

cranes & access

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June 2016 Vol.18 issue 4

Loader cranes

Wheels
and tyres

Small truck
mounts

Vertikal Days
show guide

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.... Zoomlion ends Terex bid talks...Apollo to acquire Maxim and Amquip...Teupen launches new Leos....

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On the cover:

A Versalift LAT135-H platform inspecting a Gloster E.28/39 aircraft which commemorates the achievements of Sir Frank Whittle, inventor of the jet engine.



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300 JCB telehandlers for Plant Hire UK, 1,000 tonner for Prangl, ALE launches new widening trailer, Enerpac unveils new gantry, Synthetic rope for Middle East, GSR opens UK operation, Palfinger makes largest acquisition and financials round-up.

Small truck mounted lifts 17

The small vehicle mounted aerial lift sector appears to have taken a breather in terms of dramatic new product development, after a decade of spectacular growth in working heights and technology. C&A takes a look at the latest new products and developments.



Loader cranes 29

The loader crane sector is one of the most dynamic we cover in terms of product development, yet in terms of the three largest manufacturers - Palfinger, Hiab and Fassi - little has changed in recent years. We review the market.



In the next C&A

The next issue of Cranes & Access scheduled for early July will feature: Pick & carry cranes, City/small All Terrain cranes, Low level/industrial access and mast booms, Vertical Days review and the Annual Dealer Guide. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

Vertikal Days show guide 39

The 10th Vertikal Days is now just a week or so away. Each year the show has grown both in terms of exhibitors and visitors. This issue includes a full pull-out show guide with all the exhibitors, new products and essential show information to the biggest and best specialist access and lifting event.



Wheels and tyres 69

Mark Darwin visited OTR Wheel Engineering near Ilkeston, Derbyshire, in the UK and spoke to managing director Gavin Morrison about the industry and what to look for when choosing a wheels and tyres for aerial lifts and telehandlers.



We also take a brief look at the latest products and developments in tyres for cranes, telehandlers and lifts.

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Anon

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The slippery slope...

There appears to be an increasing trend among some companies to try and squeeze additional money from existing customers, while at the same time cutting back on what they provide. For example, many exhibitors at Bauma voiced discontent that prices had risen significantly despite low inflation and even more exhibitors to

cover the fixed costs, while at the same time faced with additional charges for services that were previously included.

The trend in the wider world is probably driven by slow growth and low inflation making it more difficult for larger businesses to post increased revenues or profit gains. It is particularly noticeable among public companies and those owned by the more aggressive private equity firms with a short-term focus. Flat revenues and small profit increases never play well with those who call into the quarterly investor conference calls.

Business school mentality teaches us that extracting more revenue from an existing customer base can be highly profitable, and there is absolutely nothing wrong with this philosophy. It is a sound policy that at its best can work well for both the supplier and the customer. However, as we highlighted in our rental rate article last month, the key is a) the customer is not surprised by additional charges, and b) that any proposed charges seem fair.

So when does paying extra for something turn into being ripped off? Many would say that certain equipment manufacturers already overprice spare parts. Some even tweak readily available components into even more expensive 'captive' items. If this is purely for 'commercial reasons' it can send the message that the customer is being taken for granted and that's when they start to look elsewhere.

Yes, every business needs to make a sufficient margin to function, re-invest, update and improve its offering, while making a respectable return (rental companies take note). But when price increases or additional charges and fees have no rationale or additional benefit for the buyer, watch out - as they almost always have a viable alternative. It is a lesson for us all to heed as once you have lost the customers' trust and respect it is very hard to win it back.

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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Zoomlion terminates Terex bid

Zoomlion ended four months of negotiation and uncertainty on May 27th when it announced that it was terminating its bid for Terex Corporation. The company had made an unsolicited \$3.25 billion offer for Terex at the end of January, and increased it to \$3.4 billion in March.

Terex then suspended its merger with Konecranes and began talking seriously with Zoomlion. However, in mid-May it sold the Terex Port and material handling business to Konecranes resulting in Zoomlion - which is now suffering from rapidly declining revenues and evaporating profits - to end negotiations on a deal that was probably a long shot from the start.



....and Konecranes buys Terex Port/Material Handling

In mid-May Terex agreed to sell its industrial and port crane business - largely made up of the Demag overhead crane and Gottwald port cranes business - to Finland's Konecranes.

At the same time the two companies mutually agreed to end all merger talks. Konecranes is paying \$1.3 billion for the business, made up of \$820 million in cash and 19.6 million newly issued shares in Konecranes. The deal will give Terex a 25 percent stake in the expanded Konecranes business and it will have the right to nominate two directors to the board. The deal is expected to complete at the end of the year. The Konecranes management is said to be happier with this outcome than the full merger, and its shareholders appear to agree as the share price surged following the announcement.



New Grove carry decks

Grove is upgrading its line of industrial carry deck cranes with Tier 4 Final engines that comply with the latest North American emissions standards.

The first new crane in the GCD - Grove Carry Deck - series will be the 25 ton GCD25 with Cummins power, four wheel steer, four wheel drive and a 21.5 metre boom with optional 5.2 metre boom extension for a maximum tip height of 28 metres. A four-position pivoting boom nose enables the crane to work in low headroom applications. Further models in the new GDC series will be launched throughout 2016 and 2017.



The new Grove GDC25



The handover of the battery electric JLG 860SJ (L-R) Dustin Keizer of Riwal, Francis Richard of Airnace, Nico den Ouden of Riwal with Remy Loïc and Richard Mathieu of Airnace

Riwal sells its first 86ft battery boom

Riwal - the Dutch international sales and rental company - has sold its first battery electric 86ft boom lift to Swiss company Airnace. The new machine - a JLG 860SJ - was converted from diesel to battery power in Riwal's workshops and comes complete with a 400 volt integrated battery charger.

Airnace required a silent, emissions-free machine for some of the work that it does in city centres and shopping malls. The unit offers more than 23 metres of working outreach, 28 metres working height and 230kg platform capacity.

Airnace specialises in the rental of access equipment, spider cranes, telehandlers, vacuum lifters and construction lifts. General manager Olivier Mettan said: "This machine is a great solution for work in industrial areas, power plants and tunnels without the need for particulate filters. Thanks to the reduced noise level and zero emissions, we can easily meet local restrictions."



(L-R) Allard Maij, Daan van de Poel and his wife, Dick Schalekamp and Coert Nodelijk

HWS trio acquire Eurosupply

Eurosupply Hoogwerksystemen of Moerdijk, Netherlands has been acquired by the new owners of HWS Rental - Dick Schalekamp, Coert Nodelijk and Allard Maij. This second acquisition came just three months after the HWS takeover in January and will almost certainly not be its last.

Eurosupply was established in 1990 and is owned by Daan van de Poel. It operates in the Netherlands and Belgium, being the distributor for Niftylift, Multitel and Nostrolift as well as a sub dealer for Genie. Daan van de Poel will remain with the business, while Noderlijk becomes general manager, Maij commercial director and Schalekamp managing director.

"By transferring the business to the new owners and keeping an active role at the sales and technical level, I think I have taken the best decision for the company, its employees and our customers, but also for myself," said van de Poel. "After their departure from Riwal, I kept in touch with Dick, Coert and Allard and we started talking about our respective plans after they bought HWS and quickly reached an agreement."



Apollo to acquire and merge Maxim and Amquip

Funds managed by Apollo Global Management have agreed the acquisition of US-based crane rental companies AmQuip - from Clearlake Capital Group - and Maxim Crane Works from Platinum Equity. When completed, Apollo intends to merge the two companies to create the world's largest crane rental fleet with more than 1,950 cranes. Financial terms of the transactions have not been disclosed.

The combined business will include senior executives from each company, and both the AmQuip and Maxim brand names will continue within the merged organisation. Maxim's chief executive Bryan Carlisle, is expected to be chief executive of the combined business, while AmQuip chief executive Al Bove will continue to run the AmQuip operation, as well as joining the merged company's management team and take part in the integration process.

Founded in 1967, AmQuip operates a fleet of 550 cranes with lifting capacities ranging from six to 716 tons from a network of 13 locations across 36 states and claims to have one of the youngest crane fleets in the industry. Maxim was established in 1966, and runs 1,400 cranes from 31 locations throughout the United States.

Comilev in administration

French vehicle mounted lift manufacturer Comilev - which went into administration earlier this year - could be saved from liquidation. The company which is based at a 25,000 square metre site in Roquefort employs 108, had been given six months to find a buyer or come up with a workable restructure plan.



It is/was owned by HTI (Hoche Triomphe industrie) which also owns rental company Locomod as well as specialist utility equipment manufacturer Risa. Last year Comilev lost €1.5 million, while revenues back in 2011 were around €14 million but are understood to have slipped since then.

The current business was formed by a merger of A.C.M.L./Sietam and Comilev in 1994. Products include truck and van mounted lifts, fire-fighting platforms and insulated/utility platforms. The company is highly integrated carrying out most of its fabrication work as well as assembly. It also operates a small truck mounted lift rental division - Comiloc.

Dingli Australian retrofit

Dingli Australia is retrofitting additional counterweight to some of its earlier slab scissor lifts to bring them into line with Australian standards for a full outdoor rating.

Dingli commissioned TuV Rheinland to carry out stability testing on the retrofit, and certify their full conformity with current Australian Standards. The retrofit involves placing around 100kg of additional counterweight into the chassis channels. It is also adding a new tilt alarm to bring the units, which are pre-2014, fully up to date. The re-work is said to take around an hour to complete. Dingli Australia says it hopes to have all machines converted by the end of this month.



A new Leo range from Teupen

Teupen has launched five new Leo spider lifts - the Leo 19T, 23T, 27T, 31T and 35T. The new machines use a modular concept and have been developed using the latest high-strength steels and modern bending and welding processes. The result is a boom that offers higher platform capacities - now 250kg across the range - and more outreach. All cylinders, cables and hoses are internally mounted.

The company has retained the 980mm wide chassis from the Leo21 and 24GT as a base for the Leo19T and the Leo23T which can set up on ground up to 1.2 metres out of level. The three larger models - the 27 metre Leo27T, 31 metre Leo31T and 35 metre Leo35T - replace the classic Leo25Tplus, Leo30T and Leo36T - use a 1.58 metre wide chassis. The largest model has 14.7 metres unrestricted outreach or 17.7 metres with one man. Overall length is 7.5 metres, overall height less than two metres and the unit weighs six tonnes.



Saudi Binladin Group reinstated

The authorities in Saudi Arabia have cleared Saudi Binladin Group to tender for public building projects in the kingdom again with a Royal Decree issued at the start of May.

The company was suspended in September last year following the tragic crawler crane overturn that killed at least 109 people when the crane's boom landed on Mecca's Grand Mosque. The company has been struggling financially and was reportedly not paying some employees, having laid off around 77,000 foreign 'guest workers' from a total of 200,000, along with 12,000 of its 17,000 Saudi engineers, administrators and inspectors.

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Direct UK success for GSR

Italian truck mounted lift manufacturer GSR has established its own sales operation in the UK and even before the official launch has got off to a strong start. The company was previously represented by Skyking, which now handles competing products from Palfinger. It is however continuing to provide after-sales support for its GSR customers.

GSR has been represented by Andy Northwood since last year and has been selling direct to a handful of major accounts since then. The move appears to have paid off with some notable recent successes, including a new 43 unit order to Nationwide Platforms, which includes 20 metre B200PXs articulated boom models on 3.5 tonne Mercedes Euro 6 chassis with narrow jacking, 22 metre E228TJ straight telescopic models with articulating jibs mounted on 7.5 tonne Iveco chassis, and a number of 17 metre E179T straight telescopics on 3.5 tonne Iveco trucks. The latest order follows the delivery of several 12.5 metre GSR van mounted lifts on Ford Transits to Nationwide earlier this year.

The official launch of GSR UK will occur at Vertikal Days later this month. In the meantime, GSR has also appointed Hy-Acc Services of Newark, Nottinghamshire as an official service centre for its aerial platforms, providing technical support and spare parts.

Palfinger adds to Marine division



Palfinger is to acquire the Harding Group in an all-share purchase from Norwegian private equity fund Herkules Capital.



Harding is a leading supplier of life boats and handling equipment for both ships and offshore installations. The move will provide Palfinger Marine with new products and add to its international service network. Harding is based in Seimssfoss, Norway, with operations in 16 countries and around €140 million in revenues, half of which comes from support services. It will be Palfinger's largest acquisition ever.

Two new Vallas for Rapid

UK-based Rapid Response Solutions has taken delivery of two new Valla pick & carry cranes from local distributor Hird.

The new cranes - a 12 tonne 120E and 18 tonne 180E - are battery powered and feature non-marking tyres and hydraulic luffing jibs.



The new Valla 180E electric pick & carry crane for Rapid Response



Discussion in the basket of the Snorkel 460SJ, which was launched at the show

Australia's Hire 16

Hire 16 - the Australian rental show and convention organised jointly by the Hire and Rental Association (HRIA) and the Elevating Work Platform Association (EWPA) was held last month on the Gold Coast, Queensland.

A surprising number of chief executives from global aerial lift manufacturers attended, including Brad Boehler of Skyjack, Matt Fearon of Genie and Alexandre Saubot of Haulotte, to name but



three. They were joined by senior representatives from most of the country's rental larger companies. The strong sun - although pleasant in the shade - kept the outside area a little quiet at times, but most of the main aerial lift producers - Genie, JLG, Haulotte, Niftylift, Snorkel, Skyjack and Manitou - were

out in force along with a strong showing of spider lifts, including an impressive display by Mentor which handles Platform Basket in Australia.

One new launch at the show was Snorkel's new 46ft 460SJ 4x4 telescopic boom lift - part of a new family of four telescopic boom lifts

to be launched this year, following the launch of the 66ft 660SJ at bauma. The 16 metre working height 460SJ has an outreach of 12.2 metres with a maximum platform capacity of 272kg, it features a two metre, 135 degree

articulated jib. The lift is also available without the jib as the 40ft 400S. Features include a new tri-entry removable platform with the Snorkel Guard secondary guarding system as standard.



There were plenty of incentives for delegates to invest



Niftylift used the show for the HR28 Hybrid launch



Genie service technicians renovated a 10 year old GS4390RT with a massive V8 Chevy hot rod engine and gold paint to celebrate Genie's 50th anniversary and promote its new 360 support and rebuild service.



Access Service Australia launched the Lift Smart range of material lifts at the show

Access companies take awards

On the second evening of the event the Hire Industry Excellence awards were announced.

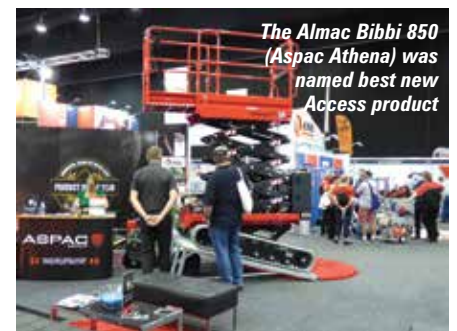
The Almac Bibbi 850 self levelling tracked scissor lift - branded as the Athena in Australia - was named best new product: Access, in a shortlist that included Niftylift's HR28 Hybrid which had its

Australian launch at the show - the 150ft Genie SX150, the Haulotte Optimum 8 AC scissor lift and the Lift Smart material lift.

JLG won the overall 'Supplier of the Year' award and Alfasi Hire which mostly offers aerial lifts, telehandlers and cranes won the best rental company over \$5 million award.



The event had masses of opportunity for networking



The Almac Bibbi 850 (Aspac Athena) was named best new Access product

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New scissors from Imer

Imer Access has unveiled the IM90 series of four new slab electric scissor lifts. The range replaces the IT90 series and comprises the 21ft IM-6390, the 27ft IM-8290, the 33ft IM-10090 and the 39ft IM-12090.

All models are lighter, feature a new chassis, steering, hydraulic systems and controls and have a redesigned scissor stack for more height and greater platform rigidity. Other features include easier folding guardrails and standard maintenance-free gel batteries. The units are a little wider than normal for this class of scissor at 892mm.

The new series maintains direct electric wheel drive and 1.3 metre deck extensions. The 20ft IM-6390 has a platform capacity of 400kg, an 8.3 metre work height, and weighs 1.6 tonnes as an indoor machine, while the outdoor version has a 350kg platform capacity and weighs 1,900kg.

The indoor version of the IM-8090 has a 300kg platform capacity, with a working height of 10.2 metres and weighs almost two tonnes. The IM-10090 and IM-12090 are indoor machines only, the former has 300kg platform capacity/12.1 metre work height and weighs 2.7 tonnes, while the latter is limited to 220kg with 11.9 metres working height.



UK's biggest vacuum lifter from GGR?

UK-based crane and glass handling equipment specialist GGR has unveiled what it claims is the UK's largest vacuum lifter, the **Hydraulica 6000** with a maximum capacity of 6,000kg.

The unit is suitable for lifting glass and any non-porous items such as plastic boards, ceramic plates and sheet metals. Key features include four vacuum circuits with four on-board maintenance-free vacuum pumps, electric powered 360 degree rotation, 90 degree hydraulic tilt, audio-visual low vacuum alert, transport stand, sliding extension arms, cable remote control, and optional radio remote controls.

The Hydraulica 6000 is suitable for lifting glass and non-porous items such as plastic boards, ceramic plates and sheet metals.



JCB's Dan Thompstone (left) seals the deal with Graham Jones (R) of Plant Hire UK with John Dolphin of Gunn JCB.

300 JCB telehandlers for Plant Hire UK

UK-based rental company Plant Hire UK has placed an order for 300 JCB telehandlers for delivery this year. Supplied through dealer Gunn JCB, the deal includes models ranging from the compact four metre JCB 520-40 to the 20 metre 540-200.

All have been ordered with immobilisers and JCB LiveLink. Plant Hire UK - founded by Graham Jones and finance director Wayne Illidge - is also investing in its facilities. Jones said: "We aim to have one of the youngest fleets in the industry and this latest investment will put us at the forefront of the sector."

1,000 tonner for Prangl

Austrian crane and access rental company Prangl has taken delivery of a new 1,000 tonne, nine axle Terex AC 1000-9.

The crane can travel with the 50 metre main boom in position and once on site a further 50 metres of boom can be added, along with extensions and jibs taking the maximum system length to 163.3 metres. Prangl has taken the unit with a raft of options including Superlift and aims to use it in the wind turbine and industrial sectors.

The crane went straight to work at Windpark Pretul, 1,600 metres above sea level in the Styria region of Austria.



Prangl's new AC 1000 with 50 metre boom in place

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Synthetic rope for Middle East

An 80 tonne Grove RT880E sold to Consolidated Contractors Company has become the first crane in the Middle East to be fitted with Samson's K-100 synthetic hoist rope.

The rope - a result of a joint development between Samson and Manitowoc - is 80 percent lighter than regular wire rope, while eliminating load spin and the need for lubrication. It was first seen at Conexpo 2014.

Yannick Richaud of Manitowoc Cranes United Arab Emirates said: "Customers, especially those in the oil and gas industries, will feel confident investing in a product that has been tested by a company such as Consolidated Contractors."



Samson's synthetic rope is 80 percent lighter than the regular wire rope



The new trailer with some wheels extended

New ALE widening trailer reduces ground pressures

UK-based heavy lift and transport company ALE is to invest in a range of trailers that can be widened from 3.6 to 4.3 metres when loaded, resulting in a lower ground pressures.

This, together with extending the axle spacing by 10 percent from 1,500 to 1,650mm, allows the trailer to achieve route clearance over certain weight restricted structures. The trailers have been jointly developed with German trailer manufacturer Goldhofer, with ALE having exclusivity for several years. Axle load capacity ranges from 26.1 to 30 tonnes with the 965mm axle beam (30 percent more than the industry standard). The steering angle is 55 degrees either side of centre, drive height 1,285mm with a suspension stroke of 600mm. ALE has purchased 50 of the new axle lines for projects in the UK.

Enerpac unveils gantry

Heavy lift and jacking specialist Enerpac has unveiled its new 667 tonne SBL900 folding boom hydraulic gantry which features two stage lifting cylinders, an octagonal boom and mechanical locking, permitting load holding for extended periods of time. Lifting loads up to 11.3 metres the SBL900 can be controlled locally at each leg, or synchronised within 25mm through its wireless control system.



The SBL900 can be controlled locally at each leg or with its wireless control system

Rigging or load?

US rental company Sims Crane & Equipment is appealing a decision by an administrative law judge with the federal Mine Safety and Health Administration (MSHA) Review Commission that redefines a spreader bar as part of the load.

The case began in 2015 when an MSHA inspector issued a citation to a Sims Crane crew at S.D.I. Quarry in Florida City, for rigging personnel not staying clear of a suspended load. The 'load' in question was a spreader bar that was not yet attached to the actual load.

Sims disputed the citation based on OSHA standards that identify the spreader bar as rigging, rather than the load. OSHA also allows a qualified rigger to remain in the fall zone during a lift, even if the spreader bar is defined as part of the load.

In spite of this the judge - using the dictionary definition of 'load' due to the fact that MSHA's own regulations do not define the term - has concluded that the spreader bar constitutes a load and stated that OSHA standards are not legally binding on the MSHA.



According to the MSHA ruling this procedure would generate a citation and a substantial fine



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Financials round-up

Tadano has reported a 2.6 percent rise in full year revenues of ¥209 billion (\$1.93 billion). Mobile crane sales made up ¥141.5 billion (\$1.3 billion), 3.7 percent up on the year thanks to a 7.7 percent increase in the Japanese market and a 1.6 percent increase in overseas sales to ¥90.4 billion (\$831 million). Aerial work platforms increased 11.1 percent to ¥19.4 billion (\$179 million), while loader crane sales fell 2.2 percent to ¥20.4 billion (\$187 million) although loader crane exports jumped 47.5 percent. The balance came from spare parts, service and used equipment sales. Net profit for the period increased marginally to ¥19.6 billion (\$180 million).

The company is forecasting a nine percent drop in revenues for this year, to ¥190 billion (\$1.75 billion) while new profits will plunge 31 percent to ¥13.5 billion (\$124 million) due entirely to lower exports.



Sevcon - the motor control manufacturer - has reported a 10 percent rise in revenues to \$22.3 million for the half year, due to additional revenues from Italian battery charger manufacturer Bassi that it acquired in January, otherwise sales would have been \$2 million lower. In spite of higher revenues, the company reported a loss of \$1.57 million, compared to a profit last year of \$1.01 million.



UK rental company **Speedy Hire** has reported full year revenues of £329.1 million, 12 percent down on the year. Last year's pre-tax profit of £2.1 million was transformed into a £57.6 million loss, much of it due to 'one off costs' such as restructuring etc... However even 'adjusted' pre-tax profits were 80 percent lower at £5 million.



The Rental division of Brazilian scaffolder/contractor **Mills** has posted a four percent decline in revenues to R76.4 million (\$21.6 million) while pre-tax profits slipped three percent to R1.41 million (\$398,000). Utilisation dipped below 60 percent, in spite of fleet disposals. The group as a whole saw revenues fall 20 percent to R130 million (\$36.7 million) while last year's first quarter pre-tax loss increased substantially to R24.1 million (\$6.8 million).



Manitex has reported a one percent rise in first quarter revenues to \$102.4 million, thanks to a full quarter's participation from PM Group. The lifting equipment division saw revenues rise by more than five percent to \$70.2 million with a substantial improvement in margins. The distribution business also improved, while the ASV tracked division fell. Pre-tax profits jumped from \$133,000 last year to \$1.9 million this year.

Skyjack - or rather the Industrial division of Linamar - has posted a 5.5 percent fall in first quarter revenues to \$203.6 million as a result of procrastination in fleet renewals by major US rental companies, partially offset by higher telehandler and boom sales. Operating profit fell substantially, due to lower margins on telehandlers and booms, higher sales costs and a provision for a bad debt related to a Canadian customer operating in the oil and gas industry.



Manitowoc Cranes

reported first quarter revenues of \$427.4 million, five percent higher than in the same period last year thanks to strong sales of Potain tower cranes and the latest Grove GMK All Terrain cranes. Order intake slipped to \$417 million, depleting the order book by 35 percent to \$502 million. The company made a pre-tax loss of \$78.5 million compared to a loss of \$32.9 million last year, although \$72 million was due to the early retirement of debt, which has substantially cut borrowing costs. A further \$4 million relates to restructuring costs.



H&E Equipment has reported quarterly revenues of \$247 million, nine percent higher than last year, due entirely to higher sales of new and used equipment and service. Rental revenues improved slightly. Pre-tax profits however fell seven percent to \$9.5 million due to the different business mix and higher rental costs on flat revenues.



Ramirent has posted first quarter revenues 3.9 percent up on last year at €146 million, while last year's pre-tax loss of €200,000 was converted to a profit this year of €3.2 million. Capital expenditure more than doubled to €40 million and net debt rose 27 percent to €287.9 million.



Cramo has reported revenues €155.4 million up 5.7 percent on the year, driven by improvements in Sweden, Finland, and Denmark. Pre-tax profits jumped 81 percent to €8.9 million. Capital expenditure was 10 percent lower than last year at €30.6 million.



Hertz Equipment has reported an eight percent fall in revenues to \$328 million, while adjusted pre-tax profits were 64 percent lower at \$12 million. Physical utilisation slipped from 61 to 60 percent, while rental rates in non-oil and gas markets improved one percent.

Hiab posted revenues for the first quarter of €246 million, 16 percent higher than last year, with order intake rising eight percent to €275 million. Operating profits increased 18 percent to €32.4 million, while the order book at the end of March was two percent higher at €328 million.



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The Palfinger P570 appeared quietly at Bauma

Palfinger P550 now P570

Palfinger has morphed its 55 metre P550 into the 57 metre P570. The truck mounted lift, mounted on a three axle chassis - was launched as the 550 at Intermat last spring but at Bauma it appeared as the P570.

The company said that the 'additional two metres of working height were always there, and that it has now optimised the machine to suit customers looking for maximum working height'. Everything else remains the same. Customers which have already purchased a P550 can receive a free update to convert it to the P570.

Smart CTE secondary guarding

CTE has developed a secondary guarding/anti entrapment system for its truck mounted lifts following a request from rental company Smart Platform Rental.

The device is similar to the many electronic systems on the market that use a rubber covered micro switch bar at the front of the control panel. When pressed it immediately stops all functions, sounds an alarm and sets off two red flashing beacons mounted on the underside of the platform. At that point the machine can only be operated from the emergency lower controls. Although the system can be reset from the platform by releasing the dead-man pedal and re-applying it.



The CTE secondary guarding system

First new Aldercote

UK rental company Morclad Access has become the first customer for a new Aldercote van-mounted boom lift, taking a 14 metre VZ140P from UK distributor Access Platform Sales (APS).

Mounted on a 5.2 tonne Iveco Daily 50C van it features a platform capacity of 250kg and maximum outreach of 9.3 metres with 120kg. Automatic load/outreach optimisation ensures a safe working envelope no matter what the load in the platform, and the van has 1.5 tonnes of spare payload.

Morclad director Tony Morris said: "The sweet spot for this machine is definitely street lighting as it is so quick and easy to set up. The performance is far better than our previous 14 metre van mount, particular the 250kg platform capacity."



The 14 metre Aldercote VZ140P

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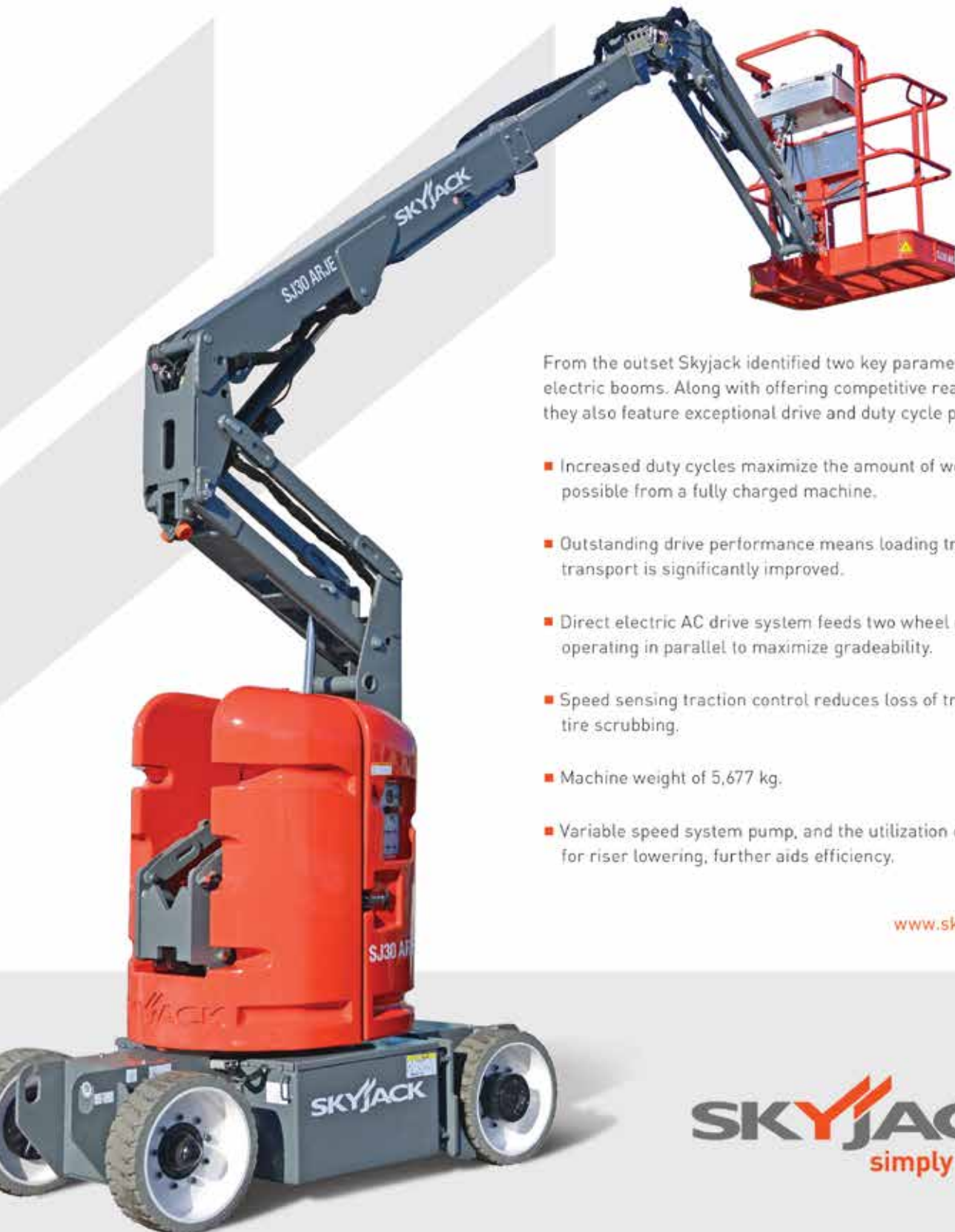
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• CMC has appointed **Simone Boiocchi** as its new marketing and communications manager.



Simone Boiocchi

• **C J Korea Express** has ordered two new 50 tonne **Terex** Quaymate M50 mobile harbour cranes.

• **Tat Hong** has sold **Tat Hong Training Services** to **Sun Ho Tony Ng** for S\$410,000 in cash.

• **Isoli** has appointed **Industrial Service** in Ukraine as its distribution partner.

• **Dewsbury & Proud** has taken delivery of three new 60 tonne Grove GMK3060 All Terrain cranes.

• **The Access Alliance** held its first meeting of 2016 at **IAPS'** headquarters in Telford, Shropshire.

• **Janneniska** has ordered 35 new 27 metre **Ruthmann** 3.5 tonne TB 270+ truck mounted platforms.

• UK's **Quinto Crane and Plant Hire** has added a **Liebherr LTM1060** and two **Böcker** truck cranes to its fleet.

• **Lavendon** has appointed **Wayne Smith** as corporate development director.



Wayne Smith

• Germany's **Kurth Autokranes** has taken delivery of a 86ft **Manitou 280TJ** telescopic boom lift.

• German rental company **Weiland Hebetchnik** has taken three new **Teupen** spider lifts.

• **Barin** has delivered an AB16/S bucket type underbridge inspection unit to the municipality of Da Nang, Vietnam.

• US-based **Empire Crane** has been appointed as the **Magni** telehandler distributor for New York & NJ.

• UK crane rental company **Altida** has taken a new 100 tonne **Terex AC100/4L** All Terrain crane.

• **Paul Bidwell** marketing manager for **Manitou UK** has died suddenly age 58.



Paul Bidwell

• UK-based **RKP** has taken its third 22 metre **GSR E228TJ** truck mounted lift.

• **Modern Access & Equipment** has purchased 60 **Skyjack** lifts and been appointed dealer for Singapore.

• **Kalmar** has signed a long-term service agreement with the Norway's **Ylport Oslo Terminal**.

• **Genie** has published its new streamlined and standardised scissor lift maintenance regimes.

• **Isoli** will launch a new 19 metre **PT190J** telescopic truck mount at **Vertikal Days**.

• **Tadano America** has appointed **Ken Butz** as general manager of sales.



Ken Butz

• Two crane operators from UK-based **J Hewitt Crane Hire** rescued a family of three from an overturned car.

• UK rental company **Lifterz** has ordered a selection of **Airo** scissor and boom lifts.

• Benin port operator **Sobemap** has taken delivery of 10 **Terex TFC 45 H** reach stackers.

• Netherland-based **Wagenborg** has taken delivery of a second **Tadano ATF 400G-6** All Terrain crane.



Chester Zerrillo

• **Chester Zerillo** of **Empire Crane Company** has died following a short illness.

• **AFI** has invested heavily in its Middle East powered access rental business **Access Rental Gulf**.

• UK rental company **Hewden** has acquired the generator rental business of **Firefly**.

• The Italian ministry of naval defence has taken delivery of a **Palazzani Ragno TSJ25/C** spider lift.



Lars Erik Sunnergren

• Swedish access veteran **Lars Erik 'Lasse' Sunnergren** is finally retiring.

• Canadian crane company **Entrec** has acquired **HighMark Crane** of Edmonton.

• Staff at UK access rental company **AFI** have raised more than £3,100 for the **British Heart Foundation**.

• The widow of the man killed in the crawler crane incident in New York in February is suing the city for \$600 million.



Kim Metcalf-Kupres

• **JLG** and **IMT** owner **Oshkosh** has appointed **Kim Metcalf-Kupres** as a non-executive director.

• France's **Mediaco** has purchased its fifth 400 tonne six-axle Grove **GMK6400** All Terrain crane.

• Dutch company **Makkina** has purchased two **Snorkel** scissor lifts and a boom, its first aerial work platforms.

• Danish rental company **City Lift** has taken its second 86ft **Niftylift HR28 4x4 Hybrid**.

• **Doornbos Equipment** has taken delivery of a new 24 metre **Versalift VTX-240** truck mounted lift.

• **Baloo Hire** has purchased a new 21 metre **CTE Zed 21.2JH** truck-mounted platform.



Kim Bach Jensen

• **Kim Bach Jensen** has been promoted to chief executive **Time Danmark** as **Per Torp** reaches 60.

• **Niftylift** has appointed **Forklift Oü**, as its distributor for Estonia.

• **Lift & Loft** has purchased the Nordic region's first **Genie Z-60/37FE** hybrid boom lift from distributor **Jøma Lift Teknik**.

• Belgian rental company **Cuyppers Vorliffen** has ordered six **Terex** Liftace 5-31 reach stackers.

• **Crowland Cranes** has taken delivery of a second 220 tonne **Tadano ATF 220G-5** All Terrain crane.

• **Tagattach** has appointed sling manufacturer **Liftex** as its exclusive distributor in North America.



Lucinda Riches

• **Ashtead** has appointed **Lucinda Riches** as a non-executive director.

• **GT Access** has received an additional funding package from Yorkshire Bank.

• **Manitou** has opened a new direct sales and rental operation in Sungai Buloh, Malaysia.

• **Hertz Equipment Rental** has appointed **Elizabeth Higashi** as vice president, investor relations.

• **Straightpoint** has appointed **Anchor Industries** as its exclusive distributor in Southern Africa.

• Indian rental company **Modern Cranes**, has taken delivery of a new 300 tonne **Grove GMK6300L**.



Linda Betts

• **Linda Betts** has joined **Snorkel UK** as sales director, reporting to **Andrew Fishburn**.

• Russian manufacturer **Zavod pod** is due to start production of a new range of electric slab scissor lifts.

• UK-based lifting and heavy transport group **ALE** has opened its first location in Italy.



Brad Allen

• **Genie VP** marketing, product management and engineering **Brad Allen**, has left the company to become a volunteer in Nicaragua.

• **Alimak** has extended its exclusive distribution partnership with US-based **Bigge Cranes**.

• Germany's **Eurogate** has ordered nine **Kalmar** diesel-electric straddle carriers for its Hamburg terminal.

• **Genie** has appointed **John Chandler** as regional sales manager for the UK and Ireland.



David Antoniuk

• **Manitowoc** has appointed **David Antoniuk** as chief financial officer.

Ideal Crane Rental has purchased six new **Liebherr** cranes - four self-erecting tower cranes and two crawlers.

UK rental company **Smiths Hire** has taken delivery of its second **DAF 8x2** delivery truck.

Kraftvélar has been appointed as exclusive distributor for **Grove** and **Potain** cranes in Iceland.

Atlas Crane Service has taken delivery of Chicago's first 300 tonne **Liebherr LTM 1300-6.2** All Terrain crane.



Stefan Rinaldo

• **Alimak** has promoted **Stefan Rinaldo**, 53, to the new post of chief operational officer.

• **Griebel & Mahncke Schwertransporte** has taken delivery of a new 95 tonne **Liebherr LTM 1095-5.1** All Terrain crane.

• **Terex** is to cut jobs as part of a restructuring programme to make cost savings of around \$60 million.

• **Palfinger** is to acquire the **Harding Group** from Norwegian private equity fund **Herkules Capital**.

• **Multitel** will launch a new 20 metre articulated truck mounted lift - the **HX 200EX** - at **Vertikal Days**.

• **Mark Yarnold** has joined **SkyKing** as divisional director for all sales and support activities of the access division.



Mark Yarnold

• Chilean rental company **MPM** has taken a new 130 tonne **Grove GMK5130-2** All Terrain crane.

• Icelandic rental company **Smakranar** has purchased a new **Unic URW-706** spider crane.

• UK rental company **MBS Access** has appointed **Mark Page** as sales manager.



Mark Page

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



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Small truck mounts - where to now?

In the three years since our last feature on small vehicle mounted aerial lifts (3.5 tonnes and below) the sector appears to have taken a breather in terms of dramatic product development, after a decade of spectacular growth in working heights and new technology. The market is changing again but in a more sober and less dramatic fashion. C&A takes a look at the latest new products and developments.

The market for 3.5 tonne truck mounted aerial lifts is a growing sector across Europe, as Northern and Eastern Europe follows the lead of countries such as Italy and France where they filled a role covered by trailer lifts in the north.

The move is of course also spurred on by the ever increasing number of people with driving licences that limit them to driving vehicles under 3.5 tonnes fully laden. For several years we saw a race to the top as manufacturers strived to design

platforms with the highest working heights possible for the lightweight chassis. Topping out at 28 metres, that race is long over and Ruthmann can claim to have been the overall winner, while there are a few Italian manufacturers still aiming high the average working heights are now declining as other performance criteria come to the fore - this in spite of the increased use of ultra-high strength steel resulting in lighter booms for a given height. The primary reason for using lighter booms is now to offset the growing



A Multitel MJ 201

weight of the chassis due to heavier and bulkier engines driven by stricter emissions legislation.

Keeping the weight of the platform - including driver and up to two passengers with a full tank of diesel, outrigger pads and a small amount for tools - under 3.5 tonnes is an increasingly difficult task. Whether this is indeed possible depends on the manufacturer's interpretation of the EU Type Approval and IVA Approval - is it road legal, is it legal to be driven on the road or is it safe to be driven on the road? And how the manufacturer reaches this decision. How the issue of being overweight is enforced is also relevant to the decision? In the UK for example the actual weight of the truck and its contents on the road is critical - over 3,500kg and you run the risk of being stopped and fined. In certain some countries you are allowed to take off any additional items from the truck before it is weighed.

Trends

Most manufacturers are moving away from the extreme 26 to 28 metre working height platforms as they move to lower heights, with higher platform capacities, more outreach, smaller footprints and

possibly a more rigid platform. The average working height now seems to be settling around 19 to 23 metres. This also has the benefit of leaving more room for the usual day-to-day items such as outrigger pads etc without being overweight. The Nissan Cabstar chassis is a particular favourite being the lightest 3.5 tonne chassis available.

In terms of outriggers, most manufacturers have moved away from the A frame style to beam and jacks - or 'H-type' - which allow in-board jacking on one side or both, and variable positioning. The future is surely totally variable outrigger positioning with sensors inputting the chosen configuration to a central control unit, along with the weight in the platform which then calculates a custom working envelope.

At the bottom end of the working height range, the final demise of the Land Rover Defender has accelerated the shift to alternative compact 4x4 chassis with the Isuzu D-Max and Toyota Hi-Lux pick-up trucks leading the way. These small 4x4 platforms are becoming increasingly popular with utility companies, arborists and anyone else needing to go off-road to reach their work.



Manufacturers such as Ruthmann are using multi bend boom profiles to increase strength while keeping weight low



One of the many Italian manufacturers is Manotti



A 26 metre Palfinger P260B

Italy rules

In the 3.5 tonne sector of the truck mounted market, Italian manufacturers increasingly dominate by offering a winning combination of quality, performance and price - with local dealers sometimes having to ensure the necessary backup is provided.

For many years the market was divided between high quality, high-tech, high-priced German products versus lower specification, variable quality, poorly supported but cheap Italian machines. That is a sweeping generalisation to make the point and there were always a few exceptions to that rule. However all that has changed, and in recent years the Italian producers have won an increasing slice of the 3.5 tonne market. Companies such as Ruthmann and Palfinger Platforms tried to break the trend with simpler, more basic model series but it was clear that this is not where their engineers' hearts were and they struggled to compete in the cut-throat, price-sensitive mass market sector that the Italian producers have learned to live with.

Palfinger was the first to break rank, taking a controlling interest in

Italian company Sky Aces in 2013, creating Palfinger Italy based in Bolzano. The company then shifted its concentration to high volume, lower cost 3.5 tonne platforms, with the existing operation building niche products like the Tunlift tunnel maintenance platform being transferred to a new company.

Ruthmann has now followed suit with the acquisition of Bluelift and its Ram truck mounted lift range. The company had looked at producing lower priced platforms in Hungary a few years back, but for several reasons this did not happen. Palfinger has also launched its first spider lift - probably the next 'essential' lift in a manufacturers line-up. It also continues the mirroring of development between the two companies.

With the two big German companies joining the Italians, the number of other manufacturers in this sector is further diminished. Time Versalift in the UK and Denmark, Ascendent in the UK, and France Elevateur in France are some of the notable non-Italian players that remain although there are a few murmurs from the East. Earlier this year Poland's Beckmann Volmer



Ascendent in the UK is one of the notable non-Italian players that remain. Here is its 22 TJ sold to Blade Access

Technology of Gdansk delivered one of its first 19 metre BVT STJ-19 truck mounted lifts to a local utility company. The company currently has just two truck mounted models but also sells a tractor mounted lift. While labour and social costs may be substantially lower in Eastern Europe, the Italian producers have always invested heavily in automation, generally have little debt and have the benefit of hundreds of small local suppliers to support them. So don't expect 3.5 tonne production to shift to lower cost areas anytime soon.

spiders and RAM truck mounted platforms - is intended to provide a new line of cost-effective 3.5 tonne platforms. The Ecoline range will include a range of telescopic to 18 metres and articulating boom models up to 20 metres providing an alternative to Ruthmann's existing high specification, high-tech German-built 3.5 tonne lifts, which include four machines topped by the 27 metre TB270+. Launched six years ago the TB 270 has sold well with the 650th unit delivered last year to French rental company Kiloutou.



The Ecoline will provide an alternative to Ruthmann's existing high specification, high-tech German-built 3.5 tonne lifts



Italy has a plethora of manufacturers manufacturing platforms on 3.5 tonne truck chassis such as CMC

What is always surprising is the fact that while the Italian manufacturers dominate the market for smaller machines, they thin out dramatically when it comes to products over 30 metres. This has slowly been changing as companies such as Multitel - which has always been an exception - Socage, CTE and Oil&Steel launch new larger models and improved product support giving increased confidence.

Ruthmann new range

Ruthmann's recent acquisition of a 60 percent stake in Italy's Marti group - manufacturer of the Bluelift

The upgraded TB270+ uses a new boom with higher strength steels and new fabrication techniques with a 'multi-bevelled' boom and superstructure design, similar to that used on the 22 metre TBR 220. The changes allow the TB 270+ to be mounted on the latest 3.5 tonne Euro 6 chassis, including the Mercedes Sprinter, VW Crafter, Nissan Cabstar and Renault Maxicity. The new design also has improved performance including the ability to go to its full height with 230kg in the platform, while offering up to 16.4 metres of outreach with its reduced



The Ruthmann TB270 has sold well

100kg capacity - almost two metres more than the machine it replaces.

Palfinger Smart class

Palfinger now has a substantial number of models in its Italian built Smart Class range, topped by the 28 metre P280 AXE although several are now too heavy for 3.5 tonne chassis. The range begins with a 13 metre P130A, launched at Vertikal Days last year - usually mounted on a pickup truck, such as the 4x4 Ford Ranger 2.2 TDI, with a total GVW of 3,200kg - it offers up to 6.3 metres of outreach. Other models that work well on 3.5 tonne chassis include the 14 metre P140T, the 16 metre P160TX and 17 metre P170T telescopic and the articulated P200A and P240A, all are available with different configurations creating a 12 model/variant range if the P280 is included. Palfinger also produces a range of telescopic models at its plant in Germany. Designated the Light range it includes 15, 18, 20, 21, 22 and 26 metre models all with aluminium booms and one of them - the P210BK - with a jib.



Sogace launched its 3.5 tonne E Series work platforms with X-shaped chassis and 300kg platform capacity.

New E series from Sogace

Sogace launched its 3.5 tonne E Series work platforms with electro-hydraulic controls, X-shaped chassis and 300kg platform capacity. The E series is the result of a collaboration between Sogace and Austrian company Welser, which produces special and ultra-light steel profiles and fabrications. This resulted in the SPP (Sogace Project Profile) and the development and use of very high strength tubular profiles to produce an ultra-light chassis. Sogace says that SPP's advantages include a more modular design, and a 30 to 50 percent weight saving in superstructure parts.

Models in the E series include the forSte 21DJ - a 21 metre, dual sigma type riser articulated platform with jib, and the 20 metre forSte 20TJ telescopic with jib which has been created specifically for the German market, with automatic outrigger set-up, memory function controlled from the basket and automatic boom stow functions. At the top end of the range is the 28 metre forSte 28D, a dual riser articulated platform with 14.5 metres of outreach. This new



Palfinger now has a substantial number of models on 3.5 tonne chassis such as this P170T

At the top end of the range is the 28 metre forSte 28D, a dual riser articulated platform with 14.5 metres of outreach.



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version is said to be lighter than the previous model, which was too heavy for most markets and is becoming increasingly challenging for a 3.5 tonne chassis. You have to ask the question, do you really need the extra few metres of height almost right above the machine, or is better to offer a more stable feel to the platform, more capacity or more outreach?

Oil&Steel Scorpions

Oil&Steel also has a new range of 3.5 tonne platforms including two straight telescopic Scorpions - the 2313 and 2112J. The 22.6 metre Scorpion 2313 has a 250kg platform capacity and 12.8 metres of outreach with 100kg in the platform. The new 21 metre Scorpion 2112J has an articulated jib a 230 kg maximum capacity and 12 metres maximum outreach with 120kg. Oil&Steel, now part of Manitex, says that these new truck mounts have been designed to be compact



Oil&Steel also has a new range of 3.5 tonne platforms including two straight telescopic Scorpions - the 2313 and 2112J (above)

and light, with easy set-up and work faster, more comfortable with improve reliability. Both feature H-type multiple position outriggers and a slope compensation feature. The new 24 metre Snake 2413 articulated model also uses the latest high strength steels with a redesigned boom geometry and is mounted on a short 2.9 metre wheelbase chassis keeping the unit compact, variable jacking positions are possible, including an inboard only configuration for working in a single road lane.

GSR steps up a gear

GSR has ranked among the better Italian producers for many years and has quietly exported a good deal of its production to Northern Europe when most others companies were firmly focused on the home market. It does not however have

the flashiness of some of its more flamboyant competitors but that is all beginning to change as it has been updating its product range and at Vertikal Days, will launch its new UK direct sales operation. This follows a year or so where it has tested the waters by selling to five major accounts with the help of industry veteran Andy Northwood. The move was triggered by the increasing conflict within its UK dealer SkyKing which also represents Palfinger as explained earlier is increasingly pushing into the 3.5 tonne market. The trial has paid off handsomely with Nationwide Platforms placing a 43 unit order, having tested the company's van mounted lifts last year. The new order is made up of the new 20 metre B200PXs articulated boom models with 300kg unrestricted platform capacity, on 3.5 tonne Mercedes Euro 6 chassis with narrow jacking, the 22 metre E228TJ straight telescopic with articulating jibs on 7.5 tonne chassis, and 17 metre E179T telescopic on 3.5 tonne Iveco chassis.

The B200PX is a classic example of the trend towards more practical machine heights on this size of truck, with its 300kg platform capacity and 8.7 metres of unrestricted outreach. It is a 'true 3.5 tonne truck mount including fuel, occupants and all the equipment required for a days' work'.

Isoli diversifies

The Isoli range is going through a complete overhaul and update, including a new range of simple, robust competitively priced models for the rental sector and a range of higher specification machines for end users and high tech markets. The company will launch the new 19 metre PT 190J at Vertikal Days, which features a three section telescopic boom plus articulated jib,



GSR B200PX is a classic example of the trend towards more practical machine heights on a 3.5 tonne truck with its 300kg platform capacity and 8.7 metres of unrestricted outreach



The new Isoli PT190J will be at Vertikal Days 2016



The 20 metre Multitel MT 204 20 is mounted on a Nissan Cabstar chassis

a maximum platform capacity of 250kg and direct hydraulic controls. The company says that it is simple and easy to use and service and ideal for the self-drive market. The lift can be mounted on almost any 3.5 tonne chassis, although the 3.5 tonne Nissan Cabstar is recommended - probably because it is the lightest available. The PT 190J goes into production this month, along with the new 13 metre MPT 140 articulated boom, mounted on a pick-up truck. Isoli launched two other platforms at Bauma - the 20 metre PT200J and the 23 metre PT230.

Multitel Pagliero

Multitel has launched two new telescopic booms mounted on 3.5 tonne trucks - the 22.6 metre MJ 226 with jib and the straight 20 metre MT 204 - both on Nissan Cabstar chassis. Developed from the popular MJ 201 the MJ 226 offers up to 12.4 metres of outreach with 80kg in the platform, or 250kg with up to 9.4 metres outreach. The jib allows the platform to reach from two to eight metres below ground level.

The other new Multitel product is the 20.5 metre MT 204EX which has an outreach of 9.2 metres with 300kg platform capacity extending to 14.3 metres with 80kg. The 80kg capacity is a result of European regulations citing 80kg per person plus 40kg for tools as the guidelines for

determining how many occupants the platform can take, although wind sail effect is another factor that must be considered. One cannot help but wonder how long 80kg will survive, as it allows nothing for tools, and an increasing number of operators weigh 80kg or more, especially when equipped with full PPE, a harness and a few tools etc.... However, the Multitel overload sensing device is fully proportional and will further restrict outreach for heavier operators or loads.



Multitel has launched two new telescopic booms mounted on 3.5 tonne trucks including the 22.6 metre MJ 226 with jib.

CTE

CTE was one of the pioneer of the dual sigma riser articulated truck mounted lift, with its Z, later Zed range of machines in the 20 metre area. In recent years it has added to the Zed range and redesigned it to incorporate new higher strength steels and new features. Its 20 metre offering remains popular and is represented now by the



The CTE 20.6 metre Zed 21.2 JHV with a new Smart Stability System

20.6 metre Zed 21.2 JHV with a new Smart Stability System - S3 - which is available on all of its 3.5 tonne lifts. It uses a variable H-type outrigger configuration and automatically adjusts the capacity and lifting envelope to match the actual outrigger footprint.

Maximum outreach is 9.9 metres and maximum capacity 300kg. The Zed range is now topped by the 22.5 metre Zed 23.2 JH which like the 21.2 features an articulated jib and H-type outriggers but offers 230kg platform capacity.

CTE also offers several telescopic models on 3.5 tonne chassis which is now topped by the 27 metre B-Lift 27 which had its world premier at Bauma. Full details are



CTE had the world premier of its new 27 metre B-Lift 27 at Bauma

not yet available but the lift features the S3 stability system and uses the latest 1.5mm thick Strenx high strength steel.

Versalift

Versalift offers the light and medium ranges of platforms mounted on chassis up to 3.5 tonnes ranging from the 9.2 metre Versalift LT-23-90-TB on the VW Amarok 4x4 pick-up truck, to the 22.2 metre VTX-240 on the Nissan Cabstar. One of its latest developments is its 13.3 metre LAT135-H platform - mounted onto uprated 3.5 tonne Isuzu D-Max and Toyota Hi-Lux pick-ups - which



Versalift's 13.3 metre LAT135-H platform incorporates certified low voltage - 1kV AC - insulation to European LV standard VDE 0682-742

C&a

truck mounts

incorporates certified low voltage - 1kV AC - insulation to European LV standard VDE 0682-742.

The LAT135-H Low Voltage insulation within the boom structure, platform controls and fittings allows dielectric flash-testing while fully assembled and prevents electric shocks being passed on to people on the ground who might inadvertently touch the vehicle, mainframe or outriggers after the machine has made contact with a live conductor. The system has been adopted by Scottish Power which has recently taken delivery of a number of units.

Co.Me.t

Co.Me.t never disappoints when it comes to innovation. The company has a wide range of truck-mounted platforms from its Eurosky 22/2/10 HQ jib on a 3.5 tonne chassis to the Mini Truck 14/2/6 HQ Jib mounted on 2.2 tonne Porter Piaggio Maxi. This tiny platform has a working height of 14 metres and outreach of six metres with up to 200kg in the platform and can be used for areas where standard 3.5 tonne trucks cannot reach.

Another 'alternative' platform is the

X4 Pick-up with a working height of 12 metres and 4.5 metres outreach with a 150kg platform capacity. The machines boom folds laterally behind the cab within the width of the chassis, as a small loader crane might, leaving more room for a cargo bed or van to be mounted. The company also produces insulated platforms and an usual truck mount called the Solar which uses a 3.5 by two metre platform on a boom similar to the MEC Titan. It does however need a five tonne chassis, giving it a working height up to 16 metres.

Comets mini truck 14/2/6 on a Porter Piaggio Maxi



Comet Solar.



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A different way of doing business

It is funny how some companies are known for certain things - even though it may have happened years before and have nothing to do with the current business or operations. Mention Italian cars - and Lancia in particular - to any UK driver of a certain age and rust will immediately spring to mind. Continuing the car theme - German cars would be quality and Japanese cars, reliability. In our sector Terex would be acquisition - even though it abstained from major acquisitions for getting on 10 years.

One company that has changed enormously over the past five years is Kettering, UK-based CPL - or Cumberland Platforms Ltd as it originally traded - yet most still tend to think of it as a small operation, either making Land Rover Defender-based platforms or selling mostly in the Middle East though Iraqi connections.

While there was some truth in both these statements back in 2009, since the new company was formed in 2011 it has transformed, developed and expanded so much that the current business bears no resemblance to the previous company. CPL now claims to be UK market leader in the 4x4 platform sector, having built and sold 180 units last year. This year it says that it is running ahead of that figure producing four units a week.

It also represents six manufacturers in the UK - Socage, Terex Utilities,

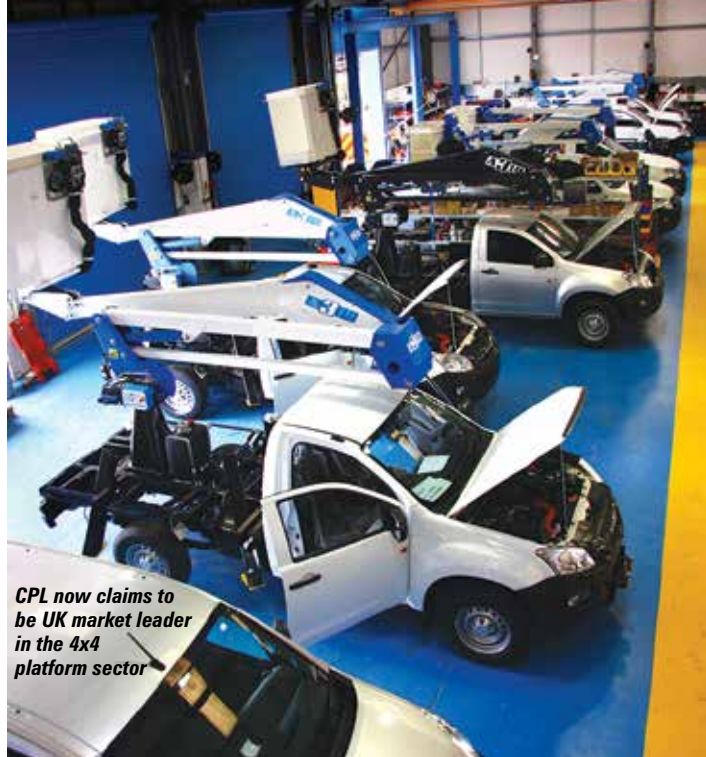


Paul Murphy

Iteco/Imer, Easy Lift, MultiOne and its most recent addition Klubb van mounts. Revenues this year look to be up around 45 percent to £8 million and it now employs 42. To keep up with the rate of growth it extended its facilities last year, adding two more service bays - but has had to purchase two more even larger facilities - around 3,000 square metres in total - nearby primarily to cope, but also to bring some production processes in-house



CPL is investing to bring more production processes in-house



CPL now claims to be UK market leader in the 4x4 platform sector

in order to solve supply issues - one of its biggest problems.

"We are installing a new powder coat paint shop in the next few months and have already set up a bending, welding and fabrication facility," says managing director Paul Murphy. "There is also the Vinyl House graphics and decal division and we have our own accessories

the end product will be a CPL machine because we are the ones that build, supply and support it," says Murphy. "The customer knows exactly the equipment he is buying but our policy is to produce CPL machines. Take the 4x4, truck and van mounts for example, we manufacture the sub-frames and mount the booms - so around 60



The company has set up a bending, welding and fabrication facility to manufacture sub-frames

such as our range of spreader plates."

Despite the rapid expansion over the past three years, the mainstay of the business remains its 4x4 platform business, however, this looks set to change.

Its marketing policy is to brand all of its products as CPL, rather than use the manufacturer's branding. For example, if a utility customer wants a 14 metre 4x4 truck mounted lift, it will supply a CPL A314, which is actually a Socage A314 boom with CPL superstructure mounted on an Isuzu D-Max or Toyota Hi-Lux.

"We will supply any access solution using the most suitable equipment we have from our franchises, but

percent of the total work/materials are done in the UK."

Since 2011 CPL has concentrated on the compact 4x4 market, initially with Land Rover Defender chassis and then moving to the Toyota Hilux in 2012 and the Isuzu. It claims to be the preferred supplier to six of the seven major utilities companies in the UK, possibly outselling its closest competitor by three to one.

"We have found success building simple and reliable machines to the customers' specification, then standing by the product and giving total support," he says. "We have been adding to our support structure setting up a new subsidiary company - CPL Fleet Services -

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with a 650 square metre depot in Ipswich. The facility has been set up to carry out both commercial and non-commercial vehicle repairs as well as repairs to access and other equipment."

Murphy said that he never wanted to be a one manufacture, one product company and will look at any products where there is synergy. This is the main reason behind expanding its franchises to include the MultiOne multi-purpose loader in the Northampton,

Peterborough, Luton and Milton Keynes area.

Products

The company's range now extends to a wide range and variety of other platforms including Imer spider lifts from 13 to 19 metres, Socage and Easy Lift truck mounted lifts to 70 metres, insulated boom platforms with Terex Utilities, the new Klubb range of van mounted lifts and full range of Imer/Iteco scissor lift models.

"The best-selling 3.5 tonne truck



The company represents six manufacturers in the UK including Imer

mounted platform is the 20 metre Socage DA320 which has a total operational weight - ie with driver, passengers, fuel, pads and some tools - that remains road legal," says Murphy.

The company is just starting out with the new five model Klubb van mounted range, running from nine to 15 metres working height.

"These van mounts will complement our existing lines. I am very impressed by the quality of the product and also the commitment that Klubb has shown. I feel this will take us to the next level and I have already received positive vibes from both existing and new customers. One of these and a selection of other products will be exhibited at

Vertical Days in June alongside our other products, with demonstrations starting after that."

However, with the 4x4 platforms currently representing more than 90 percent of the company's business the new products could make a big difference should they gain a solid foothold in the market.

"The truck mounted, spider and scissor lift sales need to eventually represent about 50 percent of the business," says Murphy. "The addition of the Klubb and Imer/Iteco products will mean CPL can offer even more solutions and by bringing more of the manufacturing processes in-house, result in an improved product in terms of quality and performance.



Four pick-up mounted platforms are being produced per week

Iconic Whittle plane flying high

The UK's largest powered access rental company Nationwide Platforms provided a local charity one of its 29 new Isuzu mounted Versalift LAT135-H pickup truck mounted platforms to inspect a replica Gloster E.28/39 plane in Lutterworth which commemorates the achievements of Sir Frank Whittle, inventor of the jet engine.

The platform was provided to the Frank Whittle Commemorative Trust and used to inspect the plane's condition following poor weather and high winds. Fitted with BF Goodrich off-road tyres, the four wheel drive LAT135-H had little difficulty reaching the replica aircraft at the centre of a roundabout on the road approaching Lutterworth, home town to both Nationwide and Sir Frank Whittle. Its 13.3 metre working height and 6.1 metre outreach also ensured the

engineer was able to reach all elements of the plane as well as inspect its internal steelwork. Following the examination further work has now been scheduled to clean, repair and paint the aircraft.

Given the costs of ongoing repairs, coupled with the age and health of the charity's trustees, there had been concerns that the plane would need to be dismantled and removed. Fortunately the trust has been awarded a £12,000 grant from the Harborough District Council and £1,000 from the Lutterworth Town Council enabling it to carry out major remedial work in situ.

Nationwide's Peter Douglas said: "The Frank Whittle plane represents a major part of our country's heritage and is synonymous with the town where we are based. Although the trust has been awarded a grant to carry out essential repair

work, we did not hesitate to do our part and offer our assistance

to ensure the iconic plane remains flying high."

Nationwide Platforms provided a local charity one of its 29 new Isuzu mounted Versalift LAT135-H pickup truck mounted platforms to inspect a replica Gloster E.28/39 plane in Lutterworth which commemorates the achievements of Sir Frank Whittle, inventor of the jet engine



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Dynamic loaders

The loader crane sector is one of the most dynamic we cover in terms of the pace of new product development, yet in terms of the three largest manufacturers - Palfinger, Hiab and Fassi - little has changed in recent years. The market has certainly grown following the lingering effects of the 2008-10 recession, mostly in Northern Europe but increasingly joined by the slow recovery of Southern economies. While the market leadership may not have changed or even shifted much in that time, there are an increasing number of manufacturers fighting for a slice of the global pie. Cranes & Access reports...

In addition to the many well established loader crane manufacturers, the sector has seen the arrival of new blood with companies such as Co.Me.T and Soosan dipping a toe into the market, while some long established regional producers are also looking to expand, such as Spanish company Toimil and Dutch group Hyva.

As with other lifting sectors manufacturers are constantly

striving to increase performance at the same time as reducing weight. Better design and higher strength steels are helping improve capacities and reach, coupled with technology such as variable outrigger monitoring and sophisticated stability safety systems, not to mention improved remote controls. The net effect is the introduction of far more technically complex products, but ones that are easier and safer to use.



The Hiab X-HiPro 558 shown at Bauma, is, says Hiab, the strongest crane that can be mounted on a three axle truck



World Power Erkin 150 tonner on wheels



Hiab has also updated its small telescopic T-Series cranes, launching the 0.9 tonne metre T-009 and the 1.8 tonne metre T-018.

At the end of last year we took an in-depth look at Hiab and its concerted effort to rebuild after a long-term market share slide, with a focus on re-taking its position as the number one producer. It must be galling to have what has been a generic name - Hiab - and not to be market leader! The company has completely sorted out its identity crisis, separated the business from Kalmar and is now changing its local business name from Cargotec to Hiab, while remaining an important part of the cargo handling group. Hiab certainly appears to have re-found its mojo, introducing more innovations and launching new products. For the general construction sector its latest products are the 'big five' - a range of high capacity models with improved performance and economy, with load moments from 50 to 90 tonne metres. The range includes the X-HiPro 548, X-HiPro 638, X-HiPro 658 the X-HiPro 858 and X-HiPro 1058.

The Hiab X-HiPro 558 shown at Bauma, is, says Hiab, the strongest crane that can be mounted on a three axle truck and has been specifically designed for heavy, bulky loads. The headline

specifications include a maximum capacity of 50 tonne metres, continuous slew and a total weight with eight metre stabilisers of between 5,350 and 5,458kg with only 1,283mm of installation space required. Hiab has also updated its small telescopic T-Series cranes, launching the 0.9 tonne metre T-009 and the 1.8 tonne metre T-018.

The move towards Virtual Reality (VR) goggles for crane training purposes is also gathering pace with several manufacturers offering increasingly sophisticated solutions. Hiab has gone one step further with its unusual HiVision product which is intended to allow remote crane operation using VR goggles. Four cameras - two pointed forward and two pointing left and right - are mounted on top of the crane, covering the whole working area to provide the operator with a field of vision that is not normally possible. In this way the goggle-wearing operator is liberated to operate the crane from any location without physically moving around - for example in a safe and comfortable environment inside the truck cab, or indeed remotely from a safe distance. The cameras - located in a small box where the operator's head would normally be when using a top seat/cab - give a realistic 240 degree view with the left and right cameras providing sideways vision.



Hiab's HiVision allows remote crane operation using VR goggles

Hiab says the system has been thoroughly tested and feedback is good. One tester - Henrik Strömbäck from JS Frakt, with 20 years' experience hauling timber - tried the VR goggles at Hiab's Research & Development facility in Hudiksvall, Sweden. "The system exceeded my expectations - it is very different compared to the traditional way of operation, but there is no need to re-learn the way you normally work," he said. "You don't have to climb out in the cold - everything is close by and you can start loading immediately when you arrive on site. You have a surprisingly wide field of vision."

Another reason driving remote crane operation is the ever-stringent safety regulations. The company thinks that one day systems such as HiVision may become compulsory and replace unprotected top seat control points. The load still needs to be attached and removed of course, but depending on the type of load being lifted, automatic hook on and drop technology is already well developed. With logs of course, as with muck away applications the grab already does that.

Market stats

Like most equipment sectors it is difficult to give precise numbers for the global market. In the UK total sales of loader cranes are thought to be around 2,000 units a year, with cranes of more than 30 tonne metres making up around 400 units of the total. The UK differs from continental European markets in that it has three principle areas - big cranes, muck away applications and the builders' merchants/general delivery market. In mainland Europe the cranes and contractors tend to have to carry out a wide variety of

different tasks with the same crane.

The uncontested global market leader remains Palfinger. In recent years the group has grown considerably, as it launched a constant stream of new and upgraded cranes. Its distribution strategy also appeared to suit the times and the market better than say Hiab, although it is publicly quoted, the group remains family controlled with a clear focus on the long term, rather than the quarterly results and conference calls. The Palfinger range of loader cranes is now exceptionally wide, and topped by the 200 tonne metre PK 200002 L SH, which Palfinger claims can lift with a 60 tonne All Terrain crane. Further down the scale, Palfinger's new heavy-duty PK 165.002 TEC 7 for 32 tonne trucks, demonstrates the current progress being made to refine loader cranes, with a substantial weight saving over its predecessor - the PK 150.002 - of 800kg.

The company has formed several joint ventures, the first fruits of the Palfinger and Sany venture - Sany Palfinger SPV Engineering - were seen at Bauma with the unveiling of its first model, the SPS 20000 which is currently aimed at the Asian market. The two companies formed two 50/50 joint ventures back in 2012, investing €106 million in the new businesses. The 20 tonne metre straight telescopic crane uses high strength steel for its 14.3 metre boom, and has an overall weight of 3,820kg. It also features an eight tonne winch and a continuous slew.

Sany Palfinger SPV will primarily produce and sell Palfinger products for the Chinese market and will initially build 10 Palfinger loader crane models at a new plant



Palfinger's new heavy-duty PK 165.002 TEC 7 for 32 tonne trucks, demonstrates the current progress being made to refine loader cranes, with a substantial weight saving over its predecessor

close to Sany's Changsha facility and headquarters, as well as establishing a national loader crane dealer network. A second phase will include aerial lifts and other Palfinger products. The new plant is said to have an ultimate capacity of 10,000 cranes and aims to gain a 30 percent share of the growing market for loader cranes in China, originally forecast to reach 30,000 units by 2017, that now looks somewhat optimistic given the current economic situation.

The Palfinger Fall Arrest system

Another innovation from Palfinger is its fall protection mode (FPM), where the crane effectively serves as a fall protection anchor point. Developed following consultations with safety experts in Austria, Germany, Switzerland and the South Tyrol area of Italy the system is currently only offered in these countries.

It can be used with the Palfinger SH and TEC 7 loader cranes where other safety measures such as scaffolding, platforms or safety harness anchor points are not available when working at height. For example, when working on fragile roofs the new fall protection system can be attached to a loader crane as a safe but possibly expensive alternative.

The individual wears a fall arrest harness which is then attached to a line running from the FPM fall arrester mounted on the crane boom. The fall protection system is subject to a full risk assessment, some specific requirements and strict compliance with precisely defined safety requirements. These include the requirement for at least two people to be present - the person who is secured, while the other operates the crane. The system can be provided with new cranes or retrofitted to its SH and TEC 7 models.

Two other ranges from Palfinger

include the L series aimed at construction, and the Solid models seen for the first time at Bauma. The L series features 440 degrees of slew with the slewing gear mounted in an oil bath, internally routed hoses and an optimised top seat with new joystick controls.

The new Solid cranes will replace existing models PK 16.001, PK 16.001-K and PK 18.001 EH. They feature the new Single Link Plus boom system that allows above horizontal articulation without the need for a double link mechanism. Available in three different configurations the Solid models include the PK 17.001 SLD 1 - a non-CE entry level model delivered without overload protection in its basic version. The PK 17.001 SLD 3 equipped with Paltronic 50 in basic version and available in non-CE and CE-versions. Top of the range is the PK 19.001 SLD 5, equipped with Paltronic 50, E-HPLS, radio remote control and a load-sensing control valve.

Due to the Single Link Plus the PK 5.001 SLD 3, the PK 7.001 K SLD 3 and the PK 7.501 SLD 5 feature a much better articulation geometry than previous models and with



Another innovation from Palfinger is its fall protection mode (FPM), where the crane effectively serves as a fall protection anchor point



The first fruits of the Palfinger/Sany joint venture - Sany Palfinger SPV Engineering - The SPS 20000 is only available in the Asian market

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With the PK 7.501K SLD 5, an HPLS crane in the seven metre range is available for the first time.

the PK 7.501K SLD 5, an HPLS crane in the seven metre range is available for the first time. The reach has been extended from 6.9 to 8.8 metres by means of a third extension.

Big loader cranes

Very large capacity loader cranes are a very specialised sector of the market with relatively few players. Cormach has always had a good range of specialised high capacity cranes, and has recently launched another - the 575000 AXO E. The crane boasts a basic nine section boom and 25 tonnes of counterweight, allowing it to lift 80 tonnes at just over four metres, 23 tonnes at 14 metres and 8.3 tonnes to a height of almost 34 metres. With jib it is capable of 1.6 tonnes at 58 metres. It is obviously a very large crane and mounts on a 2.55 wide 8.3 metre long chassis, with an outrigger footprint of 11.8 by 11.4 metres. The first unit has been sold to Otman Hassan & Sons, of Israel.

Turkish producer World Power Erkin however is the must see



The World Power ER 450.000 L-8 can also be mounted on a compact five axle trolley-type chassis for use in industrial applications.



The World Power Erkin range is topped by the 450 tonne metre ER 450.000 L-8 mounted on a four axle six wheel drive chassis



Comet showed three loader cranes at Bauma

New names

Two companies looking to enter the market include Italian access manufacturer Co.M.eT and Korean company Soosan. Co.M.et unveiled a three crane line up at Bauma, but says that it is still in the early stages of marketing the products and would not supply more information.

Korean company Soosan - better known in Europe for its hydraulic breakers and demolition attachments - has launched its first prototype the 12 tonne metre class, SCF 1216 with a 14.1 metre boom and an outrigger spread of 5.6 metres. If feedback is positive, it will develop further models in the range for the European market and with a focus on the 12 to 23 tonne metre sector.

Other companies with names likely to be less than familiar include Spanish company Toimil and German-based MKG. Toimil - or Hermanos Toimil Garcia to give it its full title - has been building hydraulic lifting equipment for more than 50 years. The family business started with forestry cranes on farm tractors in the 1980s, and these together with trailer mounted forestry cranes, make up a large proportion of its current range. Its articulated loader crane range runs from two to 85 tonne metres with features such as dual side controls, hexagonal booms, Scanreco remote controls and stability control



Toimil - or Hermanos Toimil Garcia to give it its full title - has been building hydraulic lifting equipment for more than 50 years.



Toimil's articulated loader crane range runs from two to 85 tonne metres.

systems. In 2014 it produced almost 800 cranes - its best year so far. With revenues of €17 million, around 87 percent of its production is now exported, to a range of markets including Korea, Venezuela, Denmark, Turkey, USA, Poland and Russia. It has 12 distributors at the moment - spread through North and South America, Europe and Africa - but is looking to add to this. Interestingly the company also produces a 12 metre trailer mounted work platform - the Prado 12T.

German company MKG was established in 1969 in Gerrel, Northern Germany and is known for its long-boom brick handling, recovery and marine cranes, built to customer's specifications, with capacities ranging from five to 125 tonne metres.

At Bauma it unveiled the 75 tonne metre HLK 801 HP a6-a4, built for a customer in Schleswig-Holstein, Germany. Mounted on a Volvo 8x4 chassis with two front jacks, allowing it to have a reduced outrigger spread of 8.61 metres and still lift its entire chart through 360 degrees. A new continuously variable stability system ACS

Soosan's first prototype which if feedback is positive will be the start of a new range of loader cranes



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MKG unveiled the 75 tonne metre HLK 801 HP a6-a4 at Bauma



3 Plus also includes the weight of the truck and its load in the stability calculation, while sensors monitor the 'out of level' situation to provide the optimum capacity within the stability range. Maximum capacity is 16.5 tonnes at four metres radius, while its six extension boom reaches 16 metres, which increases to 24.75 metres with the four section jib. The company has also launched a new Automatic Load-dependent speed control - ALG - aimed at preventing or curbing load swing with heavy loads. The new HBC radio remote control now has a display with all relevant data giving the operator the actual weight of the load in kg and not as a percentage.

Hyva steps up

For many Hyva is another new

force in the loader crane market, having now fully digested Italian companies Amco Veba and Fratelli Ferrari. At Bauma it launched two new crane 'families' comprising 12 models and variations, including two new telescopic units - 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 preferred. The other new models are articulated cranes, starting with the relatively simple HB range, comprising the HB130 and HB160 models with 13 and 16 tonne metre ratings, designed for routine basic delivery duties. The more sophisticated HC line of six models, including the HC131, HC143, HC153, HC161, HC171 and HC183



Ferrari 7131C world premier at Bauma

with capacities from 13 to 18 tonne metres, equipped with double linkage boom systems and targeted at more complex lifting applications. Finally the HC131K and HC161K are short boom articulated cranes with double linkages designed for heavy duty applications, such as grab and clamshell work for installation on short wheelbase trucks.

The new models feature a new control station, incorporating both crane and stabiliser controls and user-friendly interface, to help improve operator efficiency and safety. The new Dynamic Load Diagram system, confirms the available lifting capacity based on the truck's stability at the time, while the Magic Touch allows automatic stowage and unfolding

from travel to ready to work position. The new models also include several options of radio remote control and a wide range of stabiliser configurations. The 425 degree slew is said to be best-in-class for medium sized cranes.

The 12 models will also be available under the Ferrari brand known as the 7000 and 9000 ranges. Ferrari has also agreed a UK distribution agreement with custom truck bed manufacturer Shawtrack.

New Fassi cranes

As one of the leading global manufacturers Fassi is constantly adding and upgrading models. Bauma saw several new additions including the F40B, F255A and the heavy duty F1650RA.



Hyva has launched two new crane 'families' comprising 12 models



Two new cranes from Fassi - the F65B.1 and the smaller F40B

With a 22 tonne metre load moment the F255A has 17.1 metres of reach



Available in four versions the F40B.0.24 has a load moment of 3.67 tonne metres, a 9.4 metre reach and weighs 675kg.

Moving up in capacity to the middle-range XE segment the new F255A follows the recent introduction of the F545RA, and is a step closer to completing the XE range. With a 22 tonne metre load moment the F255A has 17.1 metres of reach and is available with the L213 hydraulic and manual jib extensions to give a maximum reach of 25 metres. Standard features include the FX500 control system, D850 hydraulic distributor bank, the Fassi RCH/RCS remote control and the FSC-S or H stability control system. It will be available in various versions, up to a maximum of six hydraulic sections in the base configuration and in four versions with a short secondary jib.

The final new addition is the 121 tonne F1650RA.2.28 xhe-dynamic, its third largest heavy duty crane. The F1650 slots between the existing F1550 and F1950 and has a standard reach of just under 20 metres where it can lift up to 5,245kg. With jib the F1650 can lift 2,250kg to 26.8 metres. The unit has 360 degree slew and weighs a shade over 13 tonnes.

Turkish delight

Italian manufacturer Effer is set to launch the 95 TLF with its partner in Turkey, TLF Makine. The buoyant market in the country has resulted in the company creating a crane specifically for the local market,

At the end of last year the company launched two models in its light-duty range - the six and seven tonne metre F65B.1 and the F70B.1. These models are nine percent lighter than their predecessors thanks to the use of ultra-high strength steel helping add to vehicle payloads as well as compensate for heavier engines. They also use a new boom link design on the primary and secondary joints resulting in a nine percent increase in reach on the F65B.1, compared to the model it replaces.

However Bauma saw the introduction of another crane in the light-duty range - the new F40B. With extremely compact dimensions and a very high power-to-weight ratio, Fassi says the new crane is ideal for use on chassis up to 3.5 tonnes.

Effer is set to launch the 95 TLF with its partner in Turkey, TLF Makine



The 121 tonne F1650RA.2.28 xhe-dynamic is Fassi's third largest heavy duty crane

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designed and built in Italy and featuring Effer's in-line boom system which heavy loads. The 95 TLF has a Weldox steel 1300 jib, cab and winch.

In the UK, Effer's new distributor - Martin Williams (Hull) - will be at Vertical Days in June, with the Effer 955 with XV Stab as sold to Michael Large, a rental company and arborist from Northern Ireland. This particular outrigger system combines the CroSStab and V-Stab systems for

improved stability. The product is aimed as an alternative to an All Terrain crane in terms of capacity and reach. The company will also show a rear mounted Effer 525 5s on a Volvo Tridem chassis, built for County Lifting of Northamptonshire. This crane is used general lifting, machinery moving and as a support crane for its larger All Terrain cranes, transporting and lifting counterweight and large outrigger Mats.



PM group rejuvenated

Just over a year ago Manitex International acquired the PM Group which includes aerial work platform manufacturer Oil&Steel and PM cranes, one of the oldest producers of loader cranes in Italy. PM is Manitex's latest acquisition and part of a the rapidly expanding group which includes Valla pick & carry cranes, CVS-Ferrari reach stackers and port equipment, and Manitex boom trucks, among others.

The acquisition appears to have focussed both PM group companies, helping improve their financial worries and allowing them more freedom to design new products and grow.

The PM group is now headed by Luigi Fucili who joined the company in 2003 as sales director with the goal of developing exports. In June 2007 he was appointed chief executive and since 2012 has been

in charge of both PM and Oil&Steel.

"I took over from Marco Milesi who in 2002 had completed the acquisition of Autogru PM - a company founded in 1959," He says. We now have offices in North America, Argentina, Chile, Mexico, the UK, France, Spain, Germany, Russia and Singapore which has allowed us to capture more international sales. We are now expanding the network with

branches in Jebel Ali in Dubai and in Gardermoen, Norway", says Fucili.

"Jebel Ali aims to strengthen our presence in the Middle East where there is a great demand for lifting solutions due mainly to the strong growth of various economic sectors particularly construction. Norway is a highly strategic position, providing us with a point of reference in the northern European markets which are increasingly exacting in terms of products and technology development."

The current PM range has more than 50 models and 350 configurations, with design to final testing taking place at the two PM plants in San Cesario, Italy and Arad Rumania.

out all assembly, quality control, painting, and testing, while the facility in Rumania - which was opened in 2004 and now employs 130 - produces fabrications.

PM's latest cranes include the PM 45527 and PM 55525 in the updated Heavy Range suitable for mounting on 26 to 32 tonne trucks. The new 45.5 and 55.5 tonne metre models have up to nine extensions and several versions with jib. The cranes include a variety of new features, including a new easier to use control station and the Power Tronic Advance Plus load handling system - said to improve lifting precision and safety - improved stability control monitoring, soft stop end stroke hydraulic cylinder cushioning and fully proportional speed management.



The current PM range has more than 50 models and 350 configurations, with design to final testing taking place at the two PM plants in San Cesario, Italy and Arad Rumania

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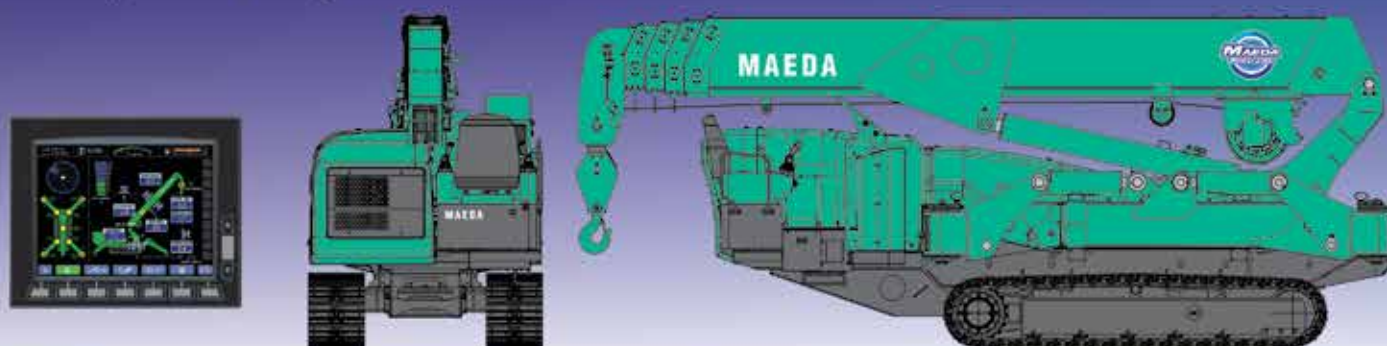
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10 years on

It is hard to believe that this will be the 10th Vertikal Days and hard to have imagined back in 2007 that it would have developed into one of Europe's leading crane, telehandler and aerial work platform events. This year the range of companies and equipment on show is better than ever. Joining the many regular exhibitors are a large number of newcomers, with a strong increase in suppliers of ancillary products and services - everything from tyres and replacement parts to finance, electronics and insurance.

This event is one of the best opportunities to meet people with a common interest, whether they are exhibiting or simply visiting. It provides the chance to make new contacts, see old friends and form mutually beneficial business relationships. To this end there are ample opportunities to be sociable and network with others, from the bustling Marketplace and lunch-time catering pavilion to chatting in the aisles.

Practical details

Venue:
Haydock Park, Newton-le-Willows, WA12 0HQ, off junction 23 of the M6

Show dates and times:
Wednesday 15th June: 10.00-17.30
Thursday 16th June: 10.00-16.30
Coffee, tea and snacks served in the Marketplace all day.

Lunch is served in the Catering Pavilion or Barbecue/Sandwich arena: 12:30-14:30

Networking Event: (tickets required)
Wednesday 15th June: 19.00-23.00

How to Register:

- Pre-register online and print out your badge
- Bring along a completed invitation and swap for a badge, OR just turn up with a business card and swap it for a badge.

Attend a seminar

Throughout the event there will be a number of short seminars and meetings - short because there are so many exhibits to see. Details can be found later in the guide. This year, racing driver Nicolas Hamilton will host the UK's fourth annual 'Stars of the Future' apprentice awards. Hamilton will talk about how he battled his cerebral palsy to become a successful driver, against all the odds. The awards - organised by the CPA - recognises talented youngsters on apprentice schemes from colleges across the UK. These students are the future of the industry and this is a chance to acknowledge those that really stand out from the crowd, through endeavour and hard work. Almost 900 entered in 2015.



Don't forget the Marketplace

If you fancy a break from walking the aisles, stop and grab a coffee and snack in the Marketplace café, where you can see a whole range



C&A

vertikal days



Lunch menu
Miles' famous hog roast
Barbecue stall with burgers and sausages
Vegetable lasagne
Salad selection
Cheese board including Spierings' Cornish Gouda
Fruit basket
Sandwich/baguette bar for those in a hurry

of companies from electronics and software suppliers to training companies, safety equipment and replacement parts providers etc. When it's time for lunch head to the catering pavilion to sample Barry's famous free-range hog roast, or if you prefer the barbecue and a sandwich in the adjacent lawn area.



Catering

Vertikal Days is unique in that visitors really do get a 'free lunch'. Caterer Barry Miles is back and will be roasting 16 free-range, large white porkers from Bovington, Hertfordshire, barbecuing more than a thousand sausages from the same supplier and several thousand beef burgers. Once again there will be a

vegetarian option or two, salads and a cheese bar as well as a freshly made sandwich or baguette at the sandwich kiosk.

Evening event

Wednesday evening is the annual Vertikal networking event. This year sees further tweaks to the event, which started in 2007 as a simple evening meal with entertainment for 150 exhibitor staff. Tickets will be supplied to exhibitors first, with any additional tickets offered on a first come, first served basis to those who want them. You can put your name on the waiting list by emailing pt@vertikal.net.





A-Plant is this year's official rental sponsor

Access Equipment & Telehandlers

A-Plant/Eve: Stand 504

A-Plant, the general, telehandler, access rental company is the official sponsor of Vertikal Days this year, supplying all the fencing, generators and electrics. The company will show a cross-section of new equipment from its specialist divisions, including Eve and FLG.

Access Industries: Stand 112

See Multitel Pagliero

Access Sales International:

Stand 401

ASI will display the new 28.5 metre Ruthmann TU285 and the 48 metre T480, however the star of its stand will be the ground breaking 51 metre T510 on a two axle chassis. Launched at Bauma the machine is the highest truck lift on two axles and offers 33 metres of outreach.

AD Astra Equipment Sales:

Stand 401

See Access Sales International

Aerial & Handling Services:

Stand 106a

The Airo distributor for the UK will have its X12EN and X14EW scissor lifts on display, as well as the A12JE and A15JRTD booms, plus the Airo Spiderlift R17DC. It will also show its new secondary guarding system designed for scissor lifts called S.A.F.E (Self Adjustment From Entrapment) and it will be unveiled in public for the first time

at Vertikal Days. The IPAV (Industrial Push Around Vertical) is also shown for the first time, which has a galvanised finish and integrated materials handling attachment. Also on display will be the deckRailXtra proprietary range of materials handling attachments.



Aerial and Handling Services will show its new S.A.F.E secondary guarding system for the first time anywhere

Aerial Work Platforms:

Stand 403a

See Russon Access

Affordable Access: Stand 101b

The UK distributor for Co.Me.T vehicle mounted lifts will share a stand with Mantis Access and show a Co.Me.T boom mounted on a Yanmar tracked chassis.

See Mantis Access

Airo: Stand 106a

See Aerial & Handling Services

AJ Access Platforms: Stand 203

AJ Access Platforms is the UK distributor for Holland Lift and will have two units on show - the 22



The UK's largest scissor lift, the HL 340

metre battery electric HL-220 E12 which is just 1.2 metres wide and offers a platform capacity of 500kg, and the 34 metre Megastar HL 340. The HL 340 is the largest scissor lift available in the UK and has a 1,000kg platform capacity. Also on the AJ stand, look out for the 66ft JLG 660 SJC crawler mounted telescopic boom lift, with 17.3 metres of outreach, 230kg platform capacity and 360 degrees continuous slew.

Aldercote: Stand 306/7

See IAPS Group

Alfa Access Services:

Stand MP20/21

Alfa Access Services is an independent service provider for the lifting industry and is the UK product support provider for Bravi and Denka. It specialises in service, repair, training, LOLER inspections and bespoke installations as well as selling Gantic battery chargers and non-marking rubber tracks.

Alimak Hek: Stand 204

Alimak Hek will highlight the Alimak TCL tower crane elevator. Available for a range of tower types, it not only provides a lift for the operator, but can also be used for inspection with maintenance access and as a safe system of emergency recovery. Its mastclimber range will be represented by the new Hek MC 450 with a deck length of 10 to 30 metres for single and twin masts. The company's hoist range will be represented by the new Alimak Scando 65/32 entry level heavy-duty and medium sized passenger hoists and the Hek TPL 500 which can be used as a transport platform



Be sure to see Alimak's TCL crane elevator

or materials hoist.

Almac: Stand 110/11

See Skyking

APS: Stand 306/7

See IAPS Group

ATN: Stand 310

ATN will exhibit the new 12 metre Piaf 12E mast boom with up to five metres of outreach, on the spot turning radius and a gradeability of 30 percent. Other machines on display include the Piaf 1200, the Piaf 660 mast-type lift and the 10 metre Piaf 1000R tracked mast boom.



ATN Piaf 12E

Avant Tecno: Stand 411a

See Central Platform Services

Big Astor: Stand 200a

In addition to the Pedestrian Tunnel which Big Astor has shown before at Vertikal Days, it will have four

versions of its new compact, aluminium, ultra-light scissor lifts with working heights between 3.5 and 4.65 metres. The Scissor People Lift is a versatile new model which will be demonstrated.



Big Astor's Scissor People Lift

Bizzocchi: Stand 303

See CTE

Bluelift: Stand 107a

See HLS

Böcker: Stand 108/9

See Kranlyft

Bronto Skylift: Stand 100

Look out for Bronto's new 70 metre S70XR on a 32 tonne four axle chassis which has an overall length of less than 12 metres. Also



Bronto's S70XR



The new Ruthmann TU285 will be on the ASI stand

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You will see the Leguan L165 wheeled lift on the CPS stand

the S44XDT mounted on a Volvo 18 tonne GVW chassis and the 56 metre S56XR - owned by Palmer & Co Cleaning of Glasgow - with 39 metres of outreach.

Cautrac: Stand 208

See Versalift

Central Platform Services:

Stand 411a

CPS will show the latest Leguan spider lifts including the 16.5 metre L165, a significantly updated version of the L160 with 1.5 metres more outreach and the 13.5 metre L135 Leguan on a skid steer wheeled chassis. It weighs just 1,800kg and offers seven metres of outreach. The company hopes to have one of the special Dino trailer lifts sold to the UK army on the stand.

CLM Construction Supplies:

Stand 404

CLM will show all three versions of the Lockhard Alulift 'powered' aluminium scaffold tower. The battery powered rack and pinion platform ends the need to climb the tower or use a ladder and eliminates the need for intermediate platforms. This ingenious concept has to be seen to be believed and will be demonstrated throughout Vertikal Days.

CMC: Stand 300

See Ranger Equipment

Co.Me.T: Stand 101b

See Affordable Access

Collé Rental & Sales:

Stand 102a

Collé Rental & Sales - with branches in Benelux and Germany - is an importer/dealer for Magni, Manitou, Palfinger, HAB, Aichi, Genie and ATN. The company will highlight

See the new Hy-brid lifts from Collé Rental & Sales.



models from the HAB heavy duty scissor lift range, and its new Hy-brid lifts. It will also promote its substantial rental fleet which includes large truck mounted lifts to 103 metres, specialist spider lifts, 360 degree

and heavy duty telehandlers. It will also promote its Re-Rent formula and the company is also expecting to make a major announcement in the low level access market.

Cormidi: Stand 312

The unique Cormidi tracked machines can be used as either a fully integrated aerial work platform with underbridge capability or as a spider crane.

See GGR

CPL: Stand 407

CPL will have a selection of equipment on its stand, including the 14 metre Isuzu pick-up mounted Socage A314 4x4, and will use the show to launch the new Klubb range of van mounted lifts in the UK, alongside products from Easylift, Imer and Terex Utilities.



CPL will launch the new Klubb van mounted lifts

CTE: Stand 303

CTE will show its popular 21 metre articulated Zed21.2JHV, its new Smart Stability S3 variable outrigger set up system, which automatically adjusts the capacity and lifting envelope to match the unit's footprint. The company's line of straight telescopics will be represented by the new 17 metre B-Lift17E, and will be accompanied by a brand new CTE B-Lift27, straight telescopic boom configuration on a 3.5 tonne chassis.



CTE's new B-Lift17E

Custom Equipment: Stand 403b

On display will be the low level Hybrid scissor lifts, in both push around and self-propelled versions - check the updated 1230, a strong alternative to the 12ft mast-type lifts, with no mast to obstruct, and a larger platform. The company also employs a unique dual wheel set up on the front axle to eliminate 'carpet rucking'.

Dingli: Stand 103

China's leading manufacturer of aerial work platforms will show a number of its electric slab scissor lifts, including the JCPT0807DC, 1008DC, 1412DC and 1612DC as well as the new ultra-compact 13ft 0607DC indoor/outdoor model which is making its UK debut. Completing the line-up is the 11.2 metre AMWP11.5-8100 mast boom with automatic pot hole protection and an overall width of one metre.



Dingli's 1612DC scissor lift will be amongst a number of aerial work platforms

Dinlift: Stand 411

Dinlift will use Vertikal Days as the UK debut for its new 55ft 220XSE heavy-duty self-propelled boom lift, with its dual-purpose combination of work platform and remote controlled telehandler with a lifting capacity of 500kg. It will also debut two trailer mounted lifts - the 16 metre 160XTII and the 12 metre 120TB straight telescopic - and a new battery powered version of its 120T with 7.9 metres of outreach and 120kg platform capacity. Other highlights include the company's new built-in



Dinlift's new 120TB is making its debut.

secondary guarding system and a wide range of material racks and attachments.

Easylift: Stand 407/110

See CPL and Skyking

Falcon: Stand 402

See TCA Lift

Faraone: Stand 308

Faraone Spa will demonstrate models from its Elevah range of ultra-compact and lightweight low-level work platforms.



Faraone will show its lightweight work platforms

Gehl: Stand 205

See Manitou

Genie: Stand 608

Genie will be celebrating its 50th anniversary at Vertikal Days with four new products, the 60ft Genie Z-60/37 FE hybrid articulated boom with direct electric four wheel drive, the recently announced hi-capacity version of its 45ft Z-45/25J RT articulated boom lift the Z-45/25XC, and a redesigned version of its 12ft GRC-12a, mast-type lift unveiled at Bauma. From its telehandler line is the new three tonne/seven metre GTH-3007 compact telehandler.



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

Genius: Stand 200a

See Big Astor

GSR: Stand 104

The big news from truck mounted lift manufacturer GSR is the launch of its new UK direct sale operation. On the stand will be the new 20



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GT's heavy lift range

metre B200PX articulated boom platform, with 300kg platform capacity. Its straight telescopic line will be represented by the 17 metre E179T, alongside a 17 metre E170TJV mounted on an Iveco Daily chassis.

GT Lifting Solutions: Stand 102b

GT will have the world's highest reaching telehandler on its stand, the 39 metre 360 degree Magni RTH 5.39S with its five tonne lift capacity. Also on stand will be heavy telehandlers from Magni and more 360s from Merlo. You should also ask about its contract lift services, specialist attachments and assistance with lift plans.

Haulotte: Stand 207

Returning after a two year break, Haulotte will be exhibiting its 'best of' and will have a wide range of new machines on display including the 46ft HA16RTJ-PRO articulated diesel boom featuring Haulotte's secondary guarding system ActivShield Bar and its new ActivScreen on-board diagnostic



Haulotte's new 46ft HA16RTJ-PRO

tool. Checked out the latest version fitted to the company's new mid range boom lifts. Also on display are the new Star 10 AC mast boom and the Optimum 8 AC 19ft electric scissor - both featuring direct drive AC motors and a basic version of the ActivScreen on-board diagnostics screen.

Hinowa: Stand 305

Vertikal Days is the first opportunity to see Hinowa's new Lightlift 15.70 Performance IIIS spider lift in the UK following its unveiling at Bauma. The fourth model in the range, it has an overall length of 4.02 metres with basket installed and an overall width of 740mm allowing it to pass through single doors. As with other models in the range it is available with a Lithium-Ion battery power pack for clean, quiet, emission-free operation. The 15.70's working envelope includes 6.6 metres perfectly parallel outreach to a height of 10 metres.



The new Lightlift 15.70 spider lift from Hinowa

HLS: Stand 107a

Height, Lift & Shift will be exhibiting one of the new Bluelift tracked access platforms, complete with Lithium power options, plus the Hugo lift push-around access platform.

Holland Lift: Stand 203

See AJ Access Platforms

Hugo: Stand 107a

See HLS

HY-Brid Access Platforms: Stand 403b

The UK distributor of low level access solutions, including Custom Equipment's Hy-Brid range of push around and self-propelled lifts.

See Custom Equipment

IAPS Group: Stand 306/7

A key focus of the IAPS stand will be the new Aldercote van mounts which make their global debut at Vertikal Days. On the stand is the largest model, the 18 metre VZX185, which boasts an outreach of 10.3 metres with automatic outreach optimisation based on the actual



IAPS will debut the new van mounted lifts from Aldercote

load in the platform at the time. The emergency lowering controls are now installed inside the van rather than on the roof. The group will also unveil a new IPS mobile parts stores with more floor space enabling each van to carry more lines.

IMA: Stand 308

See Faraone

Imer: Stand 407

Now represented in the UK by Cumberland Platforms Imer will use the show to launch its new range of direct drive ultra-narrow electric scissor lifts, the IM90 range, with working heights from 6.3 to 14 metres.



The new IM90 range will be launched at Vertikal Days.

Isoli: Stand 306/7

Isoli will be represented on the IAPS stand, and launch its new 19 metre PT 190J, telescopic truck mounted lift which boasts a three section boom and articulated jib, with a 250kg platform capacity and simple direct hydraulic controls.



The new Isoli PT 190J



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JCB's 540-140 model

Iteco: Stand 407

See CPL

JCB: Stand 406

JCB's stand will include several telehandlers including the 560-80, 525-60, 540-140 and range topping 20 metre/four tonne 540-200 along with a 6TFT site dumper and teletrucks. It will also highlight its new range of Man Platform integrated platforms for telehandlers on the new 540-140 and the latest six tonne 560-80.

JLG: Stand 408/9

JLG hopes to have its new 150ft 1500 AJP articulated super boom on show - a surprise unveiling at Bauma. If not it will have the world's largest boom lift at the show, the 185ft 1850AJ, well worth a look. It might also have its new 19ft R scissor lift on the stand with production in Europe starting later this year. The company's SkyGuard secondary guarding system also becomes standard equipment on all of its boom lifts from this month on.

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



Leguan: Stand 411a

See Central Platform Services

Liftlux: Stand 408/9

See JLG

Magni: Stand 102b

See the world's highest reach telehandler, the 39 metre Magni RTH 5.39S on the GT Lifting Solutions stand.

See GT Lifting Solutions



The Magni RTH 5.39S

Manitou: Stand 205

Manitou will highlight the new 33ft Man'Go 12 articulated boom lift with 4x4 and articulated jib giving most people a chance to see the final production machine. Also expect several telehandlers including the latest version of the popular MT625 six metre/2,500kg compact model.



The Man'Go 12.

Mantis Access: Stand 101b

Mantis Access mounts a range of vehicle mounted superstructures from suppliers such as Versalift, Oil&Steel to All Terrain tracked carriers used to cross the toughest ground conditions for customers such as utilities and network providers. On the stand - which it shares with Affordable Access - will be a Co.Me.T 21 | 2 | 9 superstructure on a Yanmar C50R-3B carrier. Mantis is also the sister company of Mantis Cranes.



The Co.Me.T 21 | 2 | 9 from Mantis Access

MEC: Stand 304

MEC will have several scissor lifts on display including the 40ft 4069 ERT specifically designed for aircraft ground support applications. Features include variable vertical collapsing guardrails, padded protection bumpers with cut-out sensors to prevent damage to aircraft, and 'over-wing' reach. Also look out



Key benefits:

- Maximizes crane uptime
- Fast external installation
- Adaptable to all existing crane masts systems

Introducing a new breed of crane lift

Alimak Hek has launched the latest in tower crane lifting technology, the ALIMAK TCL. Designed for installation on all existing tower crane brands and systems, this new lift maximizes crane utilization by providing reliable and smooth crane cab access. The ALIMAK TCL offers fast external installation, easy retrofitting with no mast modifications, and comfortable and reliable access for crane operators, technicians and maintenance personnel.

The ALIMAK TCL boasts an innovative new design that offers the fastest external installation available on the market. This design allows for a greater tie distance, reducing the total lift assembly time and minimizing potential crane downtime.

Contact us for the best access solution!



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The MEC 4069ERT

for one of its massive Titans - a blend of scissor lift, boom lift and telehandler.

Multitel Pagliero: Stand 112

Multitel will launch the new 22.6 metre MJ 226 telescopic with jib, mounted on a 3.5 tonne Nissan Cabstar. Developed from the highly successful MJ 201 the new model offers up to 12.3 metres of outreach. There will also be a UK launch for the new HX 200 which comes with a working height of 19.8 metres, whilst another new product on display is the 20 metre MT 204 with 300kg platform capacity.



Multitel's new 22.6 metre MJ 226

Niftylift: Stand 301/2

The highlight on the Niftylift stand is without doubt the 86ft HR28 4x4 Hybrid with its indoor/outdoor capability and environmental credentials. Other self propelled booms on show include the 50ft



Niftylift will focus on its hybrid technology

narrow aisle HR17N Hybrid boom lift, the 45ft HR15D 4X4, the 17 metre N170HDET trailer lift, and the 23 metre TD120T heavy-duty spider lift.

Oil&Steel: Stand 101a

Oil&Steel and sister company PM are now owned by Manitex and as such are re-invigorated so definitely worth a visit. Machines on the stand will include the new 21 metre Octopus 21 spider lift alongside the 18 metre Octopus 18 spider lift and two truck mounted lifts - the 21 metre Scorpion 21 and 20 metre Snake 2010 H.



The Oil&Steel Octopus

Ommelift: Stand 306/7

Ommelift is represented in the UK by APS and will be promoting its spider lift range which includes the new 37 metre 3710 RBDJ with all-new six side boom profile.

See IAPS Group

Palfinger Platforms:

Stand 110/11

See Skyking

PB Liftechnik: Stand 403a

See Russon Access

Platform Basket: Stand 209

See Promax Access

Power Scissor: Stand 403a

See Russon Access

Power Towers: Stand 410

Power Towers - now owned by JLG - brings its award-winning Pecolift and Ecolift - the 'non-powered, powered push around lifts' - to the show along with a new revised and improved Nano SP self-propelled range. The Nano SP Plus will also be on the stand, along with the company's original product the Power Tower.



The Pecolift will be displayed on Power Towers' stand

Promax Access: Stand 209

Promax Access will exhibit a number of new compact spider lifts from Platform Basket, including the new 13.4 metre Spider 13.80, a super compact lithium-hybrid machine with eight metres of outreach and a working outrigger width of just 2.9 metres. Making its first appearance in the UK is the new 'user friendly' 27 metre Spider 27.14 Hybrid, with 15.1 metres of outreach and a maximum 230kg platform capacity. Also on display will be a dual-power Spider 18.90 PRO and a lithium battery version of the Spider 18.90 PRO-E. The



Platform Basket's new Spider 27.14 Hybrid.

company also represents Reedyk spider cranes.

Ranger Equipment: Stand 300

The star of the Ranger stand is the all-new compact 25.3 metre CMC S25 heavy-duty spider lift with 14 metres outreach. The innovative boom configuration allows it to reach below ground level by up to six metres. The S25 is available with conventional engine/AC motor power source or the new CMC hybrid system which combines a Kubota diesel and lithium-ion battery pack. Also on the stand is the MultiOne mini telescopic loader available in a range of 21 individual models with more than 170 attachments.

ReachCraft: Stand 403a

See Russon Access

Russon Access: Stand 403a

Russon Access will focus much of its Vertikal Days effort on the PB Liftechnik range which includes heavy-duty and specialised scissor lifts. The show will be the formal launch of the new distribution partnership between the German manufacturer and Russon for the UK market. Expect to see at least one high narrow slab machine and a self-levelling Rough Terrain scissor lift. Other products will include the new IXO Lift, a four metre working height push around platform, the Power Scissor - a manually powered outdoor scissor lift - and the new Quickstep Ready. Ask about the ReachMaster modular rack and pinion lift too.



Russon Access' new IXO Lift

Ruthmann: Stand 401

See Access Sales International

Sky Aces: Stand 110/11

See Skyking

Skyjack: Stand 412

Skyjack has plenty of new products to show this year and will highlight the competitively-priced, compact 40ft SJ4740, narrow slab electric scissor lift with 14 metres working height. Another all-new product is the 30ft SJ30ARJE ultra-compact industrial type boom lift with its rotating articulated jib option.



Skyjack's new SJ4740.

Skyking: Stand 110/11

Skyking will have an extensive display including Almac tracked scissor lifts, the Bibi 850 and a new wider Bibi 870 range which includes a Hybrid model. Easylift spider lifts are also worth a look with several new larger models. Skyking will also have several truck mounted lifts from Palfinger - possibly the new 75 metre P750NX - and the company's first spider lift, the 15 metre P1500 AJTK.



The Almac Bibi 850

Snorkel UK: Stand 201/2

Led by Andrew Fishburn, who was recently appointed divisional managing director, Snorkel UK will be showcasing a large selection of Snorkel lifts. An upgraded version of the Snorkel Speed Level will make its global debut at the show featuring a new control system, as well as the UK launch of Snorkel's new 66ft 660SJ telescopic boom lift. Snorkel UK will also display models from its new electric slab scissor lift family, and the popular Snorkel A46JRT diesel articulated



Snorkel's 660SJ makes its UK debut

boom, A38E electric articulated boom and the hydraulic drive TM12.

Socage: Stand 407

See CPL

Spiderlift: Stand 300

See Ranger Equipment

TCA Lift: Stand 402

TCA Lift will bring the upgraded Falcon FS330Z articulated spider lift to Vertical Days complete with a range of new options and features. With fast function times, a rugged build and simpler controls, it is clearly aimed at the rental market. Check out its new on-board remote access diagnostics tool, which allows the company to provide online service and maintenance assistance.



The new TCA Falcon FS330Z

Terex Utilities: Stand 407

See CPL

Teupen: Stand 309/9a

Teupen is hoping to bring along its show-stopping 42 metre Puma lift which some of you may have spotted at Bauma but its ongoing test programme may prevent it. However it will bring along its latest Leo models including the 24 metre Leo24GT, 23 metre Leo23T and 31 metre Leo31T. All benefit from a new ultra-lightweight boom structure that incorporates high-strength steels to offer a lighter yet more rigid structure. The new T-Series range also introduces several new features, including the 'coming home' and 'memory functions' which store a number



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Teupen's Leo24GT

of working envelope positions in its memory and can return to them automatically in the most efficient manner. Another new feature is the ability to slew the machine while the outriggers are in the narrow position.

The Access Platform Company: Stand 403a

See *Russon Access*

Toucan: Stand 408/9

See *JLG*

Versalift: Stand 208

Vertikal Days has been chosen as the official launch for a new range of Versalift Euro 6 van mounted platforms for the UK market. The new models on the stand will include the 13.2 metre ETL36-F on a 3.5 tonne Ford Transit, the 14 metre ETL38-F on a 3.5 tonne Mercedes Sprinter and the 14.3 metre ETM38-F on an Iveco Daily50C15. The pick-up mounted LAT135-H launched at last year's Vertikal Days will return this year having gained on the job experience. Also on the stand will be the recently launched fully hydraulic, articulating telescopic platform mounted on a Morooka MST300VD tracked carrier. This new LAT-38-140-H Low Voltage has a working height of 14 metres, 6.3 metres of outreach and a 230kg platform capacity. And finally the innovative low profile 24 metre VTX240 truck mounted lift will be shown.



The Versalift 24 metre VTX240

Wienold Lift: Stand 306/7/504

Wienold material lifts will be on both the IAPS stand and the A-Plant stand.

See *IAPS Group and A-Plant / Eve*

Wumag: Stand 110/11

See *Skyking*

Xtreme: Stand 201/2

See *Snorkel*

Youngman: Stand 306/7

See *IAPS Group*

Cranes & Lifting

AGD Equipment: Stand 511/12

AGD distributes Sennebogen and Marchetti cranes in the UK and Ireland and will highlight two telescopic crawlers - the new 40 tonne Sennebogen 643 and the 25 tonne CW25.35 from Marchetti. Both machines introduce new ideas and features in an increasingly dynamic market sector. Also on the stand will be the 40 tonne Marchetti MTK 40 truck mounted crane on a commercial chassis. With its lower running costs this is hugely important in the highly competitive under 50 tonne rental market. The company will also be talking about its new support and repair capabilities including a new paint shop.



Marchetti's MTK 40 truck mount

Beemold: Stand 107c

Beemold will present the new Smartlift SL380 and SL608 outdoor glass handling robots. Both models are making their UK debut and are available in High Lifter versions with longer booms for increased outreach and a greater lifting height of more than four metres. Maximum capacity with extended boom is 608kg. As the new dealer for the UK and Ireland, Beemold will sell and rent the Smartlift machines and accessories.



See the range of Smartlift robots on the Beemold stand

Böcker: Stand 108/9

See *Kranlyft*

City Lifting: Stand 113

The London-based distributor for Comansa and Artic tower cranes is hoping to show at least some elements from the latest new Artic articulating tower crane. The reduced out of service radius is making the cranes so popular that lead times are long.

Cormidi: Stand 312

See *GGR*

Crowland Cranes: Stand 603

Crowland Cranes will display a new Grove RT540E-2 Rough Terrain crane equipped with the new Crane Control System (CCS). Also on the stand will be an industrial pick & carry crane from Italian manufacturer Ormig. Alongside the cranes there will be a selection of 'Power-Pads' outrigger mats and crane stowage systems for pads, timber, hook blocks and ancillary boxes all with a 'quick release' mechanism.



Manitowoc's new RT540E-2 will be on Crowland's stand

Effer: Stand 509

See *Martin Williams (Hull)*

Ferrari: Stand 206

See *Shawtrack Services*

FLG Services: Stand 504

FLG Services, a specialist division of A-Plant, supplies a wide range of lifting equipment, and will show new and innovative products such as the GML 800+, a new high capacity panel and glass lifter.

Galizia: Stand 312

See *GGR*

GGR: Stand 312

GGR will have a good selection of models from the Unic spider crane range on the stand, including the new Eco-376 which uses deep-cycle gel batteries which can also run continually when connected to an AC power supply. Also look for the new auxiliary winch for the Unic URW-095 and URW-295 models. Other products will include Galizia pick & carry cranes and glass handling equipment. The company also represents Cormidi mini cranes/platforms and Paus aluminium cranes and platforms.

Giraf Track: Stand 312

See *GGR*



The Unic URW-295 model from GGR.

Grove: Stand 604/5

See *Manitowoc*

Hird: Stand 211

Hird will display a range of Manitex Valla pick & carry cranes including the recently launched 12 tonne 120E. Also on display will be the new self-contained Winlet 350TH glass handling vacuum lifter designed for telehandler use. The company is also a distributor for 3B6/COBO, and will show the latest range of 3B6 load systems available for retro fit and supply for new cranes.



The Valla 12 tonne 120E pick & carry crane

Hitachi-Sumitomo: Stand 506

See *NRC Plant*

Hoefflon Compactkranen: Stand 107b

Hoefflon mini spider cranes have exhibited at Vertikal Days before, but this year the manufacturer has taken its own stand to show off its full range of new cranes. The C6 Compact Crane is the main attraction on the Hoefflon stand with a hoisting capacity greater than its own weight. It is also possible to remove the counterweight, making the machine lighter.



Hoefflon's C6 Compact Crane



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"Syrinx took care of everything from the data preparation through to implementation, staff training and on-going support. All our administration is now automated and Syrinx runs our business exactly the way we want it to." **Tim Proud**



"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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Wednesday 15th June 2016

Times	Meetings, Seminars & Workshops	Location
All day	InspHire - Customer 1-2-1s	Newton Stand - Café
11.30am	CPA - Stars of the Future	Haydock - Park Suite
All day	My Future My Choice	Newton Stand - Outside Area

Thursday 16th May 2016

Times	Meetings, Seminars & Workshops	Location
All day	InspHire - Customer 1-2-1s	Newton Stand - Café
11.00am	CPA - Apprenticeship Levy & Trailblazer Apprenticeships	Haydock - Leverhulme Suite 3, Tommy Whittle Stand
All day	My Future My Choice	Newton Stand - Outside Area

Exhibitor and brand listing

A-Plant/Eve	Stand 504	elebia	Stand MP19	Leguan	Stand 411a	ReachCraft	Stand 403a
A-Plant Training	Stand MP30	Eurogate International	Stand MP6	Liebherr	Stand 606/7	Reedyk	Stand 209
Ab PS Lyfttjänst Nostoplävelu	Stand 502b	Eve	Stand 504	Lifting Gear UK	Stand 611	Rivertek	Stand 501/2a
Access Industries	Stand 112	Falcon	Stand 402	Liftlux	Stand 408/9	Russon Access	Stand 403a
Access Sales International	Stand 401	Faraone	Stand 308	Link-Belt	Stand 506	Ruthmann	Stand 401
AD Astra Equipment Sales	Stand 401	Ferrari	Stand 206	Maeda	Stand 108/9	SafetyLiftinGear	Stand 400
Aerial & Handling Services	Stand 106a	FLG Services	Stand 504	Magna Tyres	Stand 212	Sanctuary Zone	Stand 106a
Aerial Work Platforms	Stand 403a	Galizia	Stand 312	Magnetek	Stand MP10/11	Sennebogen	Stand 511/12
Affordable Access	Stand 101b	Gantic Battery Chargers	Stand MP20/21	Magni	Stand 102b	Shawtrack Services	Stand 206
AGD Equipment	Stand 511/12	Gehl	Stand 205	Manitex	Stand 101a	Shield Batteries	Stand MP24
Ainscough Training Services	Stand MP29	Genie	Stand 608	Manitou	Stand 205	SKM Asset Finance	Stand MP15
Airo	Stand 106a	Genius	Stand 200a	Manitowoc Cranes	Stand 604/5	Sky Aces	Stand 110/11
AJ Access Platforms	Stand 203	George Taylor Lifting Gear	Stand 503b	Mantis	Stand 101b	Skyjack	Stand 412
Aldercote	Stand 306/7	GGR	Stand 312	Mantis Access	Stand 101b	Skyling	Stand 110/11
Alfa Access Services	Stand MP20/21	Giraf Track	Stand 312	Marchetti	Stand 511/12	Smartlift	Stand TS10
Alimak Hek	Stand 204	Glasboy	Stand 312	Martin Williams (Hull)	Stand 509	Snorkel	Stand 201/2
Almac	Stand 110/11	Gorbel	Stand MP17	MEC	Stand 304	Socage	Stand 407
Aluexbeams	Stand 502b	Grove	Stand 604/5	Mentor Training Solutions	Stand MP36	Spiderlift	Stand 300
APS	Stand 306/7	GSR	Stand 104	Michelin Tyres	Stand 210	Spierings	Stand 602
ATN	Stand 310	GT Lifting Solutions	Stand 102b	Mitas Tyres	Stand 505	Syrinx	Stand MP8
Avant Tecno	Stand 411a	GT Trax	Stand MP1	Modulift	Stand MP25	Tackle Store	Stand 400
Beemold	Stand 107c	Haulotte	Stand 207	Multitel Pagliero	Stand 112	Tadano UK	Stand 612/13
Beresford Flooring	Stand 507	Higher Concept Software	Stand MP8	Myerscough College	Stand MP9	TCA Lift	Stand 402
Big Astor	Stand 200a	Hinowa	Stand 305	My Future My Choice	Newton Stand	Terex Cranes	Stand 609/10
Bizzocchi	Stand 303	Hird	Stand 211	Niftylift	Stand 301/2	Terex Utilities	Stand 407
Bluelift	Stand 107a	Hitachi-Sumitomo	Stand 506	Nolim	Stand 510b	Teupen	Stand 309/9a
Böcker	Stand 108/9	HLS	Stand 107	NRC Plant	Stand 506	The Access Platform Company	Stand 403a
Bronto Skylift	Stand 100	Hoeflon Compactkranen	Stand 107b	Oil&Steel	Stand 101a	Thermoil	Stand 306/7
Carl Stahl Evita	Stand MP17	Holland Lift	Stand 203	Ommelift	Stand 306/7	Timbermat	Stand 313
Cautrac	Stand 208	Hugo	Stand 107a	Orlaco	Stand MP26	Tiresocks	Stand MP6
Central Platform Services	Stand 411a	HY-Brid Access Platforms	Stand 403b	Ormet	Stand 213	TMC Lifting Supplies	Stand 603
CGS Tyres	Stand 505	IAPS Group	Stand 306/7	Ormig	Stand 603	Top Service	Stand MP16
City Lifting	Stand 113	IMA	Stand 308	OTR Wheel Engineering	Stand MP13/14	Toucan	Stand 408/9
CLM Construction Supplies	Stand 404	Imer	Stand 407	Outrigger Pads	Stand 306/7	Towergate Insurance Brokers	Stand MP33
CMC	Stand 300	inspHire	Stand MP27	Palfinger Platforms	Stand 110/11	Trackunit	Stand MP34
Co.Me.T	Stand 101b	Interpump Hydraulics UK	Stand MP2	Paragon Bank Business Finance	Stand MP31	Traffco / Faymonville	Stand 106b
Collé Rental & Sales	Stand 102a	IPAF	Stand 112a	Paus	Stand 312	Trimble Lifting Solutions	Stand MP23
Cormidi	Stand 312	IPS	Stand 306/7	PB Liftechnik	Stand 403a	Trojan Batteries	Stand MP28
CPA	Stand 508	Isoli	Stand 306/7	Platform Basket	Stand 209	TVH UK	Stand 207
CPL	Stand 407	Iteco	Stand 407	Platinum Batteries	Stand MP28	UNIC	Stand 312
Cranes Today	Marketplace	Iveco	Stand 104/208	PM Group	Stand 101a	Universal Crane Mats	Stand 500
Cranesafe	Stand MP26	Jaama	Stand MP7	Potain	Stand 604/5	Valla	Stand 211
Crowland Cranes	Stand 603	JCB	Stand 406	Power Scissor	Stand 403a	Versalift	Stand 208
Crown Batteries	Stand MP24	Jekko	Stand 213	Power Towers	Stand 410	Vertikal Press	Marketplace
CTE	Stand 303	JLG	Stand 408/9	Power-Pads	Stand 603	Welex	Stand 503a
Cultor Tyres	Stand 505	John Taylor Crane Services	Stand 213	PPC Stars	Stand MP4	Welton Media	Stand MP39
Custom Brakes & Hydraulics	Stand 510a	Kato	Stand 501/2a	Probst Handling Equipment	Stand 200	Wenold Lift	Stand 306/7/504
Custom Equipment	Stand 403b	King Trailers	Stand 105	Promax Access	Stand 209	Winlet	Stand 211
Dingli	Stand 103	KNT Training	Stand MP5	PSR	Stand 306/7	Wumag	Stand 110/11
Dinolift	Stand 411	Kobelco	Stand 413/513	Ranger Equipment	Stand 300	Xtreme	Stand 201/2
Easylift	Stand 407/110	Kranlyft	Stand 108/9	Rayco-Wylie Systems	Stand MP3	Youngman	Stand 306/7
Effer	Stand 509	LEEA	Stand MP12	RB Components	Stand MP35	Zoomlion	Stand 603

Vertical days

10 YEARS 2016

Haydock Park June 15th - 16th 2016

KEY

- ACCESS
- CRANES
- TELEHANDLERS
- COMPONENTS/ELECTRONICS/OTHER

Wed. 10:00 to 17:30
Thur. 10:00 to 16:30



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**BBO/
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OFFICE**

**EXHIBITOR
PARKING**

**CATERING
PAVILION**

**Lunch
12.30-14.30**

Big Astor 200a 200 300

Bronto 100

PM Group 101a

Affordable Access 101b

Colle Rental/Sales 102a

GT Lifting 102b

Dingli 103

Traffco 106b

Aerial & Handling 106a

King Trailers 105

GSR 104

Snorkel 201/2

Niftylift 301/2

AJ Access 203

CTE 303

Alimak Hek 204

MEC 304

Manitou 205

Hinowa 305

Shawtrack 206

IAPS Group 306/7

Haulotte 207

Versalift 208

ASI 401

Rivertek 501/2a

TCA Lift 402

Aluexbeams 502b

Russon 403a

Welex 503a

Custom 403b

George Taylor 503b

CLM 404

A-Plant/Eve 504

TVH 405

Mitas 505

JCB 406

Ground-Guards 601

Spierings 602

Crowland Cranes 603

Manitowoc 604/5

Demo Area

Beemold 107c

Hoeflon 107b

HLS 107a

Kranlyft 108/9

Skyking 110/11

Multitel 112

IPAF

Faraone 308

Promax 209

Teupen 309/9a

Michelin 210

ATN 310

Hird 211

GGR 311/12

Magna Tyres 212

NRC 506

CPL 407

Alimats 507

CPA 508

Martin Williams Hull 509

Power Towers 410

Custom Brakes 510a

Nolim 510b

Dinolift 411

AGD 511/12

CPS 411a

Skyjack 412

Liebherr Demo Area

Liebherr 606/7

Genie 608

Terex 609/10

Lifting Gear 611

Tadano 612/13

- MARKETPLACE**
- Ainscough Training
 - Alfa Access Services
 - A-Plant Training
 - Bronto Skylift
 - Carl Stahl Evita
 - Cranesafe
 - Cranes Today
 - Elebia
 - Eurogate International
 - GT Trax
 - Higher Concept Software
 - inspHire
 - Interpump Hydraulics
 - Jaama
 - KNT Training
 - LEEA
 - Magnetek
 - Mentor Training
 - Modulift
 - Motion Software
 - Myerscough College
 - OTR Wheel Engineering
 - Paragon Bank Business Finance
 - Platinum Batteries
 - PPC Stars
 - Rayco-Wylie Systems
 - RB Components
 - Shield Batteries
 - SKM Asset Finance
 - Top Service
 - Trackunit
 - Trimble Lifting Solutions
 - Vertical Press
 - Welton Media

MARKETPLACE

City Lifting 113

JT Cranes 213

Timbermat 313

Kobelco 413/513

ENTRANCE

VISITOR PARKING



Jekko's new SPK60

Jekko: Stand 213

See John Taylor Crane Services

John Taylor Crane Services: Stand 213

John Taylor Cranes will launch the all-new Jekko SPK60 mini crawler crane with luffing telescopic jib and show the top of the line SPX1275 spider crane with pick & carry duties and luffing jib. A wide range of accessories on display are interchangeable across the range.

Kato: Stand 501/2a

See Rivertek

Kobelco: Stand 413/513

Making its second appearance at Vertikal Days, Kobelco will show two new crawler cranes - the 100 tonne CKE900G Mark II sold to Q-Plant, and 110 tonne CKE1100G sold to GH Johnson - both equipped with new EU Stage IV and US EPA Tier 4 Final engines and high efficiency engine management systems.



Kobelco's new crawler crane

Kranlyft: Stand 108/9

Kranlyft is exhibiting a full line of Maeda cranes alongside its Böcker aluminium cranes and furniture hoists. The new Böcker RK36-2400 tracked spider crane/platform will make its UK debut following its Bauma launch. This will also be the first chance in the UK to see the new top of the line

eight tonne Maeda MC-815 spider crane, launched at Bauma, and the six tonne Maeda CC1485S-1 mini crawler crane. The Böcker truck mounted range will be represented by the AK46-6000 and the AK37-4000 on a 7.5 tonne chassis.



Böcker's new RK36-2400 debuts on the Kranlyft stand

Liebherr: Stand 606/7

Liebherr highlights its new 250 tonne LTM 1250 5.1 All Terrain crane which it claims is the strongest five axle crane on the market. Also on display will be the new MK140 mobile self-erecting tower crane, the 40 tonne two axle LTM 1040-2.1, the three axle 60 tonne LTM 1060-3.1, four axle 90 tonne LTM 1090-4.1 and the new 160 tonne LTM 1160 5.2 on five axles. The upgraded city-type All Terrain crane - the LTC1050-3.1 - will also be on the stand. Most cranes on show will be equipped with the Variobase outrigger set up system, while the LTM 1160 and 1250 also feature the new VarioBallast system. A separate Liebherr Training booth will be staffed by experts who can advise on crane operator and vocational training courses.



Liebherr's new LTM 1250 5.1

Link-Belt: Stand 506

See NRC Plant

Maeda: Stand 108/9

See Kranlyft

Manitex: Stand 101a

See PM Group

Manitowoc: Stand 604/5

Manitowoc Cranes will display the new Potain HUP 32-27 which replaces the Igo 32 and Igo 36. The new Crane Control System (CCS) will be showcased with an MDT 109. Also on display is the new Grove GMK5150, the GMK6300L and the GMK3060.



Manitowoc's new Potain HUP 32-27

Mantis: Stand 101b

See Affordable Access

Marchetti: Stand 511/12

See AGD Equipment

NRC Plant: Stand 506

The new 125 tonne Link-Belt TCC1400 telescopic crawler crane is making its UK debut on the NRC stand. The new crane features a six section 59.5 metre boom topped by a three part bi-fold swingaway lattice extension system that takes the maximum tip height to 78.9 metres. Load charts are available for the crane working at up to four degrees off level. The TCC1400 features the latest Tier4 Final Cummins engine and a new 'auto idle' function that allows the operator to select ranges for improved fuel economy. NRC will also show the new six tonne Maeda CC1485 from its rental fleet and might just have a new Hitachi Sumitomo lattice crawler on the stand.



Link-Belt's new 125 tonne TCC1400 debuts on the NRC stand

Ormet: Stand 213

See John Taylor Crane Services

Ormig: Stand 603

See Crowland Cranes

Paus: Stand 312

See GGR

PM Group: Stand 101a

PM Group will show both PM loader cranes and Oil&Steel aerial work platforms. The PM53025 loader crane, mounted on an eight wheel MAN chassis, will be the main loader crane exhibit, alongside the 21 metre Oil&Steel



PM's loader crane range will be shown

Octopus 21 and 18 metre Octopus 18 spider lifts. The truck mounted lift range will be represented by the 21 metre Scorpion 21 and 20 metre Snake 2010 H.

Potain: Stand 604/5

See Manitowoc

Reedyk: Stand 209

See Promax Access

Rivertek: Stand 501/2a

First time exhibitor Rivertek will launch the new 20 tonne Kato CR200Ri City-type All Terrain/ Rough Terrain crane alongside other models in its new CityRange. Vertikal Days provides the first opportunity for customers to see the new Kato cranes, which include the 13 tonne CR-130Ri and 35 tonne CR-350Ri.

Features include outrigger length sensors, hydraulic luffing extension and jibs. The CR-130Ri and CR-350Ri use Mitsubishi power units while the CR-200Ri uses Cummins.



The new CR-130Ri from Rivertek

Spierings' new 4-axle SK597-AT4



Sennebogen: Stand 511/12

See AGD Equipment

Smartlift: Stand TS10

See Beemold

Spierings: Stand 602

Spierings will present the new four axle SK597-AT4 mobile self-erecting tower crane which boasts a 48 metre jib that can handle 1,700kg at the tip and lift a maximum load of 7,000kg. The crane has a maximum hook height of 58.1 metres with the jib luffed to 45 degrees. The crane is equipped with a Euro 6 engine, new chassis cab interior and disc brakes all round. Spierings will also show the new SK1265-AT6 with Euro 6 engine.

Tadano UK: Stand 612/13

The star of the stand will be the 220 tonne ATF 220G-5 making its UK debut with Euromot 4 diesel power, new cab and extra UK counterweight configuration which allows 19 tonnes to be carried on the road. The unit on the stand will be in Hewden colours and will demonstrate the optional 21 metre telescopic luffing jib - the first in the UK - and well worth a look. Other cranes include the 130 tonne ATF 130G-5 with new cab, the 50 tonne ATF 50G-3 with 40 metre full power boom and the 70 tonne ATF 70G-4 - the only 70 tonner on the market with twin engines. Finally, there is the popular 100 tonne ATF 100G-4 which can carry all of its ballast within STGO category C regulations.



Tadano's new 220G-5 with telescopic luffing jib.



See the unique Tadano telescopic luffing jib

Terex Cranes: Stand 609/10

The big story on the Terex Cranes stand will be the re-introduction of the Demag mobile crane brand. New models that were recently unveiled at Bauma will be the centre of attraction including the five axle 130 tonne AC130-5.



The new Demag AC130-5

UNIC: Stand 312

See GGR

Valla: Stand 211

See Hird

Zoomlion: Stand 603

See Crowland Cranes

Other Exhibitors - Software, Service, Safety, Training, Electronics & Components etc...

A-Plant Training: Stand MP30

A-Plant Training offers a range of training courses from over 25 training centres or at customer premises/on site. It also provides training tailored to individual needs.

Ab PS Lyfttjänst Nostoplavelu: Stand 502b

See Aluexbeams

Ainscough Training Services: Stand MP29

Ainscough Training Services specialises in training and NVQs for Appointed Person, Crane Supervisor, Slinger Signaller and Mobile Crane Operator certification. It provides a one stop service for information, advice, guidance, training and competency assessment.

Aluexbeams: Stand 502b

New exhibitor Aluexbeams from Finland will show its innovative lightweight all-in-one



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Aluexbeams will bring its lightweight folding lifting beam

folding out cruciform spreader/lifting beams. The new 10 tonne Aluex 10 weighs just 45kg and has a span of 3.5 metres. The smaller Aluex 5 also has a 3.5 metre square span but weighs just 35kg.

Beresford Flooring: Stand 507

Beresford Flooring will launch Hook Buddy at Vertikal Days, a new clip to help strap down loads more easily. It will show its original outrigger load spreader system - Alimats, alongside other products from its range that includes a modular airbag system, trailer bags and a range of plastic shims in the 'Stacker Packers' range.

Carl Stahl Evita: Stand MP17

This will be an interesting stand to visit to see the Tecnomagnete's MaxX lifting magnet range which can handle loads from 125kg to 2,000kg. Also ask about the new G-Force (R) intelligent balancer from Gorbelt which allows the effortless manual lifting and manoeuvring of loads with accuracy and speed. The company will also talk about its latest training courses such as lifting equipment and wire rope inspection.



The MaxX range of lifting magnets

CGS Tyres: Stand 505

See Mitas Tyres

CPA: Stand 508

As well as helping members with issues on employee health and safety, machinery standards and emission controls, the Construction Plant-hire Association will host the Stars of the Future apprentice awards on the first day of the event, hosted by BTCC racing driver Nicolas Hamilton. The CPA will also hold a seminar covering the Apprenticeship Levy and Trailblazer Apprenticeships on Thursday morning.



Nicolas Hamilton will present the Stars of the Future Awards

Cranes Today: Marketplace

The oldest English language crane magazine will have the latest issues on display in the Marketplace and entrance.

Cranesafe: Stand MP26

Crane safety specialist Cranesafe distributes SMIE tower crane anti-collision and crane management systems along with Orlaco boom tip cameras and other products in the UK and Ireland. The company will demonstrate the latest generation anti-collision system, along with anemometers and aircraft warning lights.



Cranesafe's latest anti-collision system will prove a useful tool.

Crown Batteries: Stand MP24

See Shield Batteries

Cultor Tyres: Stand 505

See Mitas Tyres

Custom Brakes & Hydraulics: Stand 510a

Custom Brakes & Hydraulics brings products from its mobile crane

range including mobile crane brake shoes for the Kessler axle and the full range of OEM specification drilling pattern versions of brake linings for the 410mm and 500mm type brake. Custom Brakes & Hydraulics also supplies brake drums for mobile cranes, knott brake expanders, Wabco brake expanders, brake expander repair kits and mobile crane brake shoe springs.

elebia: Stand MP19

elebia is presenting its award-winning remote auto hook and is exhibiting its latest developments including a new auto hook model. elebia is able to engage and release loads remotely using a failsafe design that makes it physically impossible to drop the load during operations.



elebia will show its range of auto hooks

Eurogate International:

Stand MP6

First time exhibitor Eurogate will exhibit its TireSocks - the leading producer of tyre covers to protect floors from costly tyre marks and contamination. It also has a range of 'machine diapers' that attach to an aerial lift or other machine to collect any oil or fuel leaks. Finally its latest new product is a special all machine cover for aerial lifts that hides and protects them



Eurogate International's TireSocks for true non-marking.

when they are left in an area open to the public - such as the corner of a shopping mall or airport etc.

Eve: Stand 504

Eve is a specialist division of A-Plant and will show a range of its fencing and ground protection equipment, including its new heavy duty Emtak mats.

Faymonville: Stand 106b

See Traffco

Gantic Battery Chargers:

Stand MP20/21

See Alfa Access Services

George Taylor Lifting Gear:

Stand 503b

New exhibitor George Taylor Lifting Gear has an extensive range of lifting gear products to show, including chains and fittings, hoisting and material handling equipment, shackles, polyester slings, lashing and theatre rigging equipment, wire rope fittings, lifting eyes and accessories, rigging screws and turnbuckles, stainless steel equipment and a wide range of height safety products. It will also present its Kratos Safety range, as well as a new range of hydraulic equipment from Tecpos - Technology Power Systems.



George Taylor lifting gear products.

Glasboy: Stand 312

See GGR

Ground-Guards: Stand 601

Ground-Guards will launch the MaxiTrack - the world's most heavy duty, man-handleable trackway system - which can support loads up to 130 tonnes.

Gorbelt: Stand MP17

See Carl Stahl Evita

GT Trax: Stand MP1

GT Trax is a UK supplier of plastic outrigger pads and ground protection mats to the construction industry. The company will display the extensive range of HMPE plastic outrigger pads and temporary ground protection mats. GT Trax products are available for hire or purchase and a full delivery and installation service is provided nationwide. Go to the stand to discover how GT Trax can support and move your access machinery safely and efficiently.

Hems: Entrance Marquee Heavy Equipment Model Show (HEMS) will have a collection of

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LE031T

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14.7m outreach at 250kg

LE035T

35.0m working height
14.7m outreach at 250kg

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scale models, including cranes, heavy haulage and construction equipment on display.

Higher Concept Software: Stand MP8

Suppliers of the innovative Syrinx Hire Management solution, Higher Concept Software has presented its products and services at Vertikal Days since the event began. Offering invaluable support to rental companies, specialist modules include maintenance, procurement, staff management, electronic invoicing and CRM.

inspHire: Stand MP27

inspHire will demonstrate how to increase productivity and efficiency with its leading hire management software for the access and lifting industry, and will be showcasing new features available on inspHire mobile, CRM on Mobile and Business Intelligence Dashboards.

Interpump Hydraulics UK: Stand MP2

Returning after a successful debut at Vertikal Days last year, Interpump Hydraulics UK offers a wide range of hydraulic and mechanical components, including power take-offs, hydraulic pumps, directional control valves, split shafts and power packs. The company also supports a range of brands including Hydrocar, Muncie, Galtech, Hydroven, Panni and IMM.

IPAF: Stand 112a

With more than a third of all aerial lift accidents occurring during delivery and collection, IPAF turns its attention to delivery drivers and how to keep them safe. On the stand it will demonstrate safe loading and unloading practices, highlighting the pitfalls to avoid. The association will also co-host the

exhibitor cocktail reception, prior to the main networking event on Wednesday evening.

IPS: Stand 306/7

See *IAPS Group*

Iveco: Stand 104/208

See *GSR/Versalift*

Jaama: Stand MP7

Management software firm Jaama will showcase its Key2 Hire Management, a totally integrated solution for a single user or multi-site rental company. The company says that it can help control costs, improve asset utilisation, ensure legislative compliance and increase profitability by making costs and income transparent.

King Trailers: Stand 105

King Trailers is the UK's largest manufacturer of heavy trailers for abnormal loads up to 150 tonnes. It will display a range of trailers from the most popular GTS44 to an MTSE65.

KNT Training: Stand MP5

Specialists in Health and Safety Training, KNT provides courses that include IPAF/PASMA, Fork Lift Truck Accredited, Manual Handling, Abrasive Wheels, Plant Machinery, First Aid and UKATA Asbestos Awareness. It will hold a raffle with prizes such as bottles of wine and chocolates, with all proceeds going to the Help for Heroes Charity.

LEEA: Stand MP12

The UK-based Lifting Equipment Engineers Association (LEEA) is the leading representative body for the overhead lifting sector and will be on hand to provide information on its range of training services, with access to expert advice, publications and significant networking and marketing

opportunities.

Lifting Gear UK: Stand 611

Lifting Gear UK is a complete lifting and handling equipment specialist working throughout the UK and internationally. It specialises in full contract lifting and the design, development and fabrication control of lifting appliances. It provides a wide range of lifting gear from leading manufacturers for hire or sale, as well as offering a repair service, bespoke fabrication and modification.

Magna Tyres: Stand 212

Magna Tyres will show its new MA03+ mobile crane tyre, which it says combines good off road performance with smoother road travel and less vibration from an improved irregular wear pattern. It will also show its original MA03 which is ideal for tough off road work, thanks to its aggressive self-cleaning tread design.



Magna's new MA03+.

Magnetek:

Stand MP10/11

Magnetek will display its range of innovative, cost-effective wireless controls, complete with plug-and-play hydraulic interface controls. Designed to customer specifications, they can reduce internal engineering and manufacturing costs, improving time to market and enhancing equipment performance.

Martin Williams (Hull):

Stand 509

New exhibitor Martin Williams (Hull) distributes Effer cranes and will show an Effer 955 CroSstab 8s + 6s crane with an eight extension second boom and six extension jib. It is rear mounted on a MAN chassis with Vstab front stabilisers. This is the first crane of this configuration using Vstab stabilisers to the front and CroSstab to the rear. Alongside this will be an Effer 685 6s front mounted on a Volvo chassis with a plant body, plus an Effer 685 6s Vstab on a Scania 6x2 tractor unit.

Mentor Training Solutions:

Stand MP36

Mentor is a national provider of operator training courses for lifting and access equipment. Fully accredited by IPAF, PASMA, ALLMI

An example of the training provided by Mentor



and LEEA, the courses are delivered on customer premises or at one of its fully-equipped training centres. It will be promoting its latest PASMA tower course and its new training centre in Misterton.

Michelin Tyres: Stand 210

Michelin Tyres will highlight its Michelin X Crane+ tyre, which has been specifically designed to accommodate the higher speeds possibly in continental Europe and the higher loads permitted in the UK. It claims to be the coolest-running and most fuel-efficient crane tyre on the market.



Michelin X Crane+ tyre.

IPAF's loading and unloading exhibit

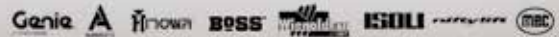


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See the spreader beams from Modulift in the Marketplace

Mitas Tyres: Stand 505

Mitas Tyres will be at Vertikal Days to focus on fleet customers for its UK tyre replacement service along with manufacturing customers. The UK subsidiary operates from Kings Lynn, Norfolk and stocks a full range of cross-ply and radial tyres for agricultural, industrial, earthmover, crane and forklift markets.

Modulift: Stand MP25

First time exhibitor Modulift will show its range of spreader beams, lifting beams, spreader frames and other below the hook heavy lifting equipment. The company concentrates on off-the-shelf and custom solutions, along with a complete lift engineering service, which aims to help solve lifting problems, advise on rig planning as well as designing and manufacturing custom lifting equipment.

Motion Software: Stand MP18

Working in the compliance and inspection industry, Motion Software will bring its inspection hardware and software to Vertikal Days.

Myerscough College:

Stand MP9

Myerscough College specialises in education and training of 20 different subjects and includes a specialist engineering facility that delivers a wide range of specialist industry and short course training. It also delivers apprenticeships in Construction Plant Maintenance to crane and access rental companies across the country.

My Future My Choice:

Newton Stand

My Future My Choice works with school children to show them the possibilities of a career in

engineering. It will be set up in the Newton Stand where local school children will work with Liebherr apprentices in a competition to build miniature cranes, exploring the principles of pneumatics, hydraulics, gears and pulleys. As part of the workshop it will take the children on a guided tour of the show on each afternoon.

Nolim: Stand 510b

Nolim is one of the largest European suppliers of outrigger pads and road mats and it also supplies stowage for outrigger pads, slide-on outrigger shoes and Containershield. All Nolim plates are made of HMPE 500 regenerate - a strong yet lightweight plastic of high quality that doesn't absorb moisture and won't break or splinter - which withstand diesel oil and most chemicals.



Nolim will display its range of outrigger pads

Orlaco: Stand MP26

See Cranesafe

OTR Wheel Engineering:

Stand MP13/14

OTR will show its product range for aerial work platforms, including scissor lift wheels, foam fill/sealant, tyres and non-marking options. New for this year, OTR will show wheels and tyres for telehandlers and

aluminium wheels for mobile cranes. There will be special offers available at the stand in the Marketplace.

Outrigger Pads: Stand 306/7

See IAPS Group

Paragon Bank Business

Finance: Stand MP31

The in-house team at Paragon Bank Business Finance specialises in delivering financial solutions ranging from straightforward short-term loans to comprehensive funding packages for public and private limited companies, partnerships and sole traders. It also has the expertise to deliver bespoke funding for a wide range of market sectors including cranes and access equipment.

Platinum Batteries: Stand MP28

Platinum Batteries is the master distributor for Trojan Batteries in the UK. It carries a large inventory with no minimum order quantity or value. The company will also promote its fully legally compliant scrap battery scheme which swaps your scrap batteries for new ones.



Power-Pads: Stand 603

See Crowland Cranes

PPC Stars: Stand MP4

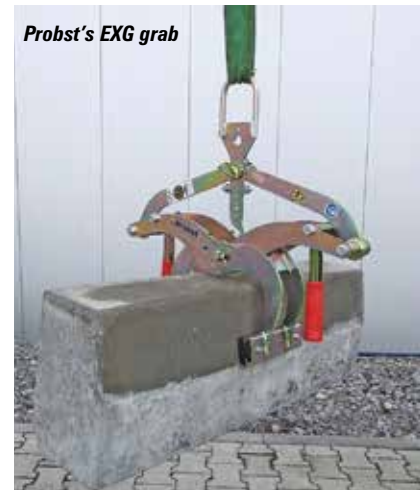
PPC Stars offers a bespoke online

service for businesses, managing Google Adwords and Search Engine Optimisation, as well as social media management, plus advertising on Bing and Facebook campaigns. It is both a Google partner and a Bing accredited partner.

Probst Handling Equipment:

Stand 200

Probst will display existing and new products including its tried and trusted grab and pallet forks. New products include the gully pot lifter - designed in conjunction with S.B.C - and the kerb grab EXG-MAXI, with its increased capacity and gripping range. Its range of items include vacuum systems, mechanical grabs, and hydraulic grabs.



Probst's EXG grab

PSR: Stand 306/7

See IAPS Group

Rayco-Wylie Systems:

Stand MP3

Safety systems and sensors manufacturer Rayco-Wylie Systems will display its i4500 Series of Rated Capacity Indicators. Designed to accommodate all types of cranes, they offer an improved





integration within the crane and offer the capacity to monitor boom sequencing, outrigger monitoring, range limiting and wind speeds. They are available with a choice of 4.3, 7 or 10 inch full colour displays. The R180 Wireless Wind Speed Indicator will also be on display which measures and clearly indicates the wind speed to the crane operator. Finally, the R147 Wireless Anti-Two Block is designed to fit on most crane types and warns the operator of an impending two-block situation with an audio/visual alarm when the hook reaches the maximum safe height to the boom tip.

Aluminium Gantries. New services include specialist rental and online certification, whilst other services include specialist hire, repair, inspection and testing.

Sanctuary Zone: Stand 106a

See *Aerial & Handling Services*

Shawtrack Services: Stand 206

Shawtrack designs, manufactures and installs bespoke commercial vehicle bodies from 3.5 to 32 tonnes. The stand will showcase its latest design features on two new delivery vehicles. It will also highlight its recent purchase of a water-jet cutter allowing it to make an entire vehicle body kit in one go. The company will also launch its new partnership with Ferrari loader cranes.



Shield Batteries: Stand MP24

Shield Batteries is the UK importer for Crown deep cycle batteries which are proving increasingly popular with aerial lift manufacturers and fleet owners. The company has invested heavily in deep cycle battery development adding features such as thicker plates, more headroom for electrolyte and built-in Pro Eye level monitors. Shield has been targeting the replacement market for aerial lifts for several years and will be talking about the benefits of its service.

SKM Asset Finance:

Stand MP15

New exhibitor SKM Asset Finance will be available throughout the show to discuss tailored asset finance solutions as well as providing information on other financial products, including refinance, business loans and invoice finance. It also offers bespoke vendor schemes for manufacturers and dealers.

Syrinx: Stand MP8

See *Higher Concept Software*

Tackle Store: Stand 400

See *SafetyLiftinGear*



The Rayco-Wylie i4500 Rated Capacity Indicators are proving useful for cranes.

RB Components: Stand MP35

On the RB Components stand you will find the whole range of platform joysticks and also a large stock of complete control boxes, switches, function decals, security decals, electrical appliances, wheels, etc.

SafetyLiftinGear: Stand 400

SafetyLiftinGear is single source supplier of lifting equipment, materials handling, load restraint, height safety and confined space products, with locations in England and Wales. It will have its new fall protection equipment on show, plus a waterproof/windproof jacket harness which features quick release buckles. Lifting equipment includes the Elephant ultra-lightweight 200kg single phase electric hoists and Easy-Rig



See the range of lifting equipment from SafetyLiftinGear, including the aluminium gantry.

TVH

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Visitors to the TVH stand will have the chance to win this children's electric Mini.

Thermoil: Stand 306/7

See IAPS Group

Timbermat: Stand 313

The specialist supplier of heavy mats for crawler cranes, temporary roadways and specialist outrigger mats will be at Vertikal Days.

Tiresocks: Stand MP6

See Eurogate International

TMC Lifting Supplies: Stand 603

See Crowland Cranes

Top Service: Stand MP16

Credit information provider specialist Top Service operates the most extensive credit checking and collection support system in the construction and equipment related industries. Stop by its stand for a demonstration, or if you have any questions on credit information, company and director monitoring, chasing letters, debt recovery, pre-litigation and all services relating to credit control.

Towergate Insurance Brokers: Stand MP33

Towergate is an insurance broker that specialises in the construction

sector. As a CPA member it insures a vast number of the mobile crane rental companies in the UK and will be at the show to speak with new and existing clients.

Trackunit: Stand MP34

Trackunit is promoting its Dual ID, which can retain an infinite number of PIN codes/Smart Cards, and is principally designed for the access market for monitoring and controlling equipment and operators. Pin codes or Smart Cards can be entered either remotely or locally and will log a date and time every time a code or card is entered.

Traffco: Stand 106b

As sole UK supplier for the Faymonville brand of specialist trailers, Traffco will be making its first appearance at Vertikal Days and will be exhibiting a six axle crane ballast trailer from its CargoMAX range.

Trimble Lifting Solutions: Stand MP23

Trimble Lifting Solutions - formerly known as Load Systems International - is a manufacturer of wireless and cable-based technology for crane and lifting applications. Wireless safe load indicators include load cells, anemometers and angle sensors. On display will be two newly released products, the MBR Series Displays and the 8510 RC/LMI System. The MBR Series Displays are used for quick, handheld or cab-mounted wireless crane monitoring, whilst the 8510 RC/LMI system allows the operator to view critical operational parameters at-a-glance such as engine, transmission, outriggers and load geometry data using a full-colour display.

Trojan Batteries: Stand MP28

See Platinum Batteries



TVH UK parts.

TVH UK: Stand 405

TVH offers a wide range of replacement parts for aerial work platforms and telescopic handlers including safety equipment, ground support plates, anti-theft systems and liftCam among many other products suitable for all major lifting companies. TVH has been active in the UK for more than 25 years, and carries over 70,000 stock items. The company is also the co-sponsor for the evening cocktail party on Wednesday evening, and will also be hosting a competition to win a children's Mini.

Universal Crane Mats: Stand 500

Universal Crane Mats, the independent supplier of outrigger mats and spreader systems for cranes and other heavy equipment, will exhibit a wide range of load spread products including the UniMat modular aluminium system. This year's Vertikal Days will see the launch of the all-new UniMat wheel levelling system incorporating its UniMat aluminium modules and extreme high density foam ramps. Aimed primarily at the platform market to promote level machine setup, the system also facilitates

ease of access onto heavy duty load spread mats for rubber tracked spider chassis platforms and cranes.

Vertikal Press: Marketplace International specialist publisher and provider of information on the lifting industry, the company is responsible for Cranes & Access and Kran & Bühne magazines, the online news service and information database Vertikal.net, and is also the organiser of Vertikal Days and other events.

Welex: Stand 503a

Welex will display its range of timber and composite mats for crawler cranes and all sizes of outriggers for both cranes and platforms, as well as for heavy duty temporary trackways.

Welton Media: Stand MP39

Welton Media specialises in using video to promote construction companies, through product demonstrations, site inductions and staff training, with a focus on health and safety. Ask Welton to see how it can assist in brand awareness design and improving your company website look and performance.

Winlet: Stand 211

See Hird

See Trimble's MBR range for crane and lifting applications



See the UniMat pads on stand 500



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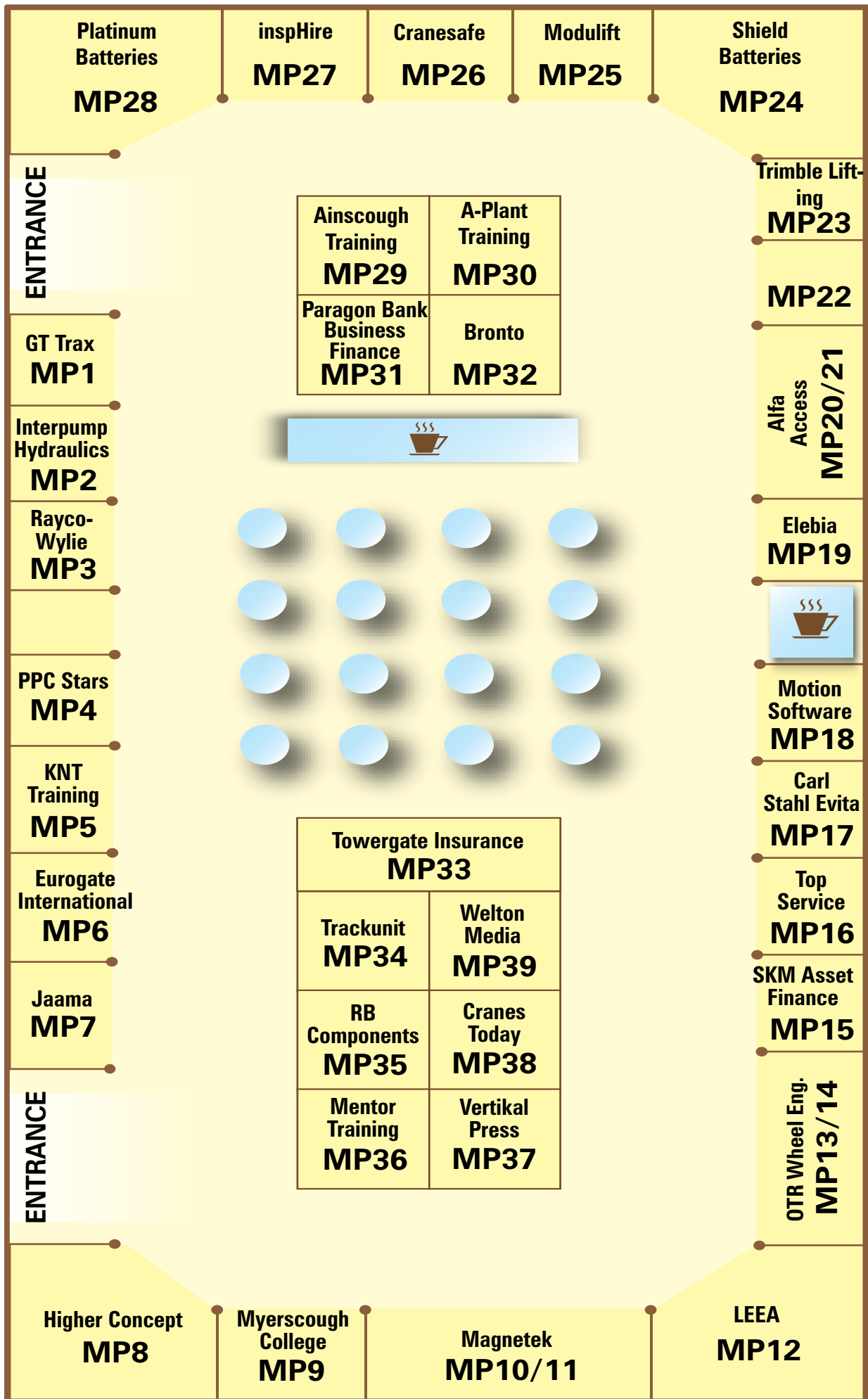


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It goes without saying that wheels and tyres are an essential part of any piece of mobile equipment, unless of course they are tracked. However when it comes to aerial work platforms, with their wide variety of types and sizes and the equally wide range of applications - indoor non-marking, outdoor, rough terrain, rough terrain non-marking, foam/poly fill, solid etc - there are literally thousands of types and variations. Mark Darwin visited OTR Wheel Engineering near Ilkeston, Derbyshire, in the UK and spoke to managing director Gavin Morrison about the industry and what to look for when choosing a wheels and tyres for access platforms.

OTR Wheel Engineering is a division of US-based OTR Group which boasts annual revenues of around \$300 million. One of the main market sectors that it covers is construction with a focus on aerial work platforms and the agricultural sector.

Company founder Fred Taylor started with a small wheel shop in Rome, Georgia, USA in 1987, manufacturing and distributing wheels and components to customers in the South East. He secured his first major customer in 1995, and began approaching the large aerial lift manufacturers with the concept of purchasing

wheels and tyres, assembling and delivering them the finished product along 'just-in-time' manufacturing principles. This helped the manufacturers reduce material carrying costs, while outsourcing a fiddly process. As customers such as Genie and JLG came on-board, he realised there was an opportunity to become a complete one stop shop, in terms of supplying wheels, tyres and foam fill.

The concept moved up a notch when Taylor started designing tyres and rims specifically for the aerial lift market. He introduced the square edge low profile Outrigger tyres which provide better stability,



Boom lift tyres have to cope with a wide variety of ground conditions



A Niftylift boom with non-marking tread on top of a standard black carcass



performance and safety while reducing the amount of poly-fill required and thus reducing weight. As the company expanded and needed more resources, Taylor partnered with a tyre manufacturer, spinning off that part of the business into a new company called Blackstone OTR.

Types of wheels and tyres

Different types of equipment require specific wheel and tyre combinations, almost all slab scissor lifts for example, use solid polyurethane or rubber tyres on steel wheels. For booms and telehandlers it is pneumatic with foam/poly fill a legal requirement on lifts in Europe. Self-propelled booms have to cope with a range of wheel loadings as the boom extends and slews - far different than for most other construction equipment. Solid foam filled tyres on larger machines create massive point loadings, particularly with traditional tyres. By designing a tyre specifically for work platforms with a flat square profile, the maximum tyre area is in contact with the ground, spreading the load over a wider area. They also mean that the fulcrum point for stability calculations is the edge of the tyre, rather than the centre, providing greater stability. Today OTR supplies Snorkel, Niftylift, Dinolift, ELS Makine, PB Lifttechnik, Manitou,

Skyjack, Haulotte and MEC.

"Tyre companies only want to sell tyres, and wheel companies only want to sell wheels," says Morrison, "whereas we provide the complete service and on a just-in-time basis."

Because of the critical aspect of just in time delivery, the company tends to locate facilities on site - if possible - or if not within 30 minutes of its major customers. In the UK it is based in Ilkeston, while the rest of Europe is covered from a location in Belgium, two in Italy and one in the Czech Republic. It also has a new wheel factory in Sri Lanka and three in China. However it is strongest in the USA with three manufacturing facilities and more than 20 distribution centres in North America.

"The aerial lift wheel and tyre side of the business is the largest sector of the company's sales but we are also expanding by applying the low profile tyre concept to other sectors such as telehandlers, supplying Terex and JLG, which use our Lightning low profile tyre for improved stability and safety. When an OEM approaches us with an idea for a new machine with higher loadings and forces etc....we look at existing wheel/tyre combinations to determine if a new design is needed or not," he said. "If they plan a bigger machine with higher

loadings etc we strive to produce the best solution. One example of this is our relationship with Genie. Over the years its booms have increased from 100ft to 125ft, to 135ft and now 180ft, and each time we needed to design a product that could handle the higher loadings. On the SX180 we considered one-piece or multi-piece wheels, different ply ratings and looked at pneumatic versus solid tyres. The expanding X type chassis also places different demands on the tyre, because of the enormous side loadings when it opens or closes particularly while stationary rather than on the move, creating a whole new set of challenges. At the design and concept stage we carry out 3D modelling & FEA finite element analysis. The modelling allows us to investigate FMEA (Failure Mode Effect and Analysis) and then we follow with samples, extensive testing and approval."

"Another example is when JLG asked us to find a tyre that could handle the fine sandy conditions ('sugar sand') found in Florida. This resulted in the Sand Master tread pattern which is designed not to dig into the sand. The tyre has proven to be very successful."

Types of tyres

OTR claims to be the first company to use its patented, non-marking capping process which involves taking a standard tyre carcass, and applying a non-marking compound on top. This means the same basic tyre is made, whatever the application but then has the specific tread pattern applied. The trend in Europe is towards non-marking rough terrain tyres for booms led by Germany, but now growing in other markets. This is partly driven by contractors putting floors in first and then building the structure, but also by the growth of the electric and hybrid booms, which can work inside as well as

out on rough terrain. An alternative to non-marking are tyre covers, widely used in North America, and becoming increasingly popular in Europe, to the point where US manufacturer TireSocks will be on display at Vertikal Days for the first time this year.

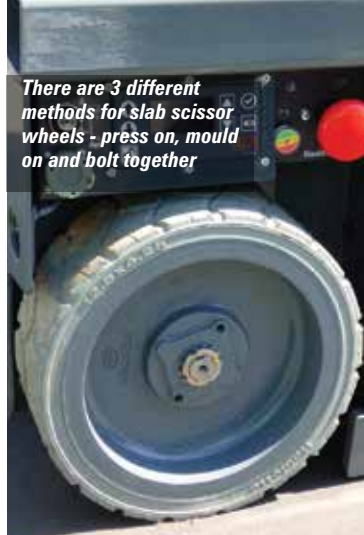
Flat proofing options

Off road tyres by their very nature operate in challenging environments, resulting in punctures on pneumatic tyres, a major inconvenience on site. Flat proofing is a financial decision that depends on the equipment, application, operating conditions, loads and speeds etc. Options for pneumatic tyres include sealants, polyurethane foam fills and liners as well as special rubber compounds, steel belts in the tread face, bead locks for safety, run-flats inserted in the tyre and continuous tyre inflation systems.

"The cost of foam fill may be £50 a tyre, less than the cost of a single tyre repair. It is however difficult to sell this to rental companies as they tend to recharge the customer for a tyre repair call-out," says Morrison.

Sealant can be inserted at any time in the life of the tyre whereas the liner has to be inserted at the factory. Foam fill is a two-part polyurethane which when mixed transforms from liquid to solid, taking three days to cure. The sealant liquid can be pumped in through the tyre valve and on a small tyre this may be less than a litre while a big tyre may take five to 10 litres. If there is a puncture, Kevlar fibres in the liquid which is being forced out by the pressure inside the tyre, interlock and plug the hole. The problem is when you hit a stone and break the seal, the plug can drop out and then form again. If this repeats too often you may lose all the liquid, depending on the size of the hole.

The polyurethane liner has a texture like marzipan and forms about a 10mm thick barrier across the tread and self-seals around the object - nail or rebar etc. If the object is pulled out it plugs the hole as well. Conventional non-pneumatic tyres include pressed-on wheels, moulded tyres, airless and semi-pneumatic tyres. Each method for flat-proofing comes with a trade-off or performance compromise as well as financial considerations.



There are 3 different methods for slab scissor wheels - press on, mould on and bolt together



A Haulotte HLA 16 PX with Garden Master tyres



OTR supplies companies including Scorkel, Niftylift, Dinolift, Manitou and Haulotte



A large Holland Lift scissor using aperture tyres

Another option is solid tyres and more recently aperture tyres with a network of openings through the tyre wall to try to emulate the cushioning effect of a pneumatic tyre while eliminating punctures.

Retreads - service exchange

Rather than offering a re-tread service, OTR offers a service exchange programme sending out a replacement foam filled wheel and tyre assembly or set which then just needs to be fitted to the machine. The old wheels are taken back, and if not too damaged refurbished to an 'as new' standard, ready for the next call out.

Scissor lift wheels

There are several different ways of making wheels for slab scissor lifts - press-on, mould-on and back-to-back bolt together. The press-on, where the tyre is pressed onto a steel band, while mould-on tyres are wrapped, put into a mould and the tyre bonded/cured on. Wheels can also be refurbished by replacing the worn surface with a new material although OTR does offer this option nor recommend it.



Solidboss aperture tyre

Green Carbon

Fred Taylor is also president of a recycling company Green Carbon, and has found a way of breaking down the tyres into carbon black, oil and steel. He formed a research and development team to devise a process that takes whole tyres - even large earthmoving tyres - and automatically separates them into the three main useable constituent parts, carbon black, oil and steel.

The carbon black can be blended for manufacturing new tyres and other applications, the oil is a biofuel and can be reused and the steel is recycled while the process captures all the polluting gases emitted from burning tyres. Businesses are now responsible for the life cycle of their products from creation to disposal and the carbon footprint they create. Green Carbon helps generate carbon credits that can be used to offset carbon footprints.



An alternative to non-marking are tyre covers, widely used in North America, and becoming increasingly popular in Europe



A selection of OTR products



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Wheel refurbishment

Rather than purchasing a new solid wheel, it is possible to refurbish by replacing the polyurethane coating. Several companies offer this including TVH in Belgium and QW Wheels in the UK. The Gloucester based company has 40 years experience in the polyurethane industry. Its four stage refurbishment programme is a development of its industrial wheel re-bonding process.

But why polyurethane? Well QW says that it has many advantages over a standard rubber coating, with superior abrasion and tear resistance, resulting in less damage, with good non-marking qualities and is available in a range of colours.

After the old wheels arrive at the QW factory, they are checked for defects and then stripped of the old rubber. The bare wheels are then checked again for defects before being cleaned and power coated in the original colour. The wheel centres are then sent to be re-coated in fresh polymer in the required tread pattern. After the wheels have been coated and cured they are trimmed to the final product size and undergo a final inspection before being delivered back to the customer.



Rather than purchasing a new solid wheel, it is possible to refurbish by replacing the polyurethane coating. Here are some from QW Wheels

New Mitas CR-02 crane tyre

Mitas has launched the new 445/95R25 CR-02 tyre designed for mobile cranes, featuring a new tread design that extends the current CR-01 range. The company says that the CR-02 has improved operating efficiency thanks to a lighter construction.

It is also possible to mount CR-02 tyres on a one-piece rim adding to the weight saving. The tyre is designed for speeds of up to 85kph and has a symmetrical tread pattern, which can be re-treaded. It also meets the requirements for winter conditions and works well in mud.

Mitas offers three sizes - 525/80R25, 445/95R25 and 385/95R25 - of the CR-01 crane tyres which are used by manufacturers such as Liebherr and Manitowoc. Mitas claims a six percent lower rolling resistance in comparison to standard mobile crane tyres - thanks to its all-steel construction - providing improved fuel efficiency.



Mitas CR-02 is designed for speeds up to 85km per hour.

Magna MA03+

Magna Tyres has also launched a new All Terrain crane tyre - the MA03+ to join the existing MA03.

Magna says the new tyre is optimised for long distance travel and offers greater fuel efficiency, while and operator comfort due to the new improved, irregular wear pattern, while a special compound



Magna Tyres has also launched a new All Terrain crane tyre - the MA03+.



Emerson Crane Hire in the UK and German rental company Bruns Schwerlast are just two rental companies using the MA03+

offers longer tyre life and shorter breaking distances. The radial tyre is available in the most requested sizes of 385/95R25, 445/95R25 and 525/80R25.

Several crane rental companies are already using the Magna MA03

including Emerson Crane Hire in the UK and German rental company Bruns Schwerlast. Emerson says that over the past few years it has used various brands but after testing the MA03, concluded that it had the lowest cost per mile as well as being very reliable.

Tyre covers, booties or socks

While North American rental companies have used tyre covers for many years, most European end users have 'got by with make shift solutions including plastic sheeting to cover floors from being marked or even covering black tyres with masking tape! Companies have been selling 'tyre covers' 'booties' or 'socks' for years, but it was the arrival of TireSocks that took it mainstream in the USA, becoming synonymous with the product. The company has now appointed EuroGate International as its master dealer for Europe and sales here are on the increase. TireSocks are constructed using heavy duty rip resistant fabrics, and designed to ensure they stay on during heavy use. The company produce a wide range of sizes to suit most, if not all aerial lift and telehandler tyres. They also self-centre as you drive.



TireSocks are constructed using heavy duty rip resistant fabrics, and designed to ensure they stay on during heavy use



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Safety group to update guidance on lifting with excavators

Back in 2008 the CPA, together with Health and Safety Executive (HSE), Construction Equipment Association (CEA) and the Construction Confederation, produced a short guide on Lifting Operations in Construction when Using Excavators. Whilst this was revised in 2009, the growth in lifting suspended loads with excavators, together with changes in both standards, has driven the need for a major revision and expansion of the guidance document.

A pan-industry working group operating under the auspices of the Strategic Forum for Construction, Plant Safety Group - funded and administered by the CPA - under the chairmanship of Kevin Minton, is working on the new draft guidance. The group includes representatives of major excavator owners, manufacturers, training organisations, contractors, the CEA and the HSE. Drafting is at a very early stage and the guidance is scheduled for publication in the first half of next year.

Before publication a 'Draft for Public Comment' will be circulated to all interested parties, with an invitation to comment. All comments will be considered by the Working Group before a final draft is prepared, with the aim of achieving a practical and useful document with industry wide acceptance. Our past experience of drafting guidance is that covering topics in the required depth results in a substantial document.

Whilst this is a useful reference for managers, it is usually too detailed for those at the 'sharp end' who need information in a clear and concise format. Recognising this, the Working Group has agreed to provide guidance in a number of briefer formats including 'key points' for supervisors and operators, and

self-contained 'toolbox talks'.

The revision will cover:-

- Lifting with backhoes, 360 degree excavators - both tracked and wheeled - and front loaders
- Planning and supervision of lifting operations
- Selection of excavators used for lifting
- Planning, supervisory and operating personnel - roles and responsibilities
- Familiarisation

Specific issues such as:

- Hazardous location issues - roads, railways etc...
- Using concrete skips with excavators
- Lifting of persons
- Use for entertainment purposes
- Use of attachments such as forks
- Maintenance and inspection
- Thorough examination

The guidance will cover the questions that anyone contemplating lifting suspended loads with an excavator should ask themselves. Just because an excavator is already on site, it does not mean that it is the most suitable machine for the job. Regulation 4 of the Provision and



use of Work Equipment Regulations 1998 (PUWER), requires employers to select the machine that is most suitable for a task and which will enable the task to be carried out safely.

When using an excavator to carry out lifting operations it should be borne in mind that they are primarily designed for excavating and handling loose material, rather than lifting suspended loads. This introduces several additional risks to lifting operations, that are not present with conventional cranes,

risks which will be highlighted in the guidance.

These additional risks do not mean that lifting operations should never be undertaken with excavators, but the task must be effectively planned, following an adequate site and task specific risk assessment, and ensuring that all risks are either eliminated or reduced to an acceptable level. The aim of the revised and expanded guidance is to provide assistance with this process and remove some of the confusion and myths that surrounds this topic.

Countdown to Vertikal Days and the Stars of the Future apprentice awards 2016

The fourth annual Stars of the Future Awards will be held at Vertikal Days, Haydock Park on Wednesday 15th June. Hosting the awards and talking about his experiences is none other than Nic Hamilton, a racing driver in the BTCC and brother of F1 driver Lewis Hamilton. He will talk to the students about how he strived to become a successful racing driver and his continuous battle against Cerebral Palsy - he is a prime example of 'you can do anything if you put your mind to it' - making him the perfect host for the event.



The Stars of the Future competition is an annual award scheme, devised by the CPA to recognise talented youngsters on mechanic apprentice schemes in colleges across the UK. This year more than 900 have entered.

The awards recognise and reward outstanding apprentices who not only bring ability and commitment to their learning and their work, but who possess additional capabilities that mark them out, not only as the foundations of the future of our industry, but also potential leaders.



Lifting with wheeled or tracked excavators will be included.

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Company and a supervisor hit for \$130,000

Canadian company Oskam Welding and one of its supervisors - Chad Wheeler - have been fined for failing to inform, instruct and supervise an employee on the safe procedure for installing steel plates on a mezzanine which resulted in his death at a site in Guelph, Ontario in June 2014. It was also charged for fall protection and rigging violations.

Oskam was building a steel mezzanine structure at the Polycon Industries plant in the city and on the day the incident occurred the crew were placing the steel plates that made up the mezzanine floor. Ten plates had already been lifted one by one and placed by the deceased - age 22 and who has not been named - and a colleague. However, the co-worker had left for a toilet break, while the man continued on his own. He signalled for the crane operator to lower the plate into position and was using a crow bar to lever it into place, when he fell through the opening, dropping around four metres the ground. The plate also fell and landed on him. He was declared dead at the scene. The investigation revealed that while the two men had been wearing harnesses with lanyards, no anchor points had been installed so they were unable to tie-off. It also noted a lack of any guardrails or edge protection.

The company was fined \$125,000, while the supervisor was charged \$5,000. The court also implemented a 25 percent victim surcharge.



Fall costs £46,000

UK window company GFT Frames and construction company Parsons and Joyce Contractors have been fined a total of £46,000 after a man was injured from a fall.

GFT was installing glazed units for the contractor in a block of apartments in Bournemouth when one of its employees, Darren Shepherd, 54, slipped and fell while carrying window frames to the upper floor. There were no stairs in place just a ledge half way up, Sheppard had reached the ledge but slipped and fell 1.7 metres to the landing and a further 1.3 metres to the ground floor. He fractured two ribs and a broke his thumb.

An HSE investigation found GFT had failed to properly plan, supervise or carry out the work at height in a safe manner and that Parsons and Joyce failed to plan, manage and monitor the construction phase and failed to provide a site induction. GFT was fined £6,000, Parsons and Joyce was fined £20,000, both were ordered to pay costs of £9,953 each.

Poor scaffolding costs £4,700

OW Scaffolding of Bridgend has been fined for safety failings following a routine inspection. The company was working at Heol y Parc, Cefneithin last September when the HSE made a routine inspection which highlighted several safety failings, including poor planning, inadequate risk assessments, inadequate site supervision and inadequate and insufficient equipment. OW Scaffolding pleaded not guilty to breaching Work at Height Regulations but was tried in its absence, found guilty and fined £1,000 plus costs of £3,700.



Roofer charged £4,000 for unsafe work at height

Last year Cottage Linen of Hertfordshire contracted roofer Kerry Parmenter to carry out roof repairs to its facility, but called a halt to work when it saw the roofer and his team simply climbed onto the fragile roof rather than use proper access equipment.

It reported the incident to the HSE which made a site visit. It found workers were being put at risk by working on the roof without adequate controls and equipment and that Parmenter had failed to adequately plan, manage and supervise the work. He was fined £2,500 plus costs of £1,459.

New training centre for Mentor

UK training provider Mentor has opened a new access equipment training centre in Misterton near Doncaster, South Yorkshire.

The new centre is a joint venture with the Construction Training Academy (CTA) and is Mentor's fourth to offer both IPAF and PASMA accredited training courses for all categories of equipment. Built with three classrooms and a fully equipped warehouse with racking, the new location offers courses in aerial work platforms, safety harnesses and mobile scaffold towers. The new training site joins the company's centres in Chesterfield, Bromsgrove and Livingston.

Who trained them then?

Spotted in Elm Street, London at the end of April, a window cleaner risking his life on a fifth floor ledge.





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Fatal injury rate remains constant

The fatal injury rate for aerial work platforms has remained constant over the past 12 months, even though the total rental fleet and the number of rental days worldwide have increased. IPAF's release of the 2015 aerial lift related accident data and its preliminary fatal injury rate calculations confirm that they are one of the safest ways to perform temporary work at height.

For 2015, the number of days a rented machine was operated was 192.2 million, with 68 reported fatalities, to give a fatal injury rate of 0.035. Of the 68, the main causes were overturn, falls from height,

electrocution and entrapment.

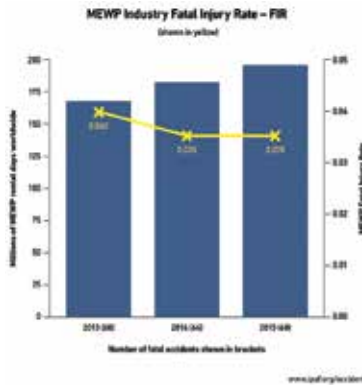
In 2014, the number of days a rented machine was operated was 182.4 million and the number of reported fatalities 64, to give a fatal injury rate of 0.035.

In 2013, the number of days a rented machine was operated was 168.4 million and the number of reported fatalities 68, to give a fatal injury rate of 0.040.

The accident data from 2013 to 2015 show that the main causes of aerial work platform related fatalities were: fall from height (31%), overturn (27%), electrocution (15%) and entrapment (15%).

The fatal injury rate as calculated by IPAF takes into account the following factors:

- Estimated rental fleet size, based



The aerial work platform fatal injury rate in relation to the millions of rental days worldwide.



"Share incident data and help keep the industry safe" - Chris Wraith, IPAF technical & safety executive

on the IPAF Powered Access Rental Market Reports (www.ipaf.org/reports)

- Estimated average utilisation rates per country and worldwide (utilisation rate is defined as the share of the fleet out on rent at any time over a year)
- Average days worked per year (5 days a week for 50 weeks a year)
- The number of fatalities involving platforms in a given year, based on the IPAF accident reporting project (www.ipaf.org/incident)

Presenting the research at the IPAF Summit in Madrid, Chris Wraith, IPAF technical & safety executive, noted that international accident

data is presented in different formats, which makes it difficult to draw useful comparisons. He said: "MEWPs are part of the solution in preventing falls from height, but we should recognise that they introduce hazards that need managing. Engineering control is but one option, and the industry is starting to work together on a global scale to ensure continual improvement."

All manufacturers, rental companies, contractors and users are encouraged to report any known accidents (not just fatal and serious accidents) involving aerial work platforms and mastclimbers at www.ipaf.org/accident

4% growth in worldwide lift rental fleet

There are now 1,170,000 aerial work platforms in the worldwide rental fleet. Up four percent from on the year, according to research commissioned by IPAF.

The US access rental market recorded moderate growth of five percent in 2015 to reach approximately \$8.3 billion, according to the IPAF US Powered Access Rental Market Report 2016. The rental fleet expanded three percent to exceed 530,000 units. Due to the current slowdown in the oil sector, the proportion going to construction increased slightly to 73 percent.

The Chinese aerial lift rental fleet grew 35 percent in 2015 to reach approximately 12,200 units, while the European market grew by three percent and is estimated at €2.7 billion. Fleet expansion continued at a moderate pace to reach 313,000 units. The 10 European countries surveyed were: Denmark, Finland, France, Germany, Italy, the Netherlands, Norway, Spain, Sweden and the UK.

The IPAF rental market reports are presented in an easy-to-read format, highlighting key facts and figures, such as fleet size, utilisation rate and retention period. They include an estimate of the size of the aerial work platform rental fleet worldwide, with a breakdown by region and machine type.

New aspects covered in the 2016 reports include: details on construction and non-construction sub-sectors in the rental revenue, utilisation rates by equipment type (booms vs. scissor), and preliminary estimates of the number of operators trained annually.




The US report includes Canada. The European report includes seven individual country/regional sections: France, Germany, Italy, the Netherlands, Nordic/Scandinavian countries (covering Denmark, Finland, Norway and Sweden), Spain and UK.

The IPAF US and European Powered Access Rental Market Reports 2016 can be purchased at www.ipaf.org/reports.

Are you loading and unloading safely?

Visit the IPAF stand 112A at Vertical Days for technical guidance and advice on the safe loading and unloading of aerial work platforms.





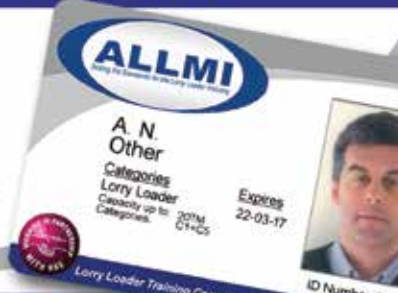
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Safe use of remotes - a reminder

In mid-May, Vertikal.net reported on a serious accident concerning a loader crane operator and the use of remote controls. Incidents such as this, coupled with the ever-increasing demand for equipment with this control type - now accounting for approximately 60 percent of UK sales according to ALLMI's latest market statistics report - further highlight the importance of following key safety rules and procedures when using remotes. ALLMI would, therefore, like to remind the industry as a whole of its guidance on this subject, which is freely available to all via www.allmi.com. The material includes:

- A 'Safe Use of Remote Controls' video
- A good practice leaflet in PDF format (hard copies are also available from ALLMI upon request)
- A Toolbox Talk template

ALLMI technical manager, Keith Silvester, said: "The many benefits that remote controls bring to loader crane operation are quite apparent, and clearly these are the key factors

behind their increasing popularity. However, as ALLMI has reported many times in the past, safe working practices for remotes must be followed if potential hazards are to be avoided. For this reason, we would urge everyone involved with lorry loaders to obtain a copy of ALLMI's material on this subject if they have not already done so, as the adoption of its content will greatly assist operators in carrying out their tasks safely."



ALLMI AP training assists investigation

The importance and credibility of ALLMI's Appointed Person (AP) training had an official boost recently as a representative of Greater Manchester Police attended a course to assist with a current investigation. Sergeant Lee Westhead, senior investigating officer for the Serious Collision Investigation Unit, attended the course and said afterwards:

"The training was excellent, the instructor was clearly very knowledgeable and he delivered the comprehensive course content really well, in a format which was easy to understand. The course was not only relevant to our ongoing investigation, but it has also given me a deep understanding of the subject, which I am sure will prove to be useful for any further cases involving lorry loaders".

ALLMI training officer and lead AP instructor, Jon Kenyon added: "The continued increase in demand that we are experiencing for the AP training reflects the quality of the course and the fact that it is the only one of its kind available in the UK. We have seen a significant growth in awareness within the wider lorry loader industry since the launch of BS7121 Part 4: 2010, which clarified the roles within



the lifting team hierarchy and reinforced the need for formal lift planning, and ALLMI's AP course has played a vital part in that education process."

The ALLMI Appointed Person course is the UK's only accredited AP programme to be dedicated to loader crane lifting operations and to be fully compliant with the requirements of BS7121 Part 4. The course content was developed by the ALLMI AP Working Group, which includes experienced representatives from a variety of manufacturers, fleet owners and training providers, as well as the HSE and other industry bodies.

Build UK recognition for ALLMI

As part of its role as a collective voice for the contractors supply chain in construction, Build UK recently published its official Training Standard of recognised card schemes, and ALLMI training categories for all loader crane lifting team members have been included. These include Operator, Slinger / Signaller, Crane Supervisor and Appointed Person. ALLMI also provides training for thorough examiners, managers and instructors.

Speaking of the publication, ALLMI chief executive Tom Wakefield said: "We are very pleased with ALLMI's recognition from Build UK. This further demonstrates our respective organisations' mutual objective of improving safety and raising standards, and also the continual strengthening of our relationship. It also further cements ALLMI's claim to be the leading provider of training for lorry loader operations and the industry experts for all related activities."



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Annual Members' Meeting

This year PASMA will hold its Annual Members' Meeting at a new venue, with more content and an impressive line-up of expert speakers all of which will help make it the biggest, best and most informative meeting that the association has organised to date. With the focus firmly on working smarter through innovation, it will take place on Thursday, 30 June, and Friday, 1 July, at the Hyatt Regency Hotel, Birmingham.

Day 1 will begin with a meeting of the Executive Committee followed by the PASMA Council, after which PASMA members will have the opportunity to join Carl Evans at the chairman's dinner. The perfect chance to meet with fellow delegates in a friendly and informal setting, it promises to get the 2016 meeting off to a great start.

Day 2 begins with the workshop 'Eureka! It's a new way to project success', delivered by Maarten DeVries, PASMA's head of operations, communications and innovation. He will explain how the

association is already benefiting from a new method of working designed to speed and simplify projects to ensure better and more effective outcomes.

'Members engage! Going forward at warp speed' is the intriguing title of Jason Carlton's debut presentation at a PASMA annual meeting. The association's newly appointed head of strategic engagement and enterprise will explain his new role and how he plans to improve the member experience, build and cement external relationships, and extend



The Hyatt Regency, Birmingham

C&a

PASMA

PASMA's horizons, both in the UK and overseas.

Starting at 13.00, the mini-conference will give delegates the chance to learn about the progress and achievements of the last 12 months, and listen to guest presentations from, amongst others, the Hire Association Europe (HAE) and the Health & Safety Executive (HSE).

PASMA marketing and communications officer Gary Chudleigh said: "This year's AMM has something for everyone. It will provide information, add knowledge and, most importantly, signpost the future for the association and its members. More than ever, it promises to be a landmark event." To book, go to <http://www.pasma.co.uk/info/meetingsevents>

Safety & Health Expo

Another important date in PASMA's calendar during June is the annual Safety & Health Expo at ExCeL in London.

Joining with other member organisations of the Access Industry Forum (AIF), the association will be represented on stand No. R1910. The PASMA team will be on hand to provide all the latest news and developments on the standards, guidance and training fronts.



First national conference for AIF

'Early bird' booking has now opened for the Access Industry Forum's first national conference: 'Implementing change and innovation in work at height'.

This unique event, which brings together speakers with a wide range of experience and expertise, is set to inform height safety in an ambitious and innovative way. The conference is organized for anyone involved in this crucial area of work. It is officially supported by the Association for Project Safety, The Hire Association Europe (HAE) and the International Institute of Risk and Safety Management (IIRSM).

Topics will include designing for access and the need for early engagement, the CDM Regulations 2015 and work at height, getting falls from height right and the role of technology and eLearning.

The keynote presentation will be delivered by Philip White of the Health & Safety Executive, who will talk about the latest trends and developments, including the growth in the use of drones.

To view the complete programme, speaker list and 'how to book', go to www.accessindustryforum.org.uk



Working well with towers

On 8th June, as part of the Help GB Work Well campaign, the HSE and PASMA will present a live online seminar for regulators highlighting the critical importance of EN 1004, the European product standard for towers.

Access towers come in many different shapes and sizes from many different suppliers. Aimed at HSE inspectors and local authority environmental health and trading standards officers, the seminar will highlight the inherent dangers of using non-compliant equipment.

An all too common problem across the UK, anyone who uses a non-EN 1004 tower risks their own life and the lives of others.

This latest initiative is intended to equip delegates with the vital skills and knowledge necessary to assess and identify suspect towers in the context of current guidance, legislation and enforcement.




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For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: www.pasma.co.uk



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Liebherr HS 8100 HD

This 1:50 scale model by NZG of the Liebherr HS 8100 HD duty cycle crawler crane was launched at this year's Bauma. It is an update of the previous HS 855 model and includes a slurry wall grab and a dragline bucket. It comes with instructions and also spares of some of the smaller parts, which is a nice touch.

The detail level is very good and includes metal tracks, and the cab has pedals and joysticks replicated inside. The crane superstructure is very good, with grilles and handles contained within the panels. At the rear the counterweight blocks are separate and the counterweight self-installation system is provided with two lift cylinders and chains.

The metal boom sections are well made and are joined by tiny brass nuts and bolts and the pendants consist of metal wire with crimped loops on each end. A working equaliser balances out the tension in both lines so that the model looks right.

The slurry wall grab is all metal and a very high quality accessory. The structure is modelled well and the grab looks convincing. Connections of the moving parts are discrete. Two wire cables run to the crane hoist ropes and by operating the winches the grab can open and close.

For dragline use, a bucket is provided. This is a great part, with high detailing such as the perforations within the bucket, and the chains are nicely painted. A dragline fairlead is provided and this is a very nicely engineered part, all in metal.

A separate auxiliary jib can be attached for crane operation and this is another high quality component. Two hook blocks are

provided for crane operation. One is a simple single line headache ball, while the second is a single sheave block that allows the crane to be set up with three falls of cable.

A feature of the model is that it can be displayed in transport mode and the track frames can be narrowed, or removed for transport. Four jacks are provided to support the crane while the tracks are removed or installed, and these screw down.

Other features include opening doors which provide access to the winches, and the drums have positive brakes. The operator's cab also tilts to a good angle.

This is a very high quality model with precision engineering, and overall it is first class. It can be obtained from the Liebherr web shop for €279.

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

Cranes Ect Model Rating	
Packaging (max 10)	9
Detail (max 30)	27
Features (max 20)	17
Quality (max 25)	23
Price (max 15)	10
Overall (max 100)	86%



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Letters



Re-invigorate the Forum!

Dear Leigh and associates,

I thought 'I doubt if I could fill your shoes, for your position and occupation differs greatly from my ilk'. Your responsibility demands the highest respect from all people in our industry. My courage of conviction, as spoken by Prince Charles in the early 1970s, has always been to be the best that I can be, respect those above me and satisfy those I work for. This letter of encouragement is positive all the way. The language conversion from English to German (he is referring to the different language versions of Vertikal.net - Ed) just does not fit all readers, especially the folks in the field who use hire and rent equipment.

I visit the Vertikal website several times a day. I am a slow reader and so to absorb useful knowledge, more so than to be appraised of events, occurrences and even changing times. Being an early riser I start each and every day in prayer, meditation and study. This routine helps line things up for the day and to be of meaningful service to customers and colleagues and keep my equipment in good working order.

I still have strong wishes for it to serve more participants than what shows in the chart. My premise remains that the Forum has great potential to serve and attract the brain power of or C&A industry. It seems to be like a beautiful speedboat tied up and in dock, with fuel clogging the carburetors. Those of us who repair and maintain our own engines know what's happening inside the engine.

My life with engines and mechanics took form in 1952 with model aeroplanes and model boats built from kits. In the fall of 1954 I signed up to play ninth grade football. Our quarterback was Al Unser, who later in life won four Indy 500 first place trophies. Many afternoons after school were spent hanging out at their race car garage when Al was racing open cab GMC six cylinder cars on a dirt track in Albuquerque, New Mexico. Through that affiliation I got hooked on learning how engines work, beginning with a four-cycle single piston reel-type lawn mower. I have acquired book skills and knowledge to keep my machines all running. I could not do what I do now had it not been for those seeds of curiosity planted and cultivated by others, including my father in law.

Over the years the writing team that serves the Vertikal Forum has attracted a few to post help for others. But like the classic story by Russell Herman Conwell written in Acres of Diamonds, the large diamond has yet to be discovered. It is right in your backyard and your team needs to mount the horse of reform and ride it to the finish line to reconstruct the Forum. This recommendation is to awaken your team to do a full makeover of the Forum. One of the best examples of a very active web forum can be found on www.arboristsite.com where we arborists all over the world are helping each other daily. I will admit there are a few blowhards and egotists who try and push the other writers around...we ignore and let them stew in their own inkwells. You might wonder why I wrote this letter by snail mail? It is because the website Contact us section is so difficult to scribe thoughts like this and then have it reach your desk. By the way kudos to Denis Ashworth for his book Going Up in the World.

Sincerely

Sherm Anderson

Best Tree Service
Mountain View Arkansas

We share Mr Anderson's frustrations with the take up of the Forum on vertikal.net and will certainly look at trying to invigorate and perhaps simplify its use? The original aim was to provide a space where people could debate issues, exchange ideas and provide help and support to others. The fact that the article comment function is often used for such debates is an indication that there is some demand for this. Any thoughts, ideas or input would be much appreciated. On the translation function there is no translation function on Vertikal.net - the German version is written in German by a German editorial team for the German speaking market. There is certainly an exchange of material - but no translation.

Editor

That wind adverse crane operator

Dear Leigh

I have been prompted to write a letter to the editor for the first time in my life as a result of reading this month's letters section in your esteemed publication. I wanted to agree with two of the contributors who raised the issue of the crane operator in Israel who had been fired for refusing to work in unsafe wind conditions. What I am surprised at is that you have not made more of this case and named and shamed the protagonists!

It is only by exposing this sort of action and mentality that we bring change and politicians sit up and take notice. I had always heard that unions in Israel were really strong based on the kibbutz origins? If that is so why did they not come to this lady's rescue? Was it because she was a woman? Or is it that they only look after members' interests?

Larry Gunnarsson

Concepción, Chile

We do agree with Mr Gunnarsson's comment, the story initially ran on Vertikal.net where we did highlight the operator's name and the employer. It was then picked up in the Highlights section of the magazine as a headline only, which is where the two readers referred to spotted it. The operator was Katy Karkolov, 27, of Ashkelon, who was operating a Potain MD tower crane for the contractor Machluf Behor and Sons. She apparently told her supervisor that the crane was swaying well beyond acceptable levels as the strong winds gusted higher. She then refused to continue and was let go. This in spite of Israeli government guidance re-issued earlier this year, that tower cranes should not be operated when there are winds liable to undermine the crane's stability, putting employees on or near it at risk. Only last month, Varda Edwards, head of the country's Occupational Safety and Health Administration said: "One may not operate a tower crane or put together, or dismantle a tower crane under strong wind conditions." In spite of this Israel's Forum for Prevention of Work Accidents claims that at least 10 workers have been threatened with dismissal in the first four months of this year alone if they refused to carry out high risk work in bad weather.

Reuven Ben Shimon, the Forum's founder, said: "The safety of crane workers is unsupervised and their rights are not protected when they complain of safety violations. The construction industry is not properly supervised and there is almost no enforcement. The workers, who are often employed through manpower companies, are afraid to identify themselves so they don't always report things."

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Safety is like Apple Pie

Good Afternoon Mr Wood,

Safety is like Apple Pie, everyone likes it, and I have yet to meet a single person worldwide who does not want to achieve Safety 24/7. So why does the record show that the frequency and severity of crane and/or lifting incidents worldwide is getting worse (not better) with 286 men, women and children killed by cranes and/or lifting ops since 2014. What is going wrong?

Crane operators are uniquely skilled, as they know that lifting operations are inherently dangerous, because they are always attempting to defeat gravity. With gravity always having the last word in the event of an unsafe act or omission, from which there is rarely a second chance to recover. So crane operators are highly skilled men and women who must take into account a myriad of factors like wind speeds, the sail area of loads and the mat sizes required to reduce the ground loadings through the outriggers. Are these the only factors? No there are hundreds of other factors to be considered, not least being the quality of the Banksman's signals and the rigging itself, which means that the Crane Operator is now dependant on two others persons for safety.

So is it right that the Crane Operator gets the Blame? NO the Crane Operator is simply one person in the Chain of Causation, starting with the CEO, because if he or she is Not committed to a culture of safety, then no-one else will be. So what can be done to stop this ongoing Death Toll of 286 Killed since the start of 2014?

The HSE Hierarchy of Controls is an excellent start point, with ERIC being the acronym suggested by HSE meaning Eliminate, Reduce, Isolate and Control all Hazards to ALARP (As Low a Risk as is Reasonably Practical). So as there are many legal, moral and practical objectives to be achieved, let's examine what these are. HSE say that Risk Assessment (In line with section 3(1) of The Management Regulations 1999) is the start point to identify all Obvious and Foreseeable Hazards, with the Method Statement putting in place the Control Measures needed to minimise all hazards to ALARP. Not the Tick Box exercise that I see all too frequently, but a suitable and sufficient Risk Assessment and Lift Plan in narrative form that takes account of all foreseeable hazards including the Worst Case Scenario (otherwise we are only kidding ourselves) based upon The LOLER Regs 1999 and British Standard 7121.

So if that's the correct procedure, what then is the

alternative? The alternative is that we do nothing with the possibility of killing yet another 286 men, women and children worldwide between now and 1st October 2018. So as you have asserted that construction safety is being managed correctly, let's take a real Dead example: - David S. Ford went to work on Friday 15th January and was knee deep in wet concrete when a loaded two cubic metre concrete skip was dropped onto him. David S. Ford was Dead On Arrival at the local hospital and left a wife and four daughters, who overnight were plunged into poverty and depression which lasted for 10 years. (The insurance company took 10 years to pay out £32,000 for this fatal incident)

So as you have the Brass Neck... the Brass Neck to assert that safety is being managed correctly, may I suggest that that you re-examine the facts. Because if you don't, then the courts now have the authority within The sentencing guidelines 2009 to impose multi-million pound fines and even custodial sentences, as some construction industry players have found to their cost recently. Moreover your false Indignation contributes nothing to safety?

Preston Crown Court should have the last word on this matter, where on Tuesday 22nd December 2015, the Honourable Judge said to the defendants "In offences of corporate manslaughter where the offence has been shown to cause death, the appropriate Fine will seldom be less than £500,000 and may be considerably more".

The Court then imposed a fine of £700,000 plus additional costs of £33,156 to the CPS and £66,844 to the HSE, making a total of £900,000.

Worker Safety is very important.

Kind Regards

Mike Ponsonby

The above letter which has many merits was sent as an open letter to a 'Mr Wood' in response to a comment on www.vertikal.net which said: "FINALLY!!!! people have seen this guy for what he is, hopefully Mike Idontknowwhatimtalkingabout Ponsonby will get the message and leave safety to the people who know what they are talking about."

Mike Ponsonby may rub some of the crane fraternity up the wrong way with his persistent efforts to raise awareness of lax crane safety among some contractors and crane hire companies. (If the same approach was taken to crane and lifting operations as is taken towards aviation the global tally of fatal incidents would plummet - without a doubt - as it is we are lucky there are so many near misses or the total would be far higher). While his tone and persistence can and does cause irritation there is no getting away from the fact that his intentions are sincere and well-intended, and his strident tone can be put down to the slow pace of real change, which is dramatically out paced by a persistent attitude of 'box ticking' and the 'turning of blind eyes'.



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80 t	Liebherr LTM 1080/1	2000	8x8x8	48,00m + 19,00 m
80 t	Faun ATF 80-4	2003	8x8x8	48,50m + 2,00m + runner
80 t	Faun ATF 80-4	2005	8x8x8	48,50m + 16,00m + 2,50m
80 t	Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m
80 t	Terex-Demag AC 80-2	2004	8x8x8	50,00m + 17,60m
100 t	Grove GMK 5100	2005	10x6x10	51,00m + 18,00m + 2,50m+runner
130 t	Grove GMK 5130-1	2005	10x8x10	60,00m + 18,00m
160 t	Tadano Faun ATF 160G-5	2009	10x8x8	60,00m + 37,00m
200 t	Terex-Demag AC 200-1	2005	10x8x8	68,00m + 33,00m + 1,50m
220 t	Liebherr LTM 1220-5.1	2005	10x8x8	60,00m + 22,00m
250 t	Demag AC 665 SL	1997	12x6x8	58,00m + 41,00m + 65,00m
400 t	Liebherr LTM 1400-7.1	2007	14x8x12	60,00m + 56,00m + 84,00m

GITTERMAST-AUTO-KRANE				
Hersteller / Typ	Baujahr	Antrieb	Ausleger / Spitze	
115 t	Link-Belt HC 238	1982	10x6x6	48,00m + 18,00m

GITTERMAST-RAUPEN-KRANE				
Hersteller / Typ	Baujahr	Antrieb	Ausleger / Spitze	
180 t	Link Belt LS 248 H	1997		59,90m + 48,70m

HAFENMOBIL-KRANE				
Hersteller / Typ	Baujahr	Antrieb	Ausleger / Spitze	
40 t	Sennebogen 640 M	2000	4x2x2	22,00m

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TECHNICAL OFFICER



www.ipaf.org

Due to the continued growth of the International Powered Access Federation (IPAF), and its technical support department, we are recruiting a technical officer, who will be based in IPAF's Swiss or UK office.

This person will be someone who combines technical and engineering knowledge with the ability to work in a constructive and collaborative manner to promote the aims, interests and objectives of IPAF and its members worldwide. Fluent English is important; a second language would be an advantage. There will be some international travel involved.

The successful candidate will work alongside and report to the current technical and safety executive to ensure existing services are delivered to the highest level of quality and allow further expansion of the support offered to members. This is an opportunity to become involved in forming the standards and best practice that shape our industry.

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Please send a CV with a covering letter in confidence to **jobs@ipaf.org** by 1 July 2016. More information can be found at **www.ipaf.org/jobs**

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Service Engineers – Access Platforms Milton Keynes and Birmingham

Due to continued expansion we have positions available for experienced Service Engineers based at both our Milton Keynes and Birmingham Access Centres. The role will include the repair of workshop based access platforms, together with site visits. This is a position with a variety of different engineering tasks and will suit candidates who are both self-motivated and competent at fault finding. Training is available for the right candidates.

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- Competitive salary

Engineer – Access Platforms/Refurbishment Workshop – Newton Longville (MK)


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June 2016



V19294 - Genie GS1930 - 2011
Electric - 7,8 Mtr. - 306 Hrs.
€ 5.750



V19685 - Skyjack SJ3219 - 2011
Electric - 7,8 Mtr. - 176 Hrs.
€ 4.950



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



V19349 - Haulotte Compact 10 - 2011
Electric - 10,14 Mtr. - 243 Hrs.
€ 7.950



V19130 - Hollandlift N-140EL12 - 2004
Electric - 16 Mtr. - / Hrs.
€ 16.000



V19251 - Genie GS3268RT - 2004
Diesel 4x4 - 11,75 Mtr. - 2527 Hrs.
€ 8.500



V18690 - Haulotte H125X - 2006
Diesel 4x4 - 12 Mtr. - 1847 Hrs.
€ 10.500



V19253 - Genie GS3384RT - 2004
Diesel 4x4 - 12,06 Mtr. - 1865 Hrs.
€ 9.950



V18258 - JLG 3394RT - 2006
Diesel 4x4 - 12,06 Mtr. - 2390 Hrs.
€ 13.500 - Generator



V18262 - JLG 4394RT - 2006
Diesel 4x4 - 15,11 Mtr. - 1910 Hrs.
€ 15.500



V16200 - JLG Toucan Duo - 2009
Electric - 6 Mtr. - 1000 Hrs.
€ 3.350



V19550 - Grove Toucan 800A - 2004
Electric - 8,2 Mtr. - 1098 Hrs.
€ 5.500



V19338 - Haulotte STAR 10 - 2011
Electric - 10 Mtr. - 413 Hrs.
€ 12.950



V17606 - Upright MB26 - 2009
Electric - 10 Mtr. - / Hrs.
€ 8.500



V19341 - JLG Toucan 10E - 2011
Electric - 10,1 Mtr. - 336 Hrs.
€ 14.500



V18748 - JLG 450AJ - 2007
Diesel 4x4 - 15,72 Mtr. - 2591 Hrs.
€ 19.950



V18713 - Haulotte HA165PX - 2006
Diesel 4x4 - 16 Mtr. - 3233 Hrs.
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V18264 - JLG 600AJ - 2007
Diesel 4x4 - 20,29 Mtr. - 2077 Hrs.
€ 31.500



J17902 - Airo SG1850 - 2007
Diesel 4x4 - 20,55 Mtr. - 786 Hrs.
€ 26.500



V18849 - Haulotte HA20PX - 2004
Diesel 4x4 - 20,65 Mtr. - 1713 Hrs.
€ 16.500



V19712 - Aichi SR123 - 2002
Diesel 4x4 - 14 Mtr. - 8222 Hrs.
€ 13.500



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



V19634 - JLG 4605J - 2007
Diesel 4x4 - 16,02 Mtr. - 2943 Hrs.
€ 19.750



V18835 - JLG 6605J - 2008
Diesel 4x4 - 22,32 Mtr. - 2662 Hrs.
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V19668 - JLG 13505JP - 2005
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Genie Z-34/22N
2005 €16500

battery



42.9 metre
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3 units available
4WD

JLG 1350 SJP
2008 €105000

diesel



12.5 metre
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4WD

Skyjack SJ-7135 RT
2007 €12500

diesel



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15+ units available
2WD

Genie GS-2646
2005 €7500

battery



20.22 metre
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6 units available
4WD

Genie Z-60/34
2006 €32000

diesel



14.00 metre
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6 units available
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29.70 metre
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2008 €55000

hy-energy



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1500 hours
5 units available
Tracked

Maeda MC285 CRM-E
2007 €35000

hy-energy



29.00 metre
230 hours
1 unit available
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2012 €99750

battery



13.6 metre
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diesel



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