designed to stay under 12 tonnes per axle with a payload of up to 450kg.

With a main boom length of 78 metres, the new 220 tonne Demag AC 220-5 claims the longest main boom reach of any five axle crane on the market and can be extended to 99 metres with extensions. With a chassis just larger than the AC 130-5 - 14.5 metres long and three metres wide - it also features a single engine with intelligent motor management system. It also has 600kg spare payload in 12 tonne axle mode. Both the AC130 and AC220 can have the optional IC-1 Plus control system, which



The new GMK4100L-1 uses a single engine and is 200mm narrower than the original GMK4100.



The Grove GMK5250L caught the eye of many visitors shopping for an AT at Bauma

calculates lifting capacities for every position of the boom, subject to the position of the superstructure. This enables operators to use maximum lifting capacity especially when lifting directly over the outriggers.

Apart from the increased capacity, the 250 tonne Demag AC250-5 has a 70 metre boom but the same dimensions, single engine concept and optional IC-1 Plus control system as the AC220-5.

New Grove ATs

Grove has also been busy over the past year in the mid capacity All Terrain sector. First it launched its 250 tonne GMK5250L and then announced an updated 100 tonne GMK4100L-1 with even more compact dimensions than the unit

it replaces. The final new unit to be unveiled was the new 150 tonne GMK5150L. All these cranes feature single engines with Fuel Saver function as well as features such as the Megadrive hydrostatic drive and the self-rigging MegaWingLift.

Jens Ennen senior vice president for Grove road-going cranes said: "We have focused strongly on bringing more reliability, ease of transportation, user friendliness and capacity to our cranes. The industry continues to evolve, and we want to lead the way in showing our customers what more they can achieve and how our innovative designs can deliver better financial returns. We want to bring new features to our cranes and also bring greater versatility to the features that are already there."

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The 250 tonne Demag AC250-5

100 tonner upgraded

Grove was the first manufacturer to produce a compact 100 tonne long boom crane on four axles with the original GMK4100L. The new GMK4100L-1 uses a single engine allowing more counterweight which Grove says gives it "the best load chart in this class whether rigged with its full counterweight, or as a taxi crane with 12 tonne axle loads and no support vehicle." The new GMK4100L-1 is 200mm narrower at 2.55 metres wide and half a metre shorter. The Fuel Saver function on the Tier IV Final/EUROMOT 4 engine helps with running costs, while the new Crane Control System (CCS) includes the intelligent Boom Configurator Mode. The crane was officially launched in February and deliveries are due to start imminently.

Grove GMK5250L

The Grove GMK5250L is the largest of three new five-axle Grove All Terrain cranes launched in 2015. The single engine design was introduced in April and was followed in July by the launch of the GMK5180-1 and the GMK5200-1. All three feature several notable innovations, perhaps the most striking of which is its inclusion of the VIAB turbo clutch and integrated retarder - the first ever mobile crane to feature the system. The VIAB module is said to eliminate both fluid overheating and clutch burning and delivers wear-free starting and braking, improved manoeuvrability and better fuel economy. Fuel usage for the GMK5250L is estimated to be around 30 percent lower than its predecessor, the GMK5220, and claims to be the strongest long-boom five-axle machine on the market with a maximum outrigger width of only 7.8 metres.

The 70 metre main boom is topped

installing counterweight sections - some of which are interchangeable with those of the GMK6300L. An optional self-rigging auxiliary hoist is also available. The GMK5250L was launched in the middle of last year, and the first units have already been delivered to customers.

New 150 tonners

Bauma also saw two new compact five axle 150 tonne Grove cranes, the GMK5150 and GMK5150L - replacing the GMK5110-1 and GMK5130-2

respectively. The GMK5150L has the longer 60 metre boom while the GMK5150 has a 51 metre boom. Maximum counterweight for both is 45 tonnes, helping to achieve an overall load chart increase of 20 percent over the GMK5130-2. Up to 10.2 tonnes of counterweight can be carried by the GMK5150 in its 12 tonnes per axle taxi crane set-up, while the GMK5150L manages 7.9 tonnes. The GMK5150L can lift 11.6 tonnes on its fully extended 60 metre boom, which Grove says makes it ideal for tower crane



Liebherr LTM 1250-5.1

by a 21 metre hydraulic swingaway extension that can be extended with one or two eight metre lattice inserts adding 37 metres to the main boom to make a total length of 107 metres. A significant benefit is the fact that the extension can luff by up to 50 degrees compared to 40 degrees on other Grove cranes. An optional integrated heavy duty jib is also available. Once on site, the crane can move with its full counterweight of 80 tonnes in situ, saving time removing and re-



Tadano ATF220G-5

How the new five axle 250 tonners compare

	Liebherr LTM1250-5.1	Grove GMK5250L	Demag AC250-5	Tadano ATF 220G-5
Maximum capacity	250 tonnes	250 tonnes	250 tonnes	220 tonnes
Max capacity @ 3 metres	250 tonnes	250 tonnes	250 tonnes	180 tonnes
Max lift at max boom length	3.6 tonnes @ 60m	3.7 tonnes @ 70m	1.9 tonnes @ 70m	3.2 tonnes @ 68m
Max system length	108m	110m	102m	106m
Max lift without additional equipment or position*	142 tonnes @ 3.5m 134.7 tonnes @ 5m	165 tonnes @ 3 m 121 tonnes @ 5m	130 tonnes @ 3m 119.5 tonnes @ 5m	See copy 127.5 tonnes @ 5m
Main boom	60m	70m	70m	68m
Max speed	85 km/hr	85 km/hr	85 km/hr	85 km/hr
Number of engines	1	1	1	2
L x W x H	15.87 x 3 x 3.95m	15.29 x 3 x 3.95m	14.43 x 3 x 4.0m	15.93 x 3 x 3.99m
Number of axles	5	5	5	5

*Such as additional boom nose sheaves or over rear only

all terrain cranes C&a

assembly. Boosting both cranes' overall reach is an 18 to 34 metre bi-fold swingaway extension which also offsets by up to 50 degrees. Both cranes are powered by a single engine and benefit from a new Mercedes carrier cab, Twin-Lock boom pinning system and Megatrak independent active suspension. Deliveries will start in the fourth quarter of 2016.

250 tonner comparison

The 250 tonne sector has become a lot more interesting with the introduction of new cranes from Liebherr, Demag and Grove. Tadano still does not have a crane with this capacity rating, but does have a new 220 tonner which we have

included.

The Tadano ATF220G-5 has the longest carrier and is the only crane here with two engines. While the load charts suggest that it can lift its maximum 220 tonnes capacity at 2.5 metres it only manages 180 tonnes at three metres radius. The Tadano does manage 3.2 tonnes at its maximum boom length, however the Grove is a particularly impressive with 3.7 tonnes on its 70 metre maximum boom. Surprisingly the Demag chart reveals a lift of 1.9 tonnes on its 70 metre boom although it has the most compact carrier - 1.5 metres shorter than the Tadano. Liebherr has the shortest main boom at 60 metres but lifts

the most at five metres radius. System lengths are all within a few metres and lifting capacities at five metres vary from 119.5 tonnes for the Demag to 134.7 tonnes for the Liebherr. For its smaller maximum capacity the Tadano achieves a good second with 127.5 tonnes. In the load charts the Tadano does not have maximum load at three metres without additional equipment that improves on the 127.5 tonnes at five metres. All four cranes are capable of 85kph maximum road speed.

A round up of the rest

Walking around Bauma there was an indication that other manufacturers are aiming to build All Terrain cranes to rival the four major producers. Turkish company Hidrokon displayed its new AT4100 - a four axle, 100 tonne capacity

All Terrain crane with a 51 metre main boom which manages 1.2 tonnes at a 46 metre radius. The Chinese manufacturers - Sany, Zoomlion and XCMG - were also out in force with products that on first glance look more sophisticated and more likely to appeal to a global audience. But having a good product is only half the battle to selling in Europe or North America. Good distribution and confidence is more important. Link-Belt's new 100 tonne HTT 86100 claims to have most of the advantages of an All Terrain, but without the high running costs and complexity. It features a 50 metre boom plus 17.6 metre bi-fold swingaway extension, with additional inserts leading to a 79.7 metre tip height.



Zoomlion's 150 tonne ZAT1500



Turkish company Hidrokon displayed its new AT4100 - a four axle, 100 tonne capacity All Terrain crane with a 51 metre main boom



Sinomach displayed this four axle AT at Bauma

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Lifting expectation, prioritising safety

King Lifting has been a prominent crane rental company in the UK for several decades. Formed in 1982 by Bob King the company has grown both organically and through acquisitions and is now the UK's third largest crane rental company, with eight depots, 95 cranes, more than 240 employees and revenues of £22 million. Mark Darwin visited Tristan King at the company's new, purpose-built headquarters in the Bristol area to find out more.

It is surprising that Cranes & Access has not profiled King Lifting before. After the two national companies - Ainscough and Hewden - King is the largest independently owned crane company in the UK operating from eight locations. It is made up of four divisions - Crane hire and contract lift, Plant and machinery movement, Telecoms and logistics and Heavy cranes (300 tonnes and over).

Until two years ago the crane fleet was primarily Terex, but more recently purchases have included Liebherr. "The products Liebherr and Terex supplies and their components are all to a high level - this does not mean better reliability, but longer durability and lifespan," says King. "Liebherr and Terex are our preferred suppliers. When I became more involved in the purchasing process I wanted to see how other manufacturers' machines performed. If we have a crane down it has to be repaired the same or next day. Liebherr and Terex both have the



Kieron and Tristan King



King Lifting's new head office

support structures to maintain a fleet of our size."

So what about the Liebherr's new 450 tonne AT?

"Of course it is of interest," says King. "It looks impressive but its duties are not as good as an LTM1500 with the Y-Guy installed. Working in a limited space the LTM1450 may have the advantage though. When I was out on the road looking at crane jobs I was



C&A all terrain cranes

King has bought two 500t and one 750t Liebherr over the past year



passionate about buying a specific crane because it had better capacities or features etc... In reality a client will hire by the capacity - there may be advantages from one crane to another but a client wants a certain size. One topic of focus in today's market is paperwork - method statements, lift plans, risk assessments etc - and what you stipulate on the lift plan you have to supply, so it is easier with a class of crane rather than a specific model."

Company history

King Lifting is a family business with Bob, wife Sandra and sons Tristan and Kieron all directors. Nathan and Hadyn, Bobs other sons are also involved in the business operationally. Most of the day to day management is now shared between Tristan and Kieron - Tristan looking after cranes, workshop and telecoms and Kieron looking after the Plant and machinery movement

division. Sandra King is in charge of HR, with John McLellan as financial director. When Bob King left the army he worked for various crane hire companies and when British Crane Hire Corporation went bust he bought the Bristol telephone number from the receiver, and started a managed crane service before purchasing his first crane - a 15 tonne Kato. The business grew from its Avonmouth facility with the acquisition of Swindon-based Collet Crane Hire, before further depots were added in Newbury and Banbury - via Banbury Crane hire. Arrow Lifting in Wales was taken over before setting up a depot in West London and Birmingham and finally acquiring Ace Crane and Engineering of Gravesend, Kent in 2008 to cover East London. The depots offer mobile cranes up to 200 tonnes as far north as Birmingham. However the heavy crane division offers national coverage.



Until two years ago the crane fleet was primarily Terex



Working at Bristol City FC

The company said it might look at a depot further north if it makes commercial sense. "Everything we buy has to generate profitable income," says King. "Historically crane companies have traded on a cycle of residual values - buying cranes over three, five or seven years and selling after 10 years when they get 30 percent of the purchase price back, putting 10 percent down as a deposit on another crane with 20 percent going back into cash flow etc. We took a serious look at the business following the recession and are not buying cranes to trade. We buy them to rent and generate a return and will only buy a crane that generates profitable income."

Revenues in the past year were £22 million, up from £14 million in 2012. "By 2020 we would like to reach £30 million, the increase coming from the expanding heavy cranes division, a new site in Heathrow airport - now being a BAA approved contractor - and organic growth from the rest of the business."

Family business

"As a family business we rarely have problems with staff - my door is always open to operators and office staff alike who are the face of the business. We employ just one full-time sales person, so it is remarkable that our staff have created the growth we have achieved. I believe that if you pay a good wage and look after people they will give a good service and then the customer will come back for more. We tend to order high specification cranes, allowing the crane operator to work in a safe comfortable manner. We can sell to a client until we are blue in the face but unless our operational staff deliver on site, we will not have a

successful business."

King Lifting has very little staff turnover and even during the last recession did not make any redundancies. "It was a tough few years but more recently we have been able to give good pay increases as the level of business has returned."

At the moment King is running at around 87 percent utilisation. "As a percentage of return on capital equipment 40 and 60 tonne cranes do not create the same profit as larger capacity machines. However we will always have 40 and 60 tonne size of cranes in the fleet to provide a full service.

"One of the worst cranes in the market for low rates is the 25 tonne truck mount. Most are now 20 to 25 years old and go out at between £250 and £300 a day, compared to our cheapest crane at £460. Rates overall have increased over the past three years but have stagnated over the last six months due to uncertainty in the market, with the EU referendum etc... There are lots of large projects on hold, awaiting approval/funding. However overall the market is still buoyant with good growth and good potential for the future."

MOTs

According to King the biggest topic that needs to be tackled in the industry is the introduction of road testing (MOTs) for cranes. It has installed a rolling road at its new Avonmouth facility, allowing it to carry out regular brake efficiency testing in house.

"If all the cranes in the UK were tested without notice I think the outcome would be very interesting" he says. "We need standardisation of equipment in the market so



The newly installed rolling road



Lifting operators near Clifton suspension Bridge

that everyone competes on a level playing field and testing would go some way to achieving that. We make sure that when one of our cranes goes down the road, it is in a fully maintained and in a safe condition. However the biggest obstacle for MOTs is the lack of infrastructure for testing larger cranes. If they do become mandatory we would sign up as an accredited test centre."

Investing heavily

King Lifting invests heavily in new equipment - the average age of its cranes is 4.8 years, one of the youngest fleets in the UK. This means less down time and a higher standard of equipment on the road which the company believes translates into better returns. Over the past year King has bought many new cranes including a 750 tonne Liebherr LTM 1750, and two 500 tonne LTM1500s. Other recent additions include a 300 tonne LTM1300 last year, LTM1200, six 40 tonners over the last 18 months, several 60 tonne LTM 1060s last year and two 80 tonne Terex AC80s. "We would never run a crane over 100 tonnes that was more than eight years old. With the larger cranes if they have a problem there are a lot of additional costs - ballast wagons etc - it just isn't worth it. When in the heavy crane market

you need to supply good quality, reliable, new equipment. Everything we have from 140 tonnes up is no more than four years old. Clients welcome new equipment as it creates less down time due to breakdowns."



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A decade on...

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vertikal days



Vertikal Days celebrates its 10th anniversary this year. Over the past decade it has continued to grow becoming an increasingly important crane, telehandler and aerial work platform event in the European show calendar.

Moving back to its traditional mid-June calendar slot will hopefully mean better weather to help make it a more memorable anniversary. All of the regular exhibitors are back this year along with a good number of newcomers. In addition to the big and smaller specialist equipment manufacturers, this year's Vertikal Days will see new product and service launches from several component and ancillary service companies offering everything from tyres to batteries, finance, electronics, software, training and insurance.

Major networking potential

While visitors will have the chance to meet the world's leading crane, telehandler and access equipment manufacturers and check out their latest equipment, the specialist nature of the event also means that you do not have to walk miles, hunting them out among the diggers and dozers. With everyone at the show - whether an exhibitor or a visitor - interested in the same

market sector, you can be sure that anyone you see in the aisles, the catering pavilion, or on a stand, shares your interest in lifting equipment and is a possible contact. So there is ample opportunity to be sociable and network with others. This preview will provide an indication of what to expect at the event, with our full guide published in the May/June issue of the magazine.

Don't forget the workshops

In addition to the products and services on display and the networking potential, there will as usual be a number of informative workshops, seminars and meetings over the event's two days aimed at making your visit even more productive. This year also sees the hosting of the UK's fourth annual 'Stars of the Future' apprentice awards hosted by Nicolas Hamilton, brother of F1 world champion driver Lewis Hamilton, and a racing driver in the British Touring Car Championship. Hamilton will talk

If you haven't already pre-registered you can do so at www.vertikaldays.net - You can also print out your own badge to speed your passage into the show.



The hub of the show, the Marketplace serves coffees and pastries all day

about how he strived to become a successful racing driver whilst battling against cerebral palsy. The awards - organised by the CPA - recognises talented youngsters on apprentice schemes across 11 colleges in the UK. It is a chance to acknowledge those apprentices who bring exceptional ability and commitment to their work, and possess additional capabilities that make them stand out. Last year there were almost 900 entries.

On the Thursday morning the CPA will hold a seminar on Apprenticeship Levy and Trailblazer Apprenticeships.

Making it easy

In addition to the stands, you can enjoy tea and coffee and all-day refreshments in the Market Place which hosts the main café. Here

there are booths for numerous suppliers including software specialists, training companies, safety equipment and replacement parts suppliers alongside plenty of other lifting equipment industry service companies. Visitors and exhibitors are also treated to a free lunch in the catering pavilion from 12:30 to 14:30 each day. The menu includes Barry's famous free range hog roast, a barbecue and a sandwich bar. As usual, parking is also free.

So what might you see?

As for new products there are plenty to see - partly due to the proximity to this year's Bauma as well as a good number of exhibitors that did not make it to the big event in Munich. One major example is Kato cranes represented in Europe by Rivertek. Making its Vertikal Days debut, the company will launch the new 20 tonne Kato CR200Ri City type All Terrain crane alongside other models in the new Kato City Range including the sub-compact 13 tonne CR-130Ri and the 35 tonne CR-350Ri.

Show Information

Venue:

Haydock Park, Newton-Le-Willows, Merseyside, WA12 0HQ (just off Junction 23 of the M6 motorway)

Dates/Times:

Wednesday 15th June - 10:00 to 17.30 and
Thursday 16th June - 10:00 to 16.30

Coffee, tea and snacks served all day in the Marketplace pavilion.

Lunch is served in the Catering pavilion from 12:30 until 14:30



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Kobelco will have new crawler cranes on show

Kobelco - back after last year's debut - is bringing two new crawler cranes equipped with EU Stage IV and US EPA Tier 4 Final engines, and should be able to show you a few details and some photographs of its new 1,250 tonne crawler crane, the first of which has just been completed.

Long-term exhibitor **CTE** will show three completely new aerial lift models, two truck mounts, the 21 metre Zed21.2JHV articulated model and the all-new 17 metre telescopic B-Lift17 as well as its 15 metre T150 spider lift. Also take a look at the company's new variable outrigger set-up system.



CTE will show its latest truck and spider lifts

Dinolift has made significant progress in the UK since working directly with rental companies last year. The most exciting new product on show this year will be the 66ft 220XSE self-propelled boom lift, with its extra deep platform with material loading gate and fork attachment that creates a remote controlled telehandler. The unit is also now available with levelling jacks allowing it to level on slopes of up to 12 degrees. Dinolift will also launch two new trailer mounted lifts - the 16 metre 160XTII and the 12 metre 120TB, a new version of its popular 120T lightweight telescopic.



Dinolift's new 220XSE is now available with levelling jacks.



The innovative MEC 1330SE

This is also a chance to see its new secondary guarding system and range of material handling brackets.

MEC - another non Bauma exhibitor - is back at Vertikal Days with several new models including its new simple low-cost 60ft boom lift. However it will use the show as the European launch of its all new 13ft 1330SE micro scissor lift which it is pitching against 12ft mast-type lifts, and its 45ft narrow direct electric drive 4555SE slab scissor lift.

Manitou has been making strong progress in the aerial lift market and will highlight the final production version of its 33ft Man'Go 12, with a working height of 12 metres, 4x4 drive and excellent ground clearance. It will also have a good number of telehandlers on display including two new 360 degree



Manitou Man'Go 12.

models that will be available later this year, and the six metre/2.5 tonne MT625 HA with two new platform attachments.



JCB will show its new integrated man platform options

JCB will display its new range of fully integrated man platform attachments, along with the new 14 metre/4,000kg 540-140 telescopic handler and the latest 560-80, six tonne capacity heavy duty model.

As the new **Jekko** distributor for the UK, John Taylor Cranes has plenty to show off launching the new six tonne Jekko SPK60 mini crawler crane that was first seen at Bauma. The hefty SPX1275 spider crane with pick&carry duties and luffing jib will also be on the stand and possibly the latest pick&carry crane.



The all-new Jekko SPK60

Liebherr always likes to put on an impressive display and while its stand will be nothing like the massive office block at Bauma, there will be plenty to see. The highlight



Liebherr's LTM 1250 5.1

will possibly be the 250 tonne LTM 1250 5.1 All Terrain, which it claims is the strongest five axle crane in the world. If you have not seen its Variobase outrigger system in operation, then this will be a great opportunity to take a look.

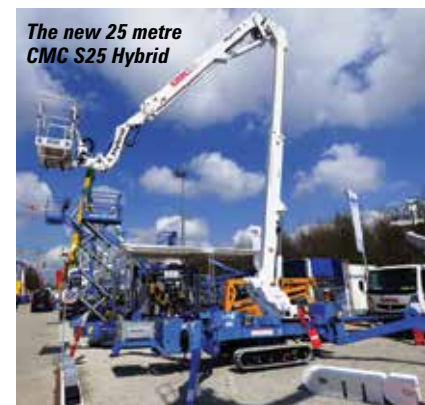
Magna Tyres alongside the MA03, will present the new MA03+, which is designed for mobile cranes and off-road applications. Also in a similar vein OTR Wheel Engineering will display wheels and tyres for telehandlers and mobile cranes.

Platform Basket distributor Promax Access will display a number of new compact spider lifts including the new 13 metre Spider 13.80, a super compact lithium-hybrid machine with eight metres of outreach and a 2.9 metre working footprint width. Hot from Bauma though is the 27 metre Spider 27.14 Hybrid, with 14 metres of outreach and 230kg platform capacity.



Platform Basket's new Spider 27.14 hybrid

CMC distributor Ranger Equipment is back with the all-new CMC S25 spiderlift on display for the first time in the UK. This heavy duty



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Bronto's new S70XR

machine features a 25.3 metre working height and up to 14 metres outreach, a maximum platform capacity of 230kg and lithium hybrid option.

Bronto has a lot to talk about this year being under new ownership. It has just launched the new 70 metre S70XR on a 32 tonne four axle chassis which has an overall length of less than 12 metres with full European road type approval. It will also demonstrate its new state of the art information, tracking and live diagnostic systems in the Market Place.

Palfinger Platforms and UK distributor **SkyKing** is hoping to have its new 75 metre P750 NX on show, but will certainly have the new 55 metre model with its unique X jib which has to be seen and demonstrated to be appreciated. Also look out for the new 15 metre spider lift, the P150 AJTK. Do check the SkyKing stand for the new wider Almac Bibi tracked scissor lift with automatic levelling.

Versalift will launch several new

van mounted platforms for the UK market, including the 13.2 metre ETL36-F (E6) on a 3.5 tonne GVW Ford Transit, the 14 metre ETL38-F (E6) on a 3.5 tonne GVW Mercedes Sprinter, and 14.3 metre ETM38-F (E6) on an Iveco Daily 50C15.

Manitowoc Cranes is hoping to have its all-new Potain Hup 32-27 on the stand. Fresh from Bauma, the new self-erecting tower crane will replace most of the IGO models and introduces a number of new features to the sector. If it does make it you will be able to see it in action, something not possible at Bauma. Also expect to see some of the new Grove GMK models, including the redesigned GMK4100L.

On the same stand **Crowland Cranes** will display its new Grove RT540E-2, Rough Terrain crane, equipped with Manitowoc's new control system CCS.



See the innovative new Potain Hup 32-27 self-erector in action

Skyjack has plenty of new products to show this year and will highlight the new 40ft narrow slab electric scissor lift with 14 metres working height from a short 1.2 metre wide chassis. It will also show its new 30ft industrial ultra-compact boom lift, the SJ30ARJE.



Skyjack's new SJ30ARJE.

Snorkel's main theme will be its continuing comeback and new UK sales and service team, with Andrew Fishburn now leading the UK business. On show will be the new TM12E bristling with new features, along with its new 66ft 660SJ telescopic boom lift.



Snorkel's TM12E has new features

Teupen is hoping to bring along its radical 42 metre Puma lift - unveiled at Bauma - but might struggle as it has numerous demands and building a second prototype in time is a challenge. You can be sure though of a strong display.



Check out Versalift's new van mounted platforms



Teupen's display will surely be one to see

On the **Tadano** stand look out for Hewden's new 220 tonne ATF220G-5, complete with the first 21 metre telescopic luffing jib attachment to come into the UK. The innovative attachment is expected to be highly popular for inner city work, where it can telescope horizontally into upper floors.



Vertikal Days will be the first chance to see Tadano's telescopic luffing jib in action in the UK



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The new Genie Z60/37 is available in battery electric or Hybrid formats

Genie also has a lot to shout about. As well as celebrating its 50th anniversary, it will have the all-new Z60/37 hybrid with direct AC electric wheel drive. Also look for its new four wheel steer option on the Z62/40 and Trax packages.

APS will highlight its newly designed Aldercote van mounted lifts on display alongside its other products and services. The Hinowa spider lift line will be represented by the all-new 15 metre ultra-compact 15:70 which is less than four metres long and just 740mm wide with an overall weight of two tonnes.

Another product line to look out for is Isoli - also represented by APS -



Vertical Days will be the first opportunity to see the new Aldercote van mounted lifts



Take a look at the new Hinowa Lightlift 15.70 which adds fresh innovation to the 14/15m spider lift sector

with its new 20 metre PT200J and 23 metre PT230.

The **Kranlyft** stand will bristle with new products, including the new 36 metre/2.5 tonne tracked Böcker RK 36/2400 aluminium spider crane and the new eight tonne Maeda MC815 spider crane, the first of which has been ordered by Hird, which is bringing the new Winlet 350 TH designed for telehandler application. Also check out the first of the new mini crawler cranes.

JLG is hoping to have its new 150ft 1500AJP articulated super boom, a surprise unveiling at Bauma on show, but might also have its new 19ft scissor lift on the stand even though European production does not begin until September.

JLG is hoping to have its new 150ft 1500AJP on the stand.



The eight tonne Maeda MC815 spider crane.



The Haulotte ActivScreen on its 20 and 23 metre boom lifts really needs to be seen.

Haulotte will have its latest straight and articulated boom lifts along with its new AC drive Star 6 and Star 10 models. But do take time

to look at the new ActivScreen diagnostics system which sets new standards for on-board and remote trouble shooting.

The big news on the Terex crane stand will be the re-introduction of the Demag mobile crane brand along with one or two of the new models unveiled at Bauma, including the five axle 130 tonne AC130-5.

Niftylift will focus its display on boom lifts that incorporate its true hybrid technology, including the HR17N and 86ft HR28. Other products on show will include at



Terex will re-introduce the Demag brand.



The new Demag AC130

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CURTIS



least one trailer lift, a spider lift and a self drive unit.

Dingli, one of China's leading manufacturers of aerial work platforms, is exhibiting a selection of products from its slab electrical scissor range, including the new JCPT0607DC, which is making its UK debut at Vertikal Days.



Dingli's new ultra-compact JCPT0607DC.

Now selling directly to major accounts, **GSR** will have its B200PX truck mounted platform, with 300kg platform capacity and new outrigger configuration.



GSR's new B200PX

Russon Access has been expanding its range of low level platforms, including the new Quickstep Ready telescopic steps and the all-new 'IXO Lift', a four metre working height platform.

TCA Lift will have the updated 33 metre Falcon FS330Z articulated spider lift on show, which features a new on-board diagnostics system, complete with live online assistance.

The UK and Ireland distributor for **Sennebogen** and **Marchetti** cranes, AGD Equipment will feature the new 40 tonne Sennebogen 643 telescopic crawler crane, along with the Marchetti MTK 40.



Sennebogen's new 643 crawler.

New exhibitor **George Taylor Lifting Gear** will show its range of chain fittings, shackles, polyester slings, lashing and theatre rigging equipment. **insPHire** will demonstrate its latest mobile, CRM with 'Mobile and Business Intelligence Dashboards'. Also new for this year, **OTR Wheel**



Niftylift will have a heavy focus on its hybrid technology

TCA has updated its popular FS330Z



Engineering will display a range of wheels and tyres for telehandlers, along with new aluminium wheels for mobile cranes. **Probst Handling Equipment** will have the new gully pot lifter - designed in conjunction with S.B.C - and the kerb grab Exg-Maxi, with its increased capacity and gripping range.



The new 22.6 metre MJ 226 features a telescopic boom plus telescopic articulating jib.

Probst's LG20 pallet fork.



As usual **Multitel Pagliero** and its UK dealer Access Industries will have plenty of new products on their stand including the new 22.6 metre MJ 226, which features a telescopic boom plus telescopic articulating jib, along the same lines as its successful MJ201. Maximum

outreach is 12.3 metres and platform capacity 250kg. Mounted on a standard 3.5 tonne truck it will be available on a 4x4 chassis later in the year. Other new products are likely to include the new 20 metre MT 204 with 300kg platform capacity launched at Bauma.

For more information and a full exhibitor listing visit www.vertikaldays.net and look out for the full guide in the May/June issue of Cranes & Access.



MC815



- **Massive 8 tonnes** lifting capacity making it the strongest lifter to date
- **19.4m** tipping height
- **EU stage 3B** compliant engine to make it environmentally friendly
- **New 10.4"** multi function touchscreen monitor
- **Added bonus** of 1000kg pick and carry capacity, this crane offers unrivalled versatility with great lifting duties
- **Optional** 1500kg SWL hydraulic 2-section Fly Jib increases maximum lifting height to 25.5m
- **All new** Searcher Hook giving class leading duties of 1000kg

NEW TO THIS MODEL

Power lifting mode

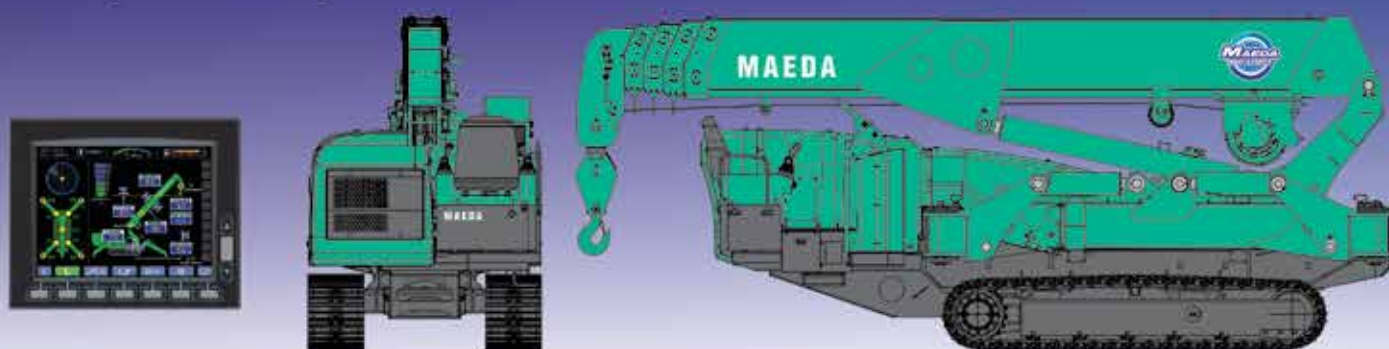
Joystick control

New Technos 2 radio telemetry system with joystick control

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Auto crane stow via remote

MSOS (Maeda Safety Operation System)



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RK36-2400 tracked crane

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Crawler Chassis with 2 speeds – creep and fast mode

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We reach for the sky.

What a show!

The biggest, most popular Bauma ever finished on a damp note with the changeable weather during the week turning into solid rain for the last day or two. Between the wind and rain showers earlier in the week, the crowds were out in force with around 580,000 visiting the world's largest construction equipment exhibition.

Visitors were very pleased with large number of stands and products on show, however, it was a slightly disappointing show in terms of ground-breaking new products with very few surprises. However, no-one who attended can be disappointed - it is a truly spectacular show in terms of size and variety. For exhibitors however costs - already higher - increased still further with the organisers appearing to want to squeeze more and more profit out of the event. Even for the world's biggest and most popular show, there will come a time when the golden goose decides enough is enough....

As usual, there was far too much information to review in one go - I walked 55km in the first five days and still didn't manage to reach all of the crane and access stands. This review is mainly pictorial, with more information being added in upcoming features throughout the year, including All Terrain cranes and spider lifts in this issue. So here are a few of the highlights...

Cranes

Tadano started the show off with a very early press briefing on the

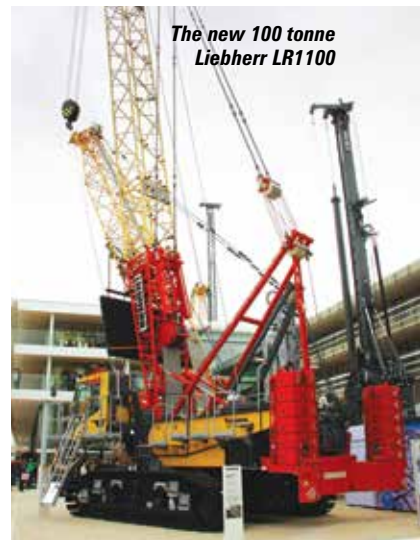
first day - an hour and a half before the show officially opened. As well as giving more details on its new 600 tonne ATF600, which will not be available until sometime next year, the company revealed details of a new three axle single engine 60 tonne All Terrain, with both engine and transmission in the superstructure. The company also launched the GTC 800 telescopic crawler the second unit aimed at the global market. The crane can work up to four degrees off level with a reduced load chart. It also gave details of the 145 tonne GR 1450EX, the largest RT in the world.

Most impressive stand - as usual - goes to Liebherr which had more than 100 exhibits including the unveiling of the 450 tonne LTM 1450-8.1 with hydraulically activated moving rear ballast which can improve capacities by up to 20 percent. Liebherr said the crane was not designed for maximum capacity but maximum usability - almost a 450 tonne, 85



Teupen Puma 42GTX

metre boom fast erecting crane. It obviously hit the spot with crane users as Liebherr says it has already booked orders for 30 units, mostly for tower crane and wind turbine erection.



The new 100 tonne Liebherr LR1100



The hydraulic operating mechanism on Liebherr's new LTM 1450-8.1



Tadano ATF 600G-8



Tadano launched its new global GTC-800 crawler crane



Demag AC 220-5 AT

Liebherr's other stand-out exhibit was the new 100 tonne LR1100 crawler crane which gives it a product in the increasingly competitive 100 tonne market. The crane also uses the hydraulically rotating rear counterweight wings, although not quite the same as the LTM 1450. The cab rotates 90 degrees to stow and when launched has the latest design features including carbon fibre pendants and links and synthetic fibre rope. Electronic innovations such as electronic line finder are also available.

Terex Crane's big news was delivered by new president Ken Lousberg who announced the return of the Demag brand for its CC crawler cranes over 400 tonnes and its AC All Terrains of 100 tonnes and more. The decision has obviously gone down well with customers and within the company, although why it has taken 12 years to right the wrong is another question. The old five axle Explorer range becomes the Demag AC models AC130-5 to the AC 250-5 - all with 78 metre booms and IC 1 Plus controllers. The small Demag City All Terrain crane line is also due to return.

The other major crane manufacturer - Manitowoc - together with new chief executive Barry Pennypacker,



Barry Pennypacker CEO of Manitowoc.

highlighted several new models including the 150 tonne GMK 5150/5150L, the 250 tonne GMK 5250L which uses 30 percent less fuel, and features a 70 metre main boom and can travel with full counterweight. New Rough Terrains included the GRT 8100. The star exhibit that was almost overlooked was the new Potain Hup 32-27 self-erecting tower crane that will replace four Igo models and was roundly complimented by those that spotted it.

It also came to light that Manitowoc has split the cranes business into towers (Potain) and mobiles/crawlers (Grove/Manitowoc) with newly recruited Aaron Ravenscoft managing the mobiles and Larry Weyers taking over the tower crane business.

Kobelco Cranes, now merged with construction, reported increased crawler crane market share and announced a new 1,250 tonne crawler crane, the SL-13000 of which it has already sold four units - three to MIC and possibly a fourth on its way - which when delivered will work on the new Tokyo Olympic stadium in Japan.

Spider cranes of note included the new eight tonne Maeda MC815 - its largest spider crane to date - a substantial stand with new spider cranes from Jekko and an interesting range from Brennero with its BG Lift machines - particularly the CWE 465. Several also commented favourably on Böcker's new 36 metre tracked RK 36/2400 aluminium crane with platform option.

Aerial work platforms

This was a strong show for larger truck mounted platforms with Bronto launching its new 70 metre S70XR the first unit sold to German rental company Berteit. Ruthmann announced the acquisition of Bluelift, giving it a new 'cost effective' range of 3.5 tonne truck mounts and four spider lifts up to 26 metres. It also launched the T510HF, a 51 metre platform on a on an 18 tonne two axle chassis, along with a 57 metre and 41 metre, while making a last minute announcement of two additional models - a 65 metre on 32 tonne chassis under 12 metres long with

43 metres outreach and a 75 metre with 38 metres outreach - both to be launched this autumn. Palfinger introduced its new 75 metre P 750 with a paint job reminiscent of a Jackson Pollock picture!

Teupen had the most radical new product in the form of the Puma 42GTX - a 40 metre Leo spider lift boom, mounted on a Menzi walking spider chassis complete with cab. Interest was high, but demand for such an extreme rough terrain platform may be limited. However six or seven orders have already been taken and Teupen is looking at 15 to 20 units a year. Pricy though at €455,000!

JLG surprised with the unveiling of the new 150ft JLG 1500AJP articulated boom, the largest to date, leapfrogging the 135ft Genie ZX135/70. Dutch international rental company Riwal took the first machine, which offers 23.5 metres of outreach and up and over reach of 18.3 metres. Maximum

Brennero BG Lift 12.6 tonne capacity CWE 465



Hup 32-27



The go anywhere Teupen Puma 42GTX

51 m on 2 axles for the first time ever

With **bauma 2016**, RUTHMANN has added four brand new highflex STEIGER® models to its extremely successful HEIGHT performance-series.

Providing world record performance capabilities in a highly competitive environment, always works to the customer's advantage. Over the past several years, RUTHMANN has become market leader in the large-scale equipment segment. Continuous innovations have made it all possible. The many exciting HEIGHT performance-models, have given the German manufacturer an excellent name throughout the entire industry.

The four new STEIGER® T 510 HF and T 570 HF (being presented at **bauma 2016**) and T 650 HF and T 750 HF (being presented in October 2016), underline express that RUTHMANN intends to further strengthen and expand its market-leading position around the world.

Selection in large numbers

With over 200 HEIGHT performance units (March 2016) sold since the series was first launched in 2012, these exciting RUTHMANN STEIGER® models probably belong to the most successful large-scale, truck-mounted aerial work platform series in the world. Even before these most-recent additions – which the company refers to as “highflex” models – RUTHMANN customers had already had the largest selection of models to choose from. RUTHMANN would also like to emphasize that all models in the popular series have a modular design featuring many identical parts/components. This design not only maximizes operating comfort and convenience but also ensures that individual parts are readily available at all times.



Have a look at the video about the highflex STEIGER® T 510 HF

The four new “highflex” models are a perfect addition to the other seven HEIGHT performance-STEIGER® models with working heights that range from 38 m to 72 m.

World record through engineering proficiency

The STEIGER® T 510 HF features a **51 m working height**. This is the first time ever that a truck-mounted aerial work platform manufacturer has been able to offer a working height of over 50 m **on a 2-axle truck chassis**. The new T 510 HF is even available on an all-wheel drive chassis. In the 50 m category – which until now had only been available on 3-axle trucks – T 510 HF customers/operators will have an extremely competitive model at their disposal. A 2-axle chassis is much lighter, less expensive, and more agile. With a **maximum lateral outreach of 33 m**, it soon becomes clear that the T 510 HF signifies a real engineering breakthrough. It offers 3 more metres of working height and one

The (r)evolutionary, world champion performance specifications are what make this STEIGER® model so special: 51 m working height combined with 33 m outreach, which - coupled with a 2-axle chassis – can be found nowhere else on the working platform market. Such performance data were previously possible only on a 3-axle chassis.



additional metre in lateral outreach compared to the STEIGER® T 480 – the previous leader in this category.

Maximum agility when working up high

The “HF” in the name of the brand new STEIGER® models stands for “highflex”. This term encapsulates the extraordinary developments in basket and jib rotation angle design that maximize operational versatility and mobility at the job site. The maximum highflex basket rotation angle is an amazing 440° and the jib (RÜSSEL®) has a rotation angle of 220°. With the unique basket design and time-tested

„upright work basket” concept, highflex operators are able to reach high up objects with utmost precision and agility. New possibilities also arise when working “below ground” and “up, over and behind” objects. The highflex development gives operators many technical advantages at the job site and provides added value for RUTHMANN customers.

Length is paramount

The telescopic system of the upper boom has been further extended to provide operators with even greater versatility. Since 2012, RUTHMANN customers have also opted for models in

the HEIGHT performance-series because of the long upper boom system with long telescoping extension. The maximum upper boom length gives the operator the reach capabilities needed when working up high. With the revised telescoping upper boom system, highflex operators now have an additional 2.5 m of upper boom reach at their disposal. The maximum total length of the telescoping upper boom system with jib (RÜSSEL®) is now 18.5 m – another practical, market-leading feature.

Ideal for “under and over” as well as “over and under”

The new highflex models still feature RUTHMANN’s tried and tested “upright work basket.” This innovative concept provides tremendous benefits at the job site. When navigating around objects high off the ground (e.g. under existing pipelines), the jib can be carefully positioned to allow work to be carried out behind the pipe. On highflex models, this advantage is further enhanced by the new work basket/jib design. The swivelling jib provides a 2 x 220° basket rotation

The highflex STEIGER® T 570 HF has celebrated its world premiere at the bauma 2016 in Munich, as well as the T 510 HF. Customers can enter new work areas in the 50 m class with it.



angle. Operators of these new STEIGER® models can easily navigate over objects with the jib in lowered/retracted position and still have a basket rotation angle of up to 440° at their disposal. With this innovative new boom system, assignments on masts/poles, buildings, and overhangs can be carried out with greater precision than ever before.

The second new innovation

RUTHMANN management and engineers soon realized that a second

STEIGER® model could be developed and constructed simultaneously using the same innovative parts/components utilized in the T 510 HF. The second new highflex STEIGER® T 570 HF has a **57 m working height and 41 m lateral outreach**. It offers the same benefits as the T 510 HF, but is designed for **3-axle truck chassis** with a 26 t gross vehicle weight rating (GVWR).

T 650 HF und T 750 HF

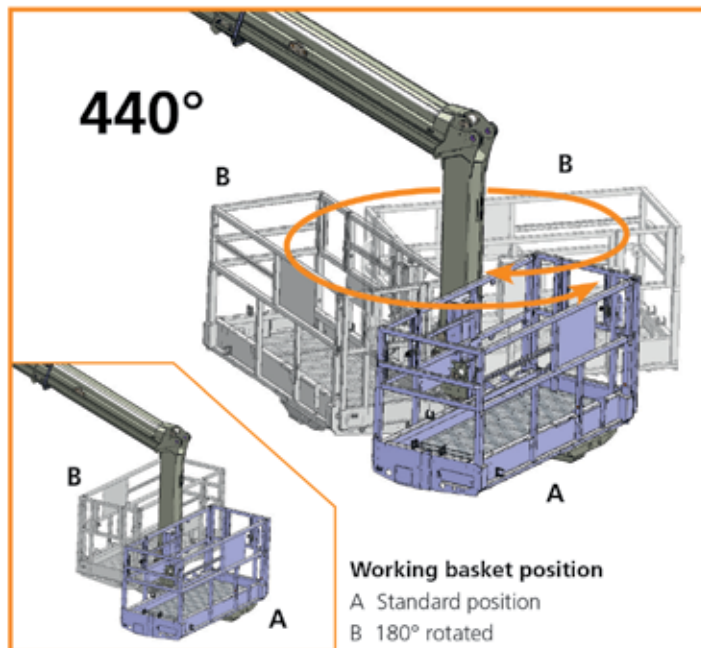
The other two (r)evolutionary highflex developments T 650 HF and T 750 HF are for sale as well, of course. These models with world championship performance data and application-specific user benefits greatly justify the designation „high flex” as well. The T 650 HF and T 750 HF will be presented in October 2016. First units have already been sold.

Highflex chassis selection

As with almost all other RUTHMANNSTEIGER® units, highflex models are available on a wide variety of different makes and models. There are all-wheel drive chassis for amazing off-road capabilities, vehicles under 4 m in height with compact overall length, and GVW-compliant trucks with sufficient load capacity. The STEIGER® advantages are truly astounding.

Many useful accessories

On models in the popular HEIGHT performance-STEIGER® series, customers can choose from a wide range of options. The two newest models in this series are no exception. The list includes hybrid powertrains, outrigger LED flood lights, folding seats and TV camera brackets, Lift-Up Systems, material winches, diverse heating systems, and hyCLEANER® adapters. Almost anything is possible. Standard options such as outrigger pads and box bodies on loading beds are, of course, also included.



The basket rotation angle of 440° enables working from behind objects that were previously reached through ‘up and over and back’. Learn more on Youtube.



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Touch and feel the new HEIGHT performance highflex-models. Book a demonstration!

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 RUTHMANN Headquarter
 Phone: +49 2863 204-0
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JLG 1500AJP is the world's largest articulated boom

platform capacity 450kg or 270kg unrestricted. Genie focused on its new 60ft Z60/37 - both hybrid and DC - together with the 450kg capacity 45/25XC.

Other stand-out/unusual products included the new 39 metre Magni 360 degree telehandler, along with a new 20 metre/6,000kg straight frame to compete with JCB. Manitou showed a new sub-compact telehandler in the form of the MT420 - perhaps the new Buggyscopic? New loader cranes were out in force, including a surprise new range from Comet and a prototype from Soosan, some interesting mastclimber and hoist solutions particularly from French company XL and some mega transport products including a massive girder trailer as well as numerous crawler crane piling rigs.

Together the six man Vertikal editorial team - including two new trainee journalists - covered around 200km, taking more than 3,000 photographs! With limited space available we hope you can appreciate that we cannot include them all!

As well as celebrating 50 years, Genie launched this Z 45 XC with extra capacity



Manitou showed the MT420H - the new Buggiescopic - measuring 1.49m wide and 1.9 metres high



Goldhofer's Faktor 5 High Girder Bridge is almost 37 metres long and built for serious loads



Largest telehandler was the 39 metre Magni RTH 5.39 S sold to the UK's GT Lifting



As well as its range of access platforms, Comet also unveiled this range of loader cranes



There were many weird and wonderful machines including this Sennebogen



NRC Plant in the UK has purchased this new Maeda CC1485 mini crane



Spierings SK597-SK4



Bigge Crane and Rigging celebrating taking a further three Liebherr LR1300s making a total of 51 LR1300s - the biggest fleet in the world



The Saez SZ-357 telehandler with 3.5 tonnes capacity and lift height of 7.24 metres



Europe Lift trailer mounts showed several products including this TM18GT



BKL raised this Liebherr LTM 1100-4.1 to good effect



Geda had a lot of products on its stand



The two Vertical girls with the Bauma show guide



CMC S25 hybrid



Linden Comansa's tower crane stand



Maeda sold the first MC815 to Hird UK



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ATN's latest spider the Mygale 23



Good crowds even early on a damp day



Palfinger PK.165.002 TEC on a four axle truck



A distinctive display from RUD chains



Comet was showing this new Eurosky 14.6 - with 14 metre working height but only 1.6 metre wide outriggers. Electric power is also an option



Palfinger launched the new P150 AJTK spider lift



The ATN Piaf 12E with a Piaf 1000R in the foreground



There were many sizeable piling rigs - this one is from Bauer



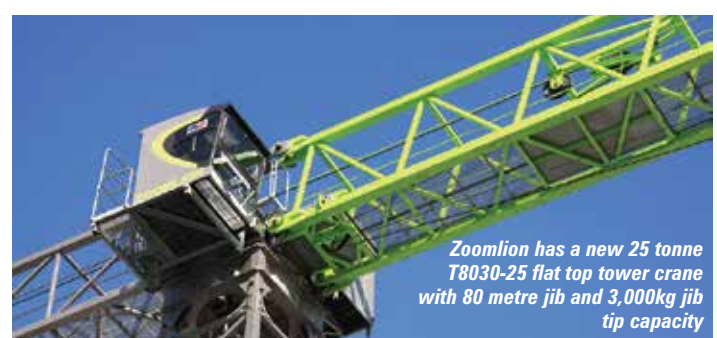
Dingli had one new scissor - the JCPT0607DCS - and one new articulated boom



Holland Lift managing director Eline Oudenbroek lends a hand to prepare a new machine - or just a very fancy brochure rack



Versalift unveiled its 20,000th van mount delivered to Swarco the international traffic management group



Zoomlion has a new 25 tonne T8030-25 flat top tower crane with 80 metre jib and 3,000kg jib tip capacity



Isoli's new 20 metre PT200J on a very busy stand



Cella stand with the DT24 spider and Brennero spider cranes



Giant 4548 Tendo HD compact telehandler



Haulotte was showing its new heavy duty telehandlers and two new telescopic booms



Jekko showed off its new MPK50



The Faraone stand



Mait T35 telescopic crawler crane



Currently Ruthmann's largest, the T720 will be surpassed by its 75 metre truck mount to launch later in the year



If heavy transport is your thing then Bauma is the place to go



Erwann Maillot and Anne Steeb from Terex



Koichi Tadano CEO of Tadano at the press conference



Eugenio Magni talking telehandlers



Eric Lacombe (L) and Pascal Mayard of French rental company Acces Industrie



Brennero's M300 spider crane



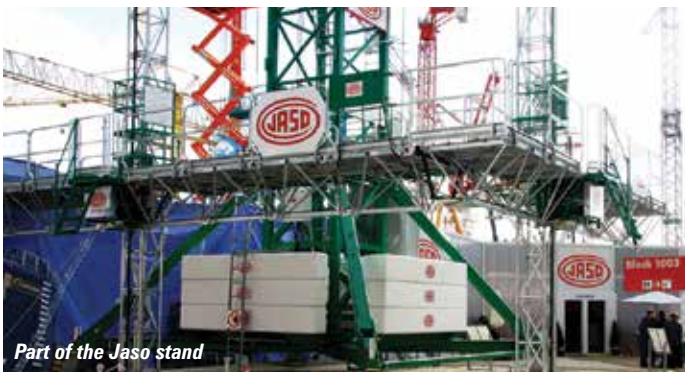
Some cranes are just better being used as vantage points



Scissors, booms and push arrounds from ELS of Turkey



JCB celebrated the production of its 200,000th telehandler



Part of the Jaso stand



Soilmec SC-1 120HD - a 120 tonne heavy duty crawler



Wacker Neuson's new TH627 telehandler



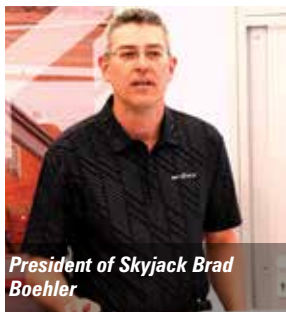
It's raining men



Kiesel KMD-RDC22



President of Goman access platforms Shuguang Xia



President of Skyjack Brad Boehler



Malcolm Kitt of Easy distributor King Vehicle Engineering with Emanuele Sorianini of Easy Lift

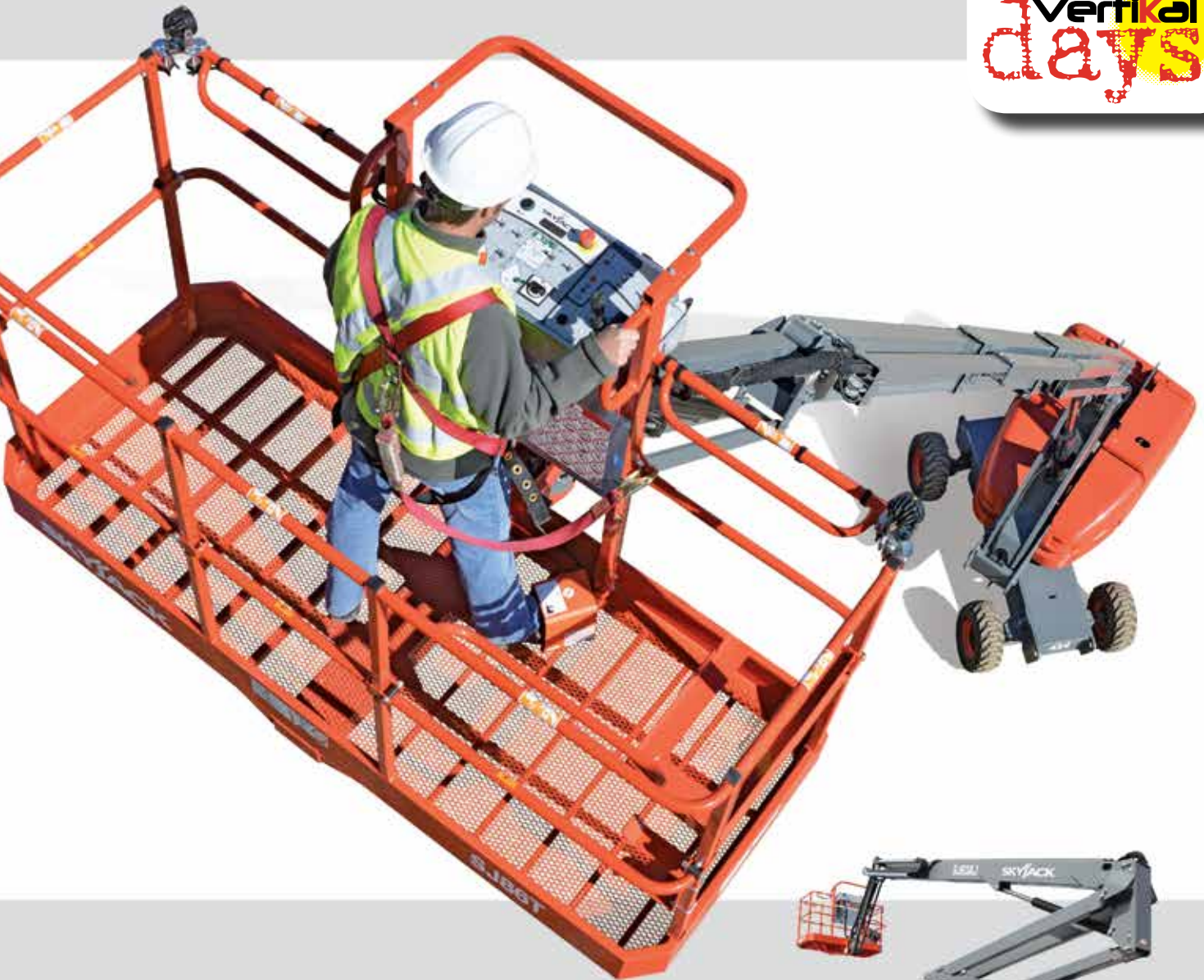


Link-Belt had its new TCC-1400 on show

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simply reliable



Dinolift's 66ft 220XSE boom with fork attachment



France Elevateur showed this two axle truck mounted 354 TBE



Palazzani's new 22.3 metre TSJ23.1 with 10.3 metres of outreach and 250kg in the basket

Holland Lift HL-190 H20



Kiesel KML 30



Cormagh 575000 AXO E9 has an 80 tonne lift capacity



Beam handling jib from Jekko



JMG had several pick&carry cranes on show



Grove GMK5150L - its latest 150 tonne capacity addition to the AT range



Liebherr luffing tower crane



Easy Lift launched this new EV15 van mounted platform



Grove's new GRT8100



Kiesel tracked platform



Haulotte Star 10, Star 8S, 6 and Star 6 Picker - all new product launches



Link-Belt had its new TCC-1400 on show



Brennero BG Lift M60



Manitou entered into the party atmosphere



Yes this really is a woman strapped to a bendy pole mounted on a spider crane being driven by remote control....



Ormig's 55-60iE industrial pick and carry crane



Hidrokon 100 tonne AT 4100



New van mounted manufacturer Klubb showed off its five model range



Moog was showing several underbridge units - this has a 23.2 metre working height and can go 21 metres below ground level



Make some noise for... Demag



Unveiled at last year's Vertical Days, Grove showed off its new 250 tonne GMK5250L

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Rental rates - Part 2 -

The 'demand side'

Lessons from the car rental industry

One of the most highly developed rental industries is short term car rental. Asset management, marketing, rental rates, charging for extras, the industry is full of things that have been tried, rejected, developed, and tried again. The two largest companies, Hertz and Avis have each in the past been owned by car manufacturers, Hertz by Ford and Avis by General Motors.

Asset management

When was the last time anyone saw old cars at a car rental company? The car rental industry gets fantastic deals from manufacturers, which have been making more cars than the market wants for years. Often they give buy-back guarantees, which means the manufacturers get the vehicles back for a predetermined price - usually at the rental company's option.

This does two important things. It lowers the risk for the rental company, making fleet reduction easy and disposal the manufacturer's problem. It also makes the vehicles easy to finance. Car rental is a small portion of total car use, which makes it a tempting place for manufacturers to dump excess production, taking pressure off retail price discounting.

Asset management for equipment rental companies

Many rental companies are good at buying equipment and renting it out, but poor at selling it on. The most



advanced rental companies have plans in place to react quickly to over-supply in a market, the majority of equipment however is purchased from the manufacturer, often in special company colours, financed on an inflexible five year lease, then sold via used equipment dealers or traded back to the manufacturer.

How about developing an in-house resale division, and/or a rental fleet in a second country? Then select equipment from manufacturers which have particularly high resale values, in manufacturer's original colours, then sell at retail prices when it's time for a replacement, though strong marketing, including a great used equipment website?



Strong marketing of used equipment really pays off.



Transport costs should be charged at commercial rates.

A good example of this is Irish and UK rental company Height for Hire, which has marketed its used machines from more than 30 years, and AFI, one of the UK's largest platform rental companies which started a Resale division and then acquired AJ Access Platforms, a well-established sales company with a worldwide customer base.

Rental charges and fees - additional revenue

The equipment rental industry can learn much from car rental and airlines on the pros and cons of extra charges. Each charge has an opportunity for revenue, but also an opportunity to annoy the customer. One key to the annoyance factor of extra charges is the question "did the customer expect the charge?" Accounting departments will query or reject invoices for charges not on the original purchase order, so surprise charges can be counterproductive and slow down payments. The following are some of the more common extra charges.

Charging for nights and weekends

Many countries assume a five day week for rental equipment use and yet much equipment is used at night and on weekends, all of which is given away free of charge. Technology can help here. Even the simplest Telematic systems can tell the rental company when a machine has worked and if an electric unit when it was put on charge. If this is used to charge for the extra usage or unjustified service call outs, the technology can pay for itself in a matter of months. Unauthorised use of the equipment by a second contractor after hours is surprisingly common place and can be tracked or prevented, an unexpected benefit for both customer and supplier.

Transport and logistics

Is there an opportunity to make a margin on transport, which is invoiced to the customer? Each market has its own particularities on whether customers will pay for transport, or whether or not

Insurances		CSW (Collision Damage Waiver)	CSW Plus (Collision Damage Waiver Plus)	Super CSW (Super Collision Damage Waiver)
Rent at / Insurance fee / Damage	per day	US\$ 11 - daily	US\$ 18 - daily	US\$ 25 - daily
Damage to the rental car	✓	✓	✓	✓
Damage to a third party caused by fault of the renter	US\$ 565 - Deductible	US\$ 565 - Deductible	US\$ 200 - Deductible	
Theft or other damages to the rental car like vandalism, fire	US\$ 565 - Deductible	US\$ 565 - Deductible	US\$ 200 - Deductible	
	Fully Liable	US\$ 565 - Deductible	US\$ 200 - Deductible	

this service is subject to pricing pressures. The temptation in downturns is to discount transport, or even give it away, in an attempt to win a long rental and hold onto higher daily rental rates. Does this work? It depends on market specifics and if the company has good systems and work practices to make sure that the free transport is not given away on short rentals, or ones that are booked long and become short. It may be easier to convince customers that free transport is a one-time promotion, and that higher rental rates are sacred. The rental company also benefits if the rental goes longer than expected.

Administrative charges and per contract charges

Processing rental orders takes people, software and organisation and all carry a cost. The airlines have all kinds of fees, for check-in, bags and credit card use etc... some understandable and some opaque. Should the rental industry charge a fixed £10 per contract for processing? In most markets this would be difficult, as it has not traditionally been charged for.

Fuel

Supplying fuel can be welcomed by customers, but some charges can be annoying. For generator or water pump rental, fuel is a significant part of the rental and a significant profit opportunity. The UK rental industry has tried to take advantage of this by putting low-taxed red diesel into rental equipment but charging for white - road diesel. The car rental industry sometimes has extra low rental prices that come with a 'mandatory' tank of expensive fuel, which can also have a high annoyance factor.

Insurance

The car rental industry has a long history of charging for insurance. The headline rental rate is discounted, and then the 'up-sell' comes as expensive insurance is offered when the

vehicle is collected. This is now a highly developed product, with different costs to lower the excess (deductible) in the event of an accident, often with exclusions for commonly damaged items such as tyres and glass.

For construction equipment rental, particularly in the UK, both the customer and the supplier side of insurance is also well developed. Many contractors insure their own rented in equipment, since the UK is unusual in that it has standard rental agreements from the Construction Plant-Hire Association (CPA). The penetration of insurance is growing in the UK, although many risks are excluded by the rental company.

As with car rental, this is often sold as a 'damage waiver' or some other term not mentioning the word 'insurance' since insurance is heavily regulated and often taxed differently. Since the customer gets something extra for the insurance fee, this can be an easier sell than some of the other fees which may add no new apparent value for the customer.

Environmental charges

The business of maintaining, repairing and cleaning construction equipment is costly. Oil, filters, tyres, batteries and even the dirt washed off machines must now be disposed of in a legal and proper manner. In most European countries and in the US, customers are used to seeing an environmental disposal charge when they service or put tyres on their car, and it's often more elegant to accept a moderate environmental charge than risk one's green credentials. Many national rental associations have promoted this with success. Often the charge is €5 or €10 per rental contract, which soon adds up.

Cleaning fees

When a machine is delivered to



a muddy construction site, the customer expects to return it along with a certain amount of mud, picked up in its normal use. Can you charge for cleaning? If the vast majority of rental companies already provide this service for free, this is going to be a challenge. This is not to be confused with customers returning equipment covered with difficult to remove paint, cement or fire resistant ceiling coatings, etc.

First day premium charges and minimum rental periods

In the equipment rental industry it seems that everyone wants the machine delivered Monday morning, or the first of the month. A one-day rental on Monday is a challenge logistically, while there may be less demand for Thursday, so the one-day rental on Monday can make a machine difficult to rent the other four days of the week, considering cleaning, inspection, etc. How about pricing a machine £100 the first day, £50 the second and £40 each subsequent day? Premium first day charges are commonly seen in northern European countries, perhaps due to the tool rental sector, but less so in southern or eastern Europe.

Price increases and new charges

The key to getting the customer to pay more is communication. How is the customer's own business going, are they busy, are they raising their own prices to their customers? Is the rental company investing in new equipment, therefore helping to justify a higher price? Customers don't like paying tomorrow's higher price for yesterday's equipment and service. A successful marketing

and communication campaign to customers, highlighting the fact that the rental company is investing in new equipment, extra services and care for the environment show that while the customer may be paying more, they are getting more as well. Sales training and negotiation skills are key here, customers want a good deal of course, but equipment rental is often a very small portion of their overall costs.

In conclusion, rental rates go down much more slowly than they go up, because of oversupply, and two ratchet effects, one on pricing and one on fleet movement. There are opportunities to use fees and charges to add to revenue, but each fee and pricing strategy has its own advantages and disadvantages. The real key is asset management - being able to move equipment out of poor markets to where the demand is better. The best rental companies will continue to proactively correct their own supply and demand problems rather than waiting for things to get better.

The first part of this article appeared in the March issue of *Cranes & Access* and is available at www.vertikal.net

Jeff Eisenberg has been in the equipment rental industry since the mid 1990s, when he established Genie Financial Services. Since 2000 his roles have included rental company director, shareholder, advisor, consultant and even equipment operator. His Claremont Consulting business advises financial institutions, investors and rental companies.

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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.

Lack of training & equipment costs £166,000

M J Allen Holdings, a Kent, UK-based metalwork casting and machining company, has been fined £160,000 plus nearly £6,000 in costs for unsafe work practices after an employee almost fell through a fragile roof in September 2014.

An investigation found the company failed to provide suitable work at height equipment and that employees had not undergone specific training for working at height. HSE inspector Guy Widdowson said: "This incident had the potential to cause significant, life threatening injuries to the employee who was affected."

Buckner organises careers event

US heavy crane, rigging and steel erecting company Buckner will host its third Lift & Move USA careers event in Graham, North Carolina on May 17th to promote careers in the crane, rigging and specialised transport sectors with the aim to educate the next generation of drivers, mechanics, welders, operators and riggers. Aimed at high school and college students along with military veterans, the last event in Houston, was attended by around 700 students and veterans.

Chief executive Doug Williams said: "We firmly believe that recruiting and hiring talented members of the next generation's workforce is critical to the success and sustainability of our company. We are also embracing the opportunity to showcase exceptional careers in the crane, rigging and specialised transport industries and looking forward to a successful event right here in the Carolinas."

The event is free for students, parents, teachers and veterans, while any industry representative wishing to attend will have to pay a \$150 registration fee. All attendees have to register in advance at www.liftandmoveUSA.com. The conference is organised in cooperation with SkillsUSA.



ALE makes training compulsory

UK-based heavy lift and transport company ALE has reported increasing success with its in-house Standard Schemes of Training (SSOT) programmes that it launched five years ago. The SSOT training was developed in response to the need for formal operator development, where no 'off-the-shelf' training courses existed. The company now has 10 vocational training schemes in place covering everything from SPMTs and gantries, to jacks and its massive AL.SK350 crane. It is compulsory for all of its operators to enrol on a scheme, which gives them the opportunity to progress through different belt levels from yellow to brown and all the way to black.

ALE's global training specialist Kay Sproule said: "SSOTs now run across the whole group and, as far as we know, this type of training scheme is completely unique in our industry. What is great about them is that they are specific to us and our industry. These are not skills that can be learnt in a classroom environment - people learn best by 'doing'. They are designed to help prevent incidents, injuries or damage and maintain global consistency and quality. Our clients increasingly want to see traceability and evidence of the training our teams undertake and SSOTs deliver this."



The new Potain MR205

New tower crane for US training centre

US union, Local 150 has added to its crane fleet at its Apprenticeship and Skill Improvement Program training centre in Wilmington Illinois, taking delivery of a Potain MR205, which joins two Liebherr's, a 132 HC and 100LC. The massive centre is located on a 300 acre site and runs a fleet of 25 cranes. It boasts 30 classrooms, a construction material testing lab, state of the art welding facility, equipment simulator lab and 200 seat auditorium.

Sign company hit for £21,500

Warburton Signs of Sheffield, UK, has been fined £20,000 plus more than £1,500 in costs after an employee fell five metres from a flat roof in April 2015. The company was contracted to erect a large sign to the gable end of an industrial building. Three fitters accessed a neighbouring flat roof to fit the sign when one of them fell from the roof and suffered life threatening injuries including a fractured skull, several broken ribs, a collapsed lung and chipped vertebra. The investigation found that Warburton had failed to put in place any measures to prevent a fall from height.



Who trained them then?

Spotted in Billet Lane, Berkhamsted, UK, men working on a National Grid gas pipe with no suitable work at height equipment. This on a site that has been regularly used to demonstrate the benefits of truck mounted and spider lifts that can work below ground level.



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The importance of management training

The provision of a range of manager courses is part of ALLMI's on-going efforts to further improve the level of knowledge, awareness and competency within the loader crane industry, as well as compliance with the requirements of PUWER 9.2 which states: "Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

Chief executive Tom Wakefield said: "ALLMI has always encouraged companies to put their relevant managers through the association's various training programmes wherever possible. However, it is appreciated that some managers will not meet the entry criteria for the courses, or might not be in a position to take time off from their day to day role for the full duration of such training. With this in mind, we have abbreviated each of the courses into one-day training sessions, which cover the same topics as the standard course, and

include an element of the practical training."

Julian Elms, training manager for T H White, the Palfinger crane importer adds: "In recent months, we have delivered a number of ALLMI manager courses covering lorry loader operation, and the reaction from those receiving the training has been extremely positive. Companies quickly recognise that those who attend gain an even better understanding of the technical, legislative and operational issues relating to their areas of responsibility, and that as



a result of this, standards are further raised throughout the business."

John McKeever, group transport manager for Brand Energy & Infrastructure Services UK, recently attended an ALLMI manager course and said: "Whilst we recognise the obvious rewards of training front line staff, we also fully appreciate the benefits of ensuring that our management is continually improving its understanding of the challenges and issues our team faces on a day-to-day basis. The ALLMI manager courses assist us in achieving this, and the training

plays an important part in enabling us to constantly develop and sustain safe and efficient working practices throughout the business."

ALLMI manager courses are available for the following subject areas:

- Lorry Loader Operator
- Slinger / Signaller
- Crane Supervisor
- Appointed Person
- Thorough Examination & Load Testing

ALLMI membership event 2016 - 5th October

ALLMI will host another industry get-together on 5th October this year, with the Forest of Arden Marriott Hotel & Country Club in Meriden set to be the venue once again. ALLMI chairman, Mark Rigby, said: "Last year's event was a big success, but we are building upon that by generating even more excitement and interest in what is likely to be the largest gathering of lorry loader industry professionals in the 2016 calendar. We are still in the very early planning stages and will update members and the wider industry as our preparations take shape. In the meantime, we would ask that you reserve the date in your diary."



What should a report of Thorough Examination contain?

The information contained within a Report of Thorough Examination should meet the requirements of Schedule 1 of the Lifting Operations & Lifting Equipment Regulations (LOLER) 1998. However, a perennial concern of ALLMI members is the quality of documentation being issued within the wider lorry loader industry, because, in many given cases, such reports fail to comply.

The requirements of Schedule 1 are clearly set out and ALLMI's template documentation issued to its accredited thorough examiners reflects this. If you would like a copy of Schedule 1, or if you have been issued with a Report of Thorough Examination which does not contain this information, then please contact the association for further advice.

New board appointment

Ben James, service director of Bristol based Avon Crane & Commercial Repairs, has joined the ALLMI board. Speaking of his appointment he said: "ALLMI is an organisation with which I have a long-standing involvement, having previously served on the board and a number of the association's committees. I am passionate about all aspects of the lorry loader business but, in particular, recruiting and encouraging young people to join what is a very dynamic and rewarding industry. This is important if we are to avoid a skills shortage in the years to come. I believe that the association is in an ideal position to facilitate progress in this area. I am very grateful to members for electing me and look forward to contributing to the board's excellent work."



Ben James

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"Our previous system caused a lot of hassle and the integration with QuickBooks was not ideal, we continuously heard good things about Syrinx and decided to give it a go. We recognised early on how easy and user friendly Syrinx was and especially liked the simple text changes and user alerts. We haven't looked back." **Graham Brooks**



"When we were undertaking due diligence on the acquisition of another powered Access Company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access is a focused operational business so this excited us. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service" **Geraldine Unsworth**



"When we decided to change our hire system we needed something to cover our range of equipment from mobile cranes to mini tower and crawler cranes. The system needed to be flexible enough to cater for the diverse range of quotes, contracts and charges this range has. Syrinx has certainly brought all of this information together into one database and improved the efficiency of our business from start to finish." **Phil Mitchell**



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IPAF Summit

Making safety the number one priority

"Give safety time and make sacrifices; if resources are under pressure and you need to make sacrifices, you sacrifice something other than safety," said Jeremy Fish, managing director of Nationwide Platforms, speaking at the IPAF Summit in Madrid, Spain this March.

Fish began his presentation with a short but highly professional jazz piece on his saxophone, in order to illustrate how discipline,

about safety. I think that a number of you shouldn't be here and should leave IPAF."

He also urged IPAF to raise



Jeremy Fish

commitment and passion - principles that apply to music - should also apply to safety. "Safety protects revenues. UK companies have coughed up a total of £82 million in fines for safety breaches over the past five years, with several companies eventually ceasing to trade. What do you do to avoid compromising safety if you have to economise? Whatever it takes. You don't have to focus on equipment to be safe; you can focus on behaviour. Safe behaviour doesn't involve cost. Speak up when you witness something dangerous. Question, take ownership, share incidents and near-misses," he said.

Fish also challenged IPAF and its members to stop paying lip service to safety, "My message to the IPAF membership is this. If you are really serious about safety, then why is it that so few of you have submitted near-miss reports to the IPAF accident reporting database since its inception four years ago? This isn't information sharing. This isn't learning. This isn't being serious

standards by auditing new and existing members: "My message to IPAF is this. If you are really serious about safety, why do you let any access company join? Are you more interested in membership numbers and fees or driving safety standards? I think we should be auditing new and existing members, insisting that they uphold certain minimum standards that are worthy



Jeremy Fish playing sax'

of the IPAF badge. Let's not tolerate mediocrity and second best. My view is that if we do these things, then safety surely will be our number one priority and will transform our industry."

In the discussion following the presentation, Fish acknowledged that companies and organisations face the challenge of treading a fine line between safety and revenue.

IPAF chief executive Tim Whiteman said, "The association is focused on safety and will look for avenues to push the health agenda. The federation will continue to work with the relevant authorities on speeding up accident investigations and learning from them."

The presentation was one of several that included Brad Boehler of Skyjack, and Pedro Torres of Riwal. Boehler discussed efforts being undertaken by manufacturers and the UK Health & Safety Executive (HSE) to create a new international standard for controls on aerial work platforms, while Riwal's Pedro Torres discussed strategies to break the cycles in the rental business,



Brad Boehler

which he predicted would become hyper-cyclical. The next IPAF Summit and awards dinner will be held on 4th April 2017 in London Wembley, UK. Presentations from the IPAF Summit are available in the Resources section of www.ipaf.org

"Giving priority to anything is a choice; safety is no different"
Nationwide Platforms managing director Jeremy Fish at the IPAF Summit.



Milestones from the IPAF annual report

IPAF revenues increased 7.2 percent in 2015 to £5 million compared to 2014. Details of this and other milestones can be found in the IPAF annual report, available in several languages, in the Publications section of www.ipaf.org



IPAF's Tim Whiteman presents the annual report at the AGM in Madrid

Kevin Appleton speaks at Yorkshire regional meeting

One of the key speakers at the IPAF Yorkshire regional meeting on May 5th is Kevin Appleton, chairman of Horizon Platforms and former chief executive of Lavendon. He will share his thoughts on how a disciplined approach to behaviours relating to health and safety can ultimately save lives. Also speaking are Emma Currie, managing director of Acting Up, who will discuss how to increase awareness of potential risks in businesses by holding up a mirror with the use of theatre in live and dynamic workshops, and Darren Sutton, managing director, BSST, who will present some practical tools from the IOSH Accredited Safety Behavioural Training programme to lead positive change in all types of behaviours, not just those linked to safety.

The Yorkshire regional meeting hosted by Ben Hirst, managing director, Horizon Platforms will start at 18:30 on 5th May at the Holiday Inn Wakefield, M1 Junction 40, Wakefield WF5 9BE. Details at www.ipaf.org/events

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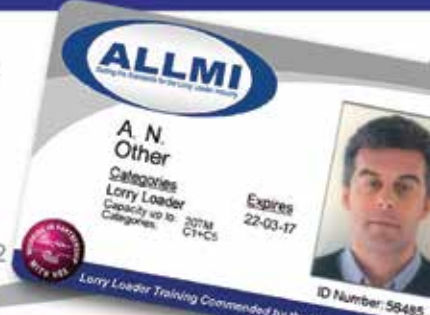
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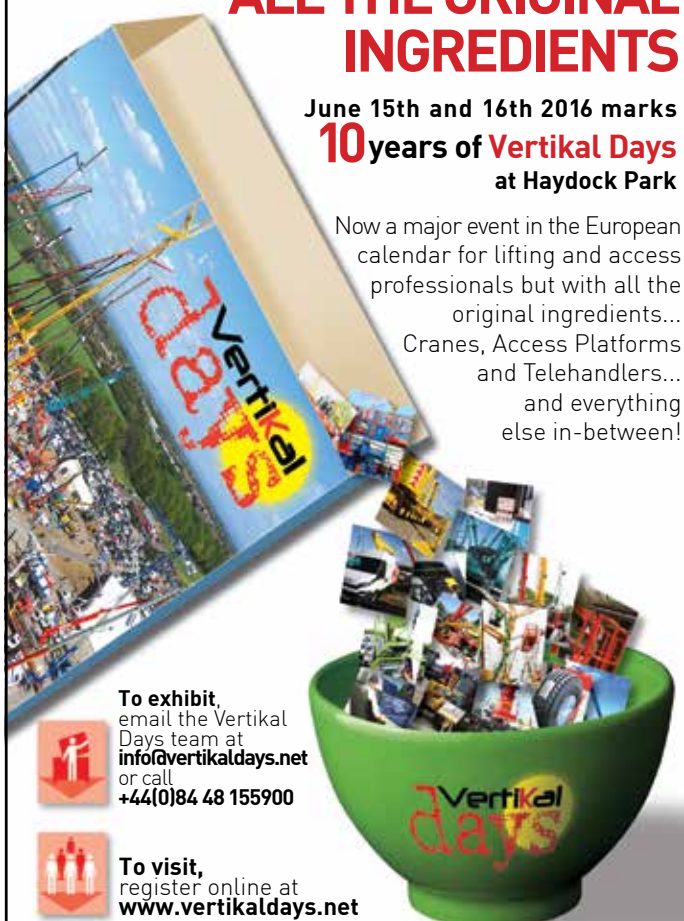
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CPA apprenticeship seminar for Vertikal Days

The CPA is planning an Apprenticeship Levy Seminar on Thursday 16th June at Vertikal Days, to offer practical information for employers in the UK, Ireland and Scotland on Trailblazers Apprenticeship Frameworks.

The association is currently involved with four trailblazer apprenticeships, at various stages of development. Government policy requires all existing Framework Apprenticeship schemes to be replaced by new trailblazer schemes, with former schemes no longer receiving funding after 2020.

A trailblazer apprenticeship is made up of a group of employers who work together to design new apprenticeship standards for occupations within their sectors. Employers are now required to be at the forefront of the development of apprenticeships and learning, creating people with workplace skills that are relevant to their business and industry.

Lifting Technician Apprenticeship

A Lifting Technician Apprenticeship standard has already been approved by the Department for Business Innovation & Skills. Developed by a consortium led by Laing O'Rourke, work is now underway to develop the Assessment Plan, and to get agreement from the Skills Funding Agency on the levels of funding that employers will require.



Peter Brown CPA technical development manager said, "CPA staff have been providing full support to the lifting technician trailblazer apprenticeship development programme and a number of members attended

the employer consortium, which has set the training standards and assessment requirements. The CPA is excited and pleased to support and promote the lifting technician apprenticeship and is playing an important part in ensuring that the standards and assessment methods meets the needs of the lifting sector. The CPA will host the training and assessment material and logbooks on its website, allowing access by employers and potential apprentices. The development work and lessons learnt from the lifting technician programme will aid us in the forthcoming development of the plant operator trailblazer apprenticeship, for which the CPA is leading the development programme."

Plant Mechanic Apprenticeship

The CPA is working with UK's Construction Equipment Association on a Plant Mechanic Apprenticeship. A standard has already been approved by the department for agricultural service engineers, and this appears to be very similar to what is required for the construction sector. The ground-based engineering group which developed the existing standard has agreed that a cooperative approach should be taken to refine and extending the existing standard.

Rob Oliver, chief executive of the Construction Equipment Association said: "The new apprenticeship levy, has stimulated a lot of ideas on where the training gaps are and what standards should be used. We are delighted to working with our friends at both the CPA and Agricultural Engineers Association both of which have been 'trailblazing' this area of work."



Katie Kelleher, crane operator and Lifting Technician Apprentice

Hire & rental desk controller Apprenticeship

A previous draft had been submitted to the department but was rejected as being too similar to an existing retail sector apprenticeship standard. Work will now begin on a new draft standard, emphasising the special nature of this role. A consortium will need to be formed to lead this work, coordinated by the CPA. An exploratory meeting is planned for June.

Plant Operator Apprenticeship

An exploratory meeting was organised by the CPA on 23rd April and was attended by members, principal contractors, clients and others. The meeting brought together existing bodies which have expressed an interest - although none of these have submitted a formal expression of interest to the department. A working group has been set up, to start drafting what the Construction Plant Operator Trailblazer Apprenticeship might look like. The next full meeting is scheduled for May, to which a wider range of participants will be invited. It is intended that a consortium coordinated by the CPA is formed

following the meeting.

For further information on Trailblazer Apprenticeships please contact Peter Brown at CPA peter@cpa.uk.net.

75-Years of the CPA

The Contractors Plant-Hire Association - the CPA - is celebrating its 75th Anniversary this year and is currently putting together a commemorative brochure which will take a trip down memory lane through the association's history from its humble beginnings to the modern day. The association is asking for your help to complete the 'coffee table' style publication. Do you have any archive photographs of machines, CPA members, Lighthouse Club events or vintage safety & training brochures? Do you have any memories or stories you would like to share with us and CPA members? Please email Nick Johnson at nick.johnson@constructionplant.info with any information you might have!



Katie Long works for UK Forks in Exeter and is studying for a three-year apprenticeship delivered by Myerscough College

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New training course: Towers with Cantilevers

C&A

PASMA

PASMA has launched a new advanced training course: **Towers with Cantilevers**. It has been developed after extensive consultation with members and tower users, along with the enthusiastic support of manufacturers, who, together with the association's technical and training committees, have contributed to their wide-ranging expertise.

The course is the latest in a series of advanced courses that reflects the fast-growing use of towers in more complex and demanding applications. It is aimed at a diverse range of industry sectors - including construction, refurbishment, cleaning and facilities management - where access is required over fragile surfaces and large or awkward structures.

Developed specifically for the more experienced tower user, the course explains and illustrates

the principles of counterbalance calculations when using kentledge counterweighting in cantilever calculations.

It also interprets and explains the relevant sections of BS 1139-6: 2014, the standard that specifies the requirements for complex structures such as towers with cantilevers that are outside the scope of BS EN 1004, the European product standard for normal towers. The course focuses entirely on how to assemble and dismantle these



configurations - together with their limitations - based on standard equipment supported by the relevant manufacturer's instruction manual.

Available from PASMA approved training centres, the course is open to anyone with experience of assembling, dismantling, altering, moving and inspecting



mobile access towers and who has successfully completed the association's Towers for Users course.

Hopkins retires from PASMA

One of the access industry's acknowledged experts, **Stuart Hopkins**, has retired from his post as director of training at PASMA, after almost eight years in the job. He joined the association from the HSS Hire group in 2008 where he was group senior trainer, prior to which he held various positions including branch manager, area manager and national training manager for the specialist lifting division. He holds the certificate in training practice from the Chartered Institute of Personnel Development, the RoSPA safety instructor's certificate and was chair of the IPAF training committee from 2004 to 2005.



Since joining PASMA he has been instrumental in developing and introducing a range of training courses now considered to be the industry standard - both in the UK and increasingly internationally. He has also overseen the growth of an approved training network which now issues over 70,000 PhotoCards annually, compared with 45,000 in 2008.

Speaking of his time with the association he said: "I have been fortunate enough to work for two of the leading organisations in the work at height sector. Over the years, the support and advice of my many colleagues has been invaluable in helping me to improve height safety and keep people safe. I must also acknowledge the many members who have contributed their knowledge and expertise through the various committees that it has been my pleasure to serve."

Managing director, Peter Bennett added: "Stuart has made a major contribution to the progress and expansion of the association and his training role has been pivotal to its success. On a personal note I would like to thank him for his commitment and dedication to the work of the association, its members, council and committees over many years. We will miss his wisdom and wit!"

PASMA currently offers nine training courses covering everything from the essentials of working at height and low level access, to advanced courses such as Towers on Stairs and Towers with Cantilevers - the latest course to join the portfolio.

Gillian Rutter elected vice chairman

PASMA has elected **Gillian Rutter** as vice chairman of council, the first time a woman has held the post in the association's 42 year history. She takes over from John Bungay who has retired from council. A member of the association's governing body and Hire Assembly Committee, she has been a member of the association for her entire career, having been one of the first women to successfully complete the PASMA Towers for Users course when just 17.

Speaking of her appointment she said: "As a fully qualified PASMA training instructor myself, I know and understand towers and speak the language. My entire career has been devoted to towers, safety and best practice, and I plan to put this knowledge and expertise to good use on behalf of the members and the industry at large in the weeks and months ahead."



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Potain MDT 389

It has been a number of years since a new tower crane model has appeared but that has been put right with this model of the Potain MDT 389. The model release coincides with the display of the real crane at Bauma 2016. It has a maximum jib length of 75 metres and can lift up to 16 tonnes, depending on configuration.

The model is made by Conrad of Germany and is to 1:87 scale, but even so it is a very large model. It comes as a kit and has to be assembled, and good instructions are provided.

The cruciform base has plastic wheel bogies and metal counterweight blocks, with the mast sections being made up as pairs of two sections on the real crane. Plastic ladder sections and platforms are included, and a climbing frame is also included although there is no hydraulic cylinder detailed.

Detail at the cab level is very good. The cab has a windscreen wiper and inside, the seat has joystick controls. The tubular mast section has an access slot and behind the cab there is a hoist winch deck with plastic hand rails.

The counter jib has the distinctive Potain profile, and it looks good. The counterweight block is a single metal casting and is perhaps a little large, in order to provide the necessary weight for the model. If it had been made in two or three pieces displaying the model with shorter jib configurations would have been possible.

The jib is made up of three metal sections which interlock to make the full jib length, which scales up at a full 75 metres. Conrad has done an excellent job to fabricate the jib elements to fit together and be dead straight. The trolley is plastic, the hook is metal, and small metal sheaves are used throughout the model.

The crane can be slewed and the trolley can be positioned anywhere along the jib by hand. A key is provided to operate the hoist winch.

In summary, Conrad has met the 1/87 scale model engineering challenge very well, producing a big model which looks realistic when carefully assembled. It can be obtained from the Manitowoc Store for €145.

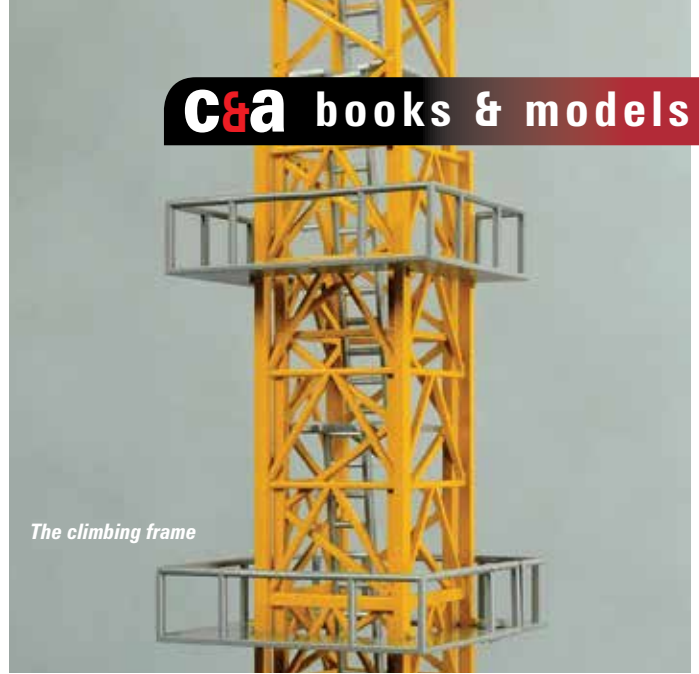
To read the full review of this model visit www.cranesetc.co.uk

Cranes Ect Model Rating	
Packaging (max 10)	8
Detail (max 30)	20
Features (max 20)	14
Quality (max 25)	20
Price (max 15)	10
Overall (max 100)	72%

Parts and instructions



The climbing frame



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Letters



Dear Sirs,

Whilst reading the latest issue of *Cranes & Access* (March 2016), I came across a two line comment in the news section. 'A crane operator in Israel was fired after refusing to work in strong winds'.

I have to admit, my jaw almost fell to the floor, so to speak. The worldwide crane family is not unaware of the dangers of operating cranes in strong winds. Yet, here we are in 2016, a time period that the crane industry is making huge strides in demonstrating professionalism and dragging itself out of the dark ages. Sadly, this simple two line comment speaks volumes about the hidden side of our Industry. How many crane operators do we know personally who have refused to operate their cranes in strong winds, suddenly finding themselves 'off-hired', or labelled as 'troublesome'?

I do not know the full details of why the operator was fired. There may have been other issues that we are not privy to that contributed to the sacking. The fact that it deserved a mention in the news section of your magazine subtly suggests that it is not only me that found this concerning. If this is correct, this operator deserves some recognition for being responsible and standing up and being counted, where safety is concerned. This calibre of operator should be the norm. The operators that I know are very knowledgeable and take their responsibilities very seriously, yet we will allow an operator to carry the brunt of ignorance to save face, or the hire.

Cranes are not an inexpensive item, and an operator is a skilled person, which I understand is in short supply. Additionally, the consequences of an avoidable accident resulting from operators taking risks with weather and ground conditions can be so financially crippling that some hire companies never recover from such incidents.

Your magazine regularly informs us of the consequences of an operator getting it wrong and the industry is fully aware of some catastrophic results of cranes overturning in high winds. Is it just me that thinks this is a travesty not just to the person concerned, but reflects pretty badly on the whole industry? I suspect that this is just the tip of a very large iceberg.

I sincerely hope that this unfortunate operator finds another job that recognises the dedication to crane safety her responsible attitude, whatever the consequences.

Regards,

Bill McLuckie/Lifting Engineer.

Magnox Limited,
West Kilbride.

Dear Leigh

I was interested in this month's front cover (March 2016) where was this taken and whose crane was it? Also in your News Highlights section on page 15 I see that a crane operator was fired in Israel for operating in strong winds which he considered unsafe. I can't understand how a company could do such a thing, surely all companies that use cranes know that this is unsafe practice? Hopefully the operator has some come back legally for having done the right thing?

Many thanks for magazine which I always read cover to cover.

Ian Metherell

Brighton

In this case the operator was a woman, and she held her ground knowing that the wind speeds were above that permitted for safe operation by the crane manufacturer. While a dismissal like this reaching the public domain is unusual, punitive action - overt or non-overt - against operators who stand firm like this is not as unusual as we might be led to believe. There are more than a few contractors in most European countries and further afield that pay strong lip service to safety - 'safety is job number one' and all that, while at the same time turning a blind eye to corner cutting on site when, and as needed to get the job done. Operators raising concerns or refusing to work when unsafe are often labelled as 'trouble makers' and if hired in from outside contractors such as crane rental companies, a call is often made to their employer, asking for them to be swapped for a less troublesome operator.

Until the industry is more open we will continue to see accidents on site as managers or site supervisors gamble that things will not go wrong with the risks they take to get the job done on time... as long as the paperwork at the gate has been completed and the boxes all ticked.

Ed

Dear Sir

Although amusing on the face of it, this picture of sheer stupidity was

forwarded to me by one of my customers.

Idiotic behaviour is alive and well in the UK, two people's lives have been put at risk for the sake of £300.00 or so?

Kind regards

Name withheld due to lack of time to obtain permission to use.



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Above all. Riwal

Hi Mark

I hope you are well. I read the battery specific update carried in C&A March 2016 (Vol 18 issue 2) with great interest. Yes, absolutely, the battery packs ARE a mission critical component of that burgeoning sector of the U.K. Cranes & Access park as you rightly say.

However, the battery is only a part of the Powerpack which includes the Charger. In my humble opinion this is a bit like looking at the kit without the Kaboodle. The state of charge is the determining factor within the operation of a work platform. This is affected by the two factors namely charging and watering. I have included a brochure about how much water to use and as ever the devil is in the detail - when, oh when do you put the water in?

AFTER THE CHARGING HAS FINISHED!

As for the charging side of affairs the UK is almost unique in that we operate, in the main with transformers and 110v AC. Most of the rest of the world uses 230/240v AC at either 50 or 60 hertz. This leads us to use either 110-240v AC OR a 240v AC charging system via an isolation transformer to take account of the site voltage. If we consider say Nifty's MPU 48/30B this is configured to accept both 110 & 240 v input, did you know that the output of this unit on 110v supply is different (by up to approximately half ?) of the same charger at 240 volts. So the charging time will be different.

Then consider my old nemesis the extended power cord. If you look at the output at the wrong end of a long lead, such as those used by hire fleets and equipment distribution depots and we get another, (even lower) voltage.

Add to this the differing level of charge when the machine comes off duty and we have yet another factor to consider. The secret to making your aerial lift work harder is to make your charger CHARGE SMARTER! To do this you need to use something like a Fronius charger from time to time in order to give your standard battery charge regime a fighting chance of succeeding.

Thanks for the rest of the article, it covers the battery side of affairs reasonably well.

Kind regards

James Davies

Christopher J. Dossin 1955 – 2016

In April we received the sad news that North American access industry veteran Chris Dossin had died following a short but aggressive illness. He passed away on Thursday April 14th having been diagnosed only six weeks earlier with stage four pancreatic cancer.

His career in aerial lifts probably began as a sales representative with leading scissor lift manufacturer

Economy Engineering, which was later acquired by Snorkel, then part of Figge. He moved to Skyjack in 1990 to head up sales, marketing and business development under founder Wolf Haessler and remained with the company for more than 19 years. He then joined Custom Equipment as vice president sales and marketing and less than a year later left to set up his own business, High Reach Solutions.

In 2014 he re-joined Wolf Haessler as director of business development at his new company WolfLift to help develop and market the unusual and innovative alternative to a conventional scissor lift. The radical nature of the product proved too much of a challenge and the business was closed late last year. In the mean-time he branched out into medical development and introduced an innovative method to help patients with the reminders and timing of the various medications they have to take. The device called Mem-O-Ring was patented and won at least one award for innovation. He was also an accomplished toastmaster.

Chris was gentle man, always consistent, tolerant and methodical. He was not always lucky in his ventures, or job choices but was always diligent and professional, and a true gentleman.

A celebration of his life will be held in a memorial on May 15th at Davidson United Methodist Chapel, 233 S Main Street, Davidson, North Carolina 28036.



Chris Dossin

Dear Sir,

Am I alone in thinking that there is a strange competitive relationship between the two German vehicle mounted work platform manufacturer's Ruthmann and Palfinger? I can't help noticing that when one of them announces a new product the other one often seems to follow up within a week or two with some sort of statement saying that they have the same thing ready for launch.

Its just that on your website you wrote that Palfinger was launching a 75 metre machine and hey presto

within a few days or certainly less than a week or two, Ruthmann says we have a new 75 metre platform too and trots out a sketch of it.

It was the same thing at the last APEX Palfinger says it will launch a 48 metre and before the show opens you report that Ruthmann is going to launch a 48 metre and we are treated to a drawing. But no machine at the show. Palfinger buys an Italian business and announces a spider lift and suddenly Ruthmann has both by buying Bluelift.

I have also now seen that Ruthmann showed a 57 metre platform at Bauma and suddenly Palfinger has one at the show and says it had it all along but didn't tell anyone?

Is this healthy or unhealthy competition? I don't know but from a distance it seems very childish or perhaps it is all a big coincidence? One thing is certain is that it is funny to observe.

Keep up the good work

Fergal Rogers

Mr Rogers is not the only one to comment on the timing of some of the moves that the two German market leaders make. There have been some connections between the companies in the past, but today they are just highly competitive. At least all is legal and above board and the two almost certainly keep each other on their toes with the result that buyers almost certainly benefit from better products and more new developments.

Ed

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301	Grove GMK 2035 E	2008	4x4x4 29,00m + 15,00m
301	Terex-Demag AC 30 City	2006	4x4x4 25,00m + 13,00m + 1,20m
351	Liebherr LTM 1030-2.1	2005	4x4x4 30,00m + 15,00m
351	Liebherr LTM 1030-2.1	2006	4x4x4 30,00m + 15,00m
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601	Faun ATF 60-3	2003	6x6x6 40,20m + 16,00m
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2201	Liebherr LTM 1220-5.1	2005	10x8x8 60,00m + 22,00m
2501	Demag AC 665 SL	1997	12x6x8 58,00m + 41,00m + 65,00m
4001	Liebherr LTM 1400-7.1	2007	14x8x12 60,00m + 56,00m + 84,00m

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Hersteller / Typ	Baujahr	Antrieb	Ausleger / Spitze
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1801	Link-Belt LS 248 H	1997	59,90m + 48,70m

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Winches & Hoists

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UNIQUE, PURPOSE DESIGNED, MODULAR INTERLOCKING OUTRIGGER LOAD SPREAD SYSTEM



FOR USE UNDER MOBILE/SELF ERECT CRANES • ACCESS PLATFORMS • LORRY LOADERS • CONCRETE PUMPS



- Interlocking modular load spread system
- Each standard 1m² panel only weighs 38kg
- Comprehensive safety documentation and load spread analysis available
- Easy to set up and manhandle around site
- Compressive Strength 530 tonnes / m²
- No additional plant required to set up
- Many configurations to create a range of load spread areas
- No short rigging duties required
- Nationwide coverage

6m² Rig Also available

Two sizes of mat available

STANDARD MODULE
1.0m² (38kg) – 1740 x 580 x 60mm

1.34m² Rig
3 No SHORT MODULES
1160 x 1160 x 120mm

2.0m² Rig
2 No. STANDARD MODULES
2 No. SHORT MODULES
1740 x 1160 x 120mm

3.0m² Rig –
5 No STANDARD MODULE
1740 X 1740 X 120mm

4.0m² Rig - 6 No STANDARD MODULES
1740 X 2320 X 120mm

SHORT MODULE
.67m² (25kg) –
1160 x 580 x 60mm

ALIMATS®

New House Farm, Belper Rd, Bradley, Ashbourne,
Derbyshire DE6 1LP Tel: +44 (0) 1335 345111

email: info@bfl.uk.com www.bfl.uk.com

SEE OUR NEW ALIMAT VIDEO AT vimeo.com/158642500



May 2016



V19303 - Genie GS1930 - 2011
Electric - 7,8 Mtr. - 285 Hrs.
€ 5.750



V18617 - Haulotte Compact 8 - 2006
Electric - 8,2 Mtr. - 435 Hrs.
€ 3.950



V19121 - Hollandlift Y-83EL16 - 2007
Electric - 10,3 Mtr. - / Hrs.
€ 6.750



V19459 - Haulotte C12RTE - 2005
Electric - 12,06 Mtr. - 1899 Hrs.
€ 6.950



V19322 - JLG 4069LE - 2001
Electric - 14,19 Mtr. - 1017 Hrs.
€ 8.500



V17384 - Upright SL30SL - 2007
Diesel 4x4 - 11 Mtr. - / Hrs.
€ 9.500



V18337 - Genie G53268RT - 2001
Diesel 4x4 - 11,75 Mtr. - 2887 Hrs.
€ 5.500



V18689 - Haulotte H125X - 2006
Diesel 4x4 - 12 Mtr. - / Hrs.
€ 10.500



V19466 - Haulotte H15 SX - 2004
Diesel 4x4 - 15 Mtr. - 3462 Hrs.
€ 10.750



V18364 - JLG 4394RT - 2002
Diesel 4x4 - 15,11 Mtr. - 3029 Hrs.
€ 11.500



V18859 - Bravisol Lui Mini SI - 2008
Electric - 4,9 Mtr. - 181 Hrs.
€ 2.500



V19561 - Grove Toucan 800A - 2001
Electric - 8,2 Mtr. - 386 Hrs.
€ 3.950



V18122 - JLG Toucan 1210 - 2006
Electric - 12 Mtr. - 1043 Hrs.
€ 12.500



V19608 - Niftylift HR12NDE - 2003
Bi-Energy - 12,2 Mtr. - / Hrs.
€ 7.750



J17891 - Airo A15JE - 2012
Electric - 15 Mtr. - / Hrs.
€ 28.000



V16854 - Genie Z45-25RT - 2000
Diesel 4x2 - 15,9 Mtr. - 4247 Hrs.
€ 7.500



V18844 - Manitou 200ATJ - 2010
Diesel 4x4 - 20 Mtr. - 1059 Hrs.
€ 38.500 - Generator



V19578 - Genie Z60-34RT - 2004
Diesel 4x4 - 20,39 Mtr. - 4821 Hrs.
€ 19.950



V18847 - Haulotte HA20PX - 2004
Diesel 4x4 - 20,65 Mtr. - 3648 Hrs.
€ 17.500



J19541 - Genie S65 - 2004
Diesel 4x4 - 21,8 Mtr. - 4724 Hrs.
€ 23.500



V19365 - Haulotte H16TPX - 2006
Diesel 4x4 - 15,44 Mtr. - 3768 Hrs.
€ 12.950



V19411 - Genie S45 - 2004
Diesel 4x4 - 15,7 Mtr. - 6405 Hrs.
€ 11.500



V18853 - Haulotte H21TX - 2008
Diesel 4x4 - 20,8 Mtr. - 2555 Hrs.
€ 17.950



V18835 - JLG 660SJ - 2008
Diesel 4x4 - 22,32 Mtr. - 2662 Hrs.
€ 34.000



V18726 - Haulotte H23TPX - 2005
Diesel 4x4 - 22,6 Mtr. - 5278 Hrs.
€ 16.500

More information?

Tel: + 32 56 772 666 ■ sales@vertimac.com



Height for Hire

we are the access specialists

+2000 NEW AND USED MACHINES AVAILABLE



20.22
metre

3000
hours

6
units
available

4WD

Genie Z-60/34

2006 €32000





12.52
metre

650
hours

6
units
available

4WD

Genie Z-34/22N

2005 €16500





28.00
metre

3000
hours

3
units
available

4WD

JLG 860 SJ

2008 €65000





17.07
metre

2000
hours

12
units
available

4WD

Skyjack SJ-9250 RT

2007 €17500





11.58
metre

400
hours

8
units
available

4WD

Genie GS-3246

2006 €8500





15.54
metre

3000
hours

8
units
available

4WD

Genie S-45

2006 €25000





14.00
metre

400
hours

6
units
available

Tracked

Hinowa 14.70 III S

2014 €29950





21.80
metre

5000
hours

2
units
available

Tracked

Omme 2200 RBD

2006 €32000





16.80
metre

1200
hours

3
units
available

Tracked

Maeda MC 405 CRM - E

2009 €89000





29.00
metre

230
hours

1
units
available

Wheeled

Falck Schimdt FS 290

2012 €99750





9.98
metre

2500
hours

2
units
available

4WD

Manitou MT 1030

2008 €29000





29.70
metre

3800
hours

1
units
available

4WD

Manitou MRT 3050

2008 €149000





Height for Hire International Sales

Patrick McArdle

Sales Manager

+353 (0)87 797 5919

tel: +353 (0)1 835 2835

fax: +353 (0)1 835 2781

patrick.mcardle@heightforhire.com

WORLDWIDE SALES

TEUPEN[®]
...access redefined

A new era

The straight boom models of the legendary Teupen T-Series could only be bettered by the new Teupen T-Series:



on 0.98m wide chassis:

LE019T

19.2m working height
13.5m outreach at 250kg

LE023T

23.2m working height
12.5m outreach at 250kg



on 1.58m wide chassis:

LE027T

27.0m working height
14.7m outreach at 250kg

LE031T

31.0m working height
14.7m outreach at 250kg

LE035T

35.0m working height
14.7m outreach at 250kg

For more info please visit:

www.TEUPEN.com