

# cranes & access

www.vertical.net

June 2019 Vol.21 issue 4



**Heavy lifting**  
**Telematics**  
**Scissor lifts**  
**Loader cranes**





Lifting your dreams



**NEW**  
SALES START 3<sup>RD</sup> QUARTER 2019



# WHEN SUCCESS IS YOUR ONLY CHOICE.

**Powerful. Versatile. Modular.**  
**The new ATF-100-4.1 and ATF-120-5.1.**

How much versatility would you like to have? The new, jointly developed 60-meter main boom of both cranes makes the ATF-100-4.1 a compact dream with up to 8 meters more radius compared to other 100-ton cranes and takes the ATF-120-5.1 right to the 150-ton class. The main boom, boom extensions, and counterweight of both cranes are modular. And the tail swing radius of just 3.8 meters is as narrow as the range of applications is wide – simply successful. Well thought out and made for your success: the new ATF-100-4.1 and ATF-120-5.1.

You can find more information about our versatile products on our website: [www.tadano.com/products](http://www.tadano.com/products)

Model	Max. Lifting Capacity	Boom	Boom Extension	Max. Sheave Height	Max. Radius	Engine (carrier, superstructure)	Gear
ATF-100-4.1	100 t	11.4 m – 60 m	3.5 m – 31.7 m	91.8 m	68 m	340 kW (462 HP), 129 kW (175 HP)	8 x 6 x 8 (optional 8 x 8 x 8)
ATF-120-5.1	120 t	11.4 m – 60 m	3.5 m – 31.7 m	91.8 m	72 m	390 kW (530 HP), 129 kW (175 HP)	10 x 6 x 10 (optional 10 x 8 x 10)



## On the cover:

A 42ft Imer scissor lift being driven to its stand during the Vertikal Days setup. The diesel/electric, IM 13180 DE has a 14.8m indoor/outdoor working height, 500kg platform capacity and a 1.5m deck extension.



# C&A contents

17

Heavy lift



35

Loader cranes



57

Telematics



**SUBSCRIPTIONS:** Cranes & Access is published nine times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5VY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

### SUBSCRIBE ONLINE AT:

[www.vertikal.net/en/journal\\_subscription.php](http://www.vertikal.net/en/journal_subscription.php)

**BULK DISCOUNTS:** These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223  
E-mail: [info@vertikal.net](mailto:info@vertikal.net)

Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6



Loxam bids for Ramirent, PB launches largest scissor, Mammoet unveils mega lifter, First JCB 360 degree telehandler, Manitou unveils emerging market telehandlers, UK Road Worthiness Scheme launched, 555 telehandlers for Morris Leslie, Notus Contract Lifting launched, More 1,000 tonners for Van Schaften, New Tidd pc28 crane, 50 tonne automatic hook, New Hiab waste bin crane, Crosby to acquire Gunnebo, New 17m Versalift and financials round-up.

Heavy lift 17

At the end of last year we charted the development of the new generation heavy lift cranes.

However such is the rapid progress of the heavy lift sector that the landscape has all changed not by one but two new mega lifters that offer almost four times the lifting power of the machines that have gone before!



Slab electric scissor lifts 25

There have been many important developments in the slab electric scissor market over the past 25 years. More recently this has included direct electric drive and a trend towards smaller, lighter



weight and more compact micro scissor lifts with platform heights in the region of 12 to 14ft. We take a look at some of these changes and the latest new product launches.

## In the next C&A

The next issue of Cranes & Access scheduled for mid July will feature our annual Source and UK/Ireland Dealer guide, Pick & carry cranes, Low level industrial access equipment/mast booms and Used equipment. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

Loader cranes 35

For many years the market leaders in the articulated loader crane market - Palfinger, Hiab and Fassi - have remained unchallenged although it has not all been plain sailing.

When it comes to the larger articulated cranes however, a number of manufacturers from Turkey have developed a speciality for very large knuckle boom crane models that bear little relationship to the everyday loader crane.



Vertikal Days review 43

The UK's Vertikal Days event returned to Donington Park last month with plenty of new machines on display - several of them being global premieres. Here is an extensive pictorial review.



Telematics 57

Regardless of how clever telematics technology is becoming, many users still do not see the relevance, appreciate the expense or like the idea that 'Big Brother' is watching your every move. In spite of all the sales patter many fleet owners still ask 'what tangible benefits do I get?' Is this from ignorance of the potential benefits or something else?



## regulars

CPA 61

ALLMI Focus 63

IPAF Focus 65

PASMA Focus 67

Training 69

Books and Models 71

Letters and obituaries 72

What's on 74

Online directory 78

**cranes  
& access**

**SUBSCRIBE TODAY** - the only way to guarantee your copy  
[WWW.VERTIKAL.NET/EN/SUBSCRIPTIONS](http://WWW.VERTIKAL.NET/EN/SUBSCRIPTIONS)



If you use one of these,



you need one of these.



**Courses available:**  
Operator, Demonstrator,  
Harness, Load/Unload,  
Pre-delivery Inspection  
(PDI) and Management

IPAF Approved Training Centres train more than 150,000 operators every year in the safe and effective use of powered access platforms.

The IPAF PAL Card is recognised worldwide across industries as proof that your operators have been trained to the highest safety standards and meet all legal requirements.

Find an IPAF approved training centre at [www.ipaf.org](http://www.ipaf.org)

The IPAF operator training programme is certified by TÜV as conforming to ISO 18878.





## Editorial team

Mark Darwin - Editor  
editor@vertikal.net

## Associate editors

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

## Reporter

Sam Pickering

## Sales & customer support

Pam Penny  
Clare Engelke  
Karlheinz Kopp

## Production/Administration

Nicole Engesser

## Subscriptions

Lee Sparrow

## Publisher

Leigh Sparrow

## Advertising sales

### UK-based

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

### Germany-based

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

### Italy

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

### The Vertikal Press

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

### Vertikal Verlag

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



## A change of attitude

The UK government recently committed to 'net zero' emissions by 2050 - a tough challenge even if it starts right now. It means that emissions from homes, transport, industry and farming will have to be eliminated or at the very least offset by planting trees or sucking CO2 out of the atmosphere.

The construction equipment sector has made progress in cutting emissions thanks to the introduction of cleaner engines and the move towards more electric machines. However, adopting the most environmentally friendly equipment is only part of it - unless the electric power comes from emission free generation sources you are only moving the problem elsewhere.

There is however much we can do right now that would make an enormous difference, such as changing how we do things, working more efficiently and making better use of what we have.

The first principal of reducing risk when working at height is to find a way of doing the task from the ground - i.e. don't create the problem in the first place. This principal can be applied to emissions, but it needs a total change in attitude from contractors and equipment suppliers alike.

For example why keep transporting equipment to and from longer term jobs when machines could remain on site for the duration, with contractors paying for equipment by the hours or days used? Or taking a 4x4 hybrid machine which can start outside and then move indoors as the work progresses, eliminating the transport required to switch between the two. Moving equipment around is an area that can be dramatically improved - for example does it make sense to send a crane or large truck mounted platform a hundred miles for a job when a machine is available locally? Perhaps if they used fully taxed fuel this issue would solve itself?

Too many customers focus on haggling down the rental rate - even switching supplier mid project - without considering the 'hidden' costs and environmental impact.

A change in construction methods might also help. It could be argued that an electric powered tower crane that remains on site throughout the contract is cleaner and more efficient than regularly renting in mobile cranes and telehandlers? If contractors, large or small, worked more closely with rental companies to plan their equipment needs and only sourced locally - whether from local depots of national companies or local suppliers - and avoided frequent supplier switching, they would improve efficiency, probably save money and help reduce their carbon footprint all at the same time.

This month's telematics feature on page 57 highlights the advances that have been made in recent years. Technology can flag up machine faults remotely often allowing them to be fixed without a site visit, or at least allow the engineer to source the parts required before travelling, eliminating the fuel, time and additional traffic congestion of a double trip, not to mention machine downtime. Telematics allows owners to track machines and service vehicles for better scheduling of call outs and deliveries, as well as scheduling jobs for taxi cranes and truck mounts.

A change of attitude coupled with greater use of the latest telematics could dramatically cut unnecessary journeys, adding to the bottom line, while helping achieve the 'net zero' emissions target.

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*

## Vertikal Press

MEMBERS OF:



ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2019



## Vertikal .net