# 2019

# Vertikal Days 2019

UK/Ireland crane, access and telehandler event. May 15-16 2019 **Donnington Park** Tel: +44 (0) 8448 155900 www.vertikaldays.net



# HIRE19

May 19, 2019 Hire and Rental Industry Association annual convention, Melbourne, Australia. Tel +61 (0)2 9998 2255 www.hireandrental.com.au



# **Tabs 2019**

German language work at height safety conference. May 21 2019 Krefeld, Germany Tel: +49 761 8978660 www.tagung-tabs.eu



# **Crane Rental Association of Canada Annual Conference**

June 5-8, 2019 The annual Canadian crane conference Winnipeg, MB, Canada Tel: +1780.790.2722 www.crac-aclg.ca



## **HCEA** annual international convention and show

September 13-15, 2019 Historical/vintage equipment show Bowling Green, Ohio, USA Tel: +1 419-352-5616 www.hcea.net



# **Crane Safety 2019**

September 17, UK Crane Safety conference by the Insititution of Mechanical Engineers London, UK Tel: +44 (0)20 7973 1304



# JDL Beaune 2019

www.imeche.or

September 25-27, 2019 French cranes and access exhibition/event Beaune, France Tel: +33 (0)1 45 63 68 22 jdlevents.cluster1.easyhebergement.net/jdl2019



#### **GIS 2019**

October 3-5, 2019 The Italian Cranes & Access Show Piacenza, Italy Tel: +39 010 5704948 www.gisexpo.it



# **ICUEE - The Demo Exp**

October, 2019 The US show for the utility industry Louisville, Kentucky., USA www.icuee.com



# The ARA Show 2020

2020

February 9-12 2020 Orlando, Florida, USA Tel: +1 800 334 2177 www.therentalshow.com



## Conexpo 2020

March 10-14, 2020 The leading US construction show. Las Vegas, Nevada, USA Tel: +1 414-298-4133 www.conexpoconagg.com



# **IPAF Summit 2020**

April 23, 2020 Annual summit and awards dinner. Dubai UAE.

Tel: +44 (0)15395 66700 www.ipaf.org

## **Apex 2020**

June 9-11, 2020 International powered access trade show Maastricht, The Netherlands Tel: +31 (0)547 271 566 www.apexshow.com



#### Bauma China 2020 November 24-27, 2019 SNIEC Shanghai,

China Tel: +49 (0)89-9492051 www.bauma-china.com



# 2022

# **Bauma 2022**

April 4 -10th World's largest construction equipment exhibition, Munich, Germany Tel: +49 (0) 89 51070 www.bauma.de



**Visit** www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.

# **CRANE SAFETY 2019** RAISING SAFETY STANDARDS FOR RANE AND LIFTING OPERATIONS

"IT'S AN ESSENTIAL PART OF THE CALENDAR FOR EVERYONE INVOLVED IN LIFTING **OPERATION SAFETY."** 

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Hear insights from leading construction companies about recent projects and practical guidance from the industry regulator. Join breakout sessions that will explore the key issues being faced in major construction projects and identify methods to overcome them.

# 17 September 2019

Institution of Mechanical Engineers. London

This is a unique opportunity to learn industry best practice and how your organisation can address the challenges of risk and incident reduction. cost savings vs maintenance and compliance with safety legislation.

MEDIA PARTNER:



# Hear guidance on key topics including:

- Strategies for Improving Safety and Reducing Risk
- Training and Managing Human Factors
- Increased Digitisation and Automation for Lifting
- Materials and Non Destructive Examination - Legal Responsibilities
- and Managing Risk Predictive Versus Preventative Maintenance Strategies for Lifting Assets
- Effectively Balancing Maintenance Requirements with Cost Constraints





Save 10% before 20 July 2019

www.imeche.org/cranesafety2019

# Key Account / Business Development Manager London /South East - UK

Sarens UK is looking for a Key Account Manager/ Business Development Manager for London and the South East area, ideally with experience of working in the heavy lifting and transport sector with a working knowledge of crane/ plant hire, along with a strong interest in the heavy lifting business within a dynamic environment.

# **Job Description**

Achieve and exceed the Sales & Business Development targets as stated in the annual Sales plan and provide input for this plan to the Sales & Marketing Director. Pro-actively hunt for additional business, finding new opportunities and leads to expand Sarens' customer- and revenue base. Bring forward new initiatives for continuous improvement in order to grow and secure revenue. Visit potential and existing clients, while assessing existing and potential clients.

Develop an in depth knowledge of both the Sarens' equipment and its possibilities, as well as the clients' most relevant requirements for lifting services, at least at a high level in order to become a client's trusted and knowledgeable advisor on heavy lift, special transport and crane rental. Responsible for issuing estimates, quotations, offers and contracts, and monitoring the progress.

# **Key Skills**

- Negotiating and brokering business opportunities
- Assessing commercial opportunities
- Documenting and presenting commercial activities
- Work planning

- Target setting
- Good interpersonal skills
- Creating value

We offer a competitive salary package for the right person for this challenging, responsible and independent position in an expanding international company. Please send your CV to: **HR-UK@sarens.co.uk** 



# WANTED

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www.cndingli.com

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# Major Account Development Manager - UK Based

# **BACKGROUND**

Serious Labs was established in 2005 in Edmonton, Canada and is an award winning developer and manufacturer of mobile plant simulators which are bringing a new, exciting and engaging way of learning into traditional industries.

Based in the UK and covering the UK, EMEA + India, the Company has a requirement for the new position of Major Accounts Development Manager. This role will be filled from the Powered Access Industry to work with its major clients, industry partners and distributors to help them and their clients to embrace this new technology and to grow its utilisation across these businesses and organisations.

## **KEY DELIVERABLES**

- Work with IPAF and other international accreditation bodies for the implementation of VR based training programmes within their course portfolio. This will include working on steering groups, committees and with key staff members to ensure that the course programmes are suitable for VR.
- Work with IPAF training centres across the globe to promote the use of the MEWP VR simulator as a part of everyday training and to demonstrate how to create training numbers and assist in building a business plan.
- Support major accounts, these would be larger rental and training companies who
  have the potential to take multiple simulators. This would entail working closely
  with existing customers at a Group and on a country by country level to ensure
  that the simulators are used to their maximum potential.
- Introduce new simulators, such as forklift trucks and other VR solutions to existing clients and partners as they are rolled out.
- Specialist development work with industry and Serious Labs HQ to design and develop specialist niche scenarios for sectors including Airlines and Rail.

# THE PERSON

- Must have a senior training background from the Powered Access Industry
- Will be well known and respected across the Powered Access Industry.
- Must be an evangelist for bringing in new training methods and needs to be able to demonstrate where he/she has done this before.
- The ability to speak at conferences and represent the company at the highest level is a necessity.
- Working hard, being a team player and self-starter is a given!
- · Language skills are a nice to have.
- Full, clean driving license.

# **REMUNERATION**

• Competitive salary + bonus programme + benefits

Send E-mail to: nigel.taylor@seriouslabs.com

www.seriouslabs.com

serious:k

Seriously Engaging Training

# Field Sales Representative London and Northern Home Counties

# Salary £28,000-£37,000 (DOE), Car Allowance, Phone, Laptop, Pension

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# The Ideal Candidate would have,

- A proven track record in new business generation and account management is essential
- Previous experience within the hire industry would be advantageous
- Confidence and determination
- Self-motivated with an ability to work autonomously and take responsibility
- Passionate and willing to provide exceptional levels of customer service
- Excellent time management, administration and organisational skills

- Excellent written and verbal communication skills with a confident telephone manner
- Competent problem-solving skills with an ability to identify alternative solutions
- A flexible approach, with a positive and confident outlook and a willingness and ability to react positively to changing business demands
- · Ability to meet deadlines
- · Previous experience of dealing with customer queries
- Attention to detail
- Computer literacy



If you want to be part of a Growing ambitious company and you know that you can meet our expectations, simply show us why we should consider you for this role by sending your covering letter and CV to <a href="mailto:stuart@skylinehire.co.uk">stuart@skylinehire.co.uk</a>

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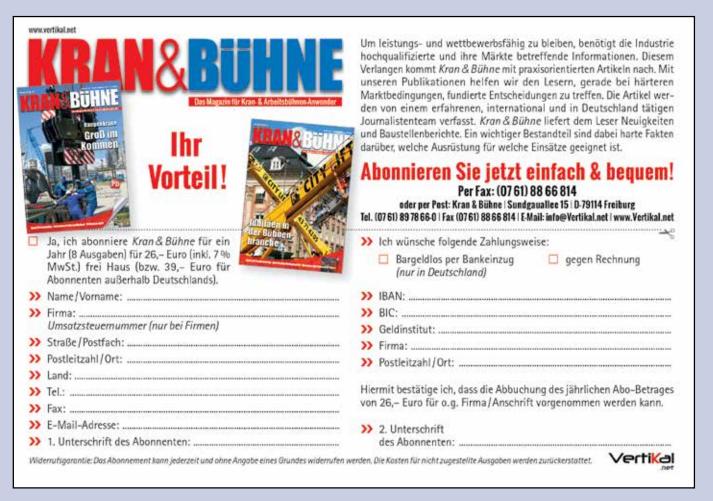
# Did you know?

# **Cranes & Access** is read in the following countries:

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Results are for January 2018 and include printed copies currently posted to 83 countries - and digital copies downloaded from www.vertikal.net or the Magzter newsstand.









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Cranes4Cranes www.cranes4Cranes.com Cranes UK www.cranesuk.net	Insurance	SGB www.sgb.co.uk Smart Platform Rentals www.smartplatforms.com
Crowland Cranes www.crowlandcranes.co.uk Delden Cranes www.deldencranes.co.uk	Online Technical Help	Transloader Services www.transloaderservices.co.uk TVH Group www.tvh.com
Electrogen Int   www.electrogen.ie   IMC Cranes   www.imc-cranes.com	Crane Tools www.cranetools.com Outrigger Pads, Mats & Roadways	UTN www.utntraining.co.uk Versalift Training Direct www.versalift.co.uk/training
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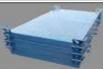
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# **Crawler cranes for sale**

Fuwa QUY90 90t, Year 2009, 49m boom + 39m luffer

Fuwa QUY90 90t, Year 2014, 61m boom + 39m luffer

**RB CH50 50t,** Years from 1996 – 1998, 45m boom + fly available

Fuwa QUY160 160t, Year 2008, 63m boom, 31m fly Jib, runner jib

111 Station Road, Selston, Nottinghamshire NG16 6FF, England Tel: +44 (0) 1773 581001 Fax: +44 (0) 1773 580483 Email: info@deldencranes.co.uk Web: www.deldencranes.co.uk



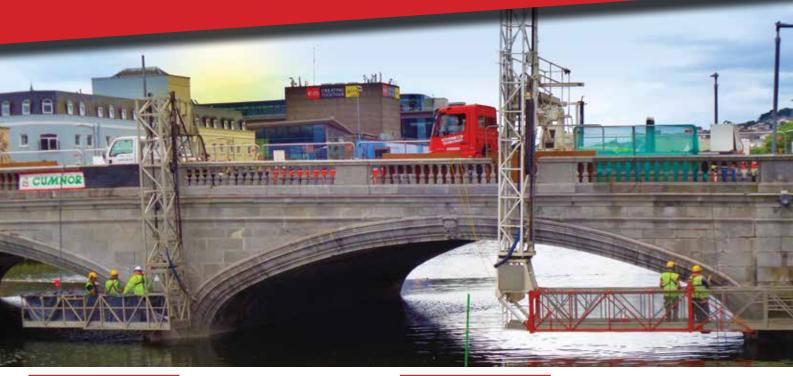


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# UNDERBRIDGE INSPECTION PLATFORMS FOR SALE

Manlift is upgrading and extending its rental fleet and has a number of used Barin underbridge inspection platforms for sale, including models mounted on 3.5 tonne chassis and larger units. All in good condition and currently working within our fleet.







Total weight **17,500kg**Vertical reach below bridge deck **7.4m**Horizontal reach under bridge deck **13.00m**Platform payload **500kg**Width taken up on bridge deck **2.5m**Underbridge platform rotation **180 degrees** 



Total Weight **3,500kg**Vertical reach below bridge deck **4.0m**Horizontal reach under bridge deck **6.0m**Platform payload **300kg**Width taken up on bridge deck **2.0m**Underbridge platform rotation **180 degrees** 



# MANLIFT HIRE LTD.

Ballycurreen Industrial Estate, Kinsale Road, Cork.
Tel: +353 (0)21 431 1332 Tel:UK number +44 (0)1543 422868
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E: manlift@eircom.net www.manlift.ie

# **May** 2019

# vertimac

# **AERIAL PLATFORMS & SPARE PARTS**

# **Spare parts**



BC-24V35A70

Haulotte eq. 2901009770

# **Battery charger** 24VDC, 220VAC, 35A

Used for Optimum 8, Compact 10, Compact 12, Compact 14, STAR10



RE-24V1895

Genie eq. 74267

#### Contactor 24V

Used for GS1932, GS4047, Z30-20N, Z45-25JDC, ...



KS-4360470

JLG eq. 4360470

# Switch, with key

Used for 1932ES, 4069LE, E300AJ, 600SJ, 1500SJ, ...



#### FP-10003662

Multi brand

## Fuel pump Deutz

Genie eq. 111668 JLG eq. 70000916



DST-9T12V

Multi brand

# **Starter Deutz**

9 teeth, 12V

Genie eq. 139709 JLG eq. 7020479



CBS-156879

Skyjack eq. 156879

#### Control box

Used for SJIII3220, SJIII3226, SJIII4626, SJIII6832, ...



CBC-1001096705

JLG eq. 1001096705

Cable Control box

Used for 1930ES







# DE-J2902523

JLG eq. 2902523

# Decal kit

safety (symbols) Used for 2032ES, 2632ES, 2646ES, 3246ES



TI-323100NM-B

JLG eq. 1001133065

## Wheel, non-marking Type 323x100

Used for for R6, 1932RS, 6RS



TI-12165440/41

Genie eq. 1271440/41

#### All-terrain tire + rim, foamed LH & RH

Used for for S40, S45

# **Machines**



2008 - / Hrs

Electric = 7.8 Mtr.



2017 • 72 Hrs

Electric • 8,2 Mtr.



2007 • 1020 Hrs

Electric • 10,14 Mtr.



2006 - 2700 Hrs

Diesel 4x4 • 11,75 Mtr.



2008 - 2290 Hrs

Diesel 4x4 • 12 Mtr.



Electric • 10,89 Mtr.



Bi-Energy = 15,6 Mtr. = New batteries



Electric • 16,9 Mtr.



Diesel 4x4 = 26,4 Mtr. = Generator



Diesel 4x4 • 40,1 Mtr.

# More information?

- Spare parts + 32 56 612 666 parts@vertimac.com
- Machines + 32 56 772 666 sales@vertimac.com



# Vertikal Days Donington Park 15.-16.5.2019, Booth 125 Böcker

With a maximum paylead of 12 t and a boom length of 52 m (opt. 55 m), the AK 52 is the most powerful aluminium steel mobile crane in the 26 ton truck class, it lifts 1 t with a range of 34 m and can easily be converted to an access platform with a payload of up to 600 kg using the new man basket, which is extendable to a width of 3.5 m. Thanks to its compact design and the small slewing radius, its state of the art telescopic boom and the hydraulically extendable jib of 14 m the AK 52 is perfect for tight spaces.







