

cranes & access

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December/January 2018 Vol.19 issue 9

**Heavy lifting
Annual rental
rate survey**

**Large truck
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**Look back
at 2017**

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On the cover:

A Nifty HR17 from Clements Plant & Access Hire carrying out internal maintenance on a church roof in Coventry, UK.



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A brief pictorial review of The Lifting Equipment Engineers Association's annual conference and exhibition held at the International Centre in Telford, UK.

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We take our annual look back at the major news and events of 2017, both in the world in general and as covered in each issue of Cranes & Access. World news was dominated by terrorism, natural disasters and the most chaotic political scene most of us have ever experienced. The cranes, access and telehandler markets were generally busy, although economic uncertainty in some areas kept capital investment under control.



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The next issue of Cranes & Access, scheduled for mid February, will feature Telehandlers, All Terrain cranes, Van mounted platforms and Battery developments for aerial lifts. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

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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 Vertical Press Ltd to: Subscriptions, The Vertical 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.

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Kran & Bühne: The Vertical 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.

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Tadano acquires Waterland, 250th Liebherr MK 88 delivered, Another legal victory for Manitowoc vs Sany, Dingli acquires stake in MEC, 300 tonne Kobelco crawler, Boels acquires Abird, New Palfinger loader crane, New Jost 68.4s luffer, Hiab cyclone hydraulic oil tank, Adastra acquires Yorkshire Hoist, Australian acquisition for Kalmar, Custom Equipment acquired, Baldwins regains transport licence, Irish acquisition for Loxam, Fassi takes 100% of Cranab, New mastclimber from Scanclimber, Lifterz moves into Scotland, Dino and Reachmaster part company.

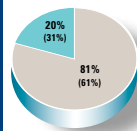
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We take a look at large truck mounted platforms, particularly in light of the questions being asked following the Grenfell Tower fire in London which killed 71 as well as reviewing a new entrant to the sector and other interesting developments.

Rental rate guide 25

Our 17th annual rental rate and confidence survey has generally seen all three markets we cover do well with an overall rise in rental rates, although not for all products. Find out the full facts in our comprehensive survey.



Janet Entwistle interview 37

Janet Entwistle took over the reins of one of Europe's largest crane rental companies - UK based Ainscough Crane Hire - 16 months ago. She gave her first interview to Cranes & Access editor Mark Darwin.

Heavy lift & wind turbine erection 41

We take a look at how lifting equipment is keeping up with the seemingly never ending development of larger and heavier modular components, particularly in the wind sector. And take a look at a new entrant into the heavy lift market - Osprey Heavy Lift.

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Vertikal Verlag

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Bad for your health?

Over the past few years there has been significant progress in the lifting industry in terms of improved work conditions and health and safety. But as we start a New Year it might be worth considering the all too frequently overlooked 'Health' part of Health & Safety. It is a far greater killer than safety related issues.

Numerous readers have commented lately on the seemingly high number of industry people who have passed away at a relatively young age, including those in their 50s and 60s. While we have known for some time that we have an aging workforce, you would

think, or hope, that this might be offset to some extent by the increased life expectancy. But will it, or is the construction industry an inherently unhealthy place to work?

We are all being told that we should eat more healthily, get more exercise, sleep more and drink less alcohol in an effort to keep our weight down and avoid illnesses such as diabetes which are becoming a major issue for the construction industry. But for many in this sector - particularly those at the sharp end - this can be challenging.

With more time spent travelling on increasingly congested roads, plus staff shortages and tight deadlines leading to longer working days, more nights away from home and disrupted sleep patterns, combined with the habit of grabbing convenient, unhealthy meals often eaten on-the-go - not to mention the hours spent sitting in a van or cab - it is easy to see why obesity, diabetes and liver related illnesses are becoming an increasingly serious issue leading to lost work days and even premature death.

And then we wonder why young people are put off wanting to work in this sector and why so many of them might find it unattractive - adding to the skills shortages which then ramps up the pressure on those already in the business.

In the interview with Ainscough's managing director Janet Entwistle on page 37 she makes the point that it is all about getting the right work-life balance. The industry is exciting, she says, but we have to recognise what people want in terms of working environment and work-life balance in order to attract the young, retain the existing and bring in the more experienced.

Perhaps we need to be thinking of a more radical solution, not only to recruiting new people into the industry but for ways to better look after those we already have, helping them becoming healthier and hopefully happier?

Wishing you all a very happy, healthy, safe and prosperous 2018.

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

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Tadano acquires Waterland

Tadano has acquired its Benelux distributor Waterland Trading with companies in Belgium and the Netherlands. Tadano took over at the start of the month and is now restructuring the two operations into two independent Tadano subsidiaries - Tadano Nederland and Tadano Belgium. The two companies had combined revenues in 2017 of just less than €26 million. The move is said to be part of the Japanese manufacturer's objective to become the market leading crane manufacturer.

The managing directors of the new companies are Waterland's managing director Jakob Wijnker and Rolf Sonntag managing director sales, marketing and human resources at Tadano Faun. Further details of the transaction have not yet been disclosed.

Established in 1991, Waterland Trading began trading in cranes in Broek in Waterland, north Netherlands. In 1998 the company became the exclusive dealer for Tadano. The Belgian subsidiary was added in Diest, central Belgium in 2003. Waterland later became the Benelux dealer for Unic spider cranes and employs 25.

Tadano said: "Tadano Faun is highlighting its strong commitment to the very strong Dutch and Belgian markets as reflected in the plans for expansion of future business in these two markets."

Another victory for Manitowoc vs Sany

Manitowoc Crane has won another stage in its legal battle with Sany for stealing trade secrets. Judge William Griesbach of the US District Court for the Eastern District of Wisconsin has ruled in its favour in its trade secrets misappropriation lawsuit against Sany regarding Manitowoc's Variable Position Counterweight (VPC) technology, in connection with the Sany SCC8500 crawler crane.

The judge ruled that Sany was liable for trade secret misappropriation under Wisconsin law. His ruling was based upon previous findings by the International Trade Commission and the Court of Appeals for the Federal Circuit. The cease and desist notice prevents Sany from importing the SCC8500 for 10 years. Manitowoc is now cleared to pursue its action in the United States District Court seeking damages and injunctive relief from Sany. The case will not be heard until 2019.



Dingli takes stake in MEC

China's leading aerial work platform manufacturer Dingli Machinery has announced plans to acquire a 25 percent stake in aerial lift manufacturer MEC in a deal worth \$20 million.

The company is buying 625,000 shares in the company - California Manufacturing & Engineering Company - which manufactures scissor and boom lifts and already sells a bespoke version of Dingli's smaller slab scissor lifts under its own brand mostly in North America but also for export. The information was released in an announcement on the Shanghai stock market which also said: "The investment fits into the company's business strategy to expand in the USA."

The transaction is subject to the normal closing and approvals and is expected to be completed later this month. The move follows closely on the heels of the Chinese company issuing 14.4 million new shares, raising 880 million yuan (\$133 million) through a private placement, which dilutes founder and chief executive Xu Shugen's holding from 51.7 to 47.5 percent.



A Dingli built MEC slab scissor lift

New owner for Hirschmann

The crane load moment indicator and safety systems manufacturer Hirschmann Mobile Machine Control Solutions (MCS) has been acquired by the German-based WIKA Group. The Hirschmann business will now operate as WIKA Mobile Control.

Hirschmann has been owned by US company Belden since 2007, when it acquired the business from British private equity firm Hg Capital. Family owned WIKA was founded in 1946 and employs 9,430, specialising in pressure, temperature, fluid levels, flow and calibration equipment. The new WIKA Mobile Control business will operate as an independent organisation within the group.



250th Liebherr MK 88

Dutch crane rental company Barneveldse Kraanverhuur (BKV) has taken delivery of the 250th Liebherr MK 88, four axle mobile self-erecting tower crane. The MK 88 has a maximum capacity of eight tonnes and can handle 1.85 tonnes at its maximum radius of 45 metres with a maximum under hook height of 59 metres. The jib tip capacity can be increased to 2.05 tonnes if the additional two tonnes of ballast is installed.



The official hand over of the new crane, (L-R) Three BKV crane operators, with Albert Deij and Daan Deij also from BKV and Patrick de Jong of Liebherr

New 300 tonne Kobelco crawler

Kobelco Cranes has announced a new crawler crane - the CKE3000G - with a maximum capacity of 300 tonnes in standard crane configuration and 350 metric tonnes when equipped with the heavy-duty SHL option. The new crane tops out Kobelco's Multipurpose CK/CKE/CKS series of crawlers, currently headed by the best selling 250 tonne CKE2500G-2. The CKE3000G is primarily produced for the European market, while the North American version will carry the CK3300G-2 designation. A CKS3000 version will be the standard model for the rest of the world.

Designed to be 'versatile and an all-rounder' Kobelco says that it is answering the need for higher capacities because of the increasing weights and dimensions of construction materials and heights of high rise buildings.

The model can be equipped with a variety of attachments and capacities throughout the load chart are said to be around 40 percent higher than the 250 tonne CKE2500G-2, or up to 60 percent higher on the SLH luffing jib.

The standard crane can lift just under 190 tonnes at 8.8 metres radius, while the SLH configuration can take its 350 tonnes capacity to eight metres radius. The maximum main boom is 102 metres, while the maximum combination is 84 metres of boom plus 90 metres of luffing jib - a total system length of 174 metres. The European models are equipped with a fuel-efficient EU Stage IV diesel, while the CK3300G-2 for North America has a Tier 4 Final diesel.



The new Kobelco CKE3000G.

First Jost 68.4s

UK tower crane company Bennetts has taken delivery of the first Jost JTL 68.4s - a four tonne, topless hydraulic luffing jib crane - which features an ultra-compact 'out of service' radius of just four metres.

The JTL 68.4s features a short, four metre counter jib, compared to a 6.9 metre counter jib on the standard 68.4. The crane and its jib have had significant structural reinforcement in order to achieve the small 'out of service' radius and cope with the stresses imposed by the smaller sail area for weather vaning/free slew, when out of service in strong winds.

Maximum radius is 35 metres at which it can handle two tonnes.

The new crane has been designed as a solution for small job sites and urban areas where contractors face issues of over sailing nearby properties offering an alternative to cranes such as the Artic Raptor articulating tower crane. The first unit has been erected on a city centre site in Exeter, where it is helping build a student accommodation block for Exeter University.



The new Jost 68.4s is erected by another Jost crane at a site in central Exeter

Palfinger PK 135.002 TEC 7



New Palfinger loader crane launched

Palfinger has launched a 109 tonne/metre loader crane, the PK 135.002 TEC 7 adding to its heavy duty crane range. The new crane has a maximum capacity of 30 tonnes at around 3.5 metres and a maximum radius of 22 metres on the 10 section boom at which it can handle 3.8 tonnes. The maximum radius with the new PJ 190 jib is 32.2 metres at which it can lift 1,200kg. Maximum tip height is 36 metres.

Other jibs - including the PJ 240 and PJ 150 - can offset from 25 degrees above horizontal to around 70 degrees below. The PK 135.002 has a total all up weight of 10,200kg - around 2,000kg lighter than its predecessor, the PK 150002 - and yet it offers up to 35 percent more jib capacity.

Mounted on a four axle, 32 tonne chassis for a transport payload of 3,000kg or a five axle, 40 tonne chassis for 8,000kg payload, the crane has a 10 metre outrigger spread and standard 360 degree continuous slew.

Boels acquires Abird in the Netherlands

Boels Rental has acquired Netherlands-based rental company Abird from private equity investor NPM Capital. Abird was established in 1962 by William Oorschot as Technische Handelsmij Abird.

It was one of the first companies in the Netherlands to offer welding machines and accessories for rent, later adding generators and compressors. The company also expanded across Benelux and into Germany, while a UK business with the same name - now part of HSS - had a different ownership.

Revenues this year are around €27 million and the company employs 127 across seven locations.



Adastra acquires Yorkshire Hoist

Eric Jones, chairman and co-owner of UK-based mastclimber and suspended platform specialist Adastra Access, has acquired Yorkshire Hoist of Huddersfield from owners Sharon and Stewart Haigh.

The company will continue to be run as a separate business. Founded in 2002, Yorkshire Hoist rents hoists and transport platforms to the construction industry in the North of England. It reported assets of £1.1 million for 2016 and is in strong financial health. Adastra Access, based in Walsall, West Midlands, has annual revenues of £7 million and employs around 100. The accounting firm Garbutt + Elliott brought the two parties together and took an active role in putting the deal together.

Adastra chairman Eric Jones said: "This acquisition will allow us to gain further momentum in a complementary market and expand geographically into Yorkshire."

Yorkshire Hoist's Stewart Haigh added: "Adastra Access is an excellent business with ambitious growth plans and a strong management team. This made it the ideal company to sell Yorkshire Hoist to as they will be able to build upon our success."



(L-R) Eric Jones and Ken Gundry of Adastra Access, Stewart Haigh of Yorkshire Hoist, Tariq Javaid of Garbutt + Elliott, Michael Kelly of Adastra and Steven Wright of Yorkshire Hoist

14 Terex/Demag cranes for Mammoet

Mammoet has ordered 14 new cranes from Terex, 10 All Terrains topped by a 500 tonne eight axle Demag AC 500-8, three Australian-built Terex MAC 25-4 pick & carry cranes and a 650 tonne Demag CC 3800-1 lattice boom crawler crane.

The AC 500-8 has a 56 metre main boom and when combined with its 90 metre luffing jib provides a maximum tip height of 146 metres. The Franna style MAC 25-4 articulated cranes feature an 18 metre four section boom topped by a three metre jib. The CC 3800-1 can lift its 650 tonne capacity at 12 metres radius and take 110 tonnes to a height of 120 metres. All of the

new Demag cranes are fitted with the IC-1 Plus system, which calculates the crane's capacity based on the actual outrigger setting, the actual counterweight installed and the superstructure slew position.



Demag CC 3800-1

Kobelco merges European operations

As part of its ongoing global reorganisation Kobelco is merging its European crane and excavator companies. The sales and service of excavators in Europe is currently carried out by Kobelco Construction Machinery Europe in the Netherlands, while the sales and service of cranes is handled by UK-based Kobelco Cranes Europe.

Kobelco Construction Machinery Europe has now taken over the responsibility for the sales and service of both cranes and excavators throughout Europe, Russia, the CIS states, French speaking North Africa and Israel. The company will continue to be based in Almere, the Netherlands, and will retain the UK office in East Grinstead. The day to day operations of the UK crane business will be unaffected by the changes.



New hydraulic tank cuts oil usage by 60%

Hiab has unveiled a new cyclone oil tank for its loader and forestry cranes which it claims reduces oil usage, weight, space and running costs. The tank uses a cyclone system to remove air from the hydraulic oil returning to the tank, which, according to Hiab makes it up to 10 times more efficient than standard systems. The technology allows oil to be circulated and filtered more frequently, allowing a significant reduction in the volume of oil requires and therefore the size of the tank which can now be mounted directly onto the crane and included in the crane's warranty package.

Product manager loader crane accessories Markus Sjöqvist said: "Our new cyclone oil tank is a game changing accessory. Because the cyclone removes air from the oil up to 10 times more efficiently, we can work with a much more compact oil tank. So, for example, we can replace the typical 250 or 300 litre oil tank you would expect to find on a standard truck mounted loader crane with a 100 litre cyclone tank. This reduced size and weight reduces fuel consumption and CO2 emissions by up to 600kg a year. The tank size and weight reduction also provides additional cargo capacity, plus the advantages of up to 60 percent lower oil usage."



The new cyclone tank is a third of the size of a regular tank and effectively 'de-aerates' the returning oil.

HMF expands big crane production

Danish loader crane manufacturer HMF has opened a new production line complete with dedicated welding robots and an automated drilling centre that can also manage larger fabrications.



The new robots use adaptive welding and a fully automatic conveyor system. The company is also introducing a welding robot at the HMF Welding Academy, to train young metalworkers and upskill existing employees. New weld analysis equipment has been added to ensure the quality of weld seams.

The new production line and tooling is intended to help meet increased demand for larger HMF cranes, so the company has also invested in new equipment and processes to increase production of boom and jib sections, along with hydraulic tubing and includes a new fully automatic hydraulic pipe bending machine. Finally the testing capacity for larger cranes has been increased by 50 percent. The new production line has also involved the recruitment of additional staff and the addition of new office space, which has also made room for an expansion of Research & Development capacity.

Australian acquisition for Kalmar

Kalmar has acquired the port services business of Melbourne-based Inver Engineering. Established in 1981, Inver Engineering offers a range of services to ports, rail, petrochemical, oil and gas and manufacturing industries. The



Port Services division employs 23 and provides repairs, maintenance and crane refurbishment work for major terminal operators across Australia, New Zealand and the Pacific. Revenues in 2017 were roughly A\$7.75 million (€5 million).

Kalmar Asia-Pacific senior vice president Peter McLean said: "We are excited to welcome the Inver Port Services team to Kalmar Australia. The region is a strategically important market for Kalmar and this acquisition further strengthens our capabilities to serve our customers in ports and terminals across the region."

350 telehandlers for Plant Hire UK

UK rental company Plant Hire UK has ordered 350 new JCB telehandlers and 100 other machines in a deal worth £25 million. The telehandlers range from the compact 1.5 tonne, four metre 516-40 through to the four tonne 20 metre 540-200. The order also includes dumpers, mini excavators and rollers, all of which will be supplied by dealer Gunn JCB to Plant Hire UK's new headquarters in Haydock, north west England.



(L-R) George Bamford of JCB, Graham Jones of Plant Hire UK, Dan Thompstone of JCB, and Paul Hartshorn of Gunn JCB

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The Angel of the North

First Icelandic Helix

Icelandic baking company Myllan has taken delivery of a 12 metre working height Hematec Helix 1205 mast boom, the first in the country. The Helix 1205 features a five stage forklift type mast topped by a three section telescopic jib, providing up to 5.1 metres of outreach at a height of 6.5 metres and yet the machine's overall width - 980mm - is no greater than regular 10 metre mast booms. Overall weight is 4,800kg.

Myllan technical manager Flovent Sigurdsson became aware of the machine at a trade fair and its outreach and overall dimensions were exactly what the company needed for its cleaning and maintenance work. Helix mast booms are now working in Iceland, Luxembourg, the UK, Italy, Russia, Slovakia and Switzerland, as well as Germany.



The inspection of the Helix 1205 by the Icelandic authorities



Helix 1205 at work

France Elévateur and CharterLift part company

The German division of France Elévateur has ended its agreement with local dealer CharterLift & More, which until now has handled both sales and service in Bavaria, parts of Baden-Württemberg, Saarland and Hessen.

France Elévateur Deutschland will now divide the sales and service work with long-term partner Lift2Go which has recently moved to Nellingen in southern Germany. CharterLift on the other hand has been selling truck mounted platforms from French manufacturer Klubb - a direct competitor with France Elévateur - since last September. Since the summer, France Elévateur Deutschland has also been the German/Austrian distributor for Italian truck mounted and spider lift manufacturer CTE.

(L-R) Thomas Rammelt from France Elévateur Deutschland, Harald Kuhnle and Armin Ruhland of Lift2Go at Platformers' Days 2014.



Riwal adds new higher capacity JLG booms

Dutch international rental company Riwal has taken delivery of a number of the new and upgraded dual capacity 60ft JLG 600S and 66ft 660SJ telescopic boom lifts.

The new 600S provides a maximum outreach of 15.29 metres with the unrestricted capacity of 272kg, while the new 454kg maximum capacity can be taken to an outreach of 13 metres. Working height is 20.1 metres with 272kg capacity or 19 metres with 454kg. The new 660SJ - essentially a 600S with jib - provides an outreach of 17.4 metres with an unrestricted capacity of 249kg or 15.3 metres with its 340kg maximum. Working height is 22 metres with 249kg or 20.9 metres with 340kg. Both lifts come with four wheel drive, while the crawler versions with the same capacities will be launched in the coming months.

JLG said: "Both machines offer class leading platform capacity allowing operators to bring more tools and material to the work area. The new 600S has an unrestricted capacity of 270kg, which represents a 20 percent increase over the previous model, with a restricted capacity of 454kg. The unrestricted capacity of the 660SJ has increased to 250kg, with a restricted capacity of 340kg."



Both boom lifts are available with four wheel steer

Crane operator fights back

Kevin Reilly, the crane operator involved in the fatal crawler crane overturn in Manhattan, New York in February 2016 has launched a \$2.5 million defamation lawsuit against the investigators that found him guilty of causing the incident.

An independent investigation by Crane Tech Solutions found Reilly responsible. Its inquiry, released 10 months after the incident occurred, determined that Reilly failed to secure the crane - a Liebherr LR1300 belonging to Bay Crane - the night before and then on the day lowered the 59 metres of boom to an improper angle - 72 degrees - before lowering the 112 metre luffing jib. The Department of Buildings investigation also concluded that Reilly should have secured the crane's boom the night before it collapsed when strong winds were forecast, and was reckless in the way he handled the situation. As a result it suspended his operator's licence and is looking to permanently bar him from holding a licence. Reilly's lawsuit alleges that the incident was improperly investigated and that he was not the root cause of the overturn that killed one man and injured three others.

New York's Department of Buildings said: "Our investigation found that Mr. Reilly acted recklessly with tragic results. We suspended his crane operator's license last year, an action that remains in effect today."

The full report can be found on www1.nyc.gov/assets/buildings/pdf/crane_investigation_findings.pdf



The crane boom came down along the street

Custom Equipment acquired

Stratford-Cambridge, a small private equity firm from Plymouth, Michigan, has acquired a controlling interest in US low-level powered access manufacturer Custom Equipment. Custom - based in Richfield, Wisconsin - produces the Hy-Brid low level scissor lifts and was owned and managed by Steve Kissinger and family which retain a 20 percent stake.

Stratford-Cambridge's managing director Stephen Ellis said: "We are very excited at the prospect of partnering with the Custom Equipment team to continue and accelerate their history of growth and innovation. We saw a great company here that checks all of the boxes in regard to our investment criteria and we are looking forward to this next chapter in the history of Custom Equipment."

Stratford-Cambridge tends to invest in niche manufacturing companies based in the Midwest with turnovers of between \$1 and \$5 million. Custom is the fifth company in its portfolio.



Custom Equipment was established in 1981 by Steve and Lynn Kissinger as a fabrication and welding repair business in West Bend, Wisconsin. It then designed and manufactured the '2-in-1' scissor lift for use in mausoleums. In 2004 it began manufacturing scissor lifts for the construction and industrial markets including the HB-1030 Hy-Brid lift and has expanded steadily since then, adding its Richfield headquarters and assembly plant in 2010. Today it sells its growing range of scissor lifts worldwide.

(L-R) Justin, Sarah, Lynn and Steve Kissinger.



Baldwins regains licence and invests

Baldwins Support Services - the transport division of UK rental company Baldwins Crane Hire - has been granted a full Operating Licence by the office of the Traffic Commissioner for its locations in the North East and Welsh traffic areas. The new licences - granted 15 months after the previous ones were revoked - are valid for five years. The company has also invested in five new Nootboom five axle step trailers, and ordered a 450 tonne, eight axle Liebherr LTM 1450 8.1 All Terrain crane which should be delivered this month.

Baldwins was granted the full licences a month earlier than originally planned after successfully passing investigations by DVSA and forensic audits by auditors during the interim period. The company lost its licence in 2016 after drivers were caught falsifying records. A one-year interim licence with restrictions was granted in January when undertakings were given regarding transport drivers being involved in rigging cranes and the involvement of chairman Richard Baldwin.

The company said: "Under the direction of transport director Marcus Gough, Baldwins Support Services looks to continue its transport operations whilst maintaining the highest possible standards of compliance."

Speaking of the new trailers Gough added: "Baldwins and Nootboom have a long-established working relationship. This is a significant investment which will aid our effectiveness by increasing the payloads, whilst remaining within the constraints of the Vehicle Special Order."



The LTM 1450-8.1 will be delivered next month



John Houghton of Nootboom hands over the last of the five trailers to Marcus Gough of Baldwins

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First £1 billion quarter for Ashtead

Ashtead, parent of Sunbelt in the US and Canada and A-Plant in the UK, has reported its first £1 billion quarter. Revenues increased 20.5 percent to £1.02 billion with all areas of the business contributing strongly both organically and through bolt-on acquisitions. Pre-tax profits for the quarter were 12.5 percent higher at £264.2 million but lagged revenue growth for a number of reasons including some one-off charges and the restructuring of part of its debt. In the first half the company reported revenues of just under £1.9 billion, an increase of 22 percent on the same period last year. Pre-tax profits jumped 19 percent to £493.1 million.

Chief executive Geoff Drabble said: "Our end markets remain strong and a wide range of metrics have shown consistent improvement. We continue to execute well on our strategy through a combination of organic growth and bolt-on acquisitions. We made significant investments in the period, spending £708 million on capital expenditure and £298 million on nine acquisitions."

"As we execute our 2021 plan, we expect a number of years of good earnings growth and significant free cash flow generation. Given this outlook, we are commencing a share buyback programme of at least £500 million and up to £1 billion over the next 18 months."



Irish acquisition for Loxam

French international rental group Loxam has acquired Irish general rental company Swan Plant Hire from its founder/owners. Swan - established 45 years ago - has two locations in the Dublin area, its headquarters in Ballymount Road and a north side branch in Cloghran. The company offers a range of equipment such as mini excavators, compressor and dumpers to mowers, concrete finishing tools and power tools.

Loxam chief executive Gérard Déprez said: "This acquisition will allow Loxam to strengthen its position in the Dublin area alongside its Loxam Access branch and to diversify and complete its equipment range."

Loxam has been operating an equipment rental business in Ireland for 18 years.



Vp/Brandon acquisition referred

The recent UK acquisition of Brandon Hire by Vp has been referred to the Competition and Markets Authority for investigation. A statement from Vp said: "Prior to completion of the acquisition, Vp conducted a detailed due diligence exercise, including assessing potential competition considerations and it will fully assist the CMA with its enquiry."

Vp acquired Brandon in an all-share deal in early November which valued the company at £68.8 million. Established in 1971, Bristol-based Brandon Hire employs over 900 at 143 locations across the UK. The company operates a full range of tool rental equipment similar to Vp's own tool business, Hire Station.



Fassi takes 100% of Cranab

Italian loader crane manufacturer Fassi has acquired the rest of the shares in the Swedish company Cranab that it does not already own. Fassi acquired a minority interest in Cranab which manufactures timber cranes and grapples in late 2013 and two and half years later increased its stake to become the majority shareholder.

It has now acquired the shares held by Cranab chairman Hans Eliasson giving it 100 percent of the company's equity. The Cranab group includes Cranab, Vimek and Bracke Forest.

Chief executive Giovanni Fassi said: "Our ambition is to develop Cranab to become a crane supplier with a wider product range. The continuous development of off-road cranes for forest machines will further improve Cranab's already strong position."



A Cranab forestry crane.

Mateco expansion continues

Germany's largest aerial lift rental company Mateco - part of the TVH group - has made a further acquisition in Germany with the purchase of the aerial lift division of Kohler Arbeitsbühnenvermietung. The deal includes the Kohler location in Rheinfelden-Herten in southern Germany and its Swiss aerial lift operation in Rheinfelden, Switzerland.

The German business - a System Lift partner - will be merged into Mateco Germany, while the Swiss location will be transferred to the newly formed Mateco Schweiz. Kohler will now focus on its concrete building installation operation - its original business that dates back to 1990.

Mateco also recently acquired the aerial lift fleet and related business assets of Ludwigshafen-based Heintzelmann Autokrane which will continue to operate as a mobile crane rental company under the direction of managing director Ralph Heintzelmann at its Ludwigshafen location.



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New Scanclimber platform

Finnish mastclimber and hoist manufacturer Scanclimber has unveiled the 10 tonne SC10000 Centum heavy-duty mastclimber. When installed with a single mast the Centum has a maximum capacity of 5,900kg with a platform length of 4.1 metres - an increase of 24 percent on the company's previously big capacity platform, the SC8000. Maximum platform length on a single mast is 20 metres.

In twin mast configuration the Centum can lift its maximum 10 tonne capacity with a platform length of up to 15.8 metres - a 20 percent improvement. Maximum platform length in this configuration is 48.6 metres. The twin motor lift speed is seven metres a minute. The new platform is aimed at heavy-duty façade work such as brick laying and window installation. If necessary, the platform can be weather protected and equipped with wide range of extensions and lifting arms.



Scanclimber's new SC10000 Centum mastclimber.

£2 million hybrid investment

UK rental company Elavation has placed a £2 million order for Niftylift hybrid boom lifts as part of a fleet renewal and expansion programme 'to meet growing demand for cleaner, quieter equipment'.

Barry Brady of Elavation said: "We needed to respond to the growing demand for electric and hybrid machines as customers look to reduce their reliance on diesel power and its perceived pollutants."

The order includes a number of the classic 33ft HR12 boom lifts.



Lifterz moves north and south

Lifterz has formed a new rental company in Scotland and opened a new location in Daventry, Northamptonshire. Lifterz (Scot), is a partnership between shareholders Leigh Baker, Jim Palmer and Ossett, Yorkshire-based Lifterz.

Baker joins the company from Active Access which was acquired by Euro Mechanical Handling just over a year ago. Before that he was a part owner in Specialized Access, which was sold to Quick Reach at the end of 2015. In 2008 he formed Pinnacle Platforms, selling it to Kimberly in 2010.

Lifterz (Scot) - which will share all marketing, infrastructure and operational procedures with Lifterz - will concentrate on access rental, sales and training from a location in Bathgate, central Scotland. At the same time Lifterz is opening a new Midlands depot in Daventry where Ben Marvin has been working over the past year.



Leigh Baker

Lifterz
WORK PLATFORMS

Dinolift and Reachmaster part company

Dinolift - the Finnish trailer and self-propelled aerial lift manufacturer - and its North American distributor Reachmaster have mutually decided to end their exclusive distribution agreement less than three years after it was officially launched at the Rental Show 2015.

Both companies have confirmed that they are parting on amicable terms and have stated that there will be no changes in parts supply or technical support for Dinolift. Units already delivered will continue to be supported by both companies.



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China

- **Nishio Rent All Vietnam** has moved its Hanoi operations to new, larger purpose-built premises.
- Japanese crane rental company **Aoki Juki** has ordered a 700t **Demag AC 700-9**.
- **John Chandler** has rejoined **Genie Europe** in a business development role.



John Chandler

- Australian lifting gear supplier **Ranger Lifting** has opened a facility in Melbourne, Victoria.
- Scottish rental company **Active Access** has added 60 aerial lifts from **Genie, Hinowa** and **Isoli** plus 50 **JCB** electric scissor lifts.
- German rental company **Knoll Kran** has taken two **Magni** Smart telehandlers.
- **Western States Equipment** of Salt Lake City, Utah, has been acquired by **Kingsbridge Holdings**.
- UK rental company **John Sutch Cranes** has invested £3.7 million in new cranes, including a six axle Spierings.
- German rental company **Kranlogistik Sachsen** has taken a 250t **Grove GMK 5250L** All Terrain crane.
- **Shire Precast** has taken two 45ft **Genie Z45/25** 4x4 boom lifts.
- **Easy Jet** has purchased seven used aerial lifts from Urban Access for its UK operations.
- Indonesian port **Pelindo 3** has ordered five **Konecranes Gottwald** mobile harbour cranes.
- German rental company **Starlift** has taken a 185ft **JLG 1850SJ** telescopic boom lift.
- **Genie** has appointed six new sales representatives in North America - **Dickey Bennett, Justin Kelley, David Porter, Tim Schmidt, Mike Shaw** and **Brad Trask**.



Dickey Bennett



Justin Kelley



David Porter



Tim Schmidt



Mike Shaw



Brad Trask

- Australian distributor **Pace Cranes** celebrated its 30th anniversary by opening a new facility.
- Irish rental company **Diggers Direct** has taken 10 **JCB 540-180 Hi Viz** telehandlers.
- German rental company **Buchtmann Arbeitsbühnen** has taken a 33 metre **Ruthmann T330**.
- **Daniel Langer** has rejoined UK dealer Central Platform Services (**CPS**).
- German rental company **Mayer Autokran-Vermietung** has taken a 160t **Demag AC 160-5**.
- **IMT** has appointed **Transform Crane and Equipment** and **Power Equipment Co** as dealers.
- UK access service/ inspection company **NEG Services** has added spider lifts to its rental operation.
- UK's **Emerson Crane Hire** has taken a 200t **Liebherr LTM 1200-5.1** All Terrain crane.
- **Manitou** has appointed Mark Hanson chief executive Manitou North America.
- UK rental company **Steve Foster Cranes** has taken two **Liebherr** All Terrain cranes.



Mark Hanson

- **Andres Cristian Nacht**, chairman of Brazilian contractor and rental company **Mills** is resigning.
- German rental company **Fricke-Schmidbauer** has taken a 130t **Tadano ATF 130G-5** All Terrain crane.
- Italian rental company **Musselli** has taken a 250t **Grove GMK 5250L** All Terrain crane.
- **Tadano** has appointed **Reynolds Equipment** as a dealer for its cranes in Wisconsin.
- US tower crane entrepreneur **Kristopher 'Kyle' Lewis** of **Sun Crane** has died - he was 57.
- **Link Belt** has appointed **Mike Ogle** as manager North American sales, **Skeeter Collins** moves to major accounts.
- Finnish crane rental company **J. Helaakoski** has purchased the first 750t **Liebherr LTM 1750-9.1** in Finland.
- **Riwal** has taken a number of the upgraded 60ft **JLG 600S** and 66ft 660SJ telescopic boom lifts.
- UK-based **High Access** has taken two **Bronto Skylift** truck mounted platforms.
- German rental company **Schaak Kran & Transporte** has taken a 150t **Grove GMK5150L**.
- **Terex Cranes** has appointed **Bill Cox** as sales director North American operations, replacing **Mark Phillippi**.
- German rental company **Otto Fischer** has taken a 100t **Tadano ATF 100G-4** All Terrain crane.
- **Tat Hong** has merged Brunei-based Tat Hong Crane into **Tat Hong Crane Rental (Sarawak)**.
- **Manitex International** has promoted **Steve Kiefer** to chief operating officer.
- UK rental company **M&M Crane Hire** has taken a 130t **Tadano ATF 130G-5** All Terrain crane.
- UK-based **Media Access Solutions (MAS)** has taken 35 **Haulotte** scissor lifts.
- Czech rental company **Sico Rent** has taken its 500th aerial lift, an 85ft **Haulotte HT28 RTJ**.
- German heavy lifting contractor **Wasel** has taken delivery of two **Liebherr** Rough Terrain cranes.
- **Ashtead** has promoted **Brendan Horgan** to group chief operating officer.
- **Bill Towner** of **Rapid Access**, Oman has died after suffering a heart attack.
- German scissor lift manufacturer **HAB** has appointed **Vertex** as its distributor for Russia.
- Canada's **Halterm Container Terminal** has ordered three **Konecranes** RTG cranes.
- **Pat Clarke** of **Nationwide Platforms** has died after a long illness.
- **Kirby-Smith Machinery** opened a new Kansas City branch.
- UK rental company **Global Platforms** has taken three **Dinolift** spider lifts.
- German rental company **Buchtmann** has taken a 22 metre **Ruthmann Bluelift SA 22** spider lift.
- **Manitou** has extended chief executive **Michel Denis'** contract for further four year term.



Andres Cristian Nacht



Mike Ogle



Bill Cox



Steve Kiefer



Bill Towner



Pat Clarke



Michel Denis

- UK rental company **JK Ashbrook** has taken a 50ft **Skyjack SJ9250 RT** rough terrain scissor.
- **Straightpoint** has appointed **Kyle Milne** as technical sales engineer for Scotland.
- German rental company **Hermann Kranverleih** has taken a 150t **Grove GMK5150L** All Terrain crane.
- German rental company **Scheurer Arbeitsbühnen** has taken a 57 metre **Ruthmann T 570 HF**.
- UK rental company **Savage Cranes** has taken a 20 tonne **Kato CR-200Ri** City type All Terrain crane.
- German rental company **A.L.S. Hubarbeitsbühnen** has taken a 22.3 metre **Oil&Steel Scorpion 2313**.
- **Mammoet USA** has expanded its site at the Port of Freeport in Texas, USA.
- Dutch logistics company **Kramer group** has ordered 22 **Konecranes** machines.
- German crane rental company **Eschbach** has ordered the first **Demag AC 300-6** All Terrain crane.
- UK rental company **Marsh Plant Hire** has taken delivery of four 40t **Liebherr LTM 1040-2.1** All Terrain cranes.
- Italy's **Terminale Intermodale Venezia** has ordered a 125t **Konecranes Gottwald G HMK 6507**.
- Eurosupply founder **Daan van de Poel**, 54, is to leave the company.
- **Snorkel** has appointed **Simeri** as service partner for Finland and Estonia.
- Abu Dhabi-based distributor **NFT** has delivered a number of **Potain** cranes to contractors in Kuwait.
- **David Jacobi** of **Ainscough Heavy Cranes** has died after a short illness.
- Finnish rental group **Ramirent** is looking to quit the cabin sector to focus on equipment.
- UK rental company **Select Plant Hire** has taken two 60t **Liebherr LTR 1060** crawler cranes.
- Swiss sales/rental company **SkyAccess** has purchased more than 30 **Skyjack** scissor lifts.
- **Ramirent** and **Cramo** are exploring options for their Russian JV **Fortrent**.
- UK rental company **AFI** has purchased 24 new Dingli scissor lifts and two 125ft **JLG** boom lifts.
- Italian crane rental company **Baldini** has ordered three new **Grove** All Terrain cranes.
- UK rental company **Central Crane Hire (Hull)** has taken two **Liebherr** All Terrain cranes.
- UK rental company **Warren Access** has taken four **JCB** scissor lifts.
- US-based **Sims Crane & Equipment** has appointed **Craig Corbett** as Orlando sales rep.



Kyle Milne



Daan van de Poel



David Jacobi



Craig Corbett

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Large truck mounts ready and able

The Grenfell Tower fire in London in June took 71 lives, 21 of those who died were trapped on the top floor of the 24 storey apartment block. Shocking as the tragedy was, perhaps even more disgraceful was London Fire Brigade's total lack of suitable equipment that might have rescued those on the upper floors. The inability of the fire department to muster large truck mounted platforms in a city of high rise blocks was particularly scandalous to anyone involved with powered access, knowing that there were a number of big truck mounted platforms in the area. This resulted in numerous letters and offers of help and advice for the London Fire Brigade and the Mayor of London from companies, individuals and IPAF.

London Fire Brigade does not even have a platform as high as 40 metres, totally inadequate to deal with a fire in any block of more than 10 floors. However it is estimated that about eight percent of London residents live in 700 tower blocks of 11 or more

storeys. Given the Grenfell Tower problems with inflammable cladding, and the lack of any means of rescuing people from the upper floors of these tower blocks it is clear that the capital has a serious problem.

Unfortunately this problem has already been highlighted several times before following similar but less serious fires. While the solution is easy - purchase larger rescue platforms - obtaining the required funding appears to be an ongoing problem. However shortly after the incident the chief fire officer suggested that the technology allowing such big platforms to travel in London has only just become available, something that we all know to be profoundly untrue. The issue will probably be tied up in political wrangling for several years - even after the inquest results.

Suitable equipment is not the problem. There are numerous

companies around the world that specialise in large truck mounted platforms - both for firefighting and for construction/industrial use. Bronto Skylift for example has platforms for many different sectors topped by its 112 metre F 112 HLA fire rescue platform - good for about 34 storeys.

The growth in the number of larger truck mounted platforms in rental fleets over the past 10 years means there are significant numbers in and around Greater London with working heights from 50 to 90 metres - well in excess of the London Fire Brigade equipment.

A letter from IPAF president Tim Whiteman to the London Mayor



The Grenfell Tower fire in London in June took 71 lives, 21 of those who died were trapped on the top floor of the 24 storey apartment block



Angloco firefighting platforms in Lincoln



Sadiq Khan asked the question whether access rental companies might be able to help by using their larger commercially orientated platforms in emergency situations. Obviously they are not fire specific platforms and lack some of the rescue specific features, but they may have a useful role in responding to future emergencies involving high rise buildings.

Even this simple request for a meeting to discuss the situation has been passed onto the Fire Brigade and a follow up letter to Roy Wilshire, the chief of the National Fire Chiefs Council (NFCC), has been acknowledged but no date has yet been set.

"IPAF's members are keen to investigate whether there could be any way they can assist the Fire Brigades with large booms in an emergency and are hoping for a meeting," said Whiteman.

We also contacted the London Fire Brigade, asking a simple question regarding plans/progress with sourcing larger rescue platforms. We were given the legal excuse/

brush off/no comment - which suggests that nothing has been done, meaning that the city goes into 2018 in the same position as it was when it failed to rescue people in Grenfell Tower.

Demand continues

The likely demand for large truck mounted platforms to assist fire departments augments the continued increase in their use for industrial and commercial applications, such as wind turbine maintenance, TV and film industry work, construction, building cleaning, maintenance and inspection - all of which are creating increased demand which the major European manufacturers - Palfinger, Bronto and Ruthmann - are struggling to satisfy.

Of the three, Ruthmann was the only one to limit its largest truck mount to 75 metres. However, earlier this year it announced a change in its policy in this area saying: "given the current situation and delivery times for 90 metre truck mounted lifts we sense sufficient demand for a third



The trailer-mounted Ruthmann TTS1000 has an outreach of 40 metres at a height of 60 metres



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Work assembling the first Ruthman T 900 HF



The multi-sided boom of the new T 900 HF

producer to enter the market". The company has set itself the challenge to have the new 90 metre working height Sky Performance Steiger T 900 HF platform ready for a world debut at Intermat in Paris this April. Why the change in policy? With Bronto under new ownership and arch rival Palfinger the only other competitor, Ruthmann sees a chance to muscle in and take



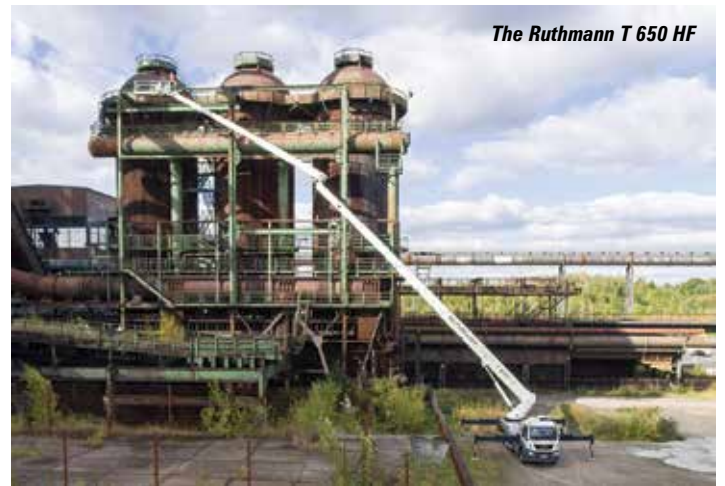
One of the Ruthmann TTS1000's working in the USA

market share as well as benefit from an expanding market. However, this is not the first time that the company has produced machines above 75 metres. In 2001 it launched the trailer mounted 101 metre TTS1000. It ploughed all of its engineering resources into the project but only ever sold two units. It almost bankrupted the company and was eventually removed from the product line. With hindsight, it was a case of the wrong product at the wrong time although both units are much appreciated, particularly for their outreach - 40 metres at a height of 60 metres - and are still working in the USA.

When Ruthmann announced the new product, it was coy over the exact working height dubbing it the T-9XXHF. It has now said that rather than squeezing the last drop of working height out of the machine, it has listened to customers and is concentrating on maximising platform stability rather than adding an extra metre or two.

The 'dual concept' machine is hoped to be more versatile. The design - which includes a multi-sided boom - will allow the 30 metre upper boom or jib to work with the main/lower boom at an elevation as low as 72 degrees - rather than being required to be locked into its maximum elevation first. In this way Ruthmann expects to achieve an outreach of at least 39 metres. The lower boom will however need to be electronically locked into the vertical position before the platform can reach anything like maximum height.

The new lift is likely to be mounted on a standard commercial chassis from Scania, MAN or Volvo, with a total weight of between 48 and 52 tonnes and an overall length of less than 15 metres. According to Ruthmann the T 900 HF will be "the world's most mobile large truck mounted platform and will further strengthen and expand current market position in the large platform market segment nationally and internationally."



The Ruthmann T 650 HF

The HF - High Flex - designation suggests that it will follow the specification and design configuration of its recent HF models, currently topped by the 75 metre T 750 HF, which includes a long upper boom/jib and extreme platform rotation, complete with a short articulated end jib.

Features include the basket stowed in the middle of the chassis rather than hanging over the rear, reducing the risk of damage while travelling and manoeuvring on site and keeping front boom overhang under two metres. Ruthmann also confirmed three launch orders from rental companies Felbermayr and Hüffermann in Germany and Joly Location in France.

Ruthmann's largest truck mounted lift until the new launch is the 75 metre T 750 HF which with the 65 metre T 650 HF went into production at the end of 2016. The four axle T 750 HF has a five section main boom, topped by a long three section jib/top boom and short articulated end jib. Maximum platform capacity is 600kg which it can take to a height of around 70 metres although capacity at full height is 320kg. Maximum outreach is 41 metres, but this is only available at specific points such

as over the rear outriggers and with a restricted capacity of 100kg. The machine also has an impressive 14 metres below ground reach thanks to its three section jib.

Platform rotation is a full 440 degrees, allowing the front of the platform - which has extended platform dimensions of 3.82 metres by 970mm - to face back towards the machine, handy when working over buildings. Overall vehicle length is just under 14 metres, depending on the chassis, while total weight is 32 tonnes.

The T 650 HF has the same boom and jib configuration as the T 750 HF but provides up to 43 metres of outreach with 100kg platform capacity, while the 600kg maximum platform capacity is available up to a working height of around 60 metres. The T 650 uses the same platform and 440 degree rotation system as the T 750 although more compact with an overall length of just under 12 metres.

Competition

As mentioned earlier, Bronto Skylift is now under new ownership following its acquisition by Japanese fire and rescue equipment manufacturer Morita Holdings at the end of 2015. Morita is Japan's



A Bronto S56XR purchased by Swiss rental company Maltech

leading producer of firefighting equipment - fire engines, airport fire tenders and rescue ladders/ platforms - as well as producing a range of recycling equipment and garbage/refuse collection trucks. Morita primarily acquired Bronto to give it an international firefighting platform product line and access to a wider international market. This may be beneficial given the Grenfell Tower disaster. The acquisition will also provide it with a full line of dedicated rescue platforms to complement its ladder platform range that is topped with a 56 metre model. The company has also spent the past two years learning about the commercial, or industrial market for truck mounted platforms

and looks set to use its impressive resources to expand its presence and possibly the product line. The other major player in this market, Palfinger, has also been busy upgrading its largest platform - the 103 metre WT 1000 - to the P 1000 mounted on an updated five axle Tadano Faun All Terrain crane carrier. The platform was originally developed with an eye on the growing wind turbine cleaning and maintenance market, as well the growing demand for work on tall buildings. With an outreach of 35 metres the P1000 has maximum working height of 102.5 metres with 200kg platform capacity, while the maximum is 600kg. The new platform also includes

the features from the company's latest NX series, which includes the innovative X-jib with up to 240 degrees of articulation and 400 degrees of platform rotation. The overall width with outriggers deployed is now 600mm smaller but still retains the same performance. Two new assistance systems are used for the first time with the P 1000. The ADAS Hands Free System (Advanced Driver Assistance Systems) means that operators no longer have to constantly hold the joystick when moving the platform allowing them to perform other activities at the same time. The ADAS Collision Protection function prevents damage by means of anti-collision sensors which use car reversing and driverless car technology, to provide a warning and cut out before any collision. The driver's sleeper cab has also been given a complete update and overhaul.

Other market developments

The market has seen a number of interesting developments in the past year. A few months ago Danish crane and access rental company

BMS has opened a big truck mounted platform branch in the UK



BMS officially opened the UK branch of its big truck mounted platform rental operation with Tom Wilson as sales director. Wilson - the founder of Wilson Access Hire in 2002 - sold the business to AFI in 2013. BMS UK will offer very high specification truck mounted platforms from 55

Palfinger upgraded the 103 metre WT 1000 to the P 1000 on a new Tadano Faun All Terrain carrier



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AA Access fleet includes units from 10 to 70 metres



to 103 metres, along with its latest innovation of high wind speed machines, designed to work safely in winds of up to 20.8 metres a second. BMS runs a fleet of 38 large truck mounted platforms and covers most of Northern Europe including Germany and the Benelux region. Ib Steffensen, director of BMS said: "We are already seeing results that demonstrate the UK access market is ready to welcome the high specification equipment that BMS offers and enjoying the benefits we bring. With Tom's background and his reputation for delivering quality and service we are the perfect fit."

AA Access acquired

Staying in the UK, large truck mounted platform rental company AA Access has been acquired by UK cleaning and industrial maintenance company High Access. AA Access founder/owner Andy Ainsworth and his team will remain with the business, with Niel and Adam Bethell of High Access joining the company as directors.

High Access was established by chief executive Niel Bethell in 2005, to provide a maintenance and cleaning service to the commercial, industrial and high end and high level residential property sectors. The company said: "This acquisition will allow our clients to reap the benefits of the business now having

an enhanced fleet of fully owned, top of the range machinery, and will support the company's objective of moving into new sectors while delivering growth through high service levels."

Andy Ainsworth established AA Access in 2003 with the aim of providing a superior rental service for high end truck mounted aerial lifts. Its fleet includes units from 10 metres through to the 70 metre Bronto 70 XDT. A large proportion of its work comes from supplying platforms to the film and television industry.

Bethell added: "We are focused on further expanding the business, particularly in Birmingham, Leeds, Scotland and London, and the AA Access acquisition was part of this long-term strategy. High Access was built on strong customer relationships and standing out in the sector for quality."

Kulawik joins Kiloutou

Another interesting development in 2017 was the move of truck mounted platform specialist Stephan Kulawik to French rental group Kiloutou. He joined the company as chief executive of Kiloutou Germany, following just over two years with Danish rental company BMS where he was sales director of its truck mounted platform division, with the brief to build up its large

A Ruthmann T 570 HF



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Sogage has an eight model line-up topped by the 74.2 metre forSte TJJ75

truck mounted rental operations in Germany and the UK. That move came after more than 25 years with Wumag/Palfinger Platforms - the last three years as managing director.

The appointment comes shortly after Oliver Kark stepped aside as chief executive of Kiloutou's lead subsidiary in Germany - Starlift.

Italian influence

The market for 75 metre plus machines has always been the exclusive domain of the German and Finnish manufacturers. The Italian manufacturers that dominate the 3.5 tonne truck market - CTE, Multitel, GSR, Comet, Sogage etc - have wisely chosen to focus on the smaller, higher volume end of the market. Multitel and Sogage do however produce 75 metre truck mounts. The 75.1 metre Multitel MJ 750 has been produced for some time and Sogage has an eight model line-up topped by the 74.2 metre forSte TJJ75 launched in 2015.

Mounted on a 32 tonne four axle truck, the TJJ75 has a five section main boom, four section main jib and a second short articulating jib. Outreach is said to be 40 metres and maximum platform capacity 600kg - with up to 360 degrees of rotation. A 900kg winch option is also available. CTE and Oil & Steel offer machines in the 60/65 metre range.

The problem with platforms above 75 tonnes is that they require a whole different approach to make it practical for the road, resulting in very high development costs for what is a very low unit volume and a market that tends to be highly conservative and unwilling to invest such large sums in a manufacturer with no experience in this sector. Don't expect that to change any time soon.

TIME Manufacturing in the USA also has several truck mounted ranges - Condor, Phoenix and Skybird - but maximum working height is 65.5 metres with 28 metres outreach and 600kg maximum capacity. The company is also the US distributor for Ruthmann offering the 72 metre T235A for the North American market.

And the Chinese? XCMG has recently unveiled a range of 11 firefighting rescue platforms from 22 metres to the range-topping 100 metre DG100 which has been available for several years. It also plans to expand into overseas markets saying that its products have already been exported to more than 30 countries including Russia, Indonesia, Uganda, Nigeria.

Future developments?

One of the major applications for the largest truck mounted platforms is wind turbine service and maintenance. With turbines being designed with higher hub heights and longer blades there is growing pressure on the truck mounted lift manufacturers to produce units with greater working heights, in excess of the 112 metres currently available. There is talk of



Multitel MJ750



A Ruthmann T235A purchased by Blade Platforms

140 to 150 metre platforms being developed - possibly for a Bauma 2019 unveiling? How this might be achieved within a roadable package is anyone's guess, particularly if the chassis is to be kept to a size that can be moved at short notice without substantial restrictions. Ruthmann's 17 year old TTS1000 concept which used a three axle

tractor towing a six axle trailer might just have come of age? Another alternative might be along the lines of a large All Terrain crane adding additional ballast before working or heaven forbid with removable booms? To achieve these huge increases in working height however requires a complete design rethink. Interesting times ahead.



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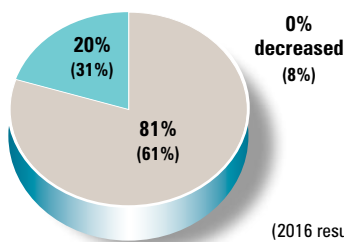
A pretty good year

At the risk of making a sweeping generalisation, this year has seen all three markets we cover do well with an overall rise in hire rates with the crane companies continuing to make progress overall, while aerial lifts have held their own after last years' declines. Of course this generalisation may vary depending on which particular segment you look at. This is the 17th year of the survey with all the previous results still available to view on line at www.vertical.net.

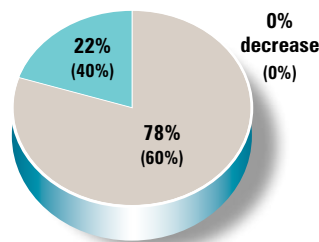
Crane rates

Crane hire rate trends - all types

Crane hire rates over the past 12 months have:



Crane hire rates over the next 12 months will:



This time last year none of our respondents anticipated that rates would fall and sure enough none have reported declines. Most of the companies stated that rates had remained at 2016 levels, although 22 percent reported rate increases. Looking at the data it is clear that if you run All Terrain cranes between 25 and 100 tonnes plus a few self-erecting mobiles, tower cranes and/or crawlers you would have done very well. On the other hand if you your fleet had a large number of big ATs - say 100 to 600 tonnes - you would have experienced lower rates due to lower utilisation.

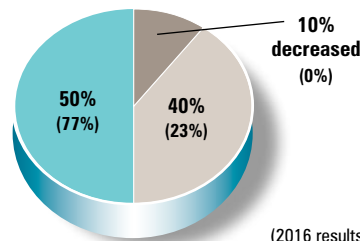
A large majority of respondents expect rates to remain at this year's levels - substantially more than last year. Once again, no-one expects rates to fall over the next 12 months and 22 percent of those surveyed anticipate further rises. It is certainly possible that the larger All Terrain rates will bounce back as more infrastructure projects come on stream and new entrants into this market push up their introductory rates.



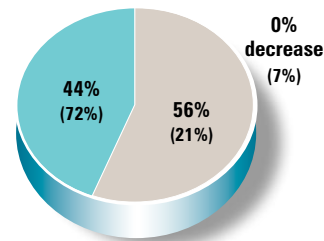
c&a 2017 rental rate survey

Crane fleet size

Crane fleet size over the past 12 months have:



Crane fleet size over the next 12 months will:



(2016 results)

This year's results show that our respondents last year had a pretty good feel for the market when the number of companies reducing their fleets came in slightly above estimates. The number of respondents that had expanded their fleets in the year was 50 percent compared to 72 percent last year, while 40 percent of companies made no changes to fleet numbers.

Input is quite mixed but this year but no-one surveyed said that they were planning any fleet reductions - a significant change from last year. Those who replied were split equally between remaining the same size and expanding.



Crane rental rates

Daily rates for mobile cranes

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

Crane size	Average	Lowest	Highest	Ideal
Under 30 tonnes	440 ▲	350 ▼	520 ▲	490 ▲
30 to 45 tonnes	483 ▲	420 —	600 ▲	528 ▲
50 to 65 tonnes	590 ▲	520 ▼	680 ▼	638 ▲
70 to 85 tonnes	768 ▲	750 ▲	780 ▼	810 ▼
95 to 125 tonnes	1064 ▼	960 ▲	1300 ▼	1175 ▼
135 to 200 tonnes	1776 ▼	1200 ▼	2500 —	2013 ▼
210 to 350 tonnes	2800 ▼	1500 ▼	3500 ▼	2875 ▼
350 to 600 tonnes	7033 ▼	5500 ▼	8600 ▼	9500 ■
Over 600 tonnes no input				
Self-Erecting Tower (4 to 5 axles)	1625 ▲	1400 ▲	1850 ▲	1725 ▲
Self-Erecting Tower (6 to 7 axles)	1950 ▼	1900 ▲	2000 ▼	2100 ▼

Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	1,596 ▲	950 ▲	3000 ▲	3750 ▲
50 to 60 tonnes	1,282 ▲	1,100 ▲	3150 ▲	4220 ▲
70 to 80 tonnes	2825 ▲	1750 ▲	3900 ▲	4976 ▲
90 to 100 tonnes	2837 ▲	2000 ▲	4000 ▲	5650 ▲
120 to 150 tonnes	2998 ▲	2200 ▲	4000 ▲	5735 ▲
180 to 250 tonnes	5085 ▲	4500 ▲	5750 ▲	6500 ▲
Over 250 tonnes no input				



Crane rental rates

From last year rates have gone

▲ up ▼ down — same ■ new category

Weekly rates for tower cranes

Flat tops and saddle jibs	Average	Lowest	Highest	Ideal
Less than 70t/m	773 ▲	750 ▲	795 ▲	800 ▲
120t/m	1057 ▲	913 ▲	1200 —	1200 ▲
200t/m	1775 ▲	1750 ▲	1800 ▲	1850 ▲
300t/m	2264 ▲	2000 ▲	2700 ▼	3000 ▲

Luffers	Average	Lowest	Highest	Ideal
Less than 70t/m	1656 ▲	913 ▲	2500 ▼	1700 ▲
100t/m	1850 ▲	1500 ▲	2200 —	2100 ▲
180t/m	2813 ▲	2400 ▲	2900 —	3055 ▲
300t/m	3229 ▲	2900 ▲	3600 ▲	4000 ▲

Self Erectors	Average	Lowest	Highest	Ideal
Self Erectors	716 ▲	625 ▲	800 ▲	730 ▲

Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick & Carry	1625 ▼	1,150 ▲	2,100 ▼	1,900 ▲
Min crawlers - up to 12t	795 ▼	£740 ▼	£850 ▼	922 ▲
Spider cranes (<5 tonnes)	1325 ▲	650 ▼	2000 ▼	1625 ▲
Spider cranes (> 5 tonnes)	1350 ▼	1000 ▼	1800 ▼	1964 ▲

Utilisation and percentage of initial cost

Mobile cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 30 tonnes	82%	60%	95%	1.2%
30 to 45 tonnes	84%	75%	95%	1.2%
50 to 65 tonnes	85%	80%	95%	0.9%
70 to 85 tonnes	84%	70%	95%	1.0%
95 to 125 tonnes	83%	75%	100%	1.0%
135 to 200 tonnes	71%	60%	75%	0.9%
210 to 350 tonnes	65%	60%	70%	0.7%
350 to 600 tonnes	72%	60%	80%	-
Over 600 tonnes no input				
Mobile Tower (4 to 5 axles)	95%	90%	99%	1.2%
Mobile Tower (6 to 7 axles)	95%	90%	99%	1.0%

Crawler cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 50 tonnes	71%	60%	75%	0.8%
50 to 60 tonnes	69%	65%	70%	0.7%
70 to 80 tonnes	70%	60%	75%	0.7%
90 to 100 tonnes	63%	25%	100%	0.5%
120 to 150 tonnes	72%	55%	100%	0.3%
180 to 250 tonnes	70%	65%	75%	0.3%
Over 250 tonnes no input				

Tower cranes

Flat tops and saddle jibs	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	73%	70%	80%	0.8%
120t/m	94%	90%	100%	0.7%
200t/m	91%	85%	95%	0.7%
300t/m	77%	70%	85%	0.7%

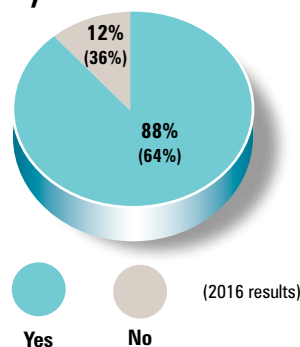
Luffers	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	68%	50%	75%	1.0%
100t/m	96%	90%	100%	0.6%
180t/m	95%	90%	100%	1.0%
300t/m	85%	75%	95%	1.2%

Self erectors	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Self Erectors	72%	70%	75%	0.7%

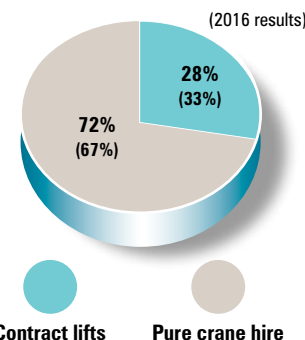
Other cranes

Crane type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry	63%	50%	70%	0.8%
Mini crawlers - up to 12t	50%	20%	80%	0.5%
Spider cranes (<5 tonnes)	63%	50%	75%	75%
Spider cranes (> 5 tonnes)	63%	50%	75%	75%

Would you recommend the crane hire industry to your children?



What percentage of your jobs are contract lifts?

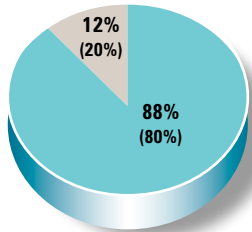


As you might expect given the rates and utilisation, the overall optimism for the business has increased with a remarkable 88 percent saying that they would recommend the industry to their children compared to only 64 percent last year. This matches the result for 2009 but is still well below the 2006 record.

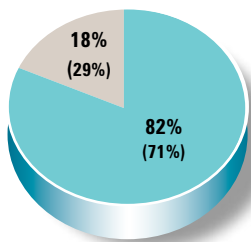
A disappointing result especially as contract lifts tend to be more profitable than straight crane hire. Last year's numbers were identical to those for 2015 so this is the first reversal in some time, but the figures may reflect the higher number of smaller crane companies that participated in the survey this year rather than any real change?



What percentage of your operators are?



Clearly a shift back towards more employed operators, probably linked to the better utilisation and a shortage of skilled operators through agencies, but also a higher number of respondents.



Who does your Thorough Examinations?

Third party
In house
(2016 results)

This is a very encouraging shift towards third party inspections which has reached a new record. Whether this reflects the industry as a whole or is a simple byproduct of the company mix, it is hard to say. It is certainly higher than we expected.

Respondent's comments

While we had an excellent reaction to the crane survey this year, fewer companies added comments. There is an old saying that like farmers, when crane hire companies stop complaining about rates, they are doing very well. Here are a few comments that we did receive.

"There are too many companies jumping into big telescopics - 250 tonnes and over - some of them will find that running these big units is not the same as a taxi crane. Some companies are not factoring in all their costs - it will end in tears for them."

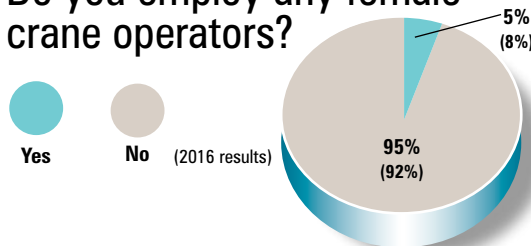
"Lead times on new Spierings cranes is long its true, but on the other hand this is pushing up the rates and making our second-hand units more valuable. Long may it last!"

"I am concerned over the number of hire companies buying the new Kato City cranes, so far their return has been a boost for us, it has made a hopeless part of the market worth looking at again. I just hope we don't get too many jokers buying them and then slashing the rates."



C&a 2017 rental rate survey

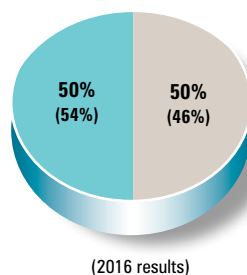
Do you employ any female crane operators?



A slight fall from last year's high with only five percent of companies stating that they had female drivers on board, but given the low numbers this does indicate a changing in the long-term trend. In spite of increased publicity, the number of women joining the crane industry as operators is still tiny, with women still representing less than one percent of total operators in the UK.



Should cranes be subject to MOT's?



Yes
No

This one jumps all over the place each year and is driven to some extent by what is happening in the real world. It peaked in 2015 at 72% in favour of MOTs, but now with the voluntary CPA programme coming on stream the desire for a legally mandated MOT appears to have ebbed.

Average fleet age in years

Average	Lowest	Highest
7 (7.4)	4 (4)	10 (15)

The average age of crane hire fleets has fallen slightly from 7.4 to seven years, but more significantly the oldest cranes reported in our respondent's fleets was 10 years correcting a blip up to 15 years in 2016. This is probably driven by major contractors who have been pushing an agenda to bar older cranes from their sites, and the fact that other crane companies have been able to replace aging City-type All Terrains.

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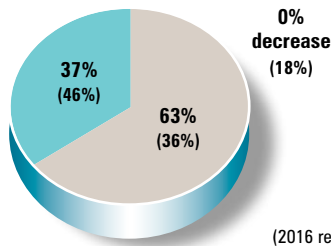


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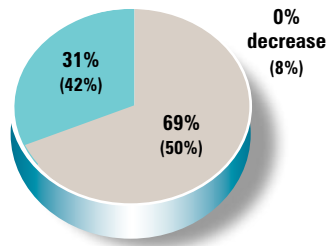
Powered Access rates

Rate trends

Access rates over the past 12 months have:



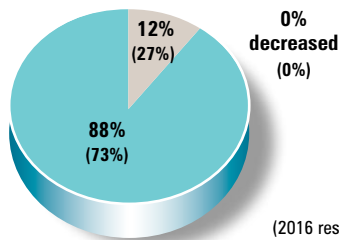
Access rates during the next 12 months will:



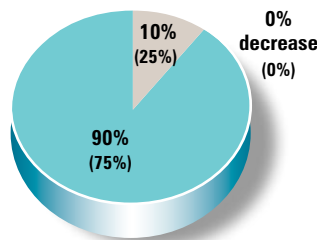
Rental rates have clearly picked up a little in 2017, but mostly bouncing back from the declines of 2016 although this depends somewhat on the product mix. For example our survey suggests that the lucrative spider lift market is seeing some pricing pressures as larger companies such as Nationwide enter the market and more smaller companies add units to their fleets. The mood towards year end, when we carried out the survey, was clearly more positive with all respondents expecting rates to either remain the same or rise.

Fleet trends

Fleet size over the past 12 months have:



Fleet size over the next 12 months will:



Most companies added to their fleets during the year and plan to do the same in 2018, indicating that the market is growing based on the input for both utilisation and fleet growth. We are also reaching a point where some older fleets desperately need updating as the bubble of machines purchased in 2006-2008 reach a point where replacement is needed.



Weekly rental rates by general category

Electric self-propelled scissor lifts

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

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres	73 ▲	60 ▲	90 —	93 ▲
6 metres (19/20ft)	99 ▲	85 ▲	120 —	133 ▲
8 metres (26ft)	123 ▲	110 ▲	150 ▲	153 ▲
9-10 metres (30-33ft)	142 ▲	120 ▲	185 ▲	183 ▲
11-12 metres (36-40ft)	201 ▲	175 ▲	240 ▲	245 ▲
13-17 metres (41-55ft)	309 ▲	232 ▲	450 ▼	476 ▲
17-22 metres	563 ▼	500 ▲	685 ▲	688 ▲
Over 22 metres	703 ▲	650 ▲	800 ▲	903 ▲

C&A 2017 rental rate survey



Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arouns	51 ▲	35 —	75 —	71 —
Portable	92 ▲	90 ▲	100 ▼	128 ▲

Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	153 ▲	140 —	200 ▼	186 ▲
9-10 metres (30-33ft)	176 ▲	150 —	220 ▲	215 ▲
11-12 metres (36-42ft)	198 ▼	175 ▼	270 —	274 ▲
13-17 metres (43-56ft)	239 ▼	200 ▲	320 ▼	333 ▲
17-22 metres (50ft - 75ft)	673 ▲	618 ▲	750 ▼	767 ▲
Over 22 metres (75ft+)	938 ▲	775 ▲	1100 ▼	£1,103 ▼

Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	212 ▼	190 ▼	246 ▲	261 ▲
10-12.5 metres (32-40ft)	232 ▲	200 ▲	325 ▲	283 ▲
14 -15 metre (45ft -50ft)	366 ▲	230 ▼	400 ▲	431 ▲
Over 16 metres (56ft)	633 ■	417 ■	850 ■	900 ■

Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8 metres	109 ▼	84 ▼	180 ▼	200 ▲
10 metres	196 ▼	165 ▲	230 ▼	251 ▲

Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-46ft)	238 ▲	210 ▲	275 ▲	286 ▲
15-16 metres (49-52ft)	273 ▲	225 ▲	350 ▲	342 ▲
17-19 metres (56-63ft)	342 ▲	265 ▲	400 ▲	412 ▲
20-23 metres (65-70ft)	396 ▲	345 ▲	550 ▲	453 ▲
24-26 metres (80-86ft)	591 ▲	545 ▲	750 ▲	669 ▼
Over 27 metres	1,194 ▲	600 ▼	2,250 ▲	1,600 ▲

Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	333 ▲	220 ▼	550 ▲	398 ▲
20-23 metres (60-70ft)	358 ▲	340 ▲	385 ▼	440 ▲
24-26 metres (80-86ft)	530 ▼	525 ▲	560 ▼	633 —
Over 27 metres	1,667 ▲	1,050 ▼	2,500 ▲	2,750 ▲

Weekly rental rates by general category (continued)

Trailer lifts

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

Platform Height	Average	Lowest	Highest	Ideal
12-13 metres (30-38ft)	221 ▲	165 ▼	275 ▼	242 ▼
17 metres (50ft)	190 ▼	180 ▼	200 ▼	300 ▼
Over 20 metres	315 ■	300 ■	330 ■	400 ■

Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	490 ▲	395 ▲	586 ▼	588 ▲
16-20 metres	802 ▲	632 ▲	895 ▼	1,000 ▲
20-26 metres	825 ▼	450 ▼	1,029 ▼	1,200 ▼
28-35 metres	991 ▼	650 ▼	1,800 ▼	1,400 ▼
Over 35 metres	1,061 ▼	800 ▼	1,625 ▼	1,500 ▼



Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	321 ▲	300 —	330 ▲	360 ▲
13 to 15 metres	362 ■	310 ■	400 ■	479 ■
Over 15 metres	586 ■	575 ■	600 ■	750 ■

Truck mounts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
under 25 self drive	295 ▲	200 ▲	575 ▼	550 ▲
22-35m with operator	631 ▲	500 ▲	700 ▼	750 ▲
36-45 metres	767 ▲	700 ▲	850 ▼	950 ▲
46-70 metres	1323 ▲	1250 ▲	1,400 ▼	1,600 ▲
Over 70 metres	1939 ▼	1750 ▼	2,500 ▲	2,800 ▲



Utilisation and Returns

Electric self-propelled scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	66%	58%	75%	1.6%
6 metres (19/20ft)	76%	70%	90%	1.4%
8 metres (26ft)	78%	68%	90%	1.5%
9-10 metres (30-33ft)	73%	55%	95%	1.3%
11-12 metres (36-39ft)	68%	50%	78%	0.8%
13-17 metres (42-55ft)	2002%	57%	85%	0.7%
17-22 metres	64%	50%	80%	0.6%
Over 22 metres	79%	72%	90%	0.8%

Push around scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arouns	66%	45%	77%	1.9%
Portable	71%	65%	76%	2.8%

Diesel bi-energy scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres (26ft)	75%	65%	85%	0.8%
9-10 metres (30-33ft)	76%	65%	85%	0.8%
11-12 metres (36-42ft)	70%	55%	82%	0.8%
13-17 metres (43-56ft)	71%	50%	95%	0.7%
17-22 metres	63%	50%	75%	0.9%
Over 22 metres	83%	75%	90%	-

Electric self-propelled booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 11 metres	72%	60%	80%	0.9%
10-12 metres (32-40ft)	71%	60%	87%	1.0%
Over 14 metre (45ft plus)	79%	74%	85%	0.7%

Mast booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres	68%	30%	100%	0.9%
10 metres	70%	55%	85%	1.0%

RT articulated booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14 metres (39-45ft)	69%	60%	80%	0.6%
15-16 metres (49-52ft)	73%	52%	95%	0.6%
17-19 metres (56-62ft)	73%	60%	90%	0.6%
20-23 metres (65-70ft)	69%	49%	86%	0.6%
24-26 metres (80-86ft)	71%	62%	95%	0.6%
Over 27 metres	74%	28%	90%	0.8%



Straight telescopic booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 17 metres (40-46ft)	64%	40%	85%	0.5%
20-23 metres (60-70ft)	18%	50%	75%	0.6%
24-26 metres (80-86ft)	77%	70%	95%	0.5%
Over 27 metres	75%	60%	80%	0.8%

Trailer lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13 metres (30-38ft)	59%	30%	90%	1.3%
17 metres (50ft)	65%	65%	65%	1.2%
Over 20 metres	62%	45%	80%	1.0%

Spider lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 15 metres	44%	33%	85%	1.2%
16-20 metres	52%	37%	95%	1.2%
20-26 metres	53%	49%	93%	1.2%
28-35 metres	41%	19%	75%	1.2%
Over 35 metres	39%	15%	70%	1.2%

Van mounts

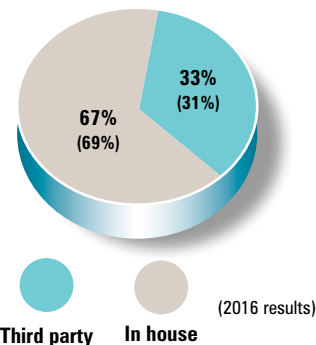
Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 13 metres	69%	40%	85%	0.7%
13 to 15 metres	62%	30%	75%	1.0%
Over 15 metres	71%	60%	90%	1.0%

Truck mounts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
3.5 tonne chassis	63%	60%	90%	0.8%
7.5 tonne chassis	57%	45%	95%	0.5%
36-45 metres	61%	45%	90%	0.8%
46-70 metres	68%	65%	90%	0.9%
Over 70 metres	68%	50%	75%	1.1%



Who does your LOLER Thorough Examinations?



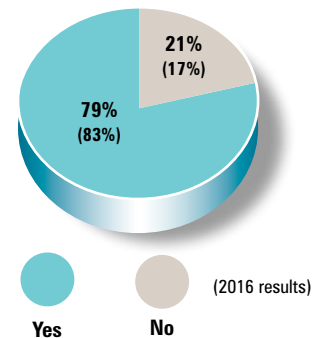
No great change here, but at least that indicates consistency.

Average fleet age in years

Average	Lowest	Highest
3.3 (4)	2 (1)	5 (6)

Interesting numbers here - it's a bit of a surprise to see such a big drop in the average, we wonder if one or two respondents did not put their rose-tinted glasses on when looking up their average age? But saying that the numbers do reflect the increased purchases that most companies have made in the year.

Would you recommend the access industry to your children?

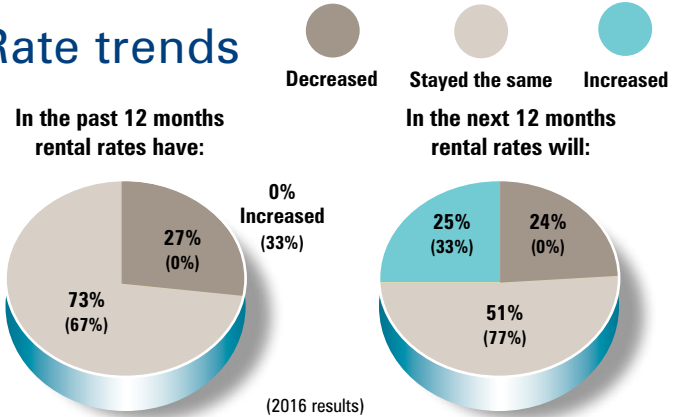


Given the optimism we mentioned earlier this a slight surprise, although the shift is more to do with margin for error than a shift in attitude.



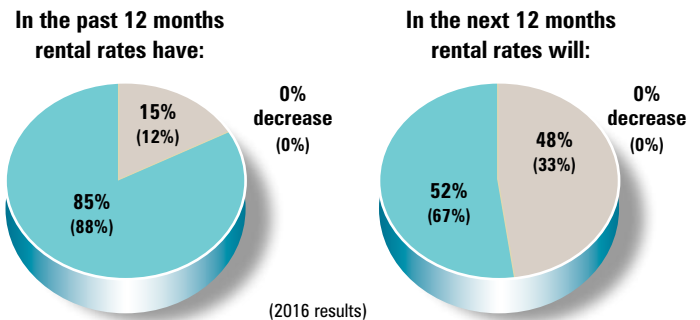
Telescopic handler rental rates

Rate trends



After a strong recovery in rental rates last year quite a few respondents reported a surprise fall in rates. Not one reported an improvement - despite high utilisation and solid demand - all of which is confirmed by the numbers reported. Last year most respondents anticipated a stable year and the variation might be related to the large national players such as Ardent, A-Plant and UK Forks scrapping over the Hewden business while regional players such as GAP, Plant Hire UK and Nixon Hire have also been expanding their telehandler fleets. All this pressure has not had the same impact on the 360 degree market, which remains a niche with good returns for those that specialise in this area. Whether the pressure on rates will abate in 2018, allowing the upward trend to resume remains to be seen. The demand is there.

Fleet size



As indicated by our respondents' comments companies have been spending heavily in new telehandlers and fleet expansions which might have caused the softness in the rates as supply outstripped demand at times during the year. Over half of those surveyed plan to continue the expansion, but unless housebuilding gathers some pace, this might result in further pressure on rates?



Access respondent's comments

'We have invested in niche machines to compensate for the poor returns on some items. However, these niche units end up having poor utilisation or going out, often in lieu of cheaper items, spoiling their financial benefit. It's true, that to the right customer you can get £1,000 plus per week on an HR28 (86ft) Hybrid Boom but can you really afford to wait for the right customer to come along? Most of the time it will go out to the mass market as an 80ft boom at a much lower price.'

'One of the main pressures for us right now is rising transport costs whilst we see some of our competitors doing deals with their delivery and collection charges, even on very short-term hires. Maybe this is because we are all finding ourselves competing more and more with the tool hire companies who are gaining a greater foothold in the access sector, and where £35-£45 each way seems to be the norm (albeit three hours late, of course).'

'I am feeling optimistic for this year, you have to believe that the majors will be preoccupied with sorting out their mergers - Loxam and Nationwide, Speedy and Prolift/PSH and who knows what will happen with HSS! This will create great potential for those of us that offer a local service but also have national coverage with the Link'

'Too many big companies are jumping into the spider market, which they do not understand, you can see the panic discounting popping up already and it's still early days.'

'You should look at Hybrid machines as a type, not just the standard diesel.'



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Weekly rental rates for telehandlers

Fixed frame

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

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	188 ▼	140 ▼	225 ▼	323 ▲
5 to 7 metres	190 ▼	140 ▼	200 ▼	330 —
8 to 10 metres	215 ▼	160 ▼	254 ▼	278 ▼
11 to 13 metres	232 ▼	180 ▼	279 ▼	375 ▼
14 to 15 metres	249 ▼	200 ▼	302 ▼	398 ▼
16 to 18 metres	374 ▼	250 ▼	462 ▼	522 ▲
Over 18 metres	586 ▼	550 —	607 ▼	692 ▼

360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	831 ▲	700 ▼	1,320 ▲	922 ▲
20 to 25 metres	1,193 ▲	1050 ▼	1560 ▲	1267 ▼
Over 25 metres	1,580 ▲	1450 ▲	1980 ▲	2201 ▲

Utilisation and percentage on initial cost

Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	77%	70%	100%	0.6%
5 to 7 metres	82%	80%	95%	0.5%
8 to 10 metres	77%	75%	95%	0.7%
11 to 13 metres	83%	80%	100%	0.8%
14 to 15 metres	78%	75%	95%	0.7%
16 to 18 metres	84%	75%	100%	0.8%
Over 18 metres	82%	80%	86%	0.9%

360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20 metres	71%	65%	74%	0.7%
20 to 25 metres	77%	75%	85%	0.8%
Over 25 metres	84%	80%	90%	0.8%

Percentage of units going out with work platform attachments:

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

Type	Average	Lowest	Highest
Fixed frame	5% ▼	0% ▼	20% —
360 degree	34% ▲	15% —	35% ▲

Who does your LOLER Thorough Examinations?



Average fleet age in years

Average	Lowest	Highest
3.2 (3)	2 (2)	4 (5)

While the changes are not particularly significant the numbers do seem to indicate a substantial reduction in the upper age of fleets, almost certainly driven by the high level of new machines delivered, along with the lower value of sterling boosting used equipment prices.

What other products do you provide?

Cranes	Access	General Plant	Tools
3% (6)	49% (23)	32% (46)	29% (25)

Note: This year most respondents did not feel restrained to only tick one other activity, so the numbers do not total to 100%. Many did General Equipment and Access for example. In prior years companies had to choose their predominant activity.



Respondent's comments

We have turned down more business over the past 12 months because of the low hire rates, than we ever have before.

Xxxx is one of the companies responsible for driving hire rates down, which when a new JCB 540-170 costs over £60,000 it should be a minimum of £500.

We have noticed last year (2017) that there were a lot of machines bought by hire companies which effectively flooded the market and pushed the hire rates down unnecessarily. The drop in hire rates has not been led by the customer but by the hirer panicking over low utilisation. Crazy... let's all buy lots of machines and lower the hire rate!!!

The only point in favour of the 17m JCB is its residual value, strong demand from Middle East buyers has put a solid base under the residual value. A 2006 model fetched almost £30,000 and a 2012 unit nearly £40,000 at auction.

Some companies have just decided to publicise silly rates and make no attempt to obtain a commercially realistic rate.

Fantastic start to 2018 with 230 machines booked out in four days since 2nd January.



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Customer driven

Janet Entwistle took over the reins of one of Europe's largest crane rental companies - UK based Ainscough Crane Hire - 16 months ago. She recently granted her first interview to Cranes & Access editor Mark Darwin.

Entwistle was appointed chief executive following the resignation of Robin Richardson in September 2016. A lawyer by training she was previously head of property services group Knight Square Holdings and prior to that created and was managing director of BT Fleet as a standalone business.

"I like doing different things," she says. "Yes, I did start life as an in-house company lawyer involved with business development and new ventures. It was very much a commercial rather than academic legal role which made me approach things in a logical way. Many industries think they are different but there are many common elements at Ainscough that feel familiar, including a depot network and vehicles - true they are a lot bigger - however at BT I ran a network of 60 garages across the UK with similar workshops."

"I think there are advantages in not having sector experience in that you question everything to understand how and why things are done in a certain way. Specific knowledge of cranes isn't essential - it is about customers, providing a service and making sure that you have a proposition that has real value. All my roles to date have had common elements - large numbers



of employees where you are entirely dependent on their interaction with the customer who judges the service provided. It is about understanding how your service slots into their business to deliver the solutions they need. Another theme is working in a business that is, or wants to be the best, where there is potential to build on that."

"The legal work I did in business development involved creating new ventures and services. At BT Fleet I created a sound and professional in-house operation but it was also about seeing the potential to provide external services. The experience in Knight Square - a business with real customer service and relationship issues - involved making something better out of what was there. Whatever the sector, for me it is about the team with the right mix of skills."



(L-R) Andrew Winter, operations director Heavy Cranes, Janet Entwistle and Derek Gow, sales and marketing director



Janet Entwistle



Working for a market leader

"There is a real responsibility with working for a dominant market leader but I am not sure whether it is any easier or harder. I do not feel any pressure being market leader but we have to take it seriously, we have an important role to play in the industry to work with others to improve and strengthen it for everyone - if you don't want that then you are in the wrong job."

"The crane market is regional with many reputable regional rather than national competitors and that brings extra challenges. The demise of Hewden means we are in an odd position as the only truly national crane company. That may change, we could see consolidation while others will grow organically. Most other industries have a number of larger players, each with their own USPs, then smaller niche players. I think the crane market will change

but this will be driven by customers and their needs."

A year into the job

"I have been at Ainscough just over a year and have spent a lot of time seeking to understand the business, industry and customer needs and I think I now have a good handle on it. The Hewden experience happened only a few months after I joined and we spent quite a long time analysing what it meant to us as a company, before and after they went into administration. We have also seen the uncertainty of Brexit and the challenge of the current economic environment."

What customers want

"This is an industry that is very focussed on the crane as you would expect. People get excited about the products, but talking to customers they expect a quality crane and operator able to do the job professionally and safely -

these are givens. Being easy to do business with is our goal. It is not all about price but about the value you bring, including safety, quality, sustainability and environment. I see a huge opportunity to work differently with customers - it is not just about the crane and people, it is also about how you work with customers. What is surprising is how transactional most crane hire is. Cranes are huge complex, high value assets with highly trained operators and support staff, but carry out lifts that may be just a small but absolutely critical part of a project. And yet clients expect the crane to be available at the 'drop of a hat', often booking it the day before, almost as an afterthought. To me this is absolutely barking! There will always be some last minute requirements, but hiring a crane in the same way as a small hand tool is really weird."

"This approach from customers dictates how we drive our business, but not knowing until the last minute makes it difficult to plan. Major projects need earlier inputs from

specialists such as ourselves, which could save money, by changing the erection sequence or position and therefore size of the crane."

"Most service companies look at how the customer works and how they can work together more cost effectively - saving costs, time and effort - something that is more prevalent in other industries. In our sector this happens more on the larger infrastructure projects, but needs to apply to all contracts. If we can deliver a better service or save costs through using a smaller crane then they will come back the next time. That means having the best crane fleet, people and processes."

Rental rates?

"It boils down to value not rates. It is all about providing a safe, reliable, high quality service - right across the capacity range. It is about customers wanting the expertise we can bring. Customers will pay a fair price if we can demonstrate the value. We have to focus on delivering that value rather than moaning about the headline rates."



Do you feel the need to provide a full range of cranes?

"The benefit of coming from outside the industry is that you ask that sort of question, I feel having a wide range of cranes that we control is the best way of giving customers the service they want. There are many factors that affect profitability and a full product range that we deliver ourselves is a key element of what we do. We do some cross hiring, but not a lot and I am perfectly happy with that."

demand is. I don't get hung up about the fleet size or number of depots, it is about servicing the customer. All our competitors are affected by the current market indices which are all going downwards, and therefore it is about having the right resources - cranes, people, skills - to meet current demand. There is a tendency in the industry to focus more on cranes than people, which are equally important. The fleet will go up and down depending on the market."

Crane and resource utilisation is



The Ainscough Heavy Cranes depot in Leyland, Lancashire



One of the latest crane additions - a Spierings SK1265-AT6

Will Liebherr remain the main crane supplier?

"Today we have a mainly Liebherr fleet but we do work with other suppliers. We want market-leading products and will look at all products and suppliers on their merits. However any supplier to Ainscough will have to support the quality service proposition that we want to offer customers."

Fleet and depot network

Ainscough has 30 depots around the UK and 460 cranes, is that likely to change? "You need to be accessible to the customer and where the

critical and we I believe we measure these more closely than anyone, and can be increased by working collaboratively and being clever about how you work. Technical capability improves all the time so do we need to replace or refurbish older cranes? Do we need so many different capacities? I think you will see a process where we slim down and simplify the fleet mix as we go forward."

Recent additions

"All fleet additions are customer driven, recent purchases include more mobile self-erecting tower

cranes, including a Liebherr MK 140 and Spierings SK1265-AT6. Each is aimed at slightly different uses, but both are proving to be good cranes. We also have a couple of 450 tonne Liebherr LTM 1450s in the pipeline."

"One area of the crane that I think should be improved is the carrier cab I have challenged our suppliers to look at the best truck cabs and drive systems and incorporate them into their cranes."

At one time the average age of the Ainscough fleet was 55 months however more recently purchasing has been sporadic, oscillating between years of substantial additions and years of none, creating a lumpy fleet. A plan is being developed to smooth out the age profile and refresh the fleet.

"Older cranes are usually sold direct to overseas buyers, we also have a refurbishment centre and can refurbish an eight or nine year old crane to give it an additional five years life. One of the differences between us and competitors is our engineering competence and capability, with all refurb and maintenance work carried out in-house."

see your patch and when you come up you find the world has changed and you have been left behind. You have to do both and I enjoy both - the challenge is to get the right balance between the two."

"I love getting out and about seeing customers, depots and equipment. At the end of my first week with Ainscough I was being shown how to operate a 1,000 tonner! You need to really understand what it is like for everyone delivering your services to customers, you always learn something which is absolutely vital. But my role is also to look at the longer term and the bigger picture, and that includes looking outside. We have lots of stakeholders who want to be confident that we are making the right long-term decisions."

"I am happy with the team I have around me. However we have a challenge attracting young people into an industry with an aging workforce. We have an apprenticeship scheme for fitters and we are keen to establish a career path for crane operators and we are involved in the development of lifting apprenticeships."



Management style

"I think work needs to be fun and satisfying. To do a good job you have to do top-down and bottom-up. If it is all high level you risk introducing things without appreciating the full impact on those on the ground. Equally if you are permanently on the ground you only

Attracting young people

"Different people get excited by different things, but I think a big crane is quite exciting - but the whole proposition and career options are as important. We have to recognise what young people want in terms of working environment and work-life balance.



Ainscough carries out all of its own maintenance



The well organised workshop in the Leyland depot

We are looking at everything we do to attract young talent, retain existing talent and bring more experience in."

Working for a private equity owner

"Some of the challenging environments to work in can be family businesses, while PLCs are driven by the next quarter's figures and the presentation to the City. The advantage of private investors - whether family or Ainscough's private equity - is that you can set your own timetable and are not under the same constraints. If you are successful it should make no

Entwistle was a board member of the Freight Transport Association for six years and is not averse to being more involved in her industry. "I would consider getting more involved. When I joined I didn't know the industry well enough, and I don't get involved unless I have a good level of understanding and can contribute. In my BT days all our garages were MOT test stations and I have worked with government bodies to drive up standards in all my jobs."

The future for Ainscough?

"I think you will see more of the same. We have a more



A more recent fleet addition - a 300 tonne Liebherr

difference whatsoever who owns the company."

"Let's be honest, Oaktree Capital Management bought the company in early 2015 and then faced a crash in the oil and gas industry - a big part of our business - yet their enthusiasm for the business hasn't diminished. They are practical and recognise the challenges including it being a cyclical business. We need to be successful through the peaks and troughs and that is part of my job."

Crane MOTs?

"It is astonishing that there are cranes on the road that do not require an MOT - it is just not acceptable. A majority in the industry would like to see better standards and we all need to play our part in making this happen."

focussed strategy so expect us to continue as market leader, running the business more effectively and therefore delivering a better service. We will work collaboratively with others to drive standards up and broaden services. It is not just about the crane it is about the service that goes with it. The uncertainty of Brexit, Hewden's demise and impact of exchange rate movements, have had a massive influence on the business. This uncertainty also affects customers. Fortunately the UK has several huge infrastructure projects coming on stream, but smaller projects are being put on hold. Our owners are interested in building a company over the long-term and are very supportive."

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Developments erecting wind turbines

The seemingly never-ending development of larger and heavier modular components continues as well as creating the need for lifting, transport and erection companies to design and produce equipment capable of carrying and raising the heavier loads to higher levels. In the wind sector, product development is racing along with turbines producing ever more power, but at the same time hub heights are increasing while components are becoming heavier. We take a look at some of the latest developments.

Last month we reviewed Sarens' latest super heavy-lift ring crane - the SGC-140 - an upgraded version of the 3,200 tonne capacity SGC-120 - which can lift 2,820 tonnes at 50 metres radius. The crane is just one of a handful of 'super lifters' designed by the heavy lift and transport companies including Mammoet and ALE Heavy Lift, capable of lifting greater capacities than the mainline crane manufacturers and needed for specific contracts around the world.

Following its tests at the Port of Ghent, in Belgium, the SGC-140 will be dismantled and shipped to Kazakhstan to be used on the Tengizchevroil (TCO) project, lifting modules weighing up to 2,500 tonnes at 50 metres. But the trend for increased component size extends much further than just the oil & gas sector.

ALE produces two in-house designed specialist cranes - the 5,000 tonne capacity AL.SK350 and the 4,300 tonne AL.SK190. Since

Since March last year the ALE AL.SK190 has been working at Earls Court in London



Sarens' latest super heavy-lift ring crane - the SGC-140 - is an upgraded version of the 3,200 tonne capacity SGC-120



Mammoet and Stoeff Engineering and Innovation are developing a new ultra-heavy lift crane with a capacity of up to 24,000 tonnes

March 2017 the 'smaller' has been working at Earls Court in London removing more than 60 portal beams weighing between 80 and 1,500 tonnes that spanned London Underground railway lines.

Mammoet - a company that has been designing and building large capacity cranes for more than 20 years - recently joined forces with Stoeff Engineering and Innovation to develop a new ultra-heavy lift crane with a claimed capacity of up to 24,000 tonnes and a maximum load moment of 1.5 million tonne/metres. Piet Stoeff - the founder of Stoeff EGI - is a former technical director of Mammoet and the person who designed the MSG 50 (Mammoet Sliding Gantry) in 1996 which had a maximum load moment of 50,000 tonne/metres. Mammoet

claimed that the MSG-50 was the first machine with containerised masts and components, it was the forerunner of the MSG-80 ring crane (80,000 tonne/metres) followed by the containerised PTC ring cranes with load moments up to 200,000 tonne/metres.

One of the main features of the new crane is that it can self-erect without the need for additional cranes, even when the main boom is more than 200 metres long. The crane is said to have a relatively fast erection/dismantling time as well as being manoeuvrable and containerised for easy transport. The erection process begins by installing a vertical lattice tower with a davit crane on top. Once the tower has reached full height

it hoists up the twin derrick boom/back mast section by section and then repeats the process with the twin boom assembly. The tower then serves as a heavy-duty pendant/link from the top of the back mast to the counterweight. The distance between the foot of the boom and counterweight can be varied during a lift with the load on the hook. This can be done while the crane is slewing, although how it does this - given that the boom back mast pivots appear fixed - is not yet clear. The ballast radius

reach are deciding factors in the speed of development. Contractors and industrial designers have to work hand in hand and synchronise their development programmes so that planned components are able to be positioned in a cost-effective way.

Over the past 10 years or so the heavy crane sector has concentrated on its most productive sector - wind - making sure that it equipment is available to lift the largest turbines. Wind developer Dong Energy - the company behind



Over the next 20 years the share of renewable energy sources in total power generation is expected to rise from 20 to 31 percent

can be increased and because it is suspended vertically from the top of the back mast, it can be positioned over sizeable obstacles, including buildings while carrying out a lift.

Blowing in the wind

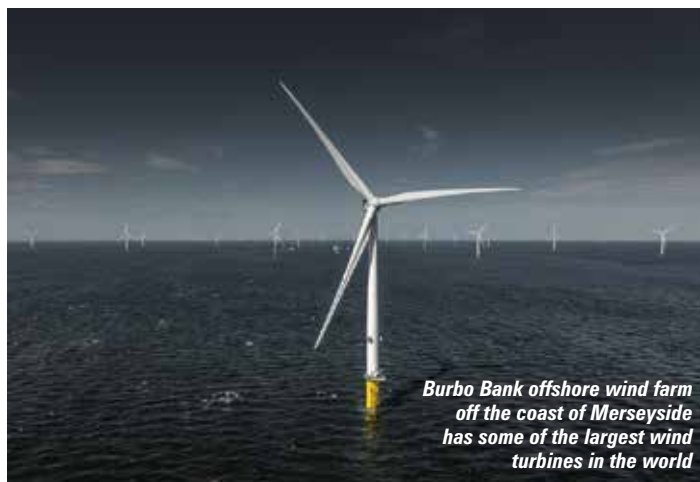
Europe's on and offshore wind market continues to mature at a rapid rate. This includes giant leaps in technology and increasing sophistication in the management and serviceability of the windfarms. However, the European wind industry continues to be tested with challenges including a period of lower than expected energy prices, the reduction or elimination of subsidies and increasingly squeezed margins. In an effort to reduce costs the sector is also pushing the boundaries with larger capacity turbines and higher towers with onshore hub heights now in excess of 140 metres.

To cope with this increase crane manufacturers have launched new and upgraded products, however as the turbine power output continues to increase with the current largest onshore turbine the 8MW Vestas V-164 and offshore turbines of more than 12MW, lifting capacity and

the world's largest working wind turbines - has predicted that the size of its giant offshore blades will double again within seven years. This means that crane manufacturers must devise other products or methods to satisfy the lift requirements, sometimes thinking 'outside the box' to develop alternative future-proof solutions.

Earlier this year Dong opened the second phase of its giant Burbo Bank offshore wind farm off the Merseyside coast in the UK. The project includes 32, 8MW turbines which stand almost 195 metres high - taller than the Gherkin in London - across an area the size of almost 6,000 football pitches. Each 80 metre blade assembly generates enough electricity from a single rotation to power the average home for 29 hours.

The company is already talking about scaling up its current turbine range to between 12GW to 15GW to reduce costs. Wind turbines have already more than doubled in output from the 3.7MW turbines used in the first phase in 2007. This rapid increase in size has allowed developers to slash costs. As a result wind power is now beginning



Burbo Bank offshore wind farm off the coast of Merseyside has some of the largest wind turbines in the world

to undercut gas and oil in terms of return on investment.

Bigger turbines more problems

However bigger, heavier turbines needing to be installed at higher hub-heights causes a problem for the installation contractors - and particularly those supplying the lifting equipment. Once the load exceeds the limit of readily available equipment then erection costs escalate.

Current cranes that are popular for erecting the larger wind turbines include the Demag CC2800 and CC3800 and the Liebherr LR

1600/2, LR 1750 crawler cranes with maximum lifting capacities from 600 to 750 tonnes. However these cranes will struggle as the larger turbines come to market. A 6MW Siemens SWT-6.0-154 for example has a three blade rotor with a diameter of 158 metres and a nacelle weight of 360 tonnes. There are also some designs moving towards higher towers but smaller blades - aimed at catching the better air giving greater efficiency.

Boom booster and Power boom

In an effort to increase the capacity and lift height of its large crawler



The Liebherr Power or P boom

The Terex Boom Booster on a CC8800-1



cranes, both Terex and Liebherr have introduced boom booster kits. Six years ago Liebherr unveiled its heavy duty P or Power Boom which significantly increased the long boom and jib capacities while mainly using standard components. The Power Boom - designed initially as a super lift type device for the 3,000 tonne LR13000 - comprises two main unique components, a butt-section/base boom adaptor that converts the single pivot point into a twin boom configuration and a top adaptor that converts the twin booms back to a single boom for the last few top sections. All the other boom sections are simply standard intermediate boom sections. Liebherr says that in some parts of the load chart improvements exceed 50 percent on both the main boom and on luffing jib, due to the greater torsional stiffness. The boom can also be retrofitted to existing cranes. Another option with this design is that buyers can buy one set of Power Boom adaptors for use over two or more cranes, or they can purchase them later, should a job require the stronger boom. The company says that the Power Boom will play a major role in its future crane developments particularly for sectors such as wind turbine assembly with cranes in the 600 to 750 tonne range. Two years after Liebherr, Terex released its own Boom Booster upgrade kit. More recently the company has announced an extension to the original kit extending the maximum system length to 183 metres. The kit's new configurations and lengths are the

result of removing lighter boom sections at the top of the boom, and adding two more 3.5 metre wide Boom Booster sections at the base, attaching to the boom root or foot section.

Up to nine, 12 metre long boom booster sections can now be used for a total length of 108 metres compared to 84 metres on the original kit. In order to get the long boom configurations off the ground the Superlift mast length extends to 42 metres with an additional 2.5 metre section

Having the additional boom booster sections is said to improve capacities by further 30 percent. The sections come with the Demag fall protection system as standard, while Superlift Split Tray and Flex Frame options are also available. When both systems work together the time required for re-arranging counterweights between raising the boom and working with the crane is substantially shorter while eliminating the need for an assist crane for re-stacking. The Flex Frame also allows flexible setting of the Superlift counterweight radius from 13 to 21 metres with full counterweight on the tray. The new Boom Booster kit is available with new crane purchases or is as a simple retrofit package for existing Terex Superlift 3800 and Demag CC 3800-1 models.

New SX boom systems

Liebherr has recently increased the length and capacity on the SX boom systems for its 750 tonne LR 1750/2 crawler crane and LG 1750 lattice boom truck crane. The SX system, with its 3.5 metre wide lattice boom sections, can be extended and strengthened with the new SX2 and SX3 kits which comprise two or three 14 metre long by six metre wide sections fitted directly to the boom base or butt section significantly improving long boom capacities sufficient to install wind turbine components weighing up to 127 tonnes to a height of 166 metres, with many capacities improved by up 30 percent. The six metre wide SX sections fold down to an overall width of 3.5 metres for transport.

While these new boom kits help cope with current turbine demands there will be a point in the not too distant future when a mobile crane will not be the most cost effective method of turbine installation.

Wolffkran tower crane turbine erection



Tower crane option

A few tower crane manufacturers such as Liebherr and Wolffkran have been working on modify their tower cranes for installing the larger hub height turbines. Wolffkran has used its 700B luffing jib tower crane to install turbines with a hub height of 145 metres without any tower ties. Liebherr has used its largest tower crane - the 125 tonne capacity 1000 EC-B 125 Litronic with a hook height of 155.5 metres - to complete the installation of a pre-assembled 113 metre diameter rotor weighing

almost 70 tonnes, lifting it to a height of 142.5 metres at a wind farm in Deining, Bavaria.

The 1000 EC-B 125 Litronic has been designed specifically for the erection of wind turbines with its variable crane drive and Micromove function, allowing precise positioning of a heavy load. The crane's foundation was integrated into the wind turbine foundation using just half the space of conventional cranes and requiring less forest area to be cleared. To achieve the required



German crane rental company Hüffermann Krandienst using one of the first LR 1750/2 crawler cranes with the SX2 system at Siggelkow Wind Farm in Mecklenburg, northern Germany erecting three Enercon type E-101 wind turbines with hub heights of 135 metres

Liebherr's 125 tonne capacity 1000 EC-B 125



The Lagerwey climbing crane undergoing testing



The Lagerwey crane can operate in winds up to 15m/s

maximum lifting height of 155.5 metres, the crane has to be tied to the tower. The installed foundation can also be used for future service and maintenance work by smaller cranes.

Lagerwey climbing crane

In an effort to make turbine erection even simpler, several manufacturers are developing custom climbing cranes. The Netherlands' only wind turbine designer and manufacturer Lagerwey, claims to have developed the world's first wind turbine mast climbing crane to enable faster and cheaper construction of wind turbines. The Lagerwey crane does not require a large base allowing wind turbines to be erected in places previously impossible to access. The crane can also operate under wind conditions of up to 15 metres a second.

The crane consists of a heavy-duty climbing base, turntable and boom. It is fully self-contained with its own integral power pack, arrives on site on three standard trucks and according to the company can be fully rigged and ready to work in about half a day. The turbine construction begins with a relatively small All Terrain crane - between 130 and 200 tonnes - installing the first ring/base of Lagerway's modular steel tower.

The All Terrain then installs the climbing crane's base onto the

tower base section followed by the hydraulic luffing boom and it is then ready to start work and the All Terrain can leave site. The climbing crane installs the next few tower rings before using its climbing cylinders to raise itself to the top of the new level before clamping in place on the tower connection bands. The process is repeated to the tower's full height. The crane then installs the nacelle/generator and blades before climbing back down for removal. The crane can also be used for maintenance. The crane only requires a small base - about 350 square metres - compared to about 3,000 square metres for a conventional crane. As a result, the costs involved are significantly lower.

The crane's designer Henk Lagerweij said: "Wind turbines are continually getting bigger, heavier and taller. On the one hand, this enables us to create more energy with fewer turbines but it also means the price of building tall masts is constantly rising. The cranes capable of erecting large turbines are scarce and expensive and they take up a great deal of space on the site."

Wind turbines possible in more locations

The Lagerwey crane clearly makes more sites suitable to host wind turbines. At the moment, locations are deemed unsuitable if the ground

is unable to support large, heavy machinery or access roads are unsuitable preventing the use of large cranes.

At the moment, the crane only fits the Lagerwey modular steel masts used for its own L100-2.5MW and the new L136-4.0MW wind turbines. The mast consists of steel plates that can be joined together on-site using bolts in prefabricated recesses. The crane climbs the mast using the same recesses.

Lagerwey says that using a steel mast saves substantially on costs and makes smaller sites accessible, as no special transportation or large storage facilities are required and the mast is recyclable.

Mammoet version

Mammoet is also working to develop specialist wind turbine climbing cranes, with the unveiling

of two new turbine erection and service cranes, the WTM 100 (Wind Turbine Maintenance) and WTA 250 (Wind Turbine Assembly) earlier this year. Both cranes use the turbine's tower as its main support or structure - the WTA 250 attaches to a guide rail on the tower sections allowing them to lift and lower components to greater heights. With a maximum capacity of 250 tonnes the WTA 250 has been developed in cooperation with engineering company Mecal, which provides the wind turbine tower design.

First an assist crane lifts the base section with the WTA attached into place on the turbine's foundation. The WTA then lifts the second section into place and climbs the tower, installing subsequent sections as it goes. When at full height it can lift and position the



The Mammoet 100 tonne capacity WTM 100 attaches to two pre-installed hoisting eyes on the tower sections which it uses to pull itself up the turbine mast/tower



The Mammoet 250 tonne WTA crane



Anson self-climbing wind maintenance crane

nacelle and blades, before climbing down the tower. Once construction has been completed, the guide rail can either be removed, or remain in place for use on future maintenance operations.

The 100 tonne capacity WTM 100 attaches to two pre-installed hoisting eyes on the tower sections which it uses to pull itself and the load up the turbine mast/tower. The crane is equipped with claws that wrap around the tower to hold itself in place while lifting loads. The WTM 100 requires minimal modification to the tower and can be used on existing turbine towers as well as those with pre-installed lifting eyes.

Innovations director Wessel Helmens said: "Both cranes are compact - the WTM can fit into two standard containers and the WTA only needs two trailers to be delivered to site - making them easy to mobilise and relocate and much more efficient than conventional alternatives. More importantly, both cranes eliminate the height restrictions for turbines and make

both assembly and replacement faster and more cost effective. Also because the cranes are attached to the tower, they have no footprint, virtually eliminating the need for additional ground reinforcement. The tower based design also puts the crane and the operator closer to the positioning of the loads, making assembly and maintenance safer and easier. We may introduce more additions to the WT series, depending on customer input."

Final word

The world demand for energy is expected to grow by more than two thirds over a 25 year period to 2035. During this time the share of renewable energy sources in total power generation is expected to rise from 20 to 31 percent, with renewables expected to eventually surpass gas and coal and become the primary energy source in the world. With manufacturers already planning and developing bigger and more powerful turbines, it will be interesting to see how the lifting developments needed are able to keep up with this growth.



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Offering the full package

A recent entrant into the heavy lift sector is UK-based Osprey Heavy Lift, a 50/50 joint venture between heavy transport company Allelys Heavy Haulage and port and marine company Osprey Maritime.

With similar revenues - £16 million and £15 million respectively - the two joined in 2016 to offer a combined heavy lift and transport solution. Osprey has depots in Bristol and Newcastle, while Allelys has a massive head office/yard in Studley, Warwickshire.

"The companies have worked together for the past 20 years or so on an informal basis but we thought it would be beneficial to form a company that offered clients the full package of both heavy lift and heavy transport," said David Allelys.

The large cranes and SPMTs are owned by Osprey Heavy Lift, with other equipment provided by each of the companies when needed for a project. "The key fact here is that we can supply all the equipment in-house rather than having to use third parties particularly for the large capacity cranes."

The new company has three large capacity cranes - a 750 tonne Liebherr LG 1750, a 550 tonne LG 1550 and an LTM 1800D. The LTM 1800D is a cable suspended telescopic crane originally owned by Baldwins' US subsidiary Phillips



Crane & Rigging and converted to D spec. It dates back to 1997 and has a capacity of 800 tonnes or 1,000 tonnes with back mast and Super Lift. The crane was fully refurbished last year and has helped the company to branch out from doing port side work to heavy lift projects and working with smaller regional crane companies and main contractors. The LG 1550 is a more recent purchase from Poland.



A bridge beam lift in Wales

"Our initial thoughts revolved around adding a 1,000 tonne capacity crane but as one was not available and a 10 year old LG 1750 appeared we purchased that for the projects", says Allelys. "The LTM 180D is used to carry out our regular 100 to 200 tonne lifts and the 2006/7 LG 1550 will be a good back-up crane after being checked over and repainted."

The company also claims to have the largest UK-based SPMT fleet as well as jacking/skating systems, and on the heavy haulage side has wide load/ heavy lift transport and 200, 350 and 500 tonne capacity girder frames. Osprey Heavy Lift also offers contract lift services cross-hiring smaller cranes when needed and can carry out route surveys. Osprey Maritime adds ships, barges, marine and port

logistics which it offers as an integrated service.

The new JV is a stand alone company with its own staff - some from the two companies and some new - with reinforcements of personnel and equipment from either company.

Investment to date is around £10 million, although this is set to increase when additional large capacity cranes are added to the fleet - possibly a Terex CC or PC crawler crane although the purchase will be driven by a specific project.

"We are all hoping for the major infrastructure projects to be brought forward but in the meantime we are getting ready. By investing in our own large capacity cranes we can offer clients the full package knowing we have total control."



The large cranes and SPMTs are owned by Osprey Heavy Lift

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LiftEx 2017

The end of November saw the International Centre in Telford, UK play host to The Lifting Equipment Engineers Association's annual conference and exhibition for lifting and rigging with a range of lifting and rigging equipment companies taking booths to display their wares to those attending the conference. The following is a pictorial overview of the highlights and some of the products and services on display.

Tensology's range of wire rope inspection equipment



The Winlet 1000 glass handling robot on the Hird stand



The George Taylor Lifting Gear stand and its line of harnesses and safety equipment



Modulift displayed its range of modular spreader beams on a stand shared with safety equipment company Straightpoint



Another view of the George Taylor Lifting Gear stand



Unitex/RidgeGear focused on its range of safety gear including its wide range of harnesses



Delegates checking out the displays



A demonstration taking place on the Checkmate stand

The 2018 conference and event will be held on November 14th and 15th at Arena MK, in Milton Keynes, UK.

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A look back at 2017

If the events of 2016 fell mainly into the 'shock and awe' category, 2017 was a year of natural disasters, terrorism and the most chaotic political scene most of us have ever experienced, with the antics of US president Trump, the Brexit shambles in the UK and Emmanuel Macron coming from nowhere to win a landslide in the French presidential election. Russia in the meantime emerged as the master of political interference...

Terrorist outbreaks in Europe reached levels not seen since the 1970s, with large crowds targeted in France, the UK and Germany, while mass shootings in the US reached new levels and 'ethnic cleansing' reared its ugly head again, this time in Burma. All signs of increased intolerance and bigotry. In London the Grenfell Tower fire disaster shocked people around the world and raised major social issues, while major natural disasters including hurricanes, storms, floods and fires appeared to confirm the worst fears of those warning of global climate change.

The global economy was again reasonable with oil prices slowly continuing to rise although 2017 will probably be remembered as the year of the electric car as diesel power becomes a dirty word and manufacturers promised to phase out internal combustion engines as they switch to battery power.

The cranes, access and telehandler markets were generally busy although economic uncertainty in some areas kept a lid on any capital investment boom.

Here are some of the industry and world news highlights.



Belgium's **TVH** and French rental group **Loxam** are locked in a bidding war to take over the UK's **Lavendon** group.

Donald Craig of Craig Services and Access gets a two year prison sentence following the fatal collapse of an incorrectly repaired truck mounted lift in Glasgow in 2012.



Link-Belt launches the 117 tonne 228 HSL crawler crane.



Terex restructures German crane production closing the facility in Blieskastel-Bierbach.

Konecranes acquires the Terex Material Handling and Port Solutions business.

JCB lands a \$412 million deal to supply telehandlers to the United States Army.



Five new 86ft boom lift products from **Dingli**, **Skyjack**, **Haulotte** and **XCMG** are unveiled.

UK-based **City Lifting** acquires tower crane/hoist specialist **Vertical Transportation**.

Socage acquires crane manufacturer **Manotti Autogru**.

The **Hewden** administrator announces the auction of 127 cranes as part of the liquidation of the failed rental company.

Ainscough confirms the purchase of 11 Liebherr cranes from **Select Plant Hire**.

Kobelco starts merging its crane operations into the Construction equipment division in the USA and Middle East.

Terex Cranes closes its crane manufacturing plant in Jinan, China.

Spanish lift manufacturer **Matilsa** launches a 9.5 metre trailer lift, the Parma 9.



JCB unveils a 4,000kg/17.5 metre telehandler - the 540-180 HiViz - with a new dual technology powershift/hydrostatic transmission.



UK rental company **Weldex** orders eight **Liebherr** crawler cranes from 500 to 750 tonnes and eight **Hitachi Sumitomo** crawlers.

Loxam completes the acquisition of Spanish rental company **Hune** and gains control of **Lavendon**.

JLG announces the closure of its Maasmechelen, Belgium and Bruntingthorpe, UK facilities. Its Orvill and Ohio telehandler production lines in the USA will move to Pennsylvania.



Klubb buys truck mounted lift manufacturer **Comilev** out of administration.

United Rentals acquires **NES** from Diamond Castle Holdings for \$965 million in cash.



Time Versalift is acquired by US private equity firm **The Sterling Group** from long-time owners **O'Flaherty Holdings**.



JCB enters the powered access market with a range of slab electric scissor lifts.





The 4,300 tonne **ALE AL.SK190** - begins work at Earls Court, London.



Snorkel unveils a 16ft version of its TM mast type lift - the TM16E.



127 All Terrain cranes from **Hewden** fetch £32 million at auction.

Genie launches the SX-105 XC and SX-125 XC featuring the new mini X chassis and dual platform capacity with integrated overload system.

Manitou acquires **Terex Equipment Private** and its construction equipment production facility in Greater Noïda, India.

Magni Telehandlers unveils the record-breaking 45.6 metre/six tonne 360 degree RTH6.46 SH telehandler.



Tadano launches two new **Mantis** telescopic crawler cranes - the 60 tonne GTC-600 and the 80 tonne GTC-800.

Terex Cranes applies the **Demag** brand to smaller ATs starting with the three axle AC 55-3 and AC 60-3.

C&a look back 2017

JLG unveils a new 80ft true Hybrid articulated boom lift, the H800AJ.

Grove unveils the 30 tonne GCH30 telescopic crawler crane built by **Sennebogen**.

UK's **Nationwide Platforms** adds 64 spider lifts from **Hinowa** and **Teupen**.

Haulotte launches the HA26RTJ 80ft articulated rough Terrain boom and a 20ft Star 20 mast-type lift.

Link-Belt launches its 'next generation' 70 tonne 75RT Rough Terrain crane.



Maxim Crane Works acquires **Coast Crane Company** from Essex in a \$72.5 million all-share deal.

Dutch company **Catamount** launches the 25ft 25.10 telescopic crawler boom lift.



Dinolift announces the 85ft 280 RXT semi self-propelled All Terrain boom lift.



Maeda launches a compact five tonne mini crawler crane, the CC985.

Roger Bowden - founder and chairman of **Niftylift** - wins the IPAF/IAPA lifetime achievement award.



Hiab delivers the first crane equipped with HiVision Virtual Reality remote control system to a forestry customer in Sweden.

Dutch international rental company **Riwal** acquires Germany's **AFI GmbH** from owner **Günther Aust**.



Palfinger Platforms launches the P1000 - an updated version of its 103 metre WT1000 - and a new 18 metre P180 AJTK spider lift from **Palfinger Italia**.



Snorkel launches two compact Rough Terrain scissor lifts, the 22ft S2255RT and 27ft S2755RT with overall widths of 1.45 metres.



Sennebogen announces a new 50 tonne 1100E lattice crawler crane.



Niftylift shows its first straight telescopic self-propelled boom lift, the 65ft HR22S 4x4 Hybrid and the all-battery electric HR21e articulated boom.



New California-based sales company **GMG (Global Machinery Group)** launches a seven model range of slab electric scissor lifts at Vertical Days.

Sennebogen launches a 30 tonne telescopic crawler crane the 633.

Ruthmann announces a move into the larger platform market with a 90 metre HF model to be unveiled in April 2018.



Finnish platform rental companies **Jalo & Jalo** and **Janneniska** form a rental partnership for truck mounted platforms.



UK manufacturer **Ascendant Access** appoints **Skyking** as its sole UK distributor.

Mammoet acquires Pennsylvania based rigging, machinery installation and heavy hauling company **George Young** from the Young family.

The first **Vertical Days** at Silverstone was the largest to date and the best so far.

A-Plant in the UK takes access rental company **Plantfinder (Scotland)** for £24 million while US sister company **Sunbelt Rentals** acquires Delaware-based access rental company **MSP** for \$23 million.

Terex Cranes updates its four axle 100 tonne Demag AC100-4L with improved lifting performance and the IC-1 Plus control system.





China's Shanghai **Zhenhua Heavy Industries** and **Liebherr** are accused of paying bribes/kickbacks to the influential Indian born **Gupta** family in South Africa.



All change at **Tadano Faun** as chief executive Alexander Knecht and general manager Thomas Schramm depart and Kenichi Sawada takes over at the top.

Rapid Access - Lavendon's Middle East operation and now part of **Loxam** - takes delivery of 334 new **Genie** booms and scissor lifts.

UK rental group **AFI** acquires **Kimberly Access** including 1,662 aerial platforms and six locations.

Finnish international rental company **Cramo** sells its main rental business in Denmark to **Loxam** for around €25 million in cash.

TVH acquires **Lavendon Holding (Deutschland)** and **Gardemann Arbeitsbühnen** from **Loxam** and merges it with **Mateco**.



Spierings delivers its 900th self-erecting mobile tower crane - the four axle SK597-AT4 - to Swedish crane rental company **BeMå-lyft**.



Indian truck manufacturer **Tata Motors** orders 600 **Hiab** loader cranes for the Indian army.

Danish private equity firm **Generationsskifte Invest** takes a 65 percent stake in spider lift manufacturer **TCA Lift**.

AFI orders 500 new platforms worth £7 million for **AFI-Uplift** fleet and new truck mounted and spider lifts for the **Wilson Access** fleet.

Mammoet launches two new wind turbine erection and service cranes, which use the turbine's tower as the main support.



The **Gardemann** name vanishes after **TVH** integrates the company into **Mateco**.

Larry Weyers resigns as executive vice president at **Manitowoc** and **Potain** tower cranes. **Aaron Ravenscroft** takes over.

Linden Comansa's Chinese operation **Comansa CM** launches a new 12 tonne luffing jib crane - the CML165.



A-Plant in the UK takes delivery of 800 booms and scissor lifts worth £14 million and orders 600 **JCB** telehandlers.

Danish lifting equipment distributor **N.C. Nielsen** announces a 152 tonne reachstacker.

Heavy lift and transport company **ALE** purchases Dutch offshore engineering and lifting contractor **Conbit**.

Wolffkran replaces the Wolff 6015 clear flat top tower crane with the Wolff 6020 clear.

A-Plant merges its **Interlift** lifting gear business - acquired from **Hewden** - into its **FLG** lifting gear division.



Tadano launches the 110 tonne **GR-1100EX** Rough Terrain crane and the 32 tonne **Tadano Mantis** GTC 300 telescopic crawler crane.



Belgium's **Arcomet** unveils its largest self-erecting tower crane to date - the A50 eco with 50 metre jib and 8,000kg capacity.



Parquest Capital acquires French rental company **Acces Industrie** valued at €100 million.

Italian lift manufacturer **Comet**, forms Comet UK - a new division of **Rytec Industrial Equipment**.

Italian spider lift manufacturer **Platform Basket** unveils the 30 metre 30T Spider.



Terex unveils a new 20 tonne flat top tower crane, the 470 tonne/metre CTT 472-20.

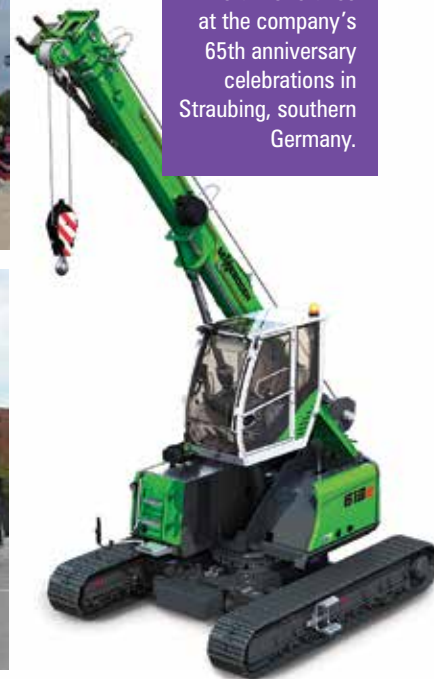
Airo launches a new 46ft compact slab scissor lift, the X16 EW.

Turkish aerial lift manufacturer **ELS** launches two brand new scissor lifts at each end of its range.

UK cleaning/ industrial maintenance company **High Access** acquires truck mounted platform company **AA Access** from **Andy Ainsworth**.



Sennebogen unveils five new crawler cranes at the company's 65th anniversary celebrations in Straubing, southern Germany.



UK rental company **Speedy** acquires South West-based **Prolift** for £11.4 million and Milton Keynes-based **Platform Sales & Hire** for £10.7 million.

Vertikal Days announces the move to **Donington Park** near east Midlands airport, Leicestershire for 2018.

Terex Cranes unveils its new **Demag AC45** City crane as well as other new models including the AC300-6, AC100-4(L) and AC55-3.



UK-based heavy lift and transport company **ALE** launches a 600t girder frame trailer, a 1,000t telescopic gantry lift system and a revolutionary automatic Route Survey Tool.

Holland Lift introduces a narrower 2.5 metre version of its 83ft HL-275 D25 4WD/P/N heavy-duty Rough Terrain scissor lift.

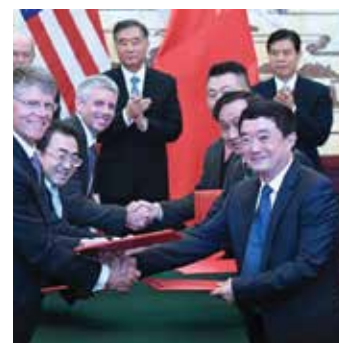
Genie launches four new XC booms including the 60ft S-60XC, 65ft S-65XC, 80ft S-80XC and 85ft S-85XC.



Bobcat launches a new more compact three tonne/seven metre telehandler, the TL30.70.

Manitowoc announces the four axle 90 tonne GMK4090 - an upgrade of the current GMK4080-1/GMK4100B which has been in production since 2006.

Dutch loader crane manufacturer **Hyva** adds three new cranes, extending its range up to 165 tonne/metres.



The **Terex Utilities** distributor for China - **Xuzhou Handler Special Vehicles** - agrees to purchase 5,000 insulated aerial devices in a deal worth around \$250 million.

The **British Standards Institution** releases a revised code of practice standard for the Safe Use of Mobile Elevating Work Platforms BS8460:2017 and BS7981:2017 Mast Climbing Work Platforms.



Dutch self-erecting mobile tower crane manufacturer **Spierings** unveils its long-awaited hybrid three axle crane - the SK487-AT3 City Boy.



Those no longer with us

- Sir Roger Moore**, 89, actor 
- Mary Tyler Moore**, 80, American actress 
- Roy Barraclough**, 81, British actor 
- Gordon Kaye**, 75, British actor 'Allo 'Allo 
- Peter Sallis**, 96, actor Wallace and Gromit/Last of the Summer Wine 
- Rachel Heyhoe Flint**, 77, English cricketer 
- Anthony Armstrong-Jones**, 86, Lord Snowdon 
- John Noakes**, 83, Blue Peter presenter 
- Graham Taylor**, 72, England football manager 
- Sir John Hurt**, 77, British actor 
- Gerald Kaufman**, 86, UK Labour MP 
- Tom Petty**, 66, rock star 
- Keith Barron**, 83, British actor 
- Chuck Berry**, 90, pioneer rock and roller 
- Della Reese**, 86, jazz, gospel musician 
- Gregg Allman**, 69, musician Allman Brothers 
- Glen Campbell**, 81, guitarist, singer 
- Don Rickles**, 90, comedian 
- Don Williams**, 78, country singer 
- Christine Keeler**, 75, British model / Profumo affair 
- Adam West**, 88, actor Batman 
- Hugh Hefner**, 91, founder Playboy 
- Tony Booth**, 85, British actor 
- Sir Peter Hall**, 86, Royal Shakespeare Company founder 
- Martin Landau**, 89, actor Mission Impossible 
- Michael Bond**, 91, creator of Paddington Bear 
- Antonio Carluccio**, 80, celebrity chef 
- Barry Norman**, 83, UK film critic 
- Jerry Lewis**, 91, comedian and actor 
- George Romero**, 77, zombie horror director 
- Sir Bruce Forsyth**, 89, British entertainer
- David Cassidy**, 67, singer/ musician
- Hywel Bennett**, 73, actor
- Malcolm Young**, 64, AC/DC founder/guitarist
- Dick Gregory**, 84, civil rights activist/comedian
- Fats Domino**, 89 singer musician
- John Hillerman**, 84, actor
- Peter Sarstedt**, 75, singer/songwriter
- Liz Dawn**, 77, British actress
- Colin Dexter**, 86, author/Inspector Morse
- Tim Pigott Smith**, 70, actor
- Liz Smith**, 97, American gossip columnist
- Robert Guillaume**, 89, actor
- Tara Palmer-Tomkinson**, 45, British socialite
- Johnny Halliday**, 74, iconic French singer


- ### Crane/Access industry deaths
- David Jacobi**, 57, of Ainscough Heavy Cranes 
 - Malcolm Lawton**, 82, previously Greenham, Scott Greenham and PTP 
 - Ben Lawton**, 35, a keen crane enthusiast in the UK 
 - Dermot O'Leary**, 71, co-founder of Ireland's Crane Hire Limited 
 - David Webb**, 43, **David Newall**, 36 and **Rhys Barker**, 18 of Falcon Cranes following the tower crane collapse in Crewe in June. 
 - John Oliver Cliff**, 75, sales manager Tadano Mantis 
 - William 'Bill' Towner** - country manager Rapid Access, Oman 
 - Niklas Herlin**, 53, Cargotec's largest shareholder 
 - Rob Wallis**, 77, founding director of Australia's National Hire Group and the HRIA. 
 - Brian Wiggins** - access industry veteran 
 - Sydney Cooper**, 75, crane veteran/ex Hewden depot manger 
 - William 'Willie' O'Brien**, 89, founder of William O'Brien Crane Hire in Cork, Ireland 
 - Gary Smith**, 62, UK access industry veteran, chairman of Bella Access 
 - Bryan Alan Flintham**, 59, UK loader crane industry veteran 
 - Samuel Ray Anthony**, 58, CEO of Anthony Crane 
 - Adrian Bolton**, 53, global product manager Alimak Hek 
 - Pat Clarke**, service manager for Nationwide Platforms 
 - Bill Murray**, 86, crane veteran ex Coles/Grove 
 - Norman Kelsey**, 75, former national service manager at Hewden Stuart Crane Hire 
 - Mark Sichi**, 61, VP product development of Xtreme Manufacturing 
 - Erwin Müller**, 65, Swiss access industry veteran 
 - Tudor Van Hampton**, 39, managing editor at ENR 
 - Gary Spickler**, 78, ex-senior VP operations at Grove 
 - Walter Sellick**, 98, founder of fork lift manufacturer Sellick Equipment 

Others who died: Also looking over the crane and lift accidents reported on www.vertikal.net the number of people who lost their lives totalled: Aerial work platforms 19, Cranes 26 and Telehandlers three, all of which were access related.

World Events..World Events..World Events



January 2017

Donald Trump is inaugurated as the 45th president of the United States. 

Serena Williams wins her 39th major tournament - the Australian Open - a new record

Donald Trump issues an executive order banning citizens from seven, mostly Muslim, countries, but is overruled by local courts.

Volvo Cars announces all of its new models by 2019 will be hybrid or battery powered.

France and the **UK** announce a ban on petrol/diesel cars by 2040, **India** by 2030.

104th Tour de France won for the fourth time by UK's **Chris Froome**. 


February

Discovery of seven Earth-sized planets orbiting star **Trappist-1** raises possibility of alien life.

Moonlight takes the best picture Oscar after a mix-up. Best Actor Casey Affleck and Best Actress Emma Stone.

The half brother of North Korean leader Kim Jong-il - **Kim Jong-nam** - is assassinated in Kuala Lumpur airport.

August

Barcelona footballer **Neymar** signs a record \$263 million five year deal with Paris Saint-Germain. 

Usain Bolt runs his last race.

Right wing march in **Charlottesville**, Virginia turns violent with one death and 19 injuries.

Mudslide and flooding in Freetown, Sierra Leone kills more than 500.

March

The UK triggers **Article 50** kicking off two years of negotiations on exit from the EU.


Mass grave of 800 children found in a former Catholic care home in Tuam, Ireland.

South Korea impeaches president Park Geun-hye


A van rams into crowds in **Las Ramblas**, Barcelona killing 16 and injuring 120.

Kenya bans plastic bags with \$38,000 fines and four years in jail.

North Korea launches missile over Japan setting off warning alarms.

Hurricane Irma becomes the most powerful Atlantic hurricane with winds of 185mph and killing at least 102 people. 

World's oldest golf club - **Muirfield** in Scotland - votes to admit women members after 273 years

Terrorist attack on London's Westminster Bridge kills four and injures 40. 

September


Catalonia's parliament approves illegal independence referendum.

An **8.2 earthquake** hits Mexico killing 90 - the strongest Mexican quake in a century. 

Terrorist attack on London's Westminster Bridge kills four and injures 40.

April

Bomb on **St Petersburg** metro kills 11, second bomb defused.

Bob Dylan receives Nobel Prize for Literature. 

Paris wins right to host the **2024 Olympics** and Los Angeles the 2028 games.

Pink Star diamond sets world record price of \$71 million at Hong Kong auction.

Saudi Arabia overturns its ban on women driving - last country in the world to do so.

Truck driven into a department store in **Stockholm** kills four.

Two Egyptian Coptic churches attacked by suicide bombers leaving 44 dead.

58 killed and 489 injured at a concert in Las Vegas, the deadliest mass shooting in American history. 

Video of passenger being removed from a **United Airlines** flight causes outrage.


Spain imposes direct rule on Catalonia following the **independence referendum**.

May

Emmanuel Macron wins France's presidential election. 

Suicide bomb at **Manchester Arena** kills 22 and injures 59.

Floods and landslides in **Sri Lanka** kill 151.

Hollywood producer **Harvey Weinstein** is fired and disgraced following accusations of sexual harassment. 

A suicide bomb in **Kabul**, Afghanistan leaves 150 dead and 400 injured.


New Zealand's Labour Party forms a coalition government led by **Jacinda Ardern**, 37, youngest leader in 161 years.

June

Donald Trump announces the US withdrawal from **Paris Climate Agreement**.

Terrorist attack in **Borough Market**, London leaves seven dead and 48 injured.

British **General Election** results in a hung parliament.

Fire in **Grenfell Tower** block in London, kills 79 and injures 37. 

Albert Einstein's "Theory of Happiness", written as a note for a bellboy instead of a tip in Tokyo in 1922, sells for \$1.56 million

EU fines **Google \$2.7 billion** for unfair competition practices.

November UK defence secretary **Michael Fallon** resigns due to his behaviour towards women.

Petya malware cyber-attack affects organisations in more than 64 countries.

A gunman shoots 26 dead and injures 20 at a church in **Sunderland Springs**, Texas.


Germany votes to legalize **same sex marriage** in a snap vote.

Paradise Papers are leaked from offshore investment firm Appleby.

July

North Korea tests first successful intercontinental ballistic missile.

15 killed and 101 shot in Chicago over 4th July weekend.

UK minister **Priti Patel** resigns after secret meetings revealed with Israeli officials. 

December

UK reaches last minute agreement to proceed to stage two of **EU exit talks**. 

Donald Trump goes ahead with his recognition of **Jerusalem** as Israel's capital in spite of global objections.



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Niftylift's Women in Engineering Day 2017

Niftylift held a Women in Engineering Day at its Milton Keynes headquarters and manufacturing plant in the UK Last month aimed at female students in Years nine, 10 and 11. More than 60 students and teachers attended the event. The afternoon included tours of the facility, engineering themed activities and talks from Niftylift's female staff members. The day was aimed at encouraging students to take up engineering, and help overcome a shortage of engineers in the UK.

Niftylift product support engineer Jane Harbige said: "Not many girls in the UK see engineering as an opportunity. It is our responsibility as women engineers to show that if you are creative, proactive, enjoy problem solving or thinking of different and better ways of doing things, then engineering is a great choice for a very exciting and rewarding career."



Students on one of the workshops.



Crane electrocution costs £97,000



Farmer JH Willis & Sons was fined £85,000 plus costs of £11,823.50 after loader crane operator, Edward Evans, 52, was electrocuted after the crane he was operating contacted overhead power lines at Holme Farm near Chester. He and a colleague were collecting scrap metal cages from the farm, which had been left below the power lines. While a yellow warning sign warned of the risk of electrocution, the strong, low sun and Evans sensitivity to bright light prevented him from seeing the signs from where he was. He had lifting the cages towards the back of the truck bed when the boom touched the power lines delivering the fatal shock.

Co-worker Thomas Harker ran around the truck to rescue him, but in doing so, received a shock himself. Edwards was pronounced dead at the scene. HSE inspector Jane Carroll said: "This tragic incident could easily have been prevented if the farm had identified and managed the risks involved with overhead power lines on their land, and to put a safe system of work in place."

CIS introduces skill test

US based Crane Industry Services has introduced the Qualified Crane Operator Evaluations (QCOE), which evaluates and highlights areas where knowledge and skill are strongest and where operators and their supervisors would benefit from more training or experience, most of which can be provided by the employer himself. Crane Industry Services travels to the location of the crane and the operator to conduct tests, whether this be at an employer's address or a job site prior to a series of a lift.

It then documents and certifies each operator's qualifications for the specific crane.

Chief executive Debbie Dickinson said: "Excuses don't work when an employer is behind on a job schedule or over budget, due to skill levels that are lower than needed to complete timely, quality, safe work. QCOE also helps employers fulfil the 'employer duty' to provide documentation to OSHA regarding qualifications and competence of operators, but the main benefit is safer, higher quality work."

Skills	Misses Points	Total Deductions	SW (2) Deductions
Comment to load	5 for time on move attempt in place Pass		
Minor Overthrough (designated correct)	50 each three load limits outside designated limits, 20 if load makes contact with planned obstacles		
Load Placement	50 each three pipe in rack outside the rack and/or 5 each three pipe misaligned with rack		
Minor Contact	50 each		
Major Contact	50 each		

Reach Trucks (United States): Hook onto each target on first attempt and place in designated spot in one attempt. 300.

Mid-Load Trailer contents: 8 concrete blocks, 4 pallets and 2 power generator. Run same shafts, 4 encircling shaft and 1 confined space.

Skills Duration: 15 minutes, speed, operation (boom up, hold down, swing, lower load, raise boom, swing and stop)

Crane and platform impact costs £20,000

UK roofing contractor Deans Construction was fined £1,000 plus £621 of costs, while its client Universal Coatings and Services was fined £18,000 plus costs or £823 after a man fell from an aerial lift after it was struck by a travelling overhead crane in May 2016. The man was using the platform to repair a roof, and was thrown from the basket by the impact. Thankfully he was wearing a harness and lanyard, saving him from a 12 metre fall to the concrete floor below. Measures had not been taken to prevent operation of the crane while the repairs were being carried out.

HSE inspector Michael Kingston said: "The risk of impact between the operational crane and the cherry picker should have been identified, and the crane should have been isolated from its power supply to prevent it being used during the roof repairs. Had these simple measures been taken, life changing injuries to the worker could have been avoided."

Who trained him then?

Sent in by a reader in Australia, a man working from a step ladder on the platform of a narrow aisle scissor lift, at a height of around eight metres. Being well above the guardrails, there is nothing prevent him falling overboard had the ladder slipped or he tripped.





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Ray Cooke, Head of Construction Sector Safety Unit, HSE

For further information go to:

www.cisrs.org.uk

CISRS
CONSTRUCTION INDUSTRY
SCAFFOLDERS RECORD SCHEME

NASC AGM

Around 160 delegates attended the NASC AGM at the Intercontinental hotel, London in late November and saw the election of a new president Des Moore - chief executive of Trad Group - who succeeds Alan Lilley of Commercial Scaffolding.

In his acceptance speech Moore thanked Lilley for two years of service, noting his particular contribution to expanding the Small and Medium Enterprise membership and mentoring smaller organisations to achieve compliance with NASC criteria.

Moore listed four key objectives of his presidency:

1. Increase the insistence on NASC membership by main contractors, developers as well as national and local government agencies in tender documents.
2. Strike the right balance between the needs of both large and small companies.
3. Create mentoring and training schemes for all categories of staff - old and young, academically gifted and those not so lucky.
4. Encourage and mentor more women into senior positions both in the NASC and across the industry in general.

He also stressed the importance of encouraging more young people to enter the industry and represent their companies on NASC committees, noting that greater diversity brought with it new ideas, knowledge and fresh perspectives. Also mentioned was the ongoing 'Mind Matters' campaign, noting that mental health in the construction industry could not be ignored, not least because it accounted for a third of the industry's lost days. He spoke of how he had suffered a full breakdown earlier in his career and how he was indebted to his wife for the support she had given him. He said he had learned valuable lessons from the experience and urged everyone in the industry to assist in whatever way they could to raise awareness of mental health issues.



Des Moore

2017 Apprentice of the Year award

The NASC 2017 Apprentice of the Year Awards, co-sponsored by CISRS along with the Construction Industry Training Board, were presented at the NASC annual ball following the AGM. A shortlist of eight was given to the judge, Paul Gaze who found it too difficult to choose only two apprentices adding a 'Highly Commended' category.

The winner was Aidan Waldron of Connect Scaffolding of Bishops Stortford. He and his employers were presented with a trophy, certificate and £500 each.

Gaze said: "Aidan's supervisors and clients have provided a great deal of positive feedback on him. He continually asked pertinent and sensible questions, demonstrating his awareness of carrying out the task in a safe and controlled manner with suitable regard for others that could be affected by his, or his team's actions."

The Runner Up Award went to Tiger Fredrick Hughes of Tamworth Scaffolding. He and his employer received a trophy, certificate and £250 each. Finally, the Highly Commended Award went to Claudia Ferguson of Interlink Scaffold of Birtley, Tyne and Wear.

Claudia Ferguson was Highly Commended.



Aidan Waldron receives his award from Des Moore and Karen Brady



Runner Up Tiger Frederick Hughes



NASC project of the Year

The NASC 2017 Scaffolding Project of the Year Award was won by Interlink Scaffolding for its work on the New Wear Crossing in Sunderland, where it installed multiple scaffolds on the central support tower prior to it being erected. There were 12 entries in all, with just three points separating the first three. In the view of the judges, Interlink's 'Interface with the client' was one of the key criteria in its success, they were also impressed by the degree of off-site preparation prior to erection of the bridge structure, complete with scaffolding.



Interlink won the Project of the year Award



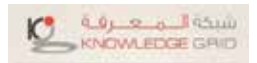
The tower goes up with scaffold already in-situ

Third CISRS OSTS centre to open in Oman

A new Construction Industry Scaffolders Record Scheme (CISRS) Overseas Scaffolder Training Scheme (OSTS) centre in the Rosayl region of Oman will open in the new year, following a successful pre-accreditation visit by scheme manager Dave Mosley.

The venture is the second partnership in the region for Safety and Access, complementing its facility in Nizwa. The new centre will be operated in collaboration with local company Knowledge Grid, which already offers a wide range of Health & Safety and practical training qualifications.

Mark Luddington, access and lifting manager of Knowledge Grid in Oman said: "Knowledge Grid is dedicated to reducing injuries, accidents and environmental impact and compliance with regulations. Our partnership with Safety and Access and CISRS OSTS will help achieve these aims within the scaffolding sector."



NASC

Established in 1945 NASC is the national trade body for access and scaffolding in the UK comprising over 230 leading contractors and scaffolding manufacturers. www.nasc.org.uk



CISRS

Established in the 1960s, CISRS is the industry scaffold training scheme with 60,000+ UK card holders & 4,500+ Overseas. www.cisrs.org.uk





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ALLMI's 40th Anniversary!

1978 saw the launch of the Navstar Global Positioning System (GPS), the first crossing of the Atlantic by a manned, helium filled balloon, the UK's first £500,000 footballer, and the Bee Gees dominating the charts. The very same year saw the formation of the Association of Lorry Loader Manufacturers & Importers (ALLMI). A small yet passionate and dedicated group of manufacturers/importers, allied with the Health & Safety Executive, founded the organisation with the sole aim of raising safety standards throughout the lorry loader industry.

The new association quickly set to work and by 1982 had published its first Code of Practice, providing a benchmark for installation, testing and safe use of the equipment. From there, ALLMI went from strength to strength, making significant progress throughout the 1980s and 1990s, and establishing itself as the leading authority on lorry loader related issues.

Further landmarks were reached in 2001, with the birth of the ALLMI training scheme in its current form, a move which had a far reaching impact on the standard of operating practices, and 2006, which saw the Association open its membership to fleet owners, creating a voice for the entire UK lorry loader industry.

Since then, ALLMI has continued to evolve in line with industry needs, launching a series of new courses to complement its operator programme, thereby providing comprehensive training for all lifting team roles, as well as engineers and managers; and publishing a wide array of guidance documents covering all aspects of lorry loader activity.

Today, the association continues



to focus on setting standards, not only in the core lorry loader industry, but also by working with a host of allied sectors to ensure that working practices are ever improving throughout all areas of application and use.

Atlas Cranes was one of the companies involved in compiling the original ALLMI Code of Practice and is still a member to this day. Managing Director, Jim Smith said: "We are very proud to be a part of ALLMI's history and to have been involved with the association during its many developments over the last 40 years. The lorry loader industry is almost unrecognisable to that which provided the backdrop for the first Code of Practice all those years ago, but one of the keys to ALLMI's success is that it has always kept in tune with changing needs and requirements, and led the way when it comes to best practice and safety."



Cormach importer, Ernest Doe, is another member that was part of the association during its early days. The company's branch & sales manager, John McLoone added: "In what was a relatively young industry at the time, it was so important to have a body like ALLMI in place, bringing experts together to provide impartial advice and representation on many crucial issues. This requirement has not changed and ALLMI's role is more relevant today than it has ever been, which is why our company proudly continues to be a part of it."

ALLMI chairman, Mark Rigby said: "We are delighted to have reached

this milestone and would like to thank our members for their support and involvement over the years; ALLMI's longevity, evolution and success is a testament to their attitudes and commitment, and a genuine desire to see standards continually raised. We look forward to holding a special event later in the year to celebrate the 40th anniversary, and to promote our commitment to continued progress for the betterment of all involved in the lorry loader industry."

Look to future editions, highlighting ALLMI milestones from the past 40 years.



2018 Course dates

ALLMI has released its new course dates schedule for 2018.

Courses available are as follows:

Booked through an ALLMI Training Provider:

- Lorry Loader Operator
- Slinger / Signaller

Booked with ALLMI directly:

- Crane Supervisor
- Appointed Person
- Thorough Examiner
- Manager - PUWER 9.2
- Instructor



Course information and dates, as well as Training Provider details, can be found by visiting www.allmi.com and clicking on 'Training', or by contacting us.

Fundraising champions



ALLMI has received the 'Fundraising Champions' award from construction industry charity, the Lighthouse Club.

ALLMI chief executive Tom Wakefield said: "The Lighthouse Club plays a vital role in the construction industry, providing financial assistance to those affected by illness, injury or bereavement. We are very pleased with the amount raised at the event and we look forward to working together in the future."



For details of ALLMI standards, guidance documents and training, visit: www.allmi.com

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Work platforms now available in BIM library

A selection of 3D virtual Mobile Elevating Work Platforms and Mast Climbing Work Platforms are now available for free download from the UK based National Building Information Modelling (BIM) Library.

BIM is increasingly recognised and used around the world by architects and project managers when designing new buildings and considering how they will be constructed and maintained. Three dimensional computer modelling allows a 360 degree view of any structure before it is built, and allows for better project planning and to map out the construction and maintenance process in the virtual realm.

Now IPAF is in the process of developing scalable 3D BIM work platforms and mast climbers that can be used to visualise their use in the construction of new buildings or the conservation, repair or maintenance of existing structures, before work gets underway. This allows for easier selection of the correct type of machine as well as correct height and outreach so that managers can plan work more effectively, save money and reduce the risk of misuse on site.

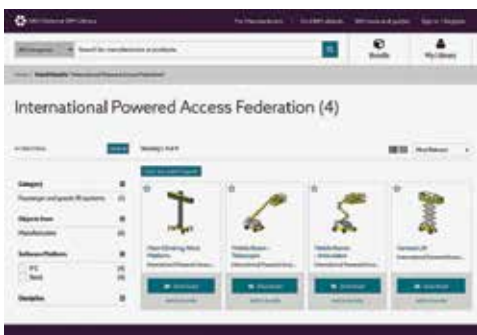
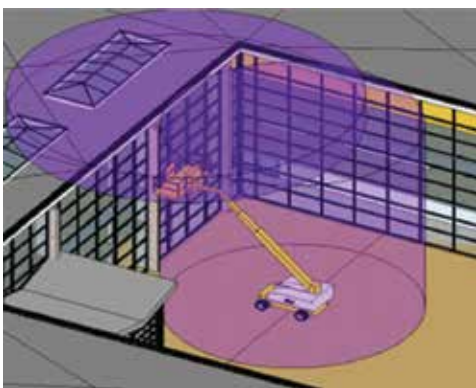
So far IPAF has had four virtual models produced and accepted into the UK's National BIM Library for use in modelling projects around the world. These completed models are: MCWP, Vertical Lift; Mobile Boom - Telescopic and Mobile Boom - Articulated. Three more are still in development and will be available soon, namely: Static Boom - Spider type, Static Boom - Vehicle mounted, Static Boom - Trailer mounted.

The models are each based on a typical, generic design as opposed to specific makes or models of machine, but all are adjustable for height and outreach, so they can be used to identify what type and capability of equipment is required by adjusting the specifications to suit the intended task and checking things like reach and clearance.

IPAF chief executive Tim Whiteman said: "Architects and project planners now have access to scalable 3D models of work platforms that can be used to design construction or maintenance work at height more effectively, and in particular to identify the capabilities and limitations of specific types of equipment before that work begins. It has taken a particularly creative approach to come up with these BIM models, which others have previously attempted but were thwarted by the sheer variety of different shapes, sizes and capabilities of equipment available in the market.

"This is certainly in line with IPAF's core mandate – promoting the safe and effective use of powered access worldwide. I am sure the new virtual models will prove valuable as BIM is increasingly being adopted for a whole range of applications in countries around the globe."

The BIM models can be found using the search term "International Powered Access Federation" on the National BIM Library www.nationalbimlibrary.com



IPAF to brief MPs' inquiry into work at height



Alison Thewliss

Key IPAF spokespeople are working closely with a new working group of UK members of Parliament, whose aim is to cut the number of workplace fatalities in the UK that are caused by falls from height. IPAF president Nick Selley and UK market general manager Richard Whiting attended the inaugural meeting on 12th December of the All Party Parliamentary Group for Working at Height at the House of Parliament in Westminster, London.

Alison Thewliss, the member for Glasgow Central and convener of the group invited politicians and stakeholders to work together to investigate serious injuries and fatalities while working at height and to launch a wide scale inquiry into how to improve safety and implement best practice. A final report will be published and presented to Parliament.



IPAF Summit and Awards dinner

Booking is now open for IPAF's Summit and the International Awards for Powered Access (IAPAs) celebration dinner, to be held at the Hilton Miami Downtown in Florida, USA, on the 8th March.

The theme for the Summit will be "Quantifying Sustainability", and confirmed speakers so far include: William Plummer of United Rentals; Brad Boehler of Skyjack; Norty Turner of Riwal Guru Bandekar of JLG. Others will be announced shortly. There will be parallel sessions in the morning, one for aerial work platforms with a focus on enhanced training techniques such as Virtual Reality and Simulators, and one for mast climbing work platforms.

The IPAF Summit is free to attend but ticketed, while tickets for the awards dinner need to be purchased, ticket prices have not yet been announced, but there will be early bird discounts available. A discounted room rate at the Hilton of \$269 a night is also available when booked through the IPAF/IAPA web site www.iapa-summit.info



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Vertikal days
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PASMA sponsors inquiry into workplace falls from height

PASMA is sponsoring the new All Party Parliamentary Group (APPG) for Working at Height, which recently launched its first official inquiry into the number of serious injuries and fatalities resulting from falls from height and falling objects in the UK workplace.

Chaired by the member of parliament for Glasgow Central, Alison Thewliss, the inquiry is now open for evidence and submissions from interested parties until 2nd March. The group will consider this evidence and produce a report and recommendations on how the frequency of serious injuries and fatalities might be reduced.

In 2016/2017, 18 percent of those who died at work were killed due to a fall from height. PASMA and the 11 member organisations of the Access Industry Forum (AIF) believe there are a range of issues that urgently need to be addressed to help reduce these alarming figures. These include: better collection of statistics relating to workplace falls, more in depth investigations, raising awareness of the dangers of working at height, and the need to choose the most appropriate piece of access equipment for the task at hand.

Thewliss said: "That 18 percent of people killed at work did so as a result of a fall from height is a shocking statistic. The All Party Parliamentary Group for Working

at Height has brought together concerned MPs from several parties to investigate the reasons for falls from height and ensure current regulations are sufficient for protecting workers at height in the UK."

Peter Bennett, managing director of PASMA added: "Although the number of overall workplace deaths has decreased since 2015, nearly one in five of those who lost their lives last year died because of a fall from height. The Access Industry Forum and PASMA are glad to support the work of this new parliamentary group, which aims to shine a light on the reasons for falls from height in the workplace. We look forward to seeing its recommendations to the Health and Safety Executive (HSE) on how the number of people and families affected by falls from height can be further reduced. I would urge all organisations engaged in working at height – no matter what industry or trade - to submit evidence to this inquiry, and help ensure that all of those who work at height return home safely every day."



The inquiry asks participants the following questions:

- 1) In your opinion, what are the primary reasons for falls, or falling objects, which cause serious injuries or fatalities when working at height?
- 2) Do you have any comments about the existing regulations for work at height, as set out in the Work at Height Regulations, 2005?
- 3) Are there specific measures you believe are necessary to prevent falls, or falling objects, from height which are not currently required by law?
- 4) What more can industry do to avoid falls from height, and share good practice?
- 5) What role should end users/ customers have in ensuring safe work at height?
- 6) Would you support enhanced reporting of falls from height as a way of better understanding the causes and helping to reduce falls from height?
- 7) Do you believe the current definition of competence for working at height is appropriate?
- 8) Can you propose any innovative suggestions, particularly using



Peter Bennett, PASMA and Alison Thewliss, MP & Chair

digital technology, which could have a positive effect on reducing falls / falling objects from height?

- 9) Please add any additional comments or specific cases studies you have which may be relevant

Submissions can be made by the 2nd March to appg@workingatheight.info or Working At Height APPG, 32-34 Great Peter Street, London, SW1P 2DB



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Grove GRT8100

The Grove GRT8100 is a Rough Terrain crane with a maximum capacity of 90 tonnes and a 47 metre main boom. A 17 metre bi-fold swingaway extension with manual or hydraulic luffing plus a fixed insert takes the maximum tip height to almost 73 metres. This model by Conrad is 1:50 scale and it comes with an instruction sheet to describe the main aspects of the model.

The chassis has the drive transmission modelled in plastic, while the wheels and large rough terrain tyres look good. There is some nice detailing of grilles and there are folding ladders at each end. The axles steer with a very good range of movement, and the rear axle has some oscillation.

The single stage outriggers are tough plastic with an excellent colour match, and are strong enough to support the crane with wheels free of the ground. The outrigger cylinders are smooth when extended, and they have plastic pads.

The tilting crane cab has a windscreen wiper and lights, and the grab rails are metal. There are some very sharp tiny graphics which give the model a realistic look. Inside the cab the detail is good including a fire extinguisher. The crane superstructure frame has hydraulic hoses running to the winches, and the handrails at the winches can fold up and down. The counterweight is also detachable.

The large main boom lift cylinder has a plastic barrel with an excellent colour match and it has a locking mechanism which is tightened using a supplied key. The boom has detail on the base boom section, including drums and lights, and the telescopic sections extend smoothly.



At work

The bi-fold swingaway extension has very nice metal lattice work with a solid plastic section upper section, and it is hydraulically offset to angles of up to 40 degrees. All sheaves are metal, and two hook blocks are included.

This is an impressive Rough Terrain crane model and its heavy weight adds to the feeling of strength and toughness. It is very functional, with some very nice detailing. It costs €205 from the Manitowoc store.

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

Cranes Etc Model Rating	
Packaging (max 10)	8
Detail (max 30)	25
Features (max 20)	19
Quality (max 25)	21
Price (max 15)	10
Overall (max 100)	83%



Travelling on site



Nice outriggers and pads



Tiny graphics add detail



Offset swingaway

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www.brontoskylift.com





Dear Mark,

Your most recent C&A editorial comment, "A load of BS" prompted me to write to BS and ask them to justify the seemingly disproportionate expense to obtain BS publications.

The comprehensive response from BS is outlined below and which you may find of some interest. I totally agree with your C&A comment. I am quite happy that you publish the BS response to my query.

Regards,

Mick Norton BEM

Dear Mr Norton,

Thank you for your email regarding pricing for standards.

BSI is charged under its Royal Charter with developing and publishing a wide range of technical standards (presently about 1,800 a year). These standards are developed on the basis of public and industry need, and are important for ensuring safety, interoperability and fitness for purpose of components, goods and services.

The average cost of preparing a standard is approximately £15k and this is largely recovered by the sale of the standards themselves. With the growth in international and European standards activities this figure is rapidly escalating. As a non-profit-distributing body, BSI ploughs back all available surpluses from sales into the standards development programme.

The costs to BSI of developing and publishing different standards are broadly comparable, but the revenue they generate varies widely because the importance of a standard is entirely unrelated to the number of people who actually use it. For example, a particular standard may be crucial for establishing safety in a product used by children (baby's dummies, for example).

Its drafting will require a number of meetings and the input of a large number of different experts, and the standard itself will need to be edited and published. However, the number of companies actually manufacturing the product may be very small, so the sales of the standard will be very low. In fact only about 2% of standards generate enough income to cover the cost of their preparation. As a consequence, standards cannot be priced like normal commercial publications.

In common with most standards bodies, BSI prices on the basis of a simple page count and there is a substantial degree of cross-subsidisation. For example, sales of ISO 9000, which has a very wide, range of applications, by itself funds a considerable part of the standards programme each year.

In comparison with other commercially produced publications, a standard may seem to be very expensive, but

is actually not at all expensive in terms of the value of the information it contains.

In most cases the actual number of copies sold is so small that it would be more appropriate to compare a standard with a privately commissioned report.

BSI introduced its print on demand process in 1995 to avoid the costs and waste levels of bulk print and stock control. The savings made from this process has enabled us to reduce costs and to fund the increasing level of international committee participation.

Prior to introducing our print on demand process and the new loose leaf format BSI conducted market research amongst its customer base resulting in the majority of our customers agreeing that the revised presentation would bring benefits to the management and amendment of their standards collection.

It may interest you to know that BSI operates a Membership scheme which has a number of benefits that includes a 50% discount off the List Price of British Standards together with free postage & packing.

The cost of membership subscription varies dependant on company turnover and number of employees (a business with less than 30 employees and a turnover of less than £1m pa would pay an annual subscription of £200 + VAT).

Many organisations become BSI Subscribing Members as they find that the package of benefits including the 50% discount outweighs the cost of membership. More details of BSI Membership can be found at www.bsigroup.com/membership.

Should you have any queries or require further assistance please do not hesitate to contact us.

Kind Regards,

Diana Wiafe

Subscriptions Service Advisor

This response ignores the fact that in recent years standards have been developed at the European level and that a large portion of the expenses involved with all the committee work is born by the associations and companies participating in the vertical committees. In the case we were referring to virtually all of the work was carried out by the associations and these days there is no need for any printing or mailing. For those who do want a hard copy then fair enough the charge is warranted. But surely it could make downloads available free of charge. Alternatively a token charge could be made for downloads, that would in all likelihood generate higher revenues than the prices currently levied. As to profits? According to the latest accounts filed with Companies House the BSI generated £40 million of pre-tax profit!

So what crane is this?

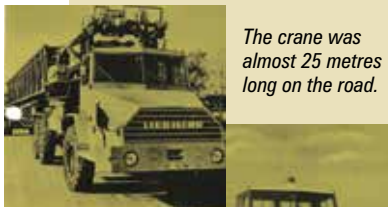
Last month we published a letter asking us if we could identify and date a crane on a Kaebler chassis in G.W. Sparrow Crane Hire livery. We managed to confirm it as a Liebherr AUK 120 self-erecting mobile tower crane from 1965 as we had initially suspected. We also managed to find the original sales brochure and specification sheet. A couple of photos from the brochure can be seen below. The articulated unit was almost 25 metres long on the road. It could lift 12.7 tonnes to a height of 53 metres and a radius of 10 metres. Alternatively, it could handle 8.4 tonnes on the horizontal jib at a radius of 15 metres and a height of 31 metres. Maximum radius was 26 metres at which it could handle 5.8 tonnes.



The Liebherr AUK 120 at work with luffing jib



The crane was almost 25 metres long on the road.



David Jacobi 1960-2017

David Jacobi, manager special projects Heavy Cranes division at Ainscough Crane Hire has passed away peacefully at home after a very short illness. He leaves his wife and two grown up children.

Jacobi spent his entire working life in the crane business, joining Ainscough in 2000 having worked as a divisional director for Baldwins Industrial Services from 1990 and as a contracts manager for Grayston White & Sparrow from 1982. He began his crane career straight out of school, joining British Crane Hire Corporation in 1978 - which had been created following the merger of Richards & Wallington Crane Hire with Mobile Lifting Services. He never looked back and took to lift planning like a duck to water.

At Ainscough he was promoted to lead the company's special projects team working on some of the most complex and challenging projects in the heavy crane sector. A statement from Ainscough said: "Those of you who knew and worked with David will have known a man with exceptional knowledge and experience of working in the lifting industry. He was cranes through and through and possessed a rare blend of technical knowhow with a commercially astute outlook."

"With a dry sense of humour and infectious passion for the job, David took great pride in each and every project he delivered. He would share his knowledge freely with peers and youngsters embarking on their careers alike communicating with both warmth and the gravitas derived from his years of experience. Outside of work David was most comfortable on two wheels indulging his passion for motorbikes. He was a regular at track day meetings and had ridden for many years with a local club of which he was a senior member. He will be sorely missed and our thoughts are with his family and friends at this difficult time."

He was given a good send off in a celebration to his life held on Wednesday 20th December at Easthampstead Park Crematorium.



Tributes

We received numerous tributes demonstrating just how widely appreciated and respected he was in the UK crane industry. Here are just a couple of those received.

"I was so sorry to hear the sad news. I brought David into the Crane Rental Industry with British Crane Hire Corporation when he was 18 years of age. That was in 1978 at Wood Street, Walthamstow. David started on the Hire Desk but with an A level in Technical Drawing and a keen interest in the engineering side, it was no surprise when David, over the following years, became a very successful heavy lift engineer and contracts manager. I worked with David with several other crane companies over the years. He was a really nice man who was liked and respected by all who knew him.

My condolences to Karen and family.

Colin Wood - CPA

I shed a tear last night when I heard the news of David's premature death. I knew Dave at Grayston White and at Baldwins. He was a massive help to me in my early career, we used to sample a Burger from many a site burger van, that is probably why I am nearly as big as he was. I just wish I had a heart as big as his, my thoughts are with his family.

RIP 'OB 1' and God Bless

ANO

MRI London would like to send our deepest condolences to David's family. He became such a good friend through our interest and work in cranes. The knowledge he had in the crane industry outshone all the other companies and his drawings were second to none. An extremely helpful man who quite often would work at home just to help us achieve a deadline. I know that we will miss him dearly and he can never be replaced.

Rest in Peace David

Mark Collier M.D.

I worked with David at Baldwins for many years, it is a sad loss to so many people who knew the man, a very experienced person in all matters and especially heavy lifting. Did a fair few projects with him, of course it was always my turn to get lunch. A big lad with a big heart

Thoughts are with your family and friends
RIP OB one

John Spillings

Whats on?

2018

Executive Hire Show

February 7-8, 2018
Exhibition for the UK Tool Hire industry
Coventry, UK
Tel: +44 (0)1249 700770
www.executivehireshow.co.uk



The Rental Show 2018

Atlanta February 18-21 2018
New Orleans, USA
Tel: +1 800 334 2177
www.therentalshow.com



IPAF Summit 2018

March 8th, 2018
Annual summit and awards dinner.
Miami USA.
Tel: +44 (0)15395 66700
www.ipaf.org



Bauma Conexpo Africa

March 13-16 2018,
The construction equipment show for Africa
Johannesburg, South Africa
Tel: +49 89 949 20251
www.bcafrica.com



MAWEV-Show 2018

March 14 -17
Austrian construction equipment show
Tel: +43 (0)316 8088-0
www.mawev.at/home



Nordbygg 2018

April 10-13, 2018
Swedish building show
Stockholm, Sweden
Tel: +46 8-749 43 93
www.nordbygg.se



Intermat 2018

April 23-28 2018,
International construction equipment show
Paris France
+ 33 (0)1 76 77 15 77
www.paris-en.
intermatconstruction.com



Vertikal Days 2018

UK/Ireland crane and access event. Donington Park
May 16-17, 2018
Tel: +44 (0) 8448 155900
www.vertikaldays.net



HIRE18

May 30-31, 2018
Hire and Rental Industry Association annual convention, Brisbane Convention and Exhibition Centre, Australia.
Tel +61 (0)2 9998 2255
www.hireandrental.com.au



Europlatform 2018

October 11, 2018
The Europa Hotel, Belfast,
Tel: +44 (0)15395 66700
www.europlatform.info



2019

The Rental Show 2019

February 17-20, 2019
Anaheim, California, USA
Tel: +1800 334 2177
Fax: +1309 764 1533
Website: www.therentalshow.com
E-Mail: info@therentalshow.com



GIS 2019

October, 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



2020

Conexpo 2020

March 10-14, 2020
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Las Vegas, Nevada, USA
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20 t Gottwald AMK 31-21	1984	4x4x4	20,50m
30 t Faun ATF 30-2 L	2001	4x4x4	28,50m + 12,20m
35 t Liebherr LTM 1030-2.1	2005	4x4x4	30,00m + 15,00m
35 t Liebherr LTM 1030-2.1	2006	4x4x4	30,00m + 15,00m
35 t Grove GMK 2035	2004	4x4x4	29,00m
45 t Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
50 t Grove GMK 3050	1999	6x6x6	38,10m + 15,00m
50 t Grove GMK 3050	2004	6x6x6	38,10m + 15,00m
50 t Terex-Demag AC 50-1	2007	6x6x6	40,00m + 17,60m
55 t Grove GMK 3055	2006	6x6x6	43,00m
55 t Liebherr LTM 1055-3.1	2006	6x6x6	40,00m + 16,00m + Runner
60 t Faun ATF 60-3	2004	6x6x6	40,20m + 16,00m
80 t Terex-Demag AC 80-2	2004	8x8x8	50,00m + 17,60m
80 t Terex-Demag AC 80-2	2003	8x8x8	50,00m + 17,60m + Runner
80 t Liebherr LTM 1080/1	1999	8x8x8	48,00m + 19,00m
90 t Liebherr LTM 1090/2	2002	8x8x8	52,00m + 19,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 26,00m
100 t Liebherr LTM 1100/2	2001	10x8x8	52,00m + 19,00m
120 t Grove AT 9120 E	1995	10x8x8	48,00m + 17,70m
120 t Terex-Demag AC 120-1	2009	10x8x8	60,00m + 17,60m
140 t Terex-Demag AC 140	2005	10x8x8	60,00m + 17,60m
140 t Terex-Demag AC 140	2006	10x8x8	60,00m + 17,60m
160 t Tadano Faun ATF 160G-5	2005	10x8x8	60,00m + 13,20m
200 t Terex-Demag AC 200-1	2004	10x8x8	60,00m + 33,00m
200 t Terex-Demag AC 200-1	2004	10x8x8	60,00m + 33,00m

RT-TELESCOPIC-MOBILE CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Kato KR 250	1998	4x4x4	26,70m + 7,00m
80 t Grove RT 890 E	2008	4x4x4	43,00m

YARD-CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V 73	1987	4x2x2	13,10m

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Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@stemick-krane.de
Internet: <http://www.stemick-krane.de>

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December/January 2018 cranes & access

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Access Equipment Manufacturers

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Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.bravisol.com
Bronto Skylift	www.brontoskylift.com
CMC	www.cmclift.com
Co.Me.T	www.officinecomet.it
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Easylift	www.easy-lift.it
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie	www.genielift.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JCB	www.jcb.com
JLG	www.jlgeurope.com
Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
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PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Power Towers	www.powertowers.com
Ranger tracked access	www.tracked-access.co.uk
Runshare	www.runshare.net
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Skyking	www.skyking.co.uk
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Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
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UTS Sales & Repairs	www.towersandpodiums.co.uk
Versalift distributors (UK)	www.versalift.co.uk

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Instant	www.instantupright.com
Lyte Industries	www.lyteladders.co.uk
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
CLM Construction Supplies	www.clm-supplies.com
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.lchoists.co.uk
Safi	www.safi.it

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A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
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Drammen Lifttuleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
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Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
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Hird	www.hird.co.uk
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Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Mayes Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.riwal.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

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Powered Access Certification	www.pac.uk.com
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New & Used Platforms

Access Platform Sales (APS)	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
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A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.flesch-arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
GT Access	www.gtaccess.co.uk
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Manlift Sales	www.manlift.ie
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Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/
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Rothlehner	www.rothlehner.com

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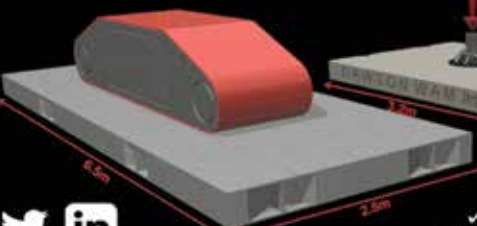
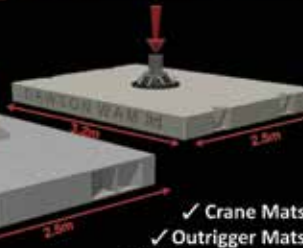
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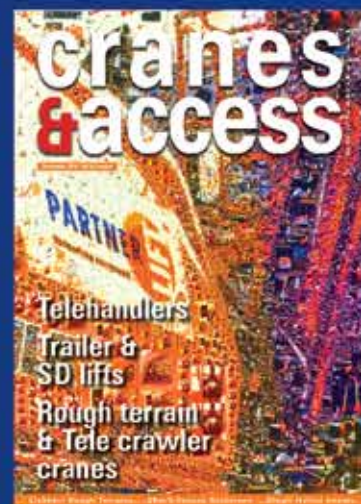
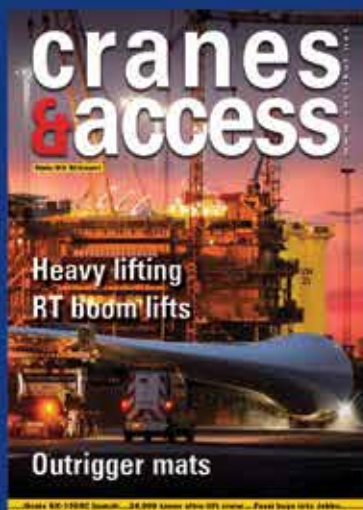
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30', 45', 60', 80'



Scissor Lifts
Diesel – 26', 32', 41', 50'
Electric – 19', 26', 32', 40'



Vertical Masts
22', 32'



Telehandlers
5m, 6m, 7m, 9m, 12m, 14m,
17m, 18m

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- Secondary guarding
- On-board generators
- Training



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- Used crawler crane sales
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Crawler cranes for sale

NCK HC90 90t, Year 2000, 51m Boom 18m fly jib, runner jib

Liebherr LR1100 100t, Year 2002, 53m boom

Liebherr LR1100 100t, Year 2002, 53m boom

Fuwa QUY150 150t, Year 2008, 63m boom, 31m fly Jib, runner jib

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JLG - 3246ES
Scissor lifts

Electric, 4x2
11.0m Working Height,
2012 | PHM-Id 09368

€12,900



MANITOU - 105VJR2
Vertical mast lifts

Electric, 4x2 Drive,
10.0m Working Height,
2004 | PHM-Id 09285

€7,900



MANITOU - 150AETJC
Articulating boom lifts

Electric, 4x2 Drive,
15.0m Working Height,
2007 | PHM-Id 09300

€16,900



HAULOTTE - HAI2PX
Articulating boom lifts

Diesel, 4x4 Drive,
12.0m Working Height,
2006 | PHM-Id 09296

€10,500



ATN - ZEBRA 12
Articulating boom lifts

Diesel, 4x4 Drive,
12.0m Working Height,
2013 | PHM-Id 09215

€19,500



OMME - 3150RBDJ
Track boom lifts

Bi Energy, Tracked,
31.0m Working Height,
2012 | PHM-Id 09118

€69,000



OMME - 2200RBD
Track boom lifts

Bi-Energy, Tracked,
21.0m Working Height,
2006 | PHM-Id 09111

€36,900



OMME - 3000RBD
Track boom lifts

Bi Energy, Tracked,
29.0m Working Height,
2007 | PHM-Id 09115

€49,500



SENNEBOGEN - HPC40
Truck Cranes

40t, 6x6x2, 9m jib, Intarder
30m Boom
2002 | PHM-ID 09376

€119,000



COMPACT TRUCK - CT3
Telescopic Cranes

70t, 6x6x6, 6m jib , Intarder
41m Boom
2000 | PHM-ID 09280

€97,500



LIEBHERR - LTR1100
Telescopic Crawler Cranes

100t, 19m Dbl Jib,
Dbl Winch, 52m Boom
2017 | PHM-ID 80079


€850,000





SPIERINGS - SK488-AT4
Tower Cranes


8t, 8x8x6, 40m Horizontal,
42m Lift Height
2003 | PHM-ID 08851


€219,000


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January 2018



V23629 - Skyjack SJ3219 - 2009

Electric - 7,8 Mtr. - 176 Hrs.

€ 3.950



V22936 - Genie GS2032 - 2004

Electric - 8,1 Mtr. - 946 Hrs.

€ 3.500



V23715 - JLG 2646ES - 2005

Electric - 9,8 Mtr. - 476 Hrs.

€ 5.250



V23546 - Haulotte Compact 10 - 2007

Electric - 10,14 Mtr. - 180 Hrs.

€ 5.500 - New batteries



V18954 - Hollandlift N140EL12 - 2009

Electric - 16 Mtr. - 494 Hrs.

€ 23.500



V22797 - JLG 260MRT - 2007

Diesel 4x4 - 9,92 Mtr. - / Hrs.

€ 7.950



V22509 - Haulotte H125XL - 2006

Diesel 4x4 - 12 Mtr. - 2573 Hrs.

€ 10.950



V19900 - JLG 3394RT - 2006

Diesel 4x4 - 12,06 Mtr. - 2507 Hrs.

€ 12.950



V20879 - Skyjack SJ8841 - 2009

Diesel 4x4 - 14,5 Mtr. - 1461 Hrs.

€ 11.950



V22945 - Genie GS4390RT - 2006

Diesel 4x4 - 15,11 Mtr. - 2707 Hrs.

€ 14.950



V21922 - Niftylift HR10E - 2001

Electric - 10 Mtr. - / Hrs.

€ 5.950



V22459 - Airo SG1000 - 2006

Electric - 12 Mtr. - / Hrs.

€ 7.950



V22885 - JLG E600JP - 2006

Electric - 20,39 Mtr. - 599 Hrs.

€ 23.500



V22306 - Niftylift HR12NDE - 2008

Bi-Energy - 12,2 Mtr. - / Hrs.

€ 10.950



V23782 - JLG M600JP - 2001

Bi-Energy - 20,39 Mtr. - 2533 Hrs.

€ 16.500



V22955 - Genie Z45-25JRT - 2005

Diesel 4x4 - 16 Mtr. - 5024 Hrs.

€ 13.950



V22046 - Genie Z60-34RT - 2004

Diesel 4x4 - 20,3 Mtr. - 4051 Hrs.

€ 17.950



V21900 - Haulotte HA20PX - 2005

Diesel 4x4 - 20,65 Mtr. - 4580 Hrs.

€ 15.950



V22559 - Genie Z80-60RT - 2006

Diesel 4x4 - 26,4 Mtr. - 5008 Hrs.

€ 33.500



V24082 - Genie Z135-70RT - 2009

Diesel 4x4 - 43,15 Mtr. - 4094 Hrs.

€ 85.000



V21813 - Haulotte H16TPX - 2006

Diesel 4x4 - 15,44 Mtr. - 1675 Hrs.

€ 10.500



V22948 - Genie S45 - 2006

Diesel 4x4 - 15,7 Mtr. - 3629 Hrs.

€ 11.500



V21133 - Haulotte H23TPX - 2007

Diesel 4x4 - 22,6 Mtr. - 4606 Hrs.

€ 16.950



V22813 - JLG 860SJ - 2006

Diesel 4x4 - 28,21 Mtr. - 5195 Hrs.

€ 29.500



V22719 - Genie S3800HD - 2011

Diesel 4x4 - 38,58 Mtr. - 1534 Hrs.

€ 89.500

More information?

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MAX OUTREACH : 25.7M
CHASSIS : SCANIA P380 CB - 6 X 4
MILEAGE : 150,000 KM
HOIST HOURS : 5200
STEERING SIDE : LEFT

2006

€169000



BRONTO SKYLIFT S50 MDT

WORK HEIGHT : 50M
MAX OUTREACH : 30.7M
CHASSIS : VOLVO FM 9 - 6 X 6
MILEAGE : 170,000 KM
HOIST HOURS : 9200
STEERING SIDE : RIGHT

2004

€POA



BRONTO SKYLIFT S46 XDT

WORK HEIGHT : 46M
MAX OUTREACH : 25.7M
CHASSIS : VOLVO FLH 240 - 4 X 2
MILEAGE : 98,000 KM
HOIST HOURS : 4000
STEERING SIDE : RIGHT

2009

€POA



BRONTO SKYLIFT S50 MDT

WORK HEIGHT : 50M
MAX OUTREACH : 30.7M
CHASSIS : VOLVO FM 370 - 6 X 2
MILEAGE : 66,500 KM
HOIST HOURS : 2400
STEERING SIDE : LEFT

2013

€POA

All Prices in Euro



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