

# cranes & access



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February 2018 Vol.20 issue 1

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cranes  
Van mounted  
platforms**

**Telehandlers  
Batteries**

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## On the cover:

A Manitou MH 420H compact telehandler with bucket on loading duties. The unit has a two tonne maximum capacity and 4.3 metre lift height



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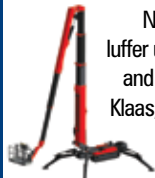
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## Claptrap or bafflegab?

The construction and related equipment industries once had a reputation for being 'down to earth', direct and to the point. It was a time when men were men and women were..... well nowhere to be seen.

How times have changed not only in construction methods, materials and equipment (for the better) but also increased systems, procedures, paperwork and legislation, not to mention financial matters. And creeping in with it all is an explosion of business jargon - corporate speak - particularly evident in conferences, meetings and presentations.

I am not talking about the lazy texting and social media abbreviation language - OMG LOL :) - where the attitude is why write a word when you can abbreviate it. I for one admit that I don't understand the point of it all. Take the following for example...

GAS 2U! DQMOT, BSF IDK WCA 2TXT W/LOA which apparently translates: Greetings and Salutations to you! Don't quote me on this, but seriously folks I don't know who cares anyway to text with lists of acronyms.

No, what is far more serious is the epidemic of business jargon, with a certain type of manager employing 'buzz' words which are meant to impress or give an impression of knowledge. To me it is verbal incontinence taken to an unacceptable limit which actually gives an entirely different impression than intended.

A lot of us 'stakeholders' have probably gone through company 'resizing' or 'downsizing' - redundancy to you and me - and I am sure we have all had some 'influencers' or 'thought leaders' going on about 'benchmarking', 'circularity' and 'flashpoints' using 'multifaceted metrics' to show the 'negative feedback loop'!!!

But 'visioneering the future' and a 'web of interconnectedness'? This must be connected to 'cyber realities' or 'interplay'? 'As of yet' or until now I haven't had the 'bandwidth' to take all this in. I also notice that the companies that tend to adopt and encourage this sort of claptrap tend to be the ones that are more remote from their customers, which invariably run into problems through, among other things, an overly internal focus.

The English language is brilliant in its adaptability and openness to change and develop as an increasingly global living language but introducing new irrelevant words when there is already a wide choice that perfectly explains the concept, only limits communication and makes no sense. The problem is that the 'learner receptor units' (students) working with such companies and growing up with this gobbledygook are in danger of becoming even more detached from reality - unless there is a counter revolution as so often happens.

I think we should all 'say it as it is' and make the world a much simpler place. Apparently in the Pentagon of the 1960's all this claptrap was called 'bafflegab'. Perhaps we should call it 'globaloney'?

TTFN BBS LOL

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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# All-new Raimondi luffer

Raimondi is launching an all-new 18 tonne capacity luffing jib tower crane, the LR330, with a new triangular jib design with six lengths ranging from 30 to the maximum 60 metres, and a jib tip capacity of 3,300kg in Ultra-lift mode. The jib luffs from 15 degrees to its maximum 85 degrees in 67.5 seconds. The new jib profile is said to reduce storage transport dimensions, while offering a reduced out of service radius. The company also claims that the crane is easier and faster to erect and includes numerous work at height protection features.

A choice of two towers is available - the new 2.1 metre wide GR5H or the 2.3 metre wide GR6 tower series, available in various lengths for maximum versatility. A new twin motor slewing mechanism has a maximum speed of 0.8 revolutions a minute.

The LR330 is equipped with a standard 80kW hoist with an option of a more powerful 110kW unit. Both rigged in two fall configuration with rope capacities of 650 and 1,000 metres respectively. A third choice is available with four falls and 980 metres of rope storage. All winches can be equipped with a secondary emergency brake, maximum line speed is 250 metres a minute.

The new crane also features an all-new Safety Control System with three power and speed configurations that can be selected to suit the work being carried out, making the crane easier and less stressful to operate. The system uses a number of sensors that monitor the crane's movements and loadings alerting the operator of any issues.

Technical director Domenico Ciano said: "As the flagship crane of our new luffing range we have incorporated a breakthrough equilateral triangular jib design to enhance several aspects of the machine. Structurally optimised, this innovative layout allows for improved packing and transportation, simplifies the erection phase, and wind impact on the jib, thereby reducing the out of service radius."

The first cranes were pre-sold during the test programme, the first unit ships next month to Bennetts tower cranes in the UK.



The new crane can handle 3.3 tonnes on its 60 metre jib



The new Raimondi LR330 luffer

# New 33 metre Hinowa

Italian spider lift manufacturer Hinowa is to launch a new 32.5 metre spider this year, the Lightlift 33.17 Performance IIS - its largest machine to date. The 33.17 features a four section telescopic riser/lower boom which elevates to almost 90 degrees, topped by a three section telescopic upper boom and articulating jib.

It offers an outreach of 16.5 metres at an up-and-over height of 17 metres with an unrestricted platform capacity of 230kg. Hinowa has also added a wider 1.6 metre platform, while 180 degrees platform rotation is standard. The machine has a stowed overall width of 1.2 metres, extendable to 1.7 metres for improved stability. Overall height is just under two metres, and the unit is six metres long with basket removed. The outrigger footprint is 4.6 x 5.1 metres with a 3.0 by 6.5 metres narrow set-up.

Power options include a bi-energy Kubota diesel/AC electric motor, or a 76 volt lithium-ion battery pack. The 33.17 is also equipped with Hinowa's RAHM control and remote diagnostics system with full telematics suite. If left unattended for more than two hours the machine shuts off completely to preserve battery life. The company's Sky-Guard secondary guarding/anti-entrapment system is standard.



The Hinowa Lightlift 33.17 IIS features a four section lower boom, three section top boom and jib.



The new machine has compact stowed dimensions for its size

# Snorkel UK to distribute Bluelift



Gianni Marti of Ruthman Italia (L) with Andrew Fishburn of Snorkel UK

Ruthmann has appointed Snorkel UK as the exclusive distributor for its Bluelift spider lift range in the UK and Ireland.

Snorkel UK will offer the full Bluelift product line and provide spare parts and service for new and existing machines in the territory. Bluelift was previously handled by Height Lift & Shift (HLS). Ruthmann truck mounted platforms will continue to be distributed by ASI - Access Sales International.

# Tractel takes Scanclimber

Suspended access company Tractel has confirmed the acquisition of Finnish mastclimber manufacturer Scanclimber.

Founded in 1964 as Polish state owned company Zremb, Scanclimber still manufactures in Poland and employs 225. Tractel increasingly specialises in temporary and permanent suspended platforms, having made its name with Tifor manually operated winch and rope tensioning equipment. In addition to acquiring Scanclimber's rack and pinion technology and mastclimber products, Tractel will benefit from its Nordic customer/dealer base and local management team.



# New Fraco light duty mastclimber

Canadian mastclimber manufacturer Fraco has launched the FMC-3 light duty rack and pinion work platform with a maximum lift capacity of 1,100kg and a lift speed of 7.5 metres a minute. Maximum platform length on a single mast is 10 metres with 2.6 metre deck sections for maximum versatility. Designed along European lines, the FMC-3 can be electric or internal combustion powered.

*(More details in next month's issue)*



*Fraco's new FMC-3 mastclimber.*

# Three new products from Klaas



*The K1003RSX's new full power jib/top boom with platform attachment.*

German aluminium crane and aerial lift manufacturer Klaas is set to launch three new products at the end of the month. Few details have been released but the company says that one of the products will be a new hybrid power concept which offers electric motor power for the hydraulics in addition to the

regular PTO drive system. Whether this will be a battery pack or AC power source has not been confirmed, although the company says that speeds on both systems will be comparable.

The company will also unveil an upgraded/redesigned flagship K1000 RSX truck mounted crane, dubbed the K1003 RSX. The new model is mounted on a three axle chassis and will have a 54 metre maximum tip height - three metres more than the current model, thanks to a new three section telescopic jib - with both telescoping sections extending under power from the remote controller. Until now the top section was manually extended. The company will also launch a new trailer crane, the K400 RSX with the new full power telescopic jib, which according to the company will make it the most powerful trailer crane on the market.



*The Klaas K400 RSX trailer crane with platform attachment.*

# New light-range Effer

Effer has launched two new light-range loader crane models, the 7.6 tonne/metre 80.2 and 11.5 tonne/metre 125. The 80.2 provides a maximum reach/radius of 10.79 metres with 4S jib configuration at which it can lift 530kg. Maximum tip height is 14 metres with a capacity of 1,140kg. The crane takes up 660mm of bed space and weighs up to 1,135kg.

The Effer 125 has a maximum horizontal reach of 19.9 metres with a 4S configuration while the 6S version handles 700kg at a height of just over 20 metres and 185kg at a 19.1 metre radius. It occupies 880mm of bed space and weighs up to 2,155kg.



*The Effer 80.2*

# New products from GMG

US aerial lift sales company GMG has launched two new models, the 15ft 1530-ED scissor lift and its first mast boom, the 10 metre VM26-J.

GMG claims that the 1530-ED has the dimensions and weight of a 13ft scissor lift, but will cover at least 60 percent of the work typically carried out with heavier 19ft scissors. Platform capacity is 240kg, overall width 762mm, and overall weight 860kg including standard roll out deck, making it suitable for most small elevators. Drive is direct electric wheel motors, for greater battery life and travel range.

The VM26-J mast boom features a heavy-duty box section mast, fixed length jib with 120 degrees of articulation, direct electric drive, large diameter wheels, 40 percent gradeability, and simple passive pothole protection. We have not seen a full specification yet, but it looks like a classic 10 metre model with an overall width of just under a metre, outreach of three metres and overall weight well under three tonnes. Both models include a full two year warranty.



*The new 15ft GMG 1530-ED*



*The 10 metre GMG VM26-J mast boom*

*The Effer 125*



# New 31m Bluelift spider

Ruthmann has announced that it will launch a new 31 metre Bluelift spider lift, the SA31. The spider lift will have a dual sigma-type over-centre riser, a four section telescopic boom and an articulated jib, providing a maximum outreach of 17.5 metres with an unrestricted 120kg platform capacity.

A 14.5 metre outreach will be possible with the maximum capacity of 250kg and 15.5 metres with 200kg. The company has not disclosed the up-and-over height but it is likely to be in the region of 10.5 metres.

The overall width of the new machine will be just under a metre, with an overall height of around two metres. Ruthmann says that further specification details will be released closer to the launch date which has also not been disclosed.



Rough concept drawing of the Bluelift SA31

# Boels first with JLG ClearSky

Dutch international rental company Boels has ordered 740 new JLG aerial lifts, all of which will be equipped with JLG's ClearSky telematics system, making it the first company in Europe to adopt the system.

ClearSky provides real time information on each machine, allowing the company to monitor and manage them remotely, spotting any service requirements before they cause a problem, while also trouble shooting and verifying the machines location, usage, fuel and battery levels etc...The data can be integrated into Boels ERP software and become the basis for multiyear maintenance plans. All data stored in a secure data centre and can be accessed in real time from a desktop or mobile device.

The company has also taken 28 more Easy Lift spider lifts, including the 12.2 metre R130, 15.6 metre R160 and 18.5 metre R190.



Boels has purchased 28 new Easy Lift spider lifts



Boels has ordered 740 JLG platforms with ClearSky telematics and diagnostics

# Potain hydraulic luffer goes into production



The Potain MCH 125

Potain has formally launched the MCH 125 hydraulic topless luffing jib crane, which we first spotted as a prototype at Bauma China in November 2016. Since then pre-production units have been on test on Potain distributor job sites in Thailand, Australia and New Zealand.

Maximum capacity is eight tonnes, maximum jib length 50 metres with a jib tip capacity of two tonnes. Maximum hoist line speed is 100 metres a minute when fitted with the 60 LVF 20 hoist. The crane has been designed for fast erection and dismantling with a 40 metre free standing height possible in under six hours, according to the company. The entire upper works of the crane, including its full 50 metre jib, can travel on four trucks. The crane can be mounted on existing 1.6 or two metre Potain towers, with jib sections from the MCR luffing jib cranes. Five jib configurations are possible, ranging from 30 to 50 metres in five metre increments. The crane is unusual in that it features a short fixed counter jib rather than the usual dynamic counter jibs used on this type of crane. The crane also features Potain's Vision 140 cab, one of the largest on the market.

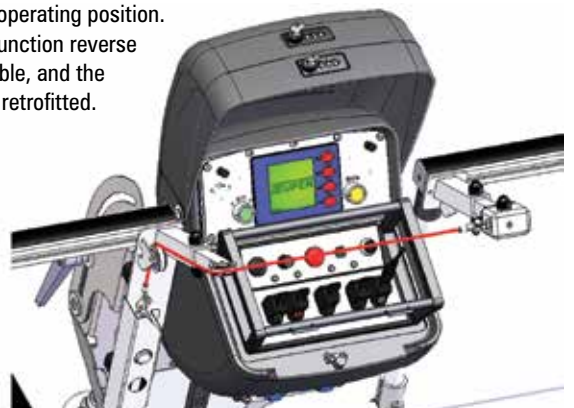


# Secondary guarding from Teupen

Teupen has unveiled details of its new TOP secondary guarding system that stops the machine should the operator be pressed against the upper control box following contact with an overhead obstacle.

The system is relatively simple, using a wire across the front of the control box which pulls on a spring loaded cut-out switch when pressure is applied, immediately stopping all movements while activating audible and visual alarms. Once the emergency or false alarm is over the system can be easily reset from the operating position.

An automatic function reverse option is available, and the system can be retrofitted.



Each model has a different installation, but uses the same key components.





The 12 tonne Böcker AK 52

## New 12 tonne Böcker

Böcker has launched the 12 tonne AK 52 aluminium truck mounted crane mounted on a three axle, 26 tonne truck with rear axle steering.

The crane features a four section main boom plus three section luffing jib for a 52 metre tip height, with the option of 55 metres. Maximum radius is 45 metres and it can take a 1,000kg load to 34 metres at a height of 30 metres. An Easy-Lock system allows quick, easy installation of the aerial work platform option which offers a 51 metre working height. It can hydraulically extend to a width of 3.5 metres and offers a maximum platform capacity of 600kg at up to 30 metres outreach, or 100kg at the maximum outreach of 36 metres. The crane features Böcker's intelligent radio remote control with full graphic display. Automatic levelling and axle retraction are standard. The new crane will be shown at Vertikal Days in May.

## Hüffermann cranes arrive in USA

The first Hüffermann self-propelled electric crane in the USA has been delivered to BMW North America's production facility in Greer, South Carolina. The crane, a third generation Type III 34 tonne/metre model, uses a Palfinger boom/upper structure and can take 1,420kg to a radius of 16.7 metres through 360 degrees and pick & carry loads.

Both ends of the new chassis can be telescoped to almost double its length for a longer outrigger footprint, while maintaining a compact base for manoeuvring. It can handle cranes up to 56 tonne/metres. The Type III is more compact than earlier models, with greater steering and drive power, but retains key features, such as quiet, emission free operation, four-wheel drive and steer with transverse travel and on the spot turning.



The new Hüffermann at the BMW plant in Greer, SC.

## 21 Liebherrs for Whyte

Scottish rental company Whyte Crane Hire has ordered 21 Liebherr All Terrain cranes.

The first two cranes - a 50 tonne three axle LTC 1050-3.1 City type All Terrain crane and a 300 tonne six axle LTM 1300-6.2 - have been delivered.



The LTM 1300-6.2 hand over

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# New Snorkel lifts and telehandlers



The Snorkel SR5719

Snorkel has launched a number of new machines, including the 2.6 tonne/5.8 metre SR5719 compact telehandler - built by Faresin - aimed at the US market, with a maximum forward reach of 3.14 metres and Tier 4 Final Yanmar diesel.

The 15ft Snorkel S3215L slab electric scissor lift which weighs 952kg and offers a platform capacity of 300kg and the 16ft TM16E mast lift with direct electric drive. Platform capacity is 227kg and overall weight just over a tonne. Sister company Xtreme Manufacturing has also unveiled the 2.7 tonne/9.3 metre XR630 telehandler with a forward reach of 5.61 metres.



The Snorkel TM16E.

# Magni goes direct in UK

Magni telehandlers has opened a new UK subsidiary following the ending of its distribution agreement with the Forkway group at the end of 2017.

Forkway has been the official importer for the past three years, working under the trading name Magni Industries UK. The wholly owned subsidiary is headed by Alex White who has worked with Magni and Forkway since 2015 as business manager UK and Ireland. The company expects to move into a new facility in Dorset by the end of March.



Alex White (L) with Riccardo Magni

# inspHire adds Asset Tracker

Rental software supplier inspHire has launched a new asset tracking functionality 'Asset Tracker' that integrates fully with most popular telematics systems, including Trackunit, JCB LiveLink and CanTrack.

The Asset Tracker runs alongside inspHire's centralised telematics data within its rental management software. As part of the integration package, Trackunit, JCB Live Link and CanTrack can be opened directly from within the inspHire system, eradicating the need to have two systems open at the same time, whilst also making advanced telematics data easier to access.

# Alfa takes over UK Teupen sales

Teupen is returning to independent distribution in the UK and Ireland with the appointment of Alfa Access Services to handle equipment sales.

Alfa has been the Teupen service partner since 2013 and has now recruited Brian Penny from rental company Height for Hire to head its sales efforts. He previously worked with Ranger Equipment, the Teupen distributor prior to the manufacturer going direct in 2013.

# OPEN SPACE

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# Date picking Xiraffes

Italian lift manufacturer Comet has delivered a number of 12 metre Xiraffe 4x4 ultra-compact articulated boom lifts to three date plantations in Peru, Saudi Arabia and Jordan. Mounted on a four wheel drive Yanmar powered articulated mini tractor with an overall length of just 3.75 metres when stowed, the Xiraffe has an overall width of 1.8 metres, an outreach of 4.5 metres and an unrestricted platform capacity of 150kg.



The Xiraffe date picking in Jordan

One of the machines is working in Peru's Amazon rainforest where it can reach normally inaccessible areas thanks to wide high flotation tyres, 19kph travel speed and ability to travel on roads. The lifts are being used to pick fruit and replace equipment such as ladders. A 14 metre version is also available with seven metres of outreach.

# More spiders for Wilson

UK rental company Wilson Access - part of the AFI group - has ordered 14 new spider lifts including a 31 metre Teupen Leo 31T Redline, the largest in its fleet, seven Hinowas from 15 to 26 metres, and six JLGs ranging from the 15 metre X15J Plus to the 26 metre X26J Plus.



The Teupen Leo 31T is now the largest spider lift in Wilson's fleet

# Werner acquires Zarges

Ladder and scaffold company WernerCo has acquired German aluminium scaffold tower manufacturer Zarges from Granville Baird Capital based in Weilheim, Germany. Zarges employs 800 at three production sites, with revenues of \$132 million. WernerCo - owned by Triton IV - is now the leading European manufacturer of ladders and towers, having acquired Youngman/Boss and Abru in the UK, Duarib, Centaure and Haemmerlin in France and Knaak in Germany.

# 3D printed crane hook

Dutch heavy crane and offshore manufacturer Huisman has manufactured the world's first 3D printed crane hook. The hook successfully passed its 80 tonne load test and quality control inspections.

Crane hooks are typically cast or forged, but Huisman has used the Wire & Arc Additive Manufacturing (WAAM) 3D printing technique to produce medium to large components with high grade tensile steel. The benefit for larger crane hooks is reduced delivery time at a competitive cost.



A 3D printed crane hook



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**Haulotte** sales in 2017 increased 11% to €510 million, with new equipment sales rising 13% to €431.9 thanks to 19% growth in Europe, while North America was flat due to sharply lower scaffold sales. The company expects 2018 sales to come in 10% higher at around €560 million.



**Tadano** has reported nine month revenues of ¥119 billion (\$1.09 billion) down 6.3%, while pre-tax profits were 24% lower at ¥10.7 billion (\$97.6 million). The decline is due entirely to a 17% fall in mobile crane sales to ¥65.1 billion (\$583 million). The company is expecting a strong pick up in North America in the current quarter to bring the year in two percent lower at ¥175 billion (\$1.6 billion). The company has also warned that it is investigating a potential issue regarding EPA emission regulations in the USA.



French rental group **Kiloutou** increased its full year revenues by 14% to €606 million. €534 million was in France and €72 million from Germany, Italy, Poland and Spain, almost double what it was in 2016.



**Terex Cranes** has reported full year revenues of \$1.19 billion, 7% lower than in 2016, but cut its operating loss to \$17.8 million from \$321.7 million last year. The backlog is 70% up on the year. Fourth quarter revenues were flat but the company achieved a \$1.8 million profit, which compares with a loss of \$280 million last year.



**JLG** first quarter revenues were 28% higher at \$628.2 million, with aerial work platform sales rising 39 percent to \$323.5 million, while telehandler sales were 28% higher at \$129.5 million. Operating profits fell 43% to \$13.8 million due to restructuring costs, otherwise would have been 23% higher. The year-end backlog almost tripled to \$1.58 billion. Revenues at **Oshkosh** were 31% higher at \$1.59 billion, with pre-tax profits 2.5 times higher at \$60.6 million.



**Genie** reported revenues up 5% to \$2.07 billion, while operating profit slipped 4% to \$170.3 million. The year-end backlog was 51% higher, while sales in the fourth quarter increased 18.5% to \$449.4 million and operating profits jumped 66% to \$30.73 million.



2017 revenues at **Cramo** increased 2.4% to €729 million, despite the sale of its main rental business in Denmark and operations in Latvia and Kaliningrad - offset by the acquisition of Danish company Just Pavilion in June. Pre-tax profits jumped 21% to €105.2 million.



UK telehandler rental company **Ardent Hire Solutions** has secured a £120 million asset-based lending facility against receivables and rental fleet to support working capital needs.



**Tat Hong** has reported nine month revenues of \$365.5 million, up 5% compared to last year. Pre-tax losses increased from \$4.4 million last year to \$7.2 million this year, due to a flat gross profit and substantial lower interest and other income.



**Palfinger** has reported an 8% hike in revenues to a record €1.47 billion, mostly due to the European sales of loader cranes. Pre-tax profits for the year fell 5% to €88.5 million, due mainly to restructuring and other costs. Higher profits in the 'Land' division offset losses in the marine or 'Sea' operations.



**Hiab** has reported its first billion Euro year, with revenues up 5% to €1.08 billion, order intake was 10% higher at €1.12 billion. Operating profits increased 13% to €157.1 million. Sister company **Kalmar** saw revenues decline 5% to €1.6 billion but operating profit improved 13% to €130.2 million. Revenues at **Cargotec** were €3.28 billion with pre-tax profits 15% higher at \$193.8 million. The **MacGregor** division of **Cargotec** has acquired the bulk of Norway's TTS Group for €87 million.



**United Rentals** revenues for 2017, increased 15% to \$6.64 billion, partly due to the incorporation of NES and NEFF, along with strong organic growth. Pre-tax profits were 16% higher at \$1.05 billion. Capital expenditure was \$1.7 billion. The company anticipates revenues for 2018 will range between \$7.3 and \$7.6 billion, while capital expenditure will be in the region of 1.8 to \$1.95 billion.



**Ramirent** has reported a 9% jump in revenues to €723.7 million with increases across most markets. Pre-tax profits almost tripled to €76.97 million. Capital expenditure fell 12.8% to €166.4 million, while net debt was 2.3% lower at €337.9 million.



**Manitou** revenues increased 19% to €1.59 billion, led by the Material Handling and Access division 21% higher at just under €1.1 billion, while Compact Equipment/Gehl saw sales rise 20% to €224 million.



US-based **H&E Equipment Services** is to acquire Florida-based Bobcat dealer Rental Inc for \$68.6 million in cash.



**Manitowoc** Cranes has published full year revenues around 2% lower at \$1.58 billion, but order intake surged 32% to \$1.86 billion. The company says that sales improved in both North America and Europe. The pre-tax loss of \$39.5 million is less than a sixth of the loss for 2016. The backlog almost doubled to \$606.6 million.



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# Executive Hire Show

The UK's tool and general rental exhibition was held earlier this month in Coventry. The event was well attended and included several mini crane and access stands.



Lyte Ladders showed the LytePod low level podium type platform in three variants with working heights to 3.5 metres



The Pecolift 1.2 with a maximum working height of 3.2 metres and a 150kg platform capacity weighs 117kg, has an overall width of 730mm, is less than a metre long and under 1.5 metres high stowed.



Hird launched a new collaboration with FLG Services for the HoistCam crane camera system.



Werner launched the Boss Pod podium type platform



Manitou unveiled a new compact Rough Terrain fork lift, the 3.3 metre/ 1,800kg MC 18-4.

A more detailed review of the event will be published in next month's issue.

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demonstration

- UK's **AFI** has promoted **David McNicholas** to CEO.
- Fraco** has launched the **FMC-3** light duty mastclimber.
- Stefan Ebert** has taken two **Magni** telehandlers and 10 scissors.
- Hong Kong's **Sanroc** has taken three **Jekko** cranes.
- Brian Penny** has joined the **Alfa Access Services** sales team.
- Poland's **Transdzwig S.J. Zawadzcy** has taken a 250t **Demag AC 250-6**.
- Böcker** has launched the 12t **AK 52** truck mounted crane.
- Singapore's **Galmon** has taken several **TCA Falcon** spider lifts.



**David McNicholas**



**Brian Penny**

- Spierings** has appointed **Lissner** as service partner in Denmark.
- UK's **G Casserly & Sons** has taken a 13t **Kato CR-130Ri**.
- Ruthmann** has appointed **Snorkel UK** as **Bluelift** spider lift dealer.
- Klaas** has launched three new aluminium cranes. **inspHire** has launched 'Asset Tracker' function.
- Switzerland's **Interkran** has ordered a **Demag AC 100-4L** and **AC 300-6**.
- CTE** has appointed **Simone Tomasi** as export manager.
- Russia's **M-Kran** has taken a 500t **Liebherr LTM 1500-8.1**.
- Germany's **Werner Middeke** has taken a 29m **Ruthmann TB290**.
- Gantic** has become **Snorkel** distributor for Norway.



**Simone Tomasi**

- Japanese crane manufacturer **Kito**, has acquired Finnish crane maker **Erikkila**.
- UK's **Advanced Access** has taken two **Niftylift HR28 Hybrid** booms.
- UK's **Banner Plant** has added **Snorkel** low level scissors.
- Tadano** has flagged an **EPA** emissions issue in the USA.
- UK's **Ainscough Crane Hire** has added four area sales managers.
- Italy's **Gruppo Festa** has taken a **Platform Basket Spider 27.14**.
- Manitou** has appointed **Mark Ormond** as MD **Manitou UK**.
- Empire Crane** has taken two **Magni 360 degree** telehandlers.
- ZF** has appointed **Wolf-Henning Scheider** as CEO.



**Mark Ormond**

- A fatal crane incident occurred at the **Manitowoc** plant in **Shady Grove PA**.
- Italy's **Co.Me.T** has sold three **Xiraffe 4x4** platforms for date picking.
- Italy's **Elevateur** has taken a 51m **CTE B-LIFT 510** truck mount.
- Germany's **Isfort Staplertechnik** has ordered three **Magni** telehandlers and three scissors.
- UK **Media Access Solutions** has appointed **Ian Whittle** as director.
- Elliott Equipment** has appointed **Tom Vatter** as VP sales & marketing.
- US-based **H&E Equipment** has acquired Florida-based **Rental Inc.**
- Russia's **Topkran** has ordered eight **Liebherr AT**, crawler and lattice cranes.
- BMW North America** has taken the first **Hüffermann** crane in the USA.



**Tom Vatter**

- Skyking** has appointed **Phil Haselden** and **Craig Mayes** as service engineers.
- Boels** has ordered 28 **Easy Lift** spider lifts.
- Zeppelin Polska** has been confirmed as **Grove** distributor for Poland.



**Phil Haselden**



**Craig Mayes**

- Spierings** has appointed **Raimon van Dijk** as salesman S.Germany/ Austria.
- Scotland's **Whyte Crane Hire** has purchased 21 **Liebherr AT** cranes.
- Boels** has ordered 740 **JLG** aerial lifts, equipped with **ClearSky** telematics.
- India's **JNK Lifters** has taken an 84m **Ruthmann TTS 840**.
- Klaas** has appointed **Kranlyft** as exclusive distributor UK, Ireland and Sweden.
- Switzerland's **Rent-it** has taken a 12m **Helix 1205** mast boom.
- GMG** will launch a scissor and a mast boom at the **ARA**.
- Kranlyft** has appointed **Jurgen Vater** as vice president.
- France's **ATM Leverage** has taken a 220t **Tadano ATF 220-G5 AT**.



**Raimon van Dijk**



**Jurgen Vater**

- Skyjack** is to launch 'SG Lift Enable' secondary guarding system for scissor lifts.
- UK's **Advanced Access Platforms** has taken 80 **Skyjack** and **Hinowa** lifts.
- US **CraneWorks** has ordered eight **Demag** cranes.
- Riwal** has appointed **Dietmar Müller** as country manager Germany.
- Magni** has appointed **Hodge Plant** as sole telehandler dealer for Scotland.
- Sany** has appointed **Equipment Depot** as 'primary distribution partner' port handling equipment the Americas.
- Konecranes** has appointed **KCL Liftrucks** distributor for China/Hong Kong.
- Kinshofer** has acquired **Doherty Group** of New Zealand.
- UK's **Baldwins Crane Hire** has taken a 450t **Liebherr LTM 1450-8.1**.



**Dietmar Müller**



**Karl Hopfner**

- UK's **Wilson Access** has ordered 14 spider lifts - one **Teupen**, seven **Hinowa** and six **JLGs**.
- Schmidbauer** has appointed **Karl Hopfner** to its board.
- Effer** has launched new loader cranes, the **80.2** and **125**.
- Potain** has launched the **MCH 125** hydraulic luffing jib crane.
- Trojan Battery** has appointed **Neil Thomas** as CEO.
- Germany's **Baupflege Bittner** has taken a 30m/6t **Magni RTH 6.30** telehandler.
- Switzerland's **HMT** has taken a 12m **Helix 1205** mast boom.
- Teupen** has launched its **TOP** secondary guarding system.
- Mammoet Germany** has taken a 250t **Grove GMK 5250L AT**.
- JMS** has taken 11 **Hinowa** lithium spider lifts.



**Neil Thomas**

- Switzerland's **Gebr Brun** has taken an 80t **Hitachi Sumitomo SCX800A-3** crawler crane.
- Italy's **Vernazza Autogru** has ordered two **Terex RT 90** cranes.
- UK's **CPS** has appointed **Paul Debnam** as commercial director.
- Magni** telehandlers has opened a UK subsidiary.
- The **US Embassy** in **Santiago, Chile** has taken a **Bluelift C 13** spider lift.
- Canada's **Cropac Equipment** has ordered 42 **Manitex** cranes.
- Mi-Jack Canada** has become a **Manitowoc** and **Grove** dealer.
- Ruthmann** has appointed **Tim Renk** as export sales manager.
- Mammoet** has confirmed partnerships with **Arbegui** and **Transmodal** in Spain.



**Paul Debnam**



**Tim Renk**

- Time International/Versalift** has appointed **Kim Bach Jensen** as CEO.
- Dubai's **Al Faris Equipment Rentals** has ordered 25 **Liebherr** cranes for its 25th anniversary.
- Haulotte** has appointed **Ilja Tschammer** as sales manager central Germany.
- UK **Sangwin Plant Hire** has taken a **Liebherr LTM 1040-2.1**.
- Benny Sarens** of the Belgian heavy lift company of the same name has died.
- Huisman** has manufactured the first 3D printed crane hook.
- US **Empire Roofing** has taken six **Xtreme XR1055** telehandlers.



**Kim Bach Jensen**



**Benny Sarens**

- Cramo** has acquired Germany's **KBS baulegistik**.
- Manitowoc Cranes** is relocating corporate headquarters to **Milwaukee**.
- Tobroco-Giant** is expanding its Dutch plant.
- Raimondi** has erected the first **LR213** luffing jib tower crane in the UK.
- HMF Germany** has appointed **Hartwig Müller-Bardey** as an area sales manager.
- South Africa's **Goscor Hi-Reach/Access Rental** have merged and acquired **Aerial Lift Rentals**.
- France's **Mediaco** has taken a 220t **Demag AC 220-5**.
- Roger McGowan** has joined **IPS Ireland**.
- Denmark's **BMS** has taken the first 90t **Liebherr LTM 1090-4.2**.



**Hartwig Müller-Bardey**

- Germany's **Wemo-Tec** has opened a facility in **Mörfelden-Walldorf, Hesse**.
- Italy's **Tecnol** has taken two 20.6m **CTE ZED 21.3 JH**.
- Able Equipment Rental** has acquired **Key Equipment** of Pennsylvania.
- Raimondi** has appointed **Patrick Gigante** as commercial manager N. America.
- Teupen** has appointed **Alfa Access Services** as UK dealer.
- Tractel** has acquired mastclimber manufacturer **Scanclimber**.
- Malaysia's **CB Construction** has taken a **Potain MC 310 K12** tower crane.
- UK's **Kier Highways** has taken a **Palfinger PK 19.001 SLD5**.
- WIKA** group has acquired **Hirschmann MMCS**.
- UK's **Marsden Crane Services** has taken a 13t **Kato CR-130Ri**.



**Patrick Gigante**

- Mick Donovan** group crane manager at **Bowmer & Kirkland** has died.
- Deutz** has appointed **Andreas Strecker** as CFO.
- Canada's **R&D Crane Rental** has taken a 100t **Grove TMS9000-2**.
- UK's **Spot Hire Services** has ordered a 37m **Palfinger P 370 KS** platform.
- Germany's **Sim-Tec** has taken a 20m **Oil & Steel Snake 2010**.
- Bennetts** has taken the first **Jost JTL 68.4s** hydraulic luffer in the UK.
- Germany's **Ley-Krane** has taken four **JLG** boom lifts.
- GMG** has appointed **Mike Ogle** as Central/South US sales manager.



**Mike Ogle**

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories



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# Relatively quiet on the AT front

With Bauma now the world's dominant equipment exhibition coupled with the fact that the majority of All Terrain cranes are produced in Germany, manufacturers appear to have adopted a three-year development cycle with the show the pinnacle.

The next Bauma is just over a year away, so the past 12 months have been slow for true new product launches. Even Intermat in April is unlikely to have any new AT's on show. The highlight of new launches over the past year was probably the unveiling last October of several new Demag cranes, topped by the relaunch of its City crane line with the introduction of a brand new 45 tonne AC45 City along with the new six axle 300 tonne AC300-6, the AC55/AC60 three axle cranes and an upgraded 100 tonne AC100-4. It also showed computer generated images of a new AC80-4 and PC3800-1 although no further details were revealed.

On page 20 we have a more in-depth article on the company's struggle with quality and reliability issues as it rescales its operations.

Liebherr has launched several models last year which are now coming to market including the eight axle, 450 tonne LTM 1450-8.1 and customers are now taking deliveries of the Grove's latest the 150 tonne, 60 metre GMK5150. Meanwhile Tadano's 600 tonner - the ATF600-G8

three years since it was first unveiled. However, we have heard that the company is still suffering from a lack of critical components following the tsunami which wiped out many key Japanese suppliers and this may be a major factor in its delay.

One of the trends that has emerged over the past year or so is the ability to configure cranes with axle loadings as low as 10 tonnes. Two recently launched 90 tonners - the Liebherr LTM 1090-4.2 and the Grove GMK4090 - both fall into this category.

## Liebherr LTM 1090-4.2

Liebherr is calling its new LTM 1090-4.2 an 'economical four axle all-rounder'. The 90 tonner is suited to most geographic regions as it can travel with 10, 12 and 16 tonne axle loads - the 10 tonne limit achieved by simply removing the 8.8 tonnes of counterweight (2.1 tonnes more than the old LTM 1090-4.1) that it can carry in 12 tonne axle mode. Even in countries where 12 tonne axle loads are permitted crane owners have been asking for this feature. This also delivers major benefits for road licensing and route approval procedures.

Customers are now taking deliveries of the 60 metre 150 tonne Grove GMK5150



The first 450 tonne LTM 1450-8.1 All Terrain crane to be delivered went of Gummersbach, Germany-based crane contractor Ley-Krane



The Liebherr LTM 1090-4.2

The new crane, which Liebherr claims is the most powerful four axle crane on the market, features a 60 metre main boom - 10 metres more than its predecessor - while a nine to 16 metre swingaway extension - hydraulically luffed from zero to 40 degrees - is available, as is a two metre assembly jib. Maximum tip height is 79 metres.

The longer heavier boom shifts the weight towards the front axle, but Liebherr has remedied this by moving the front axle ahead of the outrigger box and increased the spacing between axles two and three. Increasing the axle spacing has also increased the chassis length but this may help with

road regulations in countries with challenging bridge formulas. This additional length has provided space for integrated storage lockers on the carrier, which can be used for timbers and tackle etc... eliminating a rear carry box.

The crane also features Liebherr's VarioBallast adjustable counterweight and VarioBase outrigger set up, for improved performance, flexibility and safety. The VarioBallast can reduce or increase the tailswing by 940mm, with a range between 3.77 and 4.71 metres. The maximum counterweight is 22.5 tonnes which can be carried on board where 16 tonne axle loads are permitted, such as in the UK. With 16.00 R25 tires, the crane has an overall width of 2.55 metres, 255mm less than its predecessor. The new crane has a single carrier mounted Stage IV/Tier 4f six-cylinder Liebherr diesel, with an ECE-R.96 version engine - which corresponds to Stage IIIa - available for countries with less stringent emission regulations. The power unit is matched with a 12 speed automatic ZF-TraXon transmission. The new ECOdrive offers Eco or Power modes which the company says cuts fuel consumption and noise when travelling. While ECOmode automatically calculates



A longer chassis on the LTM 1090-4.2 has provided space for integrated storage lockers



The LTM 1090-4.2 also features Liebherr's VarioBallast adjustable counterweight and VarioBase outrigger set-up



The Grove GMK4090 has an overall width of 2.55 metres and can travel with up to 9.1 tonnes of counterweight on-board within 12 tonne axle weights

the perfect engine speed for the crane function speed selected through the control levers and can disconnect the complete pump drive during extended idling, with the intelligent controller automatically re-engaging it when required. Liebherr claims an overall reduction in fuel consumption of 10 percent for crane operation as well as lower noise levels.

Last month the first LTM 1090-4.2 in Europe was delivered to Danish rental company BMS where it has replaced a 70 tonne Liebherr LTM 1070-4.1.

**New Grove GMK4090**

Manitowoc announced its new 90 tonner - the Grove GMK4090 - last November as an upgrade to the GMK4080-1/GMK4100B which

began production in 2006. The new GMK4090 features a 51 metre six section Megaform boom with the Grove Twin-Lock boom pinning system. A nine to 15 metre bi-fold swingaway can be further extended with a six metre insert between boom nose and extension, taking the maximum tip height to 75 metres.

The new crane has an overall width of 2.55 metres and can travel with up to 9.1 tonnes of counterweight on board within 12 tonne axle weights, or up to 18.3 tonnes where heavier loadings are permitted. Tailswing is 3.53 metres allowing it to stay within the outrigger footprint and Grove's MAXbase variable outrigger set-up system is available as an option. The company's Crane



The Demag AC 45 City

Control System (CCS) is standard.

A lower counterweight 80 tonne version - the GMK4080-2 - will also be offered outside of North America.

**New Terex models**

In C&A issue 19.8 last November we covered the launch of the AC 45 City with brief details of the other new cranes, so we will concentrate on adding more detail to the AC 300-6 and the AC 100-4.

The 300 tonne AC300-6 replaces the AC 250-6 and has an 80 metre main boom, designed to cover a wide variety of applications but particularly tower crane erection and work in the oil & gas sector. With a maximum ballast of 93.8 tonnes it can take a 15 tonne load to more than 75 metres at a radius of 18 to 22 metres.

The carrier has three drive modes - 12x6x10, 12x6x12 and 12x8x12 - two more than the AC 250-6 and a result of customer feedback over the years. Two key benefits of the new crane are interchangeable parts and parts commonality with other models. Equipment used on the five axle Demag range can be used on the AC 300-6 and more than 50 percent of the parts are common between the five axle and six axle models. The AC 300-6 is the first crane with a luffing jib which is currently on test. Total length is 63 metres providing a maximum system length of 118 metres.

Overall dimensions are 17.32 metres long, three metres wide with 385/95 R25 and 445/95 R25 tyres or 120mm wider with the 525/80 R25s. Overall height is four metres. The crane also follows the single engine concept using a MTU Euromot 4/Tier 4F diesel. First deliveries are scheduled for next month with the first order received from German crane rental company Eschbach which was particularly impressed with its lifting performance.

**Updated AC 100-4 (L)**

The AC 100-4 is Terex's most popular All Terrain crane and has been updated with an improved control platform and load charts. The main structure has been strengthened, resulting in a 22 percent improvement in lifting performance between 20 and 25 metres with a smaller improvement up to 30 metres. The standard boom on the AC 100-4 is 50.1 metres, although the vast majority of orders are for the longer 59.4 metre (L) boom. The crane has a minimum width of 2.55 metres when using 14" and 16" tyres and can carry 4.3 tonnes of counterweight in 12 tonnes an axle configuration - 19.3 tonnes where 16 tonnes an axle is possible, such as the UK. The AC 100-4 uses two engines - both MTU diesels. Finally, the new hydraulic extension has been redesigned to make it more efficient and safer to rig, replacing the single central cylinder with two cylinders similar to the Demag five axle cranes. Maximum system length is 78.4 metres.



The Demag AC 100-4 (L)

Terex launched its Demag AC 300-6 last year with cranes now due to be delivered



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# **LIEBHERR**

# Terex Cranes on the road to recovery



A Demag AC 130-5 on the production line

Everyone is fully aware of the 'problems' Terex Cranes has been having over the past few years. At the end of last year the company held a 'customer week' for 400 customers which included the launch of several new products including the Demag AC 45 City and AC 300-6 as well as a series of upgrades to other popular models. The message from the Terex team was that the Cranes division is back and definitely NOT for sale.

An indication of how important this launch was to the recovery process, was the attendance of Terex group chief executive John Garrison for the duration of the full week of events. Garrison, who has been steering the company through a period of major change for almost two years, admitted that it had "been on a journey over the past 18 months and was in need of transformation." However now the sale of the materials handling, port services and construction divisions are completed he reiterated that the rest of the company is not for sale.

"Terex Cranes has a proud past and a great future," he said. "The group company disposals are now complete and it is time to invest." Over the past 25 years Terex has acquired more than 80 companies which has led to too many facilities around the world. Tough



Terex group chief executive John Garrison

decisions were needed to simplify and restructure the business. In a complex world he said he wanted "Terex to be easier to deal with. All good things flow from satisfied customers."

#### Here to stay

Terex Cranes president Steve Filipov introduced the new models. "We have been building cranes for 100 years and will continue for another 100," he said. "We are not for sale. This business is about relationships



Terex relaunches its City range with the Demag AC 45 City

and this week we have talked to around 400 customers. When you are investing a couple of million dollars on a piece of equipment you want to know who to call if there is a problem. We want to promote the message that we are here to stay, are investing in products and in building a strong leadership team." "The Demag mobile crane business accounts for around 60 percent of Terex Crane's \$1.3 billion revenues. "We are number three globally, but market leader in areas such as Australia with pick & carry and All Terrain cranes and Europe, Africa and Middle East region for Rough Terrain cranes."

"Tower cranes is also a great

and growing business for us - we are number three globally, but market leader in North America. In Europe we are market leader in the UK and global leader for luffing tower cranes. We have pockets of excellence that we continue to grow and leverage. The Utilities products are going well in North America, particularly insulated booms. We are also expanding into countries such as China and India and looking at Russia with the opportunity to grow the business over the next couple of years."

#### Demag brand reintroduced

"I had been away from cranes for about 10 years but was proud that the team listened to customers and brought back the Demag brand. The relaunch together with some new products over the past couple of months has enabled us to gain market share. We have two brands going forward - Demag, which stands for innovation and technology and Terex which is rugged and reliable and used on products such as RT and tower cranes. At Conexpo we launched DTI - Demag Technology Inside - taking technology developed for the Demag cranes and using it in other products. What we are trying to achieve is consistency, with a common look and feel, particularly for operators."



The new Demag AC 300-6



Terex Cranes president Steve Filipov outlining the new models and changes within the company



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Max. Lifting Capacity	Boom	Boom Extension	Max. Sheave Height	Max. Radius	Engines (carrier, superstructure)	Gear
400 t	15 m – 60 m	5.5 m – 78.5 m	125 m	86 m	460 kW (625 HP), 205 kW (279 HP)	12 x 8 x 12



Main booms for the Demag cranes being formed in the Wallerscheid facility

all three Terex divisions and it is exciting to see the changes there.”

“In Europe we have Zweibrücken in Germany and in Italy Crespellano the RT facility and Fontanafredda where we produce tower cranes. Last but not least we have our Australian facility in Brisbane. It was difficult to have consistent quality with 14 locations. However, it is not just about closing facilities, it is about reinvesting. We are building a refurbishment facility in Wallerscheid along with a customer centre. The rapid changes are uncomfortable for the business but necessary, and customers now understand why we are doing it.”

“The other areas we are focussed on is parts and life cycle solutions. We need to get much better at delivering parts, the current process is far too complicated and inefficient. I have been with

by moving the spare parts business to Roosendaal in the Netherlands, an existing Genie facility that has been delivering parts since 2010. Parts from Germany and France moved in December, while parts from Italy will transfer in the first quarter 2018. Hopefully by mid 2018 we can manage the parts like a business, not an afterthought which is so important for our customers.”

**Quality issues**

“I am not happy with the quality out of the factory yet - but processes are now in place. To measure this we use the number of defects per crane at the end of the line and the number of defects that occur in the first 30 days with customers. The good news is that we have reduced the latter by 25 percent, so customers are seeing a better product. The bad news is that is the number in the factory has gone up - so we have a lot more work to do, with zero defects the goal. We have invested heavily in the team and processes so that new products are right from the start - we don't want another Challenger.”

“One of the key elements of our strategy going forward is innovation. I don't really care what our competitors do and I don't want to get into 'who has the longest boom' etc. We need to deliver products that our customers want and not be fighting against our competitors. There are many positives. We have said we will deliver two new tower cranes a year for the next 10 years - which is a big investment. We have just brought out our first global Rough Terrain - the RT90/RT100US - with DTI and the IC1 which gives a common look and feel with our All Terrain cranes.”

We are back and back in the black - making money in the second quarter - have a great team and will continue to invest in them to produce market leading products.”

**Challenging environment**

“When I joined Terex Cranes in November 2016 it was a challenging environment. That year we lost \$30 million and the business needed to be turned around quickly. We put together the 100 day plan built around customer feed-back of

“The 100 day plan meant simplifying or 'right sizing' the business to match the revenue we now have. This meant closing seven facilities including Jinan, China, Waverly, Nebraska which transferred to Oklahoma City, Montceau les Mines in France where I started in 1995,



A Demag AC 100-4 on the production line

wanting a reliable, quality product.” One of the first issues that needed dealing with was Project Elevate and the huge number of issues with the Challenger cranes.

“The Challenger was essentially a good crane, but it had various issues - 97 to be exact. We took the decision to stand by the product, bringing all of them back into the factory to sort out the problems and then ship them back to customers. One UK customer had four Challengers that were recalled yet recently purchased another three cranes - what better proof is there than this of standing behind a product.”

and Bierbach in Germany.” “We now have three facilities in North America, Watertown and Huron are Utilities businesses and Oklahoma City which is going to be the model site for Terex. Oklahoma falls under Cranes as it produces Rough Terrain, truck and tower cranes but also produces telehandlers and material processing equipment. It is the only Terex site that builds products for

Terex for 23 years and for 23 years customers have told us our parts and service experience is not the best. We are going to change that



The Terex Cranes team

Bavarian company Max Bögl Wind used one of its four 1,200 tonne Liebherr LTM 11200-9.1 cranes to construct three unique wind turbine bases, and then assemble three 630 EC-H tower cranes, each used to erect the new style wind turbine on an energy storage project near Gaildorf to the north west of Stuttgart.



*The world's tallest turbine with a hub height of 178 metres and a blade tip height of 246.5 metres*

Located in the Limpurg Hills the project includes the world's tallest onshore wind turbine with a hub height of 178 metres and a blade tip height of 246.5 metres. The record height is made possible by a 40 metre high water reservoir built into the concrete base of the turbine as part of a power storage device. In high winds, when more electricity is generated than can be fed into the network, it is used

to pump water into the reservoir base from a lake 200 metres below. When there is little wind, electricity can be generated by allowing the stored water to run a turbine as it flows back to the lake. An additional benefit is the greater height of the wind turbine which increases the wind energy yield - each additional metre of hub height increases the yield by half to one percent. Higher hub heights also mean less wind

turbulence resulting in better wind yield, especially for inland locations with weak wind conditions.

The LTM 11200 assembled each of the three Liebherr 630

EC-H tower cranes on top of the 40 metre foundations. The cranes - which have a maximum capacity of 5.8 tonnes at the 80 metre jib tip - at maximum height have hook heights of 190 metres. The tower cranes have been used by Max Bögl to erect a number of smaller turbines over the past five years. For this job the LTM 11200 was supported by a 130 tonne LTM 1130-5.1 as an assist crane and took around two days to assemble each tower crane. The heaviest component was the main jib at around 23 tonnes. However, the 1,200 tonner had to handle significantly larger loads - up to 90 tonnes at a 26 metre radius - during the construction of the concrete water tower base. The self-climbing tower cranes will take

over the lifting once the turbine tower reaches a height of 76 metres.



*The maximum outrigger footprint of 13x13 metres provides the LTM 11200-9.1 the stability it needs. A 130 tonne Liebherr LTM 1130-5.1 is used as an auxiliary crane.*



*The LTM 11200-9.1 assembles the 630 EC-H tower crane on the energy storage project at Gaildorf*

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After unloading the crane from the delivery truck the 58 tonne, 45 metre long gantry had to be lifted and held in the pre-planned assembly position



## Terex AC 700 and Demag AC 500 in gantry tandem lift

German crane company Wiesbauer used a 700 tonne capacity AC 700-9 and a 500 tonne Demag AC 500-8 to tandem lift a seven tonne capacity Scheffer gantry crane at the Lotter mild steel yard in Ludwigsburg. The lift had several complications.

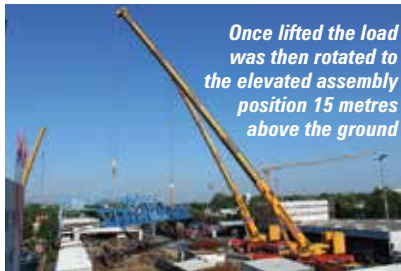
After unloading the crane from the delivery truck the 58 tonne, 45 metre long gantry had to be lifted into and held in the pre-planned assembly position, 15 metres above the ground for two hours while the rest of gantry crane was assembled. This was because there was no space in the yard to lay out the gantry on the ground.

Before the actual lift could take place, the two cranes had to set up side by side on the site. With the yard operations continuing six days a week and lack of space due to the cramped site conditions, there was only one position where the two cranes could set up for the tandem lift. For one of the cranes, this meant being a significant distance from the assembly position for the gantry crane.

Wiesbauer planned that the AC 700-9 would work at the largest radius - 42 metres - as it spanned the entire width of the yard. It also avoided the need for additional time consuming and expensive equipment. The maximum working radius of the AC 500-8 crane was 24 metres.

To lift the 45 metre long, 58 tonne girder, the two cranes were configured with main boom and 140 tonnes of counterweight. They lifted and then rotated the load to the elevated assembly position. An additional crane was used to assemble the gantry crane while the main girder remained suspended in position for several hours. The lift was carried out exactly as planned, with the gantry crane fully assembled in two working days.

Finding a place to set up the cranes side by side was difficult because of a lack of space on site.



Once lifted the load was then rotated to the elevated assembly position 15 metres above the ground



The main girder had to remain suspended in position for several hours.



Moving the bridge the final six metres

## Trio complete 418 tonne bridge lift

German heavy lift and transport company Riga-Mainz used its new Liebherr 450 tonne LTM 1450-8.1 along with a 500 tonne LTM 1500-8.1 and a 600 tonne LR1600/2 crawler crane to install a 418 tonne, 50 metre long steel bridge over a section of railway track in Essen, Germany.

Fortunately the multi-track section of railway was closed during lifting but this also set a tight schedule for the work. The bridge was installed over two nights with just three and a half hour slots available on each evening.

The original plan was to install the bridge by skidding it into position. However, as the bridge - which had been assembled on a neighbouring construction site - was an irregular shape and crossed the tracks at an acute angle, an alternative solution was developed by Uwe Langer, managing director of Riga-Mainz.

The bridge section was transported to the site by Riga-Mainz on three SPMTs. On the first night, the Liebherr LR 1600/2 - positioned at the opposite side of the track and configured with a derrick boom, ballast trailer and 565 tonnes of counterweight - supported around 190 tonnes of the bridge's weight at a radius of 42 metres. An SPMT module positioned at an angle under the other end of the bridge carried the rest of the load - around 230 tonnes. The crane and SPMT then moved the bridge deck on the diagonal until it was almost fully over the track and then supported it on two temporary pillars positioned near the crawler crane.

On the second night Riga-Mainz assembled the LTM 1500-8.1 and its latest addition a Liebherr LTM 1450-8.1. With a total load of around 110 tonnes, the 450 tonne crane had to manage approximately the same load as the larger mobile crane - albeit with a slightly shorter radius. In total 530 tonnes was supported by the three cranes when the bridge was lifted off the SPMT module and the temporary supports and finally moved the final six metres to its resting position on the bridge abutments.

Langer said: "The new 450 tonner has an 85 metre boom, the longest in its class, outstanding lifting capacity and a perfect transport weight. It gets very close to the performance of the LTM 1500-8.1 so delivers excellent value for money. Also the VarioBallast and VarioBase features mean that the LTM 1450-8.1 is flexible enough to carry out a wide range of jobs."



The Liebherr LR 1600/2 supporting about 190 tonnes of the bridge with an SPMT module supporting the opposite end

The LTM 1450 and LTM 1500 in position and ready to lift about 110 tonnes





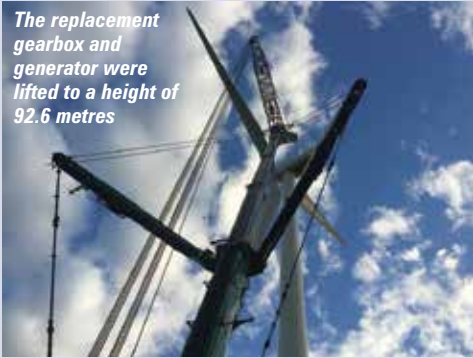
# Grove GMK6400 for Tasmanian turbine change-out

Tasmanian rental company Pfeiffer Cranes chose its six axle Grove GMK6400 to handle a wind turbine gearbox and generator change-out at the Musselroe Wind Farm in Tasmania, 150 miles off Australia's south coast.

Turbine manufacturer Vestas Wind Technology managed the replacement work for Woolnorth Wind Farms, the owner and operator of the Musselroe location, which has 56 wind turbines and a generating capacity of 168 MW. Pfeiffer Cranes also used a 100 tonne GMK4100L-1 for support duties.

Working closely with Vestas Wind, Pfeiffer rigged the GMK6400 with 49.6 metres of main boom, the MegaWingLift attachment and 43 metres of luffing jib, with 115 tonnes of counterweight. In this configuration, the crane can handle 28 tonnes at a 30 metre radius. This proved more than enough to place the 24 tonne gearbox and 10 tonne replacement generator, both of which were lifted to a height of 92.6 metres. The lifting work took between eight and 10 hours.

*The replacement gearbox and generator were lifted to a height of 92.6 metres*



*The gearbox weighed 24 tonnes and the generator 10 tonnes*



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all terrain cranes

*The Grove GMK6400 was rigged with 49.6 metres of main boom, the MegaWingLift attachment and 43 metres of luffing jib with 115 tonnes of counterweight*



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# Demag AC 160-5 in a tight spot

Reaching construction sites down small narrow roads can be a nightmare for crane operators. German crane and access company Schares recently used its 160 tonne Demag AC 160-5 All Terrain crane to erect a tower crane in Bonn. The crane's compact design meant it could operate in a narrow access road adjacent to the site and complete the lifts without requiring any road closures.

"A vehicle width of 2.75 metres, combined with extraordinary maneuverability, made the Demag AC 160-5 the ideal choice for this project," said sales manager Eric Reichmann, who also planned this job.

The cranes was reversed into position before setting up in the hedge-lined road next to the site, the narrow space prevented the cranes outriggers from being fully extended.



The heaviest crane component was nine tonnes



The crane components were lifted from trailers arriving in front of the crane

The rear outriggers were extended to the maximum 7.5 metres, while the front left was extended to 5.3 metres (50 percent), and the front right to 2.52 metres - as far as they could go given the space available. A partial counterweight of 32.6 tonnes was installed and a 49.3 metre main boom selected.

The IC-1 Plus control system generated a load chart for the specific outrigger set up, counterweight and slewing angle. This allowed the crane to manage the heaviest component which was nine tonnes. They were lifted from trailers arriving in front of the crane, which involved a maximum radius of 29 metres and hook height of about 40 metres. The whole job was successfully completed in less than a day and a half.

"Of course, we could have also done the job from farther away with our larger AC 350-6 and luffing jib," said Reichmann. However, that would have entailed significantly higher costs and would have also required a full road closure and the corresponding permits."

Outriggers could not be fully deployed because of the hedge and fence



Using the 160 tonne Demag AC 160-5 meant a larger crane was not needed

# First Grove GMK5150L at work

The first 150 tonne Grove GMK5150L in the southern Germany is being operated by Hermann Kranverleih. The five-axle crane has a 60 metre main boom and equipped with an 18 metre bi-fold swingaway jib, a heavy-duty jib and a second winch used to lift and place wall panels.

The crane has already completed its first contracts including dismantling a tower crane in the new residential area of Marina Quartier in Regensburg, Bavaria. Its compact footprint enabled it to fit onto the job site even though space was limited. Also its 10.2 tonnes taxi ballast helped save costs and time, as no additional equipment was needed to lift the heavier tower crane parts.

"The GMK5150L is the strongest taxi crane in its class," said managing director Manfred Hermann. "With a partial ballast of 10.2 tonnes, it fulfills all our requirements for a high-capacity, compact crane that remains within German weight specifications and does not need any additional accessory cranes."

Hermann also highlighted the visibility and comfort features of the crane being particularly impressed with its 'Bird-View' camera system that uses four cameras for a 270 degree view around the crane, enabling the driver to monitor the entire environment - including blind spots - while operating on the construction site and when driving. The company also liked the new air-conditioning system with automatic temperature control and its ergonomically designed cab.

The Grove GMK5150L was used to dismantle a tower crane in the new residential area of Marina Quartier in Regensburg, Bavaria



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# More twists than a TV soap opera

The van mounted aerial lift market is not known for being the most dynamic, and is relatively stable in terms of product development, although order intake can soar and dive depending whether a big utility is refreshing its fleet or not. However, since our last review of the sector - admittedly more than two years ago - there have been a fair few changes, with almost as many twists as a television soap opera. We take a look at the latest developments which includes a sizeable new manufacturer.

The enclosed panel van platform is most popular in the UK, France and some Scandinavian countries and you would think that van sales have been relatively stagnant over the past 10 years compared to say 3.5 tonne truck mounts. However, if we look at the top UK rental companies supplying this type equipment there are some surprising results.

10 years ago, our Top 30 rental survey revealed there were over 100 more van mounts in rental fleets than truck mounted platforms - 884 compared to 781. Last year's survey showed that the national van mounted fleet had increased by almost 300 units over the decade to almost 1,100 whereas truck mounted lifts had decreased to 612! So in the UK, van mounted lifts make up 64 percent of the vehicle mounted aerial lift rental fleet.

Of course, these figures only cover the machines in the major access rental fleets and do not count end-user sales which are actually more substantial for van mounts. One of the reasons of this apparent disparity is a huge switch in the market from leasing companies providing van mounted lifts to the big utilities - such as British Telecom - to larger access rental companies providing them on long-term rentals which can be ended at any time so are truly 'off balance sheet'. As with leased platforms

the vans are branded and painted in customer colours and ordered to the specific customers detailed specification. As with any rental, the hire company provides the servicing and annual inspections etc.. as well as supplying a replacement platform while it is off the road.

But why use a van rather than a truck mounted lift? The main reason is that the van mount provides a method of working at height - admittedly with lower working heights than a truck mount on a similar weight - up to around 17 metres, while also providing secure storage that can double as a mobile store, workshop or lockup. The 3.5 tonne truck mounted lifts above 20 metres have no spare payload capacity to carry tools or equipment.

The van mounted lift was originally created for street lighting contractors and telephone engineers to meet their specific requirement to carry equipment safely and then gain access to lights or overhead wires. More recently other trades have adopted the van mounted lift, including close circuit camera installers and maintenance contractors along with urban tree care companies. Street lighting generally requires heights of up to 11 metres for town centre and amenity lighting and 12.5 to 17 metres for lights along major roads and motorways, while security camera work typically requires working



Another van mounted manufacturer is Easy Lift with its 15 metre EV150 now available on a Ford chassis

heights of 12 to 13 metres and five to six metres outreach.

## A change in market dynamics

For many years Versalift has held a dominant share of the European van mounted aerial lift market, comprehensively seeing off numerous attacks from competitors tempted by the blue chip end-user market and lack of a major competitor. But its combination of quality, design, performance, reputation and professionalism always kept the interlopers at bay.

However, the European van mounted lift market entered a new phase which started in the summer of 2015 when an existing but bit-part player in the UK called Aldercote agreed a sales and assembly partnership with sales, parts and service company IAPS to provide a sales, marketing and product development boost. At the time it looked as though this might transform Aldercote into a more



Aldercote's only 3.5 tonne van is the 14 metre VZ140



The 16 metre/11.1 metre outreach VZ160 is mounted on a 5.2 tonne van

credible mainstream contender but this has since turned out not to be the case. However, it does have a new four model range with three using a 5.2 tonne van including the 18 metre/11 metre outreach VZX180, the 16 metre/11.1 metre outreach VZ160 and the 14.3 metre/9.2 metre outreach VZ145P. Its only 3.5 tonne van is the 14 metre VZ140 which has 400kg of spare payload after allowing for fuel and two occupants as well as a

maximum outreach of nine metres with 120kg platform capacity.

Hot on its heels in December 2015, Time Versalift's dealer/partner in France - another of the major van mounted markets - announced out the blue that it was forming a new company - Klubb - to build its own van mounted platforms with the clear aim on dislodging Versalift as market leader.

Then a year or so ago another small UK van and truck mounted manufacturer Ascendant - emerged from several years of financial and ownership problems - appointing Skyking as its sole UK distributor. Skyking had recently been acquired by the Martin group and is well versed in van and truck mounted platform market, having been distributor for GSR van mounted and 3.5 tonne truck mounts for many years. It also represents Palfinger truck mounts.

Just prior to this Skyking and GSR had ended their relationship, with GSR moving to a wholly owned operation in the UK. This left Skyking without a van mounted product to sell. Around about the same time Klubb appointed



The Time Versalift SAS facility in France

Kettering-based CPL (Cumberland Platforms Ltd) as its UK distributor, a good match as it was looking for a van mounted product to augment its success with platforms mounted on 4x4 chassis.

Back in France Versalift responded to the loss of its French dealer/partner by forming a wholly owned distribution company, Time Versalift SAS, appointing two managers who previously worked for French aerial lift manufacturer Comilev which went into administration early in 2016. It opened a new production and service facility in Morlaàs, Southern France to cover the whole of France with its main facility in Angers in the North West of the country. The aim was to ensure that the substantial Versalift fleet in France was properly serviced and of course secure future business by retaining the customers in what was a 500 to 600 unit a year market.

Comilev's intangible assets on the other hand were eventually

acquired by Klubb early in 2017 and included its brands, know-how and intellectual property, complete with drawings, including its new Xtenso utility/network product range headed by the innovative 21 metre Xtenso 3. Klubb has used the acquisition to step up its plans to develop a wider truck mounted product line.

### In the Klubb

When it announced that it was parting from Time Versalift, Klubb had a new 20,000 square metre production facility ready in Ferrières-en-Brie and revealed plans of its range of van lifts under the Klubb brand. It said that it had set its sights on export with the ambition to eventually become European market leader.

Time France dates back to 1980 when the company JF Degrémont became the Time/Versalift distributor. When Jean Francois Degrémont retired in 2000 Time Versalift acquired the company and



The Ascendant 12.5



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*Klubb has a five model van range including all electric and hybrid van mounts such as the K32 Hybrids above*

changed the name to Time France to reflect its principle business of mounting, selling and supporting its aerial lifts in France.

The company then recruited ex-JF Degrémont employee Julien Bourrellis to manage the business. He had previously left the business to manage a software company start-up. In 2002 Bourrellis organised a Management Buy Out from Time International and took over the business. He now runs numerous companies under the Gelev Group umbrella.

Under his ownership and management Time France grew rapidly from mounting and selling around 30 units a year in 2002 to a claimed 500 units at its peak and included products such as van, Land-Rover and truck mounted Versalift platforms and as well as Isoli truck mounted lifts and its own specials.

At the launch of Klubb the company was already building three models - the 11.8 metre K26, designed for a short wheelbase or cutaway chassis van with an outreach of 6.8 metres, the K32 a 3.5 tonne, 12.5 metre one person platform without stabilisers and the 9.2 metre K21



*Klubb has just launched its K26 on a Mercedes X Class pick-up*

mounted on a 2.8 tonne Renault Traffic. All three have a similar two section telescopic boom with variable length fixed jibs. Two further models, the 13.8 metre K38P with an articulating jib and a 15 metre model were also on the drawing board.

Bourrellis claims that the company now has a capacity to build at least 1,000 Klubb van mounted platforms a year, aimed at contractors, local authorities and utilities. The company now has a five model van mounted range that runs from nine to 15 metres - the K21/K21N cut out, the all-new 10 metre K20 electric (see below), the 12 metre K26, the 13 metre K32, 14 metre K38p and the 15 metre K42p. Last month it launched the K26 on a Mercedes X Class pick-up with an 11.1 metre working height and 5.2 metre outreach. The company also makes truck mounts up to the 25.5 metre Xtenso 5.

A variation on the van mount is its 18.5 metre Xtenso 3 mounted on a 14 tonne chassis with an enclosed 'workshop' area. Klubb says that it is already producing 1,000 machines a year at its Ferrieres-en-Brie facility and plans to add a further 700 units a year from its new 7,000 square metre truck mounted facility opened last summer in Croissy-Beaubourg, to the east of Paris.

#### All electric Klubb

At the end of last year Klubb announced plans to launch a new 10 metre all electric van mounted lift. The new K20 platform will be mounted on a cutaway Nissan eNV200 van. The platform features a three section telescopic boom and fixed jib, with up to five metres of outreach without stabilisers. The one man composite platform has a maximum capacity of 120kg. The Nissan eNV200 currently has a range of just over 100 miles between charges but is due to get a new 40kWh battery pack which will boost this to 175 miles.



*The new 10 metre all-electric K20 platform mounted on a cutaway Nissan eNV200 van*



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## Versalift still the market leader

In spite of all the comings and goings Versalift remains the dominant manufacturer in the market. This was reinforced at Bauma 2016 when the company formally handed over its 20,000th van mounted lift to Stuttgart-based international traffic management group, Swarco. Overall the manufacturer has delivered more than 100,000 aerial lifts worldwide. To put that figure into perspective, at a similar time GSR, a significant player at one time, delivered its 800th van mounted platform - a 17

metre GSR E170TJV mounted on a five tonne E6 Mercedes MB516 - to its German distributor Rothlehner. Klubb would take another 20 years to reach the same population.

Last month Time Versalift appointed Kim Bach Jensen as chief executive to replace Per Torp who will remain with the company as director of sales and strategic planning and to assist with the longer-term succession plans. Torp began his association with Time when he founded the Danish company in 1985 and then formed a strategic partnership with the American platform producer. In 2001 he sold the business to Time, and since then has been the global export division, responsible for the sale of Versalift vehicle mounted platforms across all markets outside of North and South America. He was also involved with last year's



Versalift E6 van mounted platforms



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

management buy out from previous owner O'Flaherty Holdings.

In the UK, Versalift has upgraded its range of Eurotel ETL and ETM van mounted platforms. Branded 'E6' - to coincide with the launch of Euro 6 vehicles - the new platforms are manufactured from higher strength steel and are said to provide significant improvements in terms of vehicle payload and the platform's working envelope, assisted by the introduction of Load Moment Control system. The most significant developments are the relocation of the hydraulic valves to within the load area, an improved working envelope, a payload increase of more than 50 percent and the addition of a 120 degree articulated jib.

## Other van manufacturers

Other manufacturers include France Elevateur which began producing van mounted platforms in 1984 and currently has a very wide range of 15 van mounted lifts, from nine to 17 metres and 2,800kg to 4,500kg Gross Vehicle Weights, including hybrid and an all electric 091Fe mounted on a Nissan eNV200 with cut away van, that it launched in 2016. The rear cut out with the basket in the back of the vehicle, means that the original size of the eNV200 is hardly altered.

Spanish truck and van manufacturer Movex is also thought to be in the process of developing a new line of electric platforms which should be available later this year.

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France Elevateur has a very wide range of 15 van mounted lifts, from nine to 17 metres

Its latest model is the 14 metre TLF14 designed for 3.5 tonne vans, particularly the Renault Master. It has a platform capacity of 200kg for an outreach of 6.5 metres or

7.7 metres with 120kg, while still offering spare payload for cargo. It features a two-section telescopic boom and long jib with around 120 degrees of articulation. The

unit uses twin centre mounted stabilisers and offers 420 degrees of slew.

Italian truck and trailer mounted lift manufacturer Comet is also

expanding its exports, with the appointment of a new UK distributor - Comet UK. Although it has just one van mounted lift - the 14 metre/eight metre outreach 14/2/8 Jib mounted on a 5.2 tonne chassis - it does have two other 'van like' products offering 12 metre and 14 metre working heights using the company's X-range platform mounted across the chassis behind the drivers cab with a large enclosed storage compartment to the rear.



The 14 metre Movex TLF14



The Comet 12 metre X van

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# All systems go with telehandlers

It may only be eight months since our last feature on telehandlers, but such is the current popularity, strength and dynamism of the sector that many new developments and products have been launched. We take a look at them, as well as profile UK-based GT Lifting which specialises in the rental of 360 degree and high capacity models.

Annual telehandler sales number about 65,000 a year of which only around five percent- roughly 3,000 - are 360 degree machines. Interest in this niche area of the market - particularly over 25 metres - is growing, as it is for heavy lift telehandlers, further expanding the already diverse range of this increasingly popular material handling machine.

The vast majority of telehandlers sold are, of course, fixed frame units with lift heights from about six to 12 metres. Manufacturers are expanding the range of this type of machine at both ends of the lift height spectrum, but most particularly at the smaller sub six metre compact and micro models for example the Manitou MT 420 H and Wacker Neuson TH408. At the top end there has been a slow but steady push above the traditional 17 metre mark. For several years only JCB and Xtreme offered 20 metre fixed frame telehandlers, JCB with its 4,000kg/20 metre 540-200

unveiled in 2011 and Xtreme with the 20.3/5,400kg R1267 launched in 2010. More recently they have been joined by the six tonne capacity Magni TH6.20, and earlier this month Xtreme topped its offering with the XR1147 which claims to be the world's highest reach fixed frame telehandler with a 21.3 metre lift height and 6,800kg maximum lift capacity.

Back at the smaller end of the market, Xtreme's sister company



Genie has updated its GTH-2506 compact telehandler which has a maximum lift capacity of 2,500kg lifting two tonnes at its maximum 5.79 metre lift height

## How do the 20m Europeans stack up?

	JCB 540-200	Magni TH6.20
<b>With stabilisers</b>		
Max lift height	20m	19.2m
Placing height	19.1m	19.2m
Max lift capacity	4,000kg	6,000kg
Reach at max lift height	2.82m	approx. 1.3m
Max forward reach	15.9m	14.5m
Capacity at max lift height	1,500kg	2,500kg
Capacity at max forward reach	200kg	800kg
Reach with 1 tonne load	10.65m	12.5m
<b>Without stabilisers</b>		
Max lift height	10.27m	13.0m
Placing height	9.1m	13.0m
Max lift capacity	4,000kg	6,000kg
Reach at max lift height	6.42m	4.0m
Max forward reach	9.63m	10m
Capacity at max lift height	500kg	2,000kg
Capacity at max reach	0kg	400kg
Reach with 1 tonne load	6.25m	7.0m
L x W x H	6.81 x 2.44 x 2.72m	6.5 x 2.5 x 2.86m
Total weight	12,985kg	14,500kg
Boom sections	5	4
Transmission	4 speed Powershift	Hydrostatic
Power unit	74/85kW stage III	100kW stage IIIa or IV
Max travel speed	29kph	40kph

Snorkel has launched the production version of its compact telehandler the 2,600kg / 5.8 metre SR5719 designed with the US market in mind. The unit has a maximum forward reach of 3.14 metres and features a Tier 4 Final Yanmar diesel and a total weight of 4,700kg. At the same time - this year's World of Concrete show - Xtreme unveiled its new 2,700kg / 9.3 metre XR630 with a forward reach of 5.61 metres. The XR630 weighs 6,214kg, with Tier 4 Final diesel power as standard.

Given the Magni and Manitou are both 20 metre fixed frame telehandlers they are quite different beasts. The additional two tonnes lift capacity for the Magni does not



The Wacker Neuson TH408 micro telehandler



JCB unveiled its 4,000kg/20 metre 540-200 unveiled in 2011

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*The Magni TH6.20 is still a compact machine despite its six tonne capacity*



*One of the largest heavy lift telehandlers is the 31.75 tonne/11.5 metre Xtreme XR7038*



*Merlo's 23.9 metre/6,000kg 60.24 MCSS*

lack of competition the company expects to see strong growth in sales of its top end machines which also includes a 39 metre model.

The feature on GT Lifting (page 40) highlights the growing concern of operating large 360 degree telehandlers on jobs where

they really should be treated as cranes - after all they perform a very similar role and have become significantly more powerful and more sophisticated.

**Big capacity telehandlers**

Large capacity telehandlers are also growing in popularity thanks to their substantial pick & carry capability. The largest model currently available is Magni's 14 metre/45 tonne capacity HTH 45.14 fixed frame model, followed by the 11.5 metre/31.75 tonne Xtreme XR7038. The Manitou range is topped by the 10 metre/23 tonne MHT 10230, closely followed by Dieci's 10 metre/21 tonne Hercules 210.10. Merlo's highest capacity telehandler is the 10 metre/12 tonne P12.10HM. Magni says that it will also launch a 10 metre /20 tonne capacity HTH 20.10 fixed frame model at the end of the year.

**Higher capacity 360**

Magni and Manitou have also announced two new machines that aim to combine the demand for increased capacities, with greater reach - up to 25 metres - in a 360 degree package. Manitou launched its 24 metre/7,000kg MRT 2470 last June, claiming it had the largest capacity of any telehandler over 20 metres. However, more recently

Magni has unveiled plans for an eight tonne/25 metre model, which it claims is the world's highest capacity 360 degree telehandler. Merlo - the only other major player in the high capacity 'roto' sector - offers the 23.9 metre/6,000kg 60.24 MCSS. The company has been rather slow in recent years to bring new products to market, especially when compared with the prolific new product output from Magni, which has been pumping out innovative new models at an alarming pace.

Final specifications on the Magni RTH 8.25 SH are still unavailable, but the company says it will be launched at Intermat in April. However, we are told that it uses the same chassis as the 35 and 39 metre machines, with major structural components reinforced to deal with the additional capacity. We understand the 8.25 SH can lift 5.3 tonnes to a height of 25 metres and take one tonne to 21 metres forward reach, from a machine that weighs 24 tonnes. This performance makes it particularly suitable for construction, lifting prefabricated components as well as in industrial applications.

If Magni's preliminary figures are correct the new RTH 8.25 offers significantly more lifting performance right across the load chart, with a maximum capacity of 5.3 tonnes on the fully extended boom, almost double that of the competition. The only downside is its weight - at 24 tonnes it is 25 percent heavier than the Merlo.

Manitou launched its MRT 2470 along with the 30 metre/five tonne MRT 3050 last summer.

*The Manitou MRT 2470 can take its seven tonne maximum capacity to a forward reach of 6.5 metres*



translate into a physically larger machine. It is marginally wider, but 310mm shorter, surprising given that it has a four section, boom compared to the five section on the JCB. In terms of overall weight it is not surprisingly 1,515kg heavier.

Using the stabilisers, the JCB's lift height and reach is good but the Magni can lift that much more. When lifting on tyres the Magni's superior lift capacity is seen throughout the chart and its more powerful engine and hydrostatic transmission results in a faster travel speed.

**360 degree machines**

The launch of Magni's 46 metre RTH 6.46 last year makes it easily the largest 360 degree telehandler on the market, a massive 14 metres more than its nearest competitors, the 32 metre Manitou MRT 3255 Privilege Plus and 16 metres more than the 30 metre Merlo 40.30 MCSS. Merlo did show a 35 metre machine at Bauma 2015 but still has not launched the product.

Meanwhile Magni has already delivered its first RTH 6.46, in spite of it being a surprise last minute launch at Conexpo last March. It was delivered to a North American customer, where its telehandlers are selling surprisingly well, and with a

**How the new Magni RTH 8.25 compares against its rivals**

	<b>Magni RTH 8.25</b>	<b>Manitou MRT 2470 Privilege Plus</b>	<b>Merlo 60.24 MCSS</b>
Capacity @ max lift height	25m/5,300kg	24.8m/2,500kg	23.9m/3,000kg
Maximum capacity	8 tonnes	7 tonnes	6 tonnes
Capacity @full reach	21m/1,000kg	20.5m/850kg	20.8m/850kg
Total weight	24,000kg	21,700kg	18,800kg

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Liebherr is launching eight new models from six to 10 metres this year including the 3.6 tonne/seven metre T36-7



A 3.3 tonne/10 metre Liebherr T33-10



Inside the cab of a Liebherr T36-7



Bobcat's new, more compact seven metre/3,000kg telehandler, the TL30.70

and weight of the load sensing system, which checks the status several times a second. A new aluminium extendable aerial work platform offers a 365kg/three person platform capacity.

### Liebherr adds new ranges

2018 is a big year for Liebherr telehandlers as it launches eight new models from six to 10 metres with 26 versions available in two series - the fully featured S models and the 'cost optimised' value models. From the start of this year three, seven metre models - the T32-7, the T36-7 and the T41-7 - with capacities of 3.2, 3.6 and 4.1 tonnes will be produced at Liebherr's plant in Telfs, Austria along with a six metre/3.5 tonne model - the T35-6 - and a 10 metre/3.3 tonne model - the T33-10.

Two additional seven metre models, the 4,600kg T46-7 and the 5,500kg T55-7 are scheduled to come on line in March and July. Towards the end of the year it will add the 6,000kg/nine metre T60-9 which will complete the range for the time being. All use 100 or 115kw optimised Deutz Stage IV/Tier 4 diesels with diesel oxidation catalyst (DOC) and selective catalytic reduction (SCR). Stage IIIa machines will also be available. Drive is hydrostatic, with a maximum speed of 40kph, although options with 20 km/h and 30 km/h are available. Liebherr's 'Hill Assist' automatic brake function is standard.

Different machine hitches are offered for all models. In addition

to the Liebherr quick coupler, quick couplers compatible with Claas, Manitou, Kramer and JCB attachments are also available.

The machine's new design is said to have very good all-round visibility. The 5-in-1 joystick installed in the value models, or the multifunctional joystick on the S models, allows all essential operating functions to be carried out using one hand. The cab also features a tilting steering column and various adjustable seat versions. Options include 'Liebherr comfort drive', a vibration damper for a more comfortable drive, as well as camera and lubrication systems and different lighting packages.

In March 2015, Liebherr agreed an OEM partnership with Claas covering the development, production and supply of telescopic handlers for the agricultural market. The first machines were scheduled to be delivered to Claas last month.

### New seven metre Bobcat

Bobcat has launched a new, more compact seven metre/3,000kg telehandler, the TL30.70. Maximum forward reach is four metres with a one tonne load while two tonnes can be lifted to the maximum lift height of 5.67 metres. The U shaped high-tensile steel boom features an integrated boom head and large new generation wear pads. The TL30.70's suspended cab can be mounted in two positions - 'low' giving an overall height of 2.1 metres, or 'high' for optimum visibility. Overall width is 2.1 metres, overall length just over 4.5 metres and total weight 5,320kg.

A choice of two diesels are available - a 100hp Stage IV Bobcat with DEF injection after treatment technology, or a more fuel efficient 75hp Perkins Stage IIIB. Both engines are matched to the Bobcat auto shift hydrostatic transmission with inching function. An automatic fan inverter can be set to periodically clean radiators and air intake grill to maintain efficient cooling. An all in one joystick control with boom Cushion Retract that automatically reduces boom lift/telescope speeds as it approaches the maximum or minimum boom angles or full retraction is standard, as is an automatic parking brake and air suspension seat.

### High capacity JLG 1644

Last year JLG unveiled its new 7.1 tonne capacity 1644 telehandler, the first to offer the optional Smartload technology - a bundle of three integrated technologies that work together to deliver a greater level of operator convenience. The bundle includes an attachment recognition system which displays the appropriate load chart on the in cab screen, a load management information system (LMIS), which graphically depicts the location of the load within the load chart and interconnects with the Load Stability Indicator (LSI) to prevent overloading etc.

The 1644 is also among the first with JLG's boom system which uses hydraulic power to raise and gravity to lower. Other features include a soft stop boom control, an optional reverse camera and reverse

sensing system, and an integrated tow hitch. The cab is wider with improved visibility, while a two speed hydrostatic transmission, and optional boom float ensure a smooth ride and improved load stability when travelling on uneven terrain.

### New JCB 540-180 offers lower costs

JCB claims that its telescopic handlers with its Smart Power 55kw/74hp EcoMAX diesels are achieving fuel consumption of 4.1 litres an hour, from an engine that requires no after-treatment, catalyst or particulate filter. It is fitted to the new 17.5 metre 540-180 Hi Viz model, with 13.5 metres of forward reach, while handling a 2,500kg load at full height. Weighing 11,330kg the new model is significantly lighter than the current 540-170, thanks to a new, stronger four section boom and improved chassis construction.

Other features include a reduced turning circle and 20 percent faster cycle times, while servicing costs beyond 1,000 hours are said to be half that of the current model. A regenerative smart hydraulic system on the optional single lever control uses gravitational force on boom lower and retract functions to reduce the energy required. The 540-180 is also more compact, at 2.35 metres wide and 6.26 metres long, allowing two machines to be transported on a single curtain side truck or low loader.



The JCB 540-180 Hi Viz is significantly lighter than the current 540-170, thanks to a new, stronger four section boom and improved chassis construction



JLG's new 7.1 tonne capacity 1644 telehandler is the first to offer the optional Smartload technology

# The 360 degree and heavy-duty specialist

Mark Darwin visited UK-based 360 degree and heavy duty telehandler rental company GT Lifting, to learn more about the 360 degree rental market and its similarities with crane rental.

In my comment six months ago, I remarked that while you should always use the right machine for the job, equipment carrying out similar work should receive the same treatment in terms of lift planning, application of regulations and on-site paperwork requirements. This is a problem that has become more noticeable as 360 degree and heavy duty telehandlers have become larger, more powerful and more sophisticated.

Many job sites treat 360 degree telehandlers in the same way as a regular fixed frame telehandler, but in truth they are totally different beasts. The largest 360 degree machine currently available - the 46 metre Magni RTH 6.46 - is comparable in performance terms to some 40 to 50 tonne cranes and

should be treated as such. They are often used as substitutes for a crane or aerial lift, and there is nothing wrong with that - if they are used correctly and subject to the similar rules, such as lift or work planning and on-site paperwork requirements. The performance of large 360 degree is amazing and as soon as you add a hook and winch it is a crane. It should therefore be chosen because what it can do, not because it might attract less paperwork and scrutiny.

This is exactly the stance of companies such as GT Lifting - one of a few UK rental companies that specialises in large 360 degree and heavy lift telehandlers. Because of this it is in an ideal position to comment on the pros and cons of the telehandler versus crane discussion.



GT Lifting has the widest range of 360 degree and heavy lift machines in the South of England



(L-R) Steve Porter, Riccardo Magni and Graham Trundell.

## History

Graham Trundell formed GT Lifting in 2002, prior to this he was responsible for bringing in the first Merlo Roto telehandler into the UK in 1996 while working for Gamble Jarvis buying and selling equipment and dealing with John Iles of Ringwood based Merlo UK. Operations director Steve Porter met Trundell at Gamble Jarvis and they kept in touch over the years, with Porter passing contacts and leads to Trundell - particularly for Gatwick Pier 6 Connector Project which was one of the first major projects to use the Roto telehandlers for glazing and cladding work.

The company has grown from 15 machines in 2009 to more than 70 today and hopes to expand to about 130 machines over the next few years. The company has the second largest 360 degree telehandler

fleet in the UK and the widest range of 360 degree and heavy lift machines in the South of England. To keep pace with the growth the company added impressive new offices, workshops and yard in 2016 when it acquired the ex-Southern Cranes & Access facility in Slinfold, Horsham, near Gatwick Airport. Although most of its work is in the South East, the company operates a national service using vetted operators and service agents around the UK. It recently added a second depot close to Hinkley Point in Somerset to cover work at the new nuclear power station, as well as providing improved coverage in the South West. While the rental business makes up the majority of its work, the company also sells new Merlo and more recently Magni telehandlers and holds a significant inventory of replacement parts.

In the early days it ran an exclusively Merlo fleet, however it has been impressed with the Magni product - particularly the larger 360 degree machines. It currently has three 39 metre and two 35 metre Magni 360 degree telehandlers in the fleet with several more on order. 360 degree models make up 75 percent of the total fleet with lift heights from 16 to 39 metres with capacities from 3.8 to six tonnes. The heavy lift machines have







capacities from six to 20 tonnes with lift heights to 20 metres (Magni 6.20 Telehandler), with two new 20 tonne HTH Magni 20.10s on order.

As well as the telehandlers GT Lifting has hundreds of specialist attachments including winches, hooks, space arms which give negative and positive reach, jibs, forks and personnel baskets with up to 1,000kg capacity, particularly appreciated by demolition contractors. It also has three Magni baskets purchased for a recent project both have 800kg capacity jibs with 300kg winches. The heavy lift machines have forks, hooks and cable drum handlers. All attachments are manufacturer supplied. "We only use manufacturers attachments which have a specific load chart, this

stems from working at Heathrow with Mace where there were a few incidents caused by not using fork mounted attachments correctly. Having a manufacturers' approved load chart is essential for most contractors," says Porter.

GT Lifting offers an operator with every machine although half are hired without. In total it has between 30 and 40 CPCS trained operators - some in-house and some vetted agency workers, although the plan is to bring more in-house.

"Graham has been keen on having in-house operators from the start," says Porter. "It gives us better control and understanding of their training requirements and history of experience. It also works better for us as the operators feel more part of the team and look after

the machines better. We know exactly each operators' training and experience on machines, attachments and tasks, and will always try match the operator to the machine and task. We also offer slinger signaller/banksmen, lift supervisors and Appointed Persons for lifting operations. We are growing the contract lift side of the business to be more in line with crane operations. Our top customers want us to produce their lift plans and RAMS for the lifting operations. Our area of expertise is the lifting and equipment and finding the best set-up for their requirements."

"The 360 degree machine utilisation is currently around 85 percent

which still leaves the ability to cope with short notice rentals. It is also important to have backup machines to replace those which cannot be repaired on site. "The heavy lift fleet is also well utilised and there are a lot of large capacity rentals coming through, hence the investment in the two 20 tonners. Over time the heavy lift fleet will grow but I can't see it ever being larger than the 360s."

### Why use a Roto?

So why use a 360 degree telehandler rather than a crane, particularly if you have to go through exactly the same procedures and paperwork?



A Merlo using a space arm attachment



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"Transport is the killer on a short term rental for a large telehandler," says Porter. "If the machine is needed for one or two days, the additional cost of the transport will probably give the crane the financial edge. However if the site requires three or more days then that can tip the balance in favour of the telehandler. Take a housing project for example which in the early days might take an AT crane under contract lift at say £2,000 a day - over three days a week that's £6,000, whereas a large telehandler and operator would be about £2,500 to £3,500 for the week. There are loads and heights that the telehandler cannot manage, but most of the time the 360 degree telehandler can be used instead of a crane as well as performing general telehandler duties and with the right attachment replace an access platform."

"More often than not, available space on site is also a deciding factor. Roto Telehandlers are able to get to areas that are inaccessible for cranes, meaning that smaller Rotos with lower SWL can be used in place of much bigger cranes that would have to setup much further away."

"We are now working with several major housebuilders and most now view the 360 degree telehandler as a crane under a full contract lift. All of the loads on the hook

are insured by us and the method statements lifting plans, RAMS and ground bearing pressure information supplied by us. We promote ourselves and are being treated as though we are a crane rental company. This is how the larger telehandlers must be viewed although we are hearing stories that other telehandler suppliers don't want to get as involved and just want to supply the machines."

"As long ago as 2012 we trained our first salesperson to be an AP, as we could see it was going to be a requirement going forward. Since then all sales people including myself have been AP trained. This means we can help clients in all areas - carry out the lift plans, provide CPCs personnel and take full responsibility for the safe completion of the lift operation if that is what is required. There is a lot of scope for growth in this sector of the market. However, the 360 degree telehandler is not a bolt-on product for a fixed telehandler fleet. Quite a few have tried and failed. It wouldn't be a problem for a crane company because it is very similar to what they already do."

**Lack of 360 degree and attachment training**

According to Porter, there is a serious lack of training on 360 degree telehandlers and attachments although there is a working group being put together by



A 16 tonne capacity Magni HTH16.10

Merlo 40.25MCSS



the CITB to address the problem. "Attachment training should be mandatory. We always ask what attachments trainees will be using, too many training companies don't ask, they are just interested in training the person on forks so they can tick the 'trained' box on site. Anyone can attend and pass the one week, 360 degree telehandler course, however the training may have been done on a 16 metre Merlo with forks, and then the first job may be operating a 39 metre Magni with winch - a totally different machine. This just isn't safe - everyone has a responsibility to make sure that operators are familiar with the machine and attachments used."

"A17D is the generic training for a 360 degree telehandler but it doesn't deal with any attachments. We have been working with a couple of training companies and put together a familiarisation package for all the attachments - within half a day we can train operators on the safe use of a box winch, fly jib, personnel basket on both Magni and Merlo machines - which are totally different - including the way they connect and calibrate. Familiarisation training is offered as part of the initial enquiry process as we often come across customers with their own operator who is not familiar with the attachments. There are also lots of companies

using agency operators who are not familiar with the equipment or the attachments but because they have a CPCs card say they can operate the large machines and use the attachments."

**Telehandler developments**

"There are still lots of people who are unaware of the capabilities of the larger machines and their



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attachments, and therefore massive scope for development and growth. I think we have hardly scratched the surface. Merlo and Magni are both working on increasing capacities on 360 degree machines. The new Magni SH models have six tonne capacities," says Porter. "Merlo have showed a 35 metre model and unveiled details of a seven tonne 21/24 metre machine in 2016 but neither have appeared yet, hopefully we will see them sometime this year."

"We also decided that all our telehandlers should be continuous slew to reduce the problem of over rotation which is a major issue to

correct. The first Magni 18 metre machines did not have this feature but we managed to persuade them to include the feature when we ordered some new 18 metre machines. When we purchased our first 35 metre machine we asked Riccardo Magni how much bigger they can go? He kept on saying that they wouldn't get any bigger as transportation would become a problem - then the 39 metre came along, followed by the 46 metre unit, which he says is the maximum for the current design. Magni has done particularly well in the States with the larger 360s with several orders



The space arm gives positive and negative reach



for the 46 metre particularly in New York replacing smaller 30m Merlos."

**Magni on the up**

"Until 2012 we were a 100 percent Merlo fleet, and it was a lot easier and simpler to manage with warranty procedure, one set of parts etc. However, we regularly looked at other manufacturers, to make sure we were not missing a trick, and were happy until we saw the Magni machines which we agreed had massive potential. Magni has got a lot of things right, but the Merlo still is a very good machine. If you were to put the best bits of both together you would have the

best machine on the market. Magni has been clever in targeting the big machines and has had a free run at the market. Manitou can match it on the heavy lift equipment, but only goes to 32 metres on 360s. There isn't a huge market for the 46 metre machines at present, but there is growing interest and we may even see one in the UK in the not too distant future but it's a significant investment!"

**Suspended loads**

"Travelling with a suspended load on wheels should always be a last resort but if done in the correct and controlled way is perfectly

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**A Magni with winch installing cladding**



**A 60.24 Merlo placing concrete**



safe and acceptable," says Porter. "The A17E training - which covers all telehandlers with a fixed hook travelling with suspended loads (non-rough terrain) and can be carried out on standard and 360 degree machine - came out early 2016 we trained all our employed and sub contract operators. It is an addition to the training which we think is not as stringent as it should be but felt that it was a good opportunity to expand the knowledge and safety. Merlo - which was involved with the A-17E working group - is currently the only company that produces load charts for travelling with suspended loads."

**The future**

"We have already developed and invested in new facilities and

need to target growth areas in our marketing. In the next three years we will expand the fleet significantly. Graham is good at spotting trends and customer needs so we often get involved developing attachments. We have worked with Laing O'Rourke, adding outrigger mat carriers to the machines with a ramp for circular mats to get over manual handling issues. We have also worked on 360 degree cameras before Skanska specified the requirement on all their sites. A modified adjustable cable drum handler is another attachment we have been working on recently as well as a bin lifter in conjunction with a principle airport contractor. This took five years to develop but are now working in Manchester and Heathrow airport. Magni are very

quick to respond with our weird and wonderful requests and can supply realistic CAD drawings and load charts within a few weeks."

**Heavy Lift**

"We currently run heavy lift telehandlers with capacities from six to 20 tonnes, it is a specialist area. Other large general telehandler companies also run heavy lift machines, while some other smaller companies are also jumping onto the bandwagon. We have two new 20 tonne capacity Magni HTH 20.10 machines in build - the first in the UK - with forks, hooks and adjustable cable drum handlers. The beauty of the Magni range is that the cab layout is exactly the same, with touch screen controls and live load charts. The cabs are all pressurised, although this feature is rarely requested. In the past 18 months we have seen increasing demand for heavy lift machines, from wind farms, the electrical alliance and nuclear power stations etc.

**Lifts on site?**

"All lifting operations on site should be planned. However, run of the mill low level lifting and shifting can be covered in a common lift

plan, including any palletised loads. Where it becomes more critical is when carrying out a complex or out of the ordinary lift. Most sites have a safe method of work for a standard telehandler but may not have a full set of lift plans and RAMS. We always suggest a lift plan and RAMS for 360 degree machines. About 90 percent of forked lifts are covered under a standard lift plan, but as soon as the outriggers go down and a winch used, it is a completely different animal."

"We carry out simulated lifts and live tests for contract lifts, supplying engineers with site specific ground bearing pressures. We can calculate them without testing, but there are so many variables, so we have invested in equipment and can provide a readout of actual forces present when the machine and attachment is in the required position with load. If working on a suspended slab, underpropping may be required so exact information is essential and the only way to be certain is to actually carry out a live test. We have asked Magni about in cab readouts of the pressure on each outrigger and the actual load with real time information, I think you will see this feature soon."

**GT Lifting has a fleet of more than 70 360 degree and heavy-lift telehandlers**



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**We want your old batteries!**

# The 'black art' of batteries



A Genie Z-60/37 FE battery pack

You would think that with technology dating back almost 160 years everyone would have a very good understanding and be able to use lead acid batteries correctly? Unfortunately far too many still do not understand the basic requirements - particularly charging and maintenance. And with the growth of Gel, AGM (Absorbed Glass Mat) and more recently lithium, the already 'black art' of batteries has become even more confusing.

Fortunately the traditional lead acid battery is still the main source of power for aerial work platforms, primarily because it offers a better battery life than Gel or AGM batteries, is widely available and considerably cheaper. The downside is that the lead acid battery requires more maintenance and can deteriorate very quickly if not looked after. And it has to be said, equipment users are generally not very good at looking after what is a very expensive consumable, which if looked after correctly should last five years but can all too often be just a year or less if not.

## Lithium the solution?

The general awareness of the lithium ion battery - invented in the 1980s and commercialised in the 1990s - continues to grow, possibly to a point where it may be better known than the lead acid battery. Of course high profile products that

have hit the news - Tesla's electric cars and its world's largest 100MW lithium ion mega-battery in South Australia - have helped the general public become more familiar with the technology, almost to the point of people thinking the lithium battery will mean the end of the combustion engine. In the lifting market we have seen the growth of lithium batteries powering spider lifts, hybrid utility platforms and small industrial cranes etc.

However lithium ion batteries have their own safety problems, with cells becoming thermally volatile if abused or used outside their safe operating area. In 2013 at least four Boeing 787 Dreamliner's were grounded due to battery fires. Three years later seven hoverboard brands with half a million boards and 2.7 million Samsung Galaxy Note 7 phones were recalled because of overheating problems.

These are all instances where



Samsung Galaxy Note 7 battery malfunction

lithium batteries were assembled or operated in conflict with the suggested safety practices. All forms of energy storage have some inherent risks, particularly when large amounts of energy is contained in a small space. Lithium-ion batteries are no different, but as the technology matures, the risks are becoming better understood and can therefore be properly managed. To avoid this all lithium batteries require a battery management system which adds potential complexity and cost.

## Lithium vs lead-acid

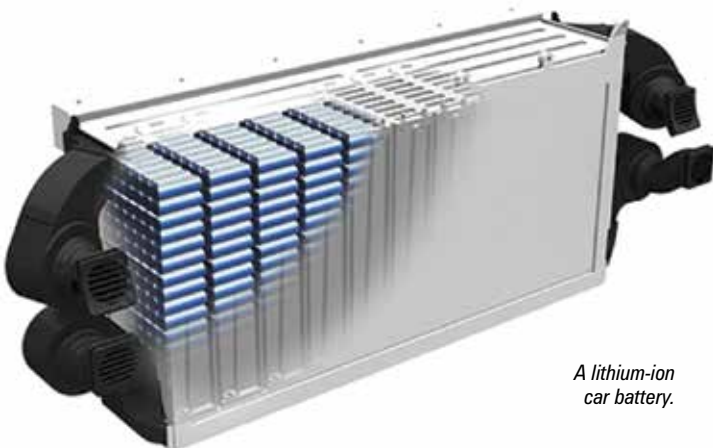
When designing equipment, the power source is often the bottleneck in terms of size, weight, and cost, as well as for run time and reliability.

Combustion engines provide high power and quick refuelling, but maintenance, noise and environmental issues are becoming increasingly unacceptable. Electric motors solve most of these issues, though historically have inconvenient extension cords or are weighed down by large battery packs.

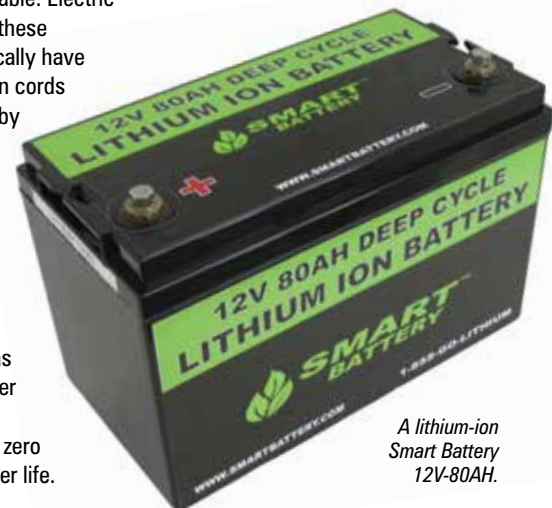
Many equipment manufacturers are looking to lithium-ion batteries as a solution to improve run times, reduce maintenance and operating costs, as well as providing lighter weight, higher power, faster charging times, zero maintenance and longer life.

However, the solution is not right for every application and can present challenges such as cost, complexity and we have already mentioned, safety.

In our battery feature last year we explained the types and workings of the lead acid battery and its variants, as well as pointing out the common problems particularly size, weight, and limited life and energy storage. The lithium-ion battery is the new kid on the block and the technology has rapidly evolved and improved. Like lead acid, lithium batteries are constructed with pairs of electrodes, but these are typically thin films of graphite - the negative - and metal oxides - the positive - pasted on copper and aluminium foils, insulated from each other by a thin plastic separator and stacked or wound. Lithium-ion batteries are always sealed, whether in rigid metal or flexible plastic cell packaging which prevents leaking,



A lithium-ion car battery.



A lithium-ion Smart Battery 12V-80AH.



A Nissan Leaf lithium ion battery set-up

corrosion and maintenance.

The basic battery cell comes in various shapes and sizes from the small AAA battery to large prismatic cells each weighing several kilos. Smaller cells mean a high cell count, which means more connections and potential points of failure. However, larger cells are harder to cool and can release more thermal energy if they fail.

Another key decision is which lithium-ion chemistry to use - the differences lie in the energy density and thermal stability of lithium. At one extreme is lithium cobalt oxide - commonly used in consumer electronics - which is both very energy dense and the most thermally volatile. At the other end of the spectrum is lithium iron phosphate and lithium-titanate which are often used in very large electric vehicles like buses and ferries. These chemistries have thermal stability but are less energy dense, so they require larger cells to deliver the same energy. A common middle of the road chemistry is lithium NMC (oxides of nickel, manganese, and cobalt) a compromise between reasonable thermal stability and energy density. These cells are increasingly being used in electric vehicles.

Cells are connected in series and parallel to form modules, built into a pack and enclosed in a case that is sealed against dust and water, preventing mechanical abuse and physical access.

Whereas lead acid batteries are

straightforward to manufacture, lithium-ion battery production is similar to semiconductor production, requiring clean rooms with tight control of air contaminants and humidity, material purity, tolerances and cleanliness. World class manufacturing quality control and automation is therefore required which increases capital costs.

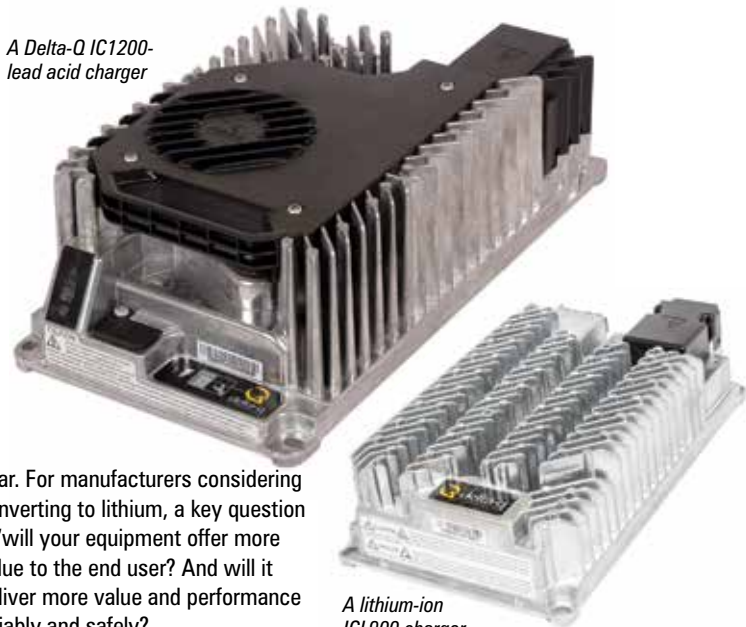
### Benefits of lithium-ion

The most noticeable benefit of lithium-ion batteries is that they are up to four times lighter and three times smaller than equivalent lead acid batteries. This means you can fit the same energy in less space, enabling a smaller, lighter product, or you can pack more energy into the same space, providing a longer run time and range. Lithium also delivers higher power, enabling higher performance vehicles and machines to charge much faster and more efficiently. However to charge quickly a large amount of power is needed. Lithium batteries have much longer life than lead acid, delivering thousands of cycles instead of hundreds. In many applications, this means the batteries last as long as the machine they are installed in, allowing longer warranties and eliminating regular battery replacement costs.

### "So why isn't everyone using lithium-ion batteries?"

The initial costs can be three to five times more than traditional batteries. As uptake and technology progresses that cost is falling each

A Delta-Q IC1200-lead acid charger



A lithium-ion ICL900 charger.

year. For manufacturers considering converting to lithium, a key question is 'will your equipment offer more value to the end user? And will it deliver more value and performance reliably and safely?'

### Battery Management System

A Battery Management System is required to ensure that lithium cells are optimised for performance, life, and safety. The BMS monitors cell voltages, temperatures and currents, and from this data will estimate the battery pack state of charge, health, and power limits. If the individual cell voltage state of charge deviates drastically, the BMS will use cell level hardware to bring them back into balance. It then communicates the battery's status to other system modules, like a motor controller, charger, user display or service tool. Finally, it takes the necessary action to protect the cells by electrically disconnecting them from the system. It is critical for the BMS developer to work closely with the cell manufacturer, to ensure that the cells are operated and protected.

### Charger integration

Although often considered an afterthought, the charging system is critical and has a big influence on battery life, safety and performance. A key decision is how fast and how often to charge. As discussed, faster charging generates more heat and hotter batteries age faster. Charge rates will also reduce when the battery is too hot or too cold to prevent premature degradation and aging. Lithium-ion batteries are no exception and will age faster at higher voltages and higher states of charge. For this reason, battery packs are usually not fully charged, but instead are limited to a reduced state of charge target.

"The trade-off between

run time and battery life must be carefully considered and will look very different depending on the machine i.e. for a cell phone with a two to three year life, versus a spider lift designed for more than 10 years of life," said Chris Botting, manager of research at battery charging supplier Delta-Q Technologies. "The charger must be well integrated with the battery system and often includes communication such as CAN bus, Modbus, analogue or digital control signals."

"During integration, the charger's output quality should not be overlooked, as all chargers are not created equal. Excessive ripple current, for example, can cause cell heating and BMS noise. This can harm the battery, BMS and other system components, as well as interfere with the operation. Voltage control accuracy is also important to maximise the life and safety of lithium-ion batteries."

### The needs of heavy duty scissor lift

While the lithium ion battery has many advantages for a wide variety of applications, the majority of access platforms - and large heavy-duty scissors in particular - will continue to use the lead acid, AGM or Gel batteries.

Crown deep cycle batteries.



Manufacturing lithium-ion batteries





A common battery and charger set-up

The high capacity, emission free heavy duty scissor is ideal for applications such as pipe fitting, racking and sprinkler installation with a need to lift men and materials to 20 or more metres in an enclosed environment. Contractors and rental companies that have invested in hybrid machines are however finding that all too often the engine is used more often than anticipated when working indoors and is therefore not the ideal solution.

However charging larger battery powered scissor lifts is also causing problems. Manufacturers including Holland Lift, PB Liftechnik and Airo

all offer three phase 380 to 415 volt chargers. However in the UK job sites are usually restricted to 110 volt power. Most machines come with dual or multi voltage chargers which have varying results. For example, a 24 volt 80amp charger is only capable of giving out 80 amps on a 230 volt AC 11 amp supply, dropping by half to 40 amps when using 110 volt AC 11 amp supply. A 48 volt 50 amp charger can only give out 50 amps on 230 volt AC 14 amp supply dropping to 25 amps when using a 110 volt AC 14 amp supply. The limited power dramatically shortens battery life because the charge cycle is never really completed correctly.

A solution from Aberdeen-based Norco group - which has more than 30 years experience in the offshore oil exploration and production industries - is the Traction Charger that runs on 110 volt AC 32amp supply, giving a full 48 volt DC 50A output.

### So what are the implications of undercharging a battery?

It is acknowledged that undercharging over a period of time is one of the most destructive forms of abuse for a battery. The



Sulfation is the build-up of lead sulphate causing plates to expand and break

formation of excessive amounts of lead sulphate - sulfation - causes the positive plates to expand and break up while the negative active material hardens and loses capacity. The best protection against under charging is a regular check of the specific gravity of the battery after the normal recharge has been completed. This is challenging on site, especially if you are dealing with VRLA, Low Maintenance Batteries such as AGM or GEL which are now fitted as standard on some access equipment. If readings show consistent undercharging, remedial action must be urgently taken.



The Skyjack SJ8841 RT set-up with two chargers one above the other



The new SJ8841 set-up from Norco using one Genie high output AGM charger

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A Fronius Selectiva Plus charger

**Heat is the biggest killer**

For most rental companies short on time and space, scissor battery packs are charged with the battery trays closed. This is bad for the



Skyjack SJ8841 RT

batteries as the heat generated in the process is unable to escape as easily and therefore heats the battery unnecessarily, adding to the sulfation and decreasing the battery life.

With very long lead times for new large heavy duty scissors - 12 months or more - several rental companies are having to extend the lives of its existing machines. One machine which can suffer from battery problems if not charged correctly is the Skyjack SJ8841 RT which has a very full battery tray and therefore very little ventilation space, unless left open during charging. It also has two chargers stacked above each other with a risk of the top unit being 'cooked' by the heat produced from the lower unit. Increased heat means a lower output therefore a greater likelihood that the batteries will not be sufficiently charged.

Norco offers a solution to this, replacing the lead acid batteries with smaller but heavier AGM batteries - which it claims produce

10 percent more power - while providing more space between the pack, reducing temperatures. The two large charger boxes are replaced with a much smaller, high output AGM charger resulting in a more efficient and cooler set up. It claims that with closed charging the eight unit battery pack will hardly last a year, while its AGM set up should last a good five years, while virtually eliminating maintenance issues.



The new set-up with smaller AGM batteries with a spacer box inbetween



The old battery set-up in the SJ 8841 RT

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# Diabetes and staff safety



**Kate Walker, owner of Diabetes and You, works with companies and their staff to improve employee health by reducing the number of sick days, boosting productivity and making for a safer work place.**

**Diabetes is the fastest growing health threat facing our nation. More than three million people are living with diabetes in England - seven percent of the population - with one million more people believed to have undiagnosed diabetes. There is greater risk of these people presenting as unwell at work and they could pose an increased safety risk if their sugar levels drop to dangerously low levels while working on or with vehicles and machinery. As yet, no company has been taken to litigation, but the longer we leave people undiagnosed and poorly managed, the greater the risk of a court case against a company.**

Diabetes can be an invisible condition that slowly impacts on people's health and can lead to medical conditions such as erectile dysfunction, amputations, eye and kidney damage. Diagnosis is often missed in the early stages as the symptoms can be put down to late nights and other lifestyle factors. Helping people to check if they have diabetes and then understand this manageable condition, is crucial to today's busy work force. It is known that those living with diabetes are more likely to be off sick, have more days off during any given sick period and have increased risk of depression.



The symptoms of diabetes are easily brushed aside and often ignored as people just get on with their busy lives. Some of the symptoms of diabetes include excessive thirst, frequent or increased urination especially at night, excessive hunger, fatigue, blurred vision and sores or cuts that won't heal. We need to help people understand the risk of ignoring these warning signs.



Diabetes is a serious, life-long, health condition that occurs when the amount of glucose (sugar) in the blood is too high because the body can't use it properly. If left untreated it can cause serious health complications. Up to 75 percent of men suffering from diabetes will experience some degree of erectile dysfunction. Diabetes is also the leading cause of blindness in the UK working age population. In addition to this, people who are diagnosed and taking certain medication must inform the Driving and Vehicle Licence Agency (DVLA) as they are at increased risk of hypoglycaemia (extremely low



blood sugar levels) while operating vehicles or machinery. It is vital for companies to understand and ensure all staff are following regulations for blood testing and declaring medication and health changes, to avoid injury or worse scenarios while at work.

With the epidemic continuing to grow, greater and greater pressure is being placed on individuals, employers, the National Health Service and Public Health. Diabetes currently costs the NHS £10 billion a year, of which £8 billion is known to be for avoidable complications. The total direct care and indirect costs associated with diabetes in the UK alone, currently stands at £23.7 billion.

The question remains, who is responsibility for the management of this condition? I believe it is time for everyone to take responsibility. We need to increase the understanding of diabetes and its long-term impact. In its early stages, diabetes is an invisible condition but when diagnosed is fully manageable with lifestyle changes and medication. Simple changes to lifestyle can

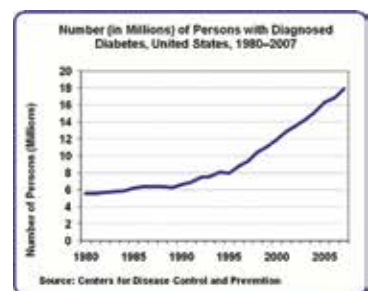
make a significant difference. It is not about a restrictive diet, it is about making small changes and better choices. For example, one less fizzy drink a week would decrease a person's sugar intake by 364 teaspoons of sugar per year and that's almost a 1.8kg bag of sugar.

We need to raise awareness and understanding of this epidemic and start taking back control. It is important for business to support their staff and create a safe environment for everyone. If we do not empower people, the disease will continue to silently cause irreversible damage. In addition, the challenges and pressures on business today mean that a strategic focus on wellbeing is more essential than ever. A healthy workforce who knows you care about them will increase business productivity and reduce expensive accidents and possible claims.

Diabetes & You helps companies improve employee health through a number of initiatives, including talks, workshops and other support methods for employees.

[www.diabetesandyou.co.uk](http://www.diabetesandyou.co.uk)

	A1c (%)	Fasting Plasma Glucose		Oral Glucose Tolerance Test	
		mg/dl	mmol/l	mg/dl	mmol/l
Diabetes	6.5 & above	126 & above	7 & above	200 & above	11.1 & above
Pre Diabetes	5.7 to 6.4	100 to 126	5.56 to 7	140 to 199	7.77 to 11
Healthy	Below 5.6	99 & below	3.89 & below	139 & below	7.72 & below



# Your online reputation and why it's so important



If I asked what your company's reputation was like, I imagine most of you would say something ranging from 'great' to 'not bad'. However, if I asked how that reputation was portrayed online might the response be less rosy? If you don't know what your reputation online is like, then simply search your company name in a web browser - if you have multiple sites you might want to add the town or postcode to the search.

On a laptop you will often see a 'company pack' on the right hand side that will either be a Google My Business or Bing Places company profile. This will show any reviews you may already have and often an aggregated star rating for these reviews, possibly including selected snippets from reviews. In addition, you may even see integrated reviews taken from other sources such as Facebook, Yell, 118 etc. On a mobile this company profile will often be the first thing that presents itself to you, even before your website listing. From my own experience of non-search engine optimised sites, about three quarters of most company website traffic that is derived from online searches is for your company name or brand. This can be a pretty big deal if your reviews are poor.

In addition, as you look down the search listings you may also see other starred listings say for your Facebook page or Yell listing, where people have also left reviews. Other channels might also appear, including more sector specific ones that may also carry starred reviews. Of course, there will be other listings where you might have reviews, but for this article we will concentrate on these 'starred reviews' that you see on the first page of a search for your company or brand name.

## How are your reviews?

So what are the results for your company or branch location? The reviews will generally be one of three - non-existent, mediocre to bad or at best good - with the number of reviews in single figures. You can quite justifiably ask 'How important is all this anyway?' While prospective customers might use such reviews to select a restaurant, surely this is not the case when deciding on an equipment provider?

According to a study by the Acuity Group - 'State of B2B Procurement' - 94 percent of business buyers do some form of online research and 77 percent of them use Google. Moreover, wouldn't you want your company to be portrayed as well as possible to anyone interested in you?

So why are the online standings of most companies either patchy or downright negative if they are doing all the right things? The reason is often that people rarely heap praise on an anonymous review platform but are more than happy to vent their spleen through such channels. This is usually because they are out of options - they have tried complaining to you or your staff and got nowhere. So, a review platform can frequently be the last resort. You may well have been there yourself where you think "I can't get anyone in that organisation to listen but

A screenshot of a Google My Business profile for "Botchit &amp; Screeder Hire". The profile shows a 1.0 star rating based on 11 Google reviews. The address is "High Street, Anytown, Anyshire, AA1 1AA". The hours are "Closed - Opens 7AM Tue". The phone number is "0333 4466 1234". There are three negative reviews visible: "Avoid at all costs. Would give no stars if I could!", "Never responded to my countless calls!", and "Poor service. Surly staff." The profile also includes options for "See photos", "See outside", "Website", "Directions", "Suggest an edit", "Own this business?", "Know this place? Answer quick questions", "Questions &amp; answers", "Send to your phone", "Write a review", and "Add a photo". A note at the bottom right of the screenshot reads: "Yes it's a fictional company, but would you hire from this company?"

maybe this might make them think about their stance or failing that, at least I can warn off other people from making the same mistake!" Positive feedback on the other hand is normally delivered personally, and it is frequently not acted on, other than at best a bashful "thank you". This is a missed opportunity and a shame that the organisation, as a whole, is not made aware of such

plaudits and to what is being done well. However, it is an even greater shame that prospective clients are also not being made aware of the high regard you are held in by your customer base.

## Use positive feedback

Many of my clients are bemused when I tell them that this anecdotal feedback can be turned into a process that can be managed and

# TESTIMONIALS

READ WHAT OUR CLIENTS ARE SAYING



developed. They initially assume I mean offering incentives such as a prize draw or freebies to leave reviews, but this could not be further from what I am suggesting. Moreover, besides going against the guidelines of pretty well all third-party review channels, it will at best only result in very sketchy, or at worst a rating only feedback, without any insight into what people really value about your company. What I am suggesting is capitalising

on the moments when you or your staff receive effusive feedback from a client - be it in person, over the phone or via email. This is a golden opportunity to mention that you not only really appreciate their feedback, but it would be great if more people were aware of how good your product/service has been. At this point you can let them know that there are several channels available for them to leave that feedback in written form and can immediately email or text them a link to your company's GoogleMyBusiness, Facebook or Yell etc.. review pages. If you make it easy for them to leave a quick on the spot review they might do it, before something else gets in the way and they forget. It works. Statistics from a BrightLocal's 2016 Local Consumer Review Survey showed that about seven in 10 people - if asked - will leave a review. So if your client is

already feeling positive about you, there's a good likelihood they'll leave a highly positive and detailed review, highlighting a specific instance rather than some vague "they're great" one liner. You might say that you and your staff never receive such glowing feedback. In that case you might have more to worry about than obtaining good reviews! That said, choosing the right moment is key. I appreciate that you might feel that you cannot ask for such feedback until a transaction is fully completed. If so you might consider a customer courtesy call at the end of the process, to judge satisfaction levels. This can have many greater business benefits than a possible review of course. If the customer is glowing about their experience, then it is well worth connecting them to the channels where they can articulate this to a larger audience. Finally, a much-overlooked benefit from this is that you will generate an immediate arsenal of testimonials that you can use on your website or in your marketing materials. Doing it this way around means you don't

have to ask a busy customer for both a testimonial and to write a review on Google.

About the author: Guy Willett has over 10 years marketing experience working in the powered access sector. If you would like to know more about reputation management, including removing bad reviews, claiming and optimising your GoogleMyBusiness listing, or other SEO services that can be provided to the rental market then contact [guy@readysteadygoose.co.uk](mailto:guy@readysteadygoose.co.uk) or visit [www.readysteadygoose.co.uk](http://www.readysteadygoose.co.uk).



Guy Willett

## GOING UP IN THE WORLD

**A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth**

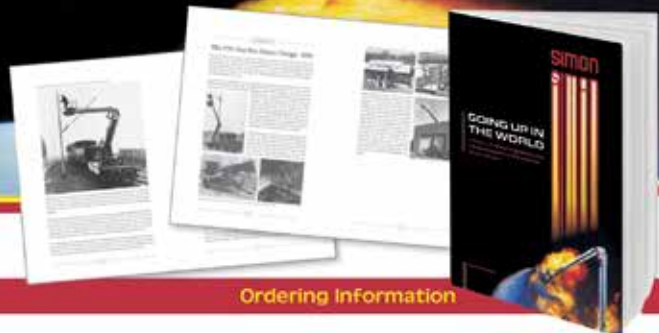
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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# More than 1,000 scaffolders attend CISRS CPD courses for card renewal

More than 1,000 Scaffolders and Advanced Scaffolders have attended the CISRS CPD course and applied to renew their CISRS cards under the new scheme rules. The requirement for scaffolders to complete the two day course prior to renewal was introduced in July last year, following an 18 month publicity campaign.

Dave Mosley CISRS scheme manager said: "This is a fantastic achievement in such a short space of time, as any change to an established scheme usually takes quite a while to bed in. We had expected a lot of people whose cards expired in 2016 to simply take an H&S test and apply for an early renewal prior to the CPD requirement going live. The figures show that plenty of scaffolders have completed the programme and demand for places on courses is increasing."

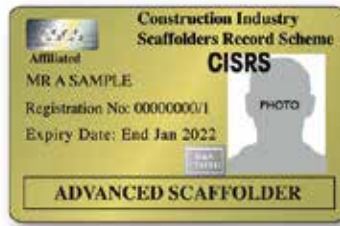
When the industry was initially informed about the intention to introduce a CPD/refresher element to the CISRS scheme, it met with a very mixed response, ranging from "It's about time" to "I have been doing this for years, what can you tell me?"

Jonathan Gaunt training manager for Generation Training Services said "It is interesting to see the change in attitude of some of the scaffolders over the two day programme. They arrive feeling that they will learn very little, however giving them a knowledge test early in the course

usually highlights that there are areas they need to brush up on. It has been a long time since some of them attended a training centre and for those who got their card under Grandfather Rights it could be the first time. After the initial uncertainty they tend to enjoy both the course and mixing with their peers, the delegate feedback forms reflect a positive experience.

The issue of who pays for CPD training has been widely debated and was recently raised with the NASC via the Construction Industry Joint Council which wants to include a statement within the Working Rule Agreement, to provide clarification. A statement of clarification as appropriate to the National Agreement for the Engineering Construction Industry has now been added to that Agreement.

Towards the end of 2017, further to consideration by the NASC Council, the basic premise that employers should pay for CPD training courses was agreed by consensus. A proposed form of words was circulated to Council members in respect to this issue and the



following statement has since been agreed:

'The NASC Council has confirmed that members will fund the CPD course fee and reasonable associated costs of attendance for scaffolders in their direct employment as at the date of CISRS Scaffolder and CISRS Advanced Scaffolder card renewal. As with other employer funded training, such funding may be linked to Training Agreements.'

The NASC has also set aside funds to assist members whilst supporting their employers through the CPD process (£125 per person). For further information go to <https://www.nasc.org.uk/information/training>

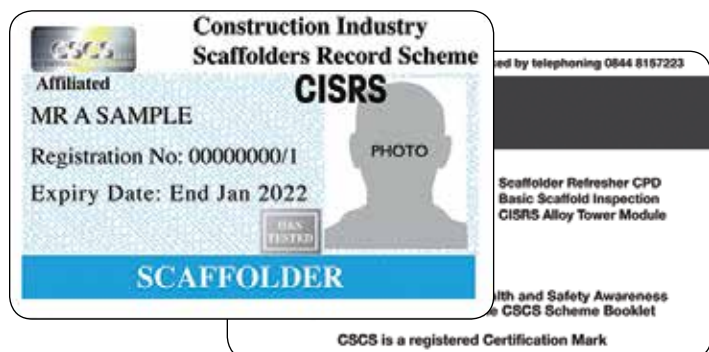
Currently levy payers will be able to apply for CITB short duration training daily attendance grant, however considerable changes are to be made to the CITB grant scheme from April 2018. Some CISRS training providers are running subsidised CPD courses at a reduced rate. Any information we receive will be circulated to the membership and the wider industry.

## UEG European Regulations Working Committee

At a meeting of the UEG European Regulations Working Committee held in Cologne on Friday 2nd February consideration was given to a review of CEN TC 53 standards. The UEG group, which effectively acts as the Small Business Standards mirror committee, is comprised of representatives from 10 European national scaffolding organisations. The NASC/UK representative is Ken Johnson.

The UEG group plays an increasingly important role in the discussion process which precedes formal meetings of CEN standards groups, and ensures that the wider interests of the European scaffolding industry are properly represented at CEN meetings. The group also gave consideration to forthcoming UEG guidance on Risk Assessment and looked forward to the forthcoming UEG Panel Discussion to be held on Wednesday 6th June in Cologne.

Topics for discussion will be CEN TC 53 and industry training. Guest speakers have been invited and the panel for the panel discussion on training will include David Mosley - CISRS manager and NASC director of training. Prior to the meeting it was announced that Greece has formally announced its request to join UEG as a full member, bringing the number of national scaffolding organisations represented on UEG to 11.



### 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](http://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](http://www.cisrs.org.uk)



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# Annual CPA Conference

Around 150 delegates attended this year's CPA Plant Conference at the Heart of England Conference and Events Centre near Coventry. The conference covered business critical developments, such as air quality in London, supply and demand of operators and the effect of health on productivity.

The presentations began with Daniel Marsh of King's College London speaking about emission measurement work for the London Low Emissions Construction Partnership and the Non Road Mobile Machinery Low Emission Zone policy for London. He outlined headline figures, such as 9,400 attributable or premature deaths in London as a result of poor air quality and the fact that 37 out of 43 zones in the UK have air quality levels which regularly exceed legal limits. He outlined actions to reduce emissions from off-road equipment and the introduction of Stage IV emissions standards for engines in off-road equipment used across London's Central Activity Zone, Canary Wharf and Greater London from 1st September 2020, plus subsequent Stage V standards.

Carl Letman of Skyblue Research spoke about the work being carried out on behalf of the CPA to examine the supply and demand of equipment operators in the construction industry, to provide better data which can be used for planning and implementing recruitment and upskilling programmes. He highlighted the fact that the two biggest challenges facing the construction equipment industry are ageing workforces and the difficulty of recruiting young people to the industry, while the new operators coming through typically lack the relevant skill levels to work on construction sites.



Daniel Marsh of King's College London

Mark Noonan of the CITB, spoke about the CITB's Levy Order and changes taking place within the organisation, such as the reformation of the grants scheme, the introduction of support systems including a centralised training directory, a national register and automated grant payments. He also outlined the need for training in multiple formats, which take account of emerging learning technologies.

Kate Walker of Diabetes & You spoke about the effect of health on productivity, with 650,000 employees in the UK phoning in sick every week. Her presentation focused on the problem of diabetes, given that it can often be an invisible condition for years until people start to see the damage that it has been causing. It is predicted that by 2035-36, £40 billion will be spent on costs associated with diabetes. She highlighted the need



for a strategy to locate the 940,000 undiagnosed workers in the UK, and provide the education and support to sustain wellbeing, thus saving lives and helping people achieve a better quality of life, cutting the number of sick days, and increasing productivity.

Carole Bardell, HS2's head of health, safety and security spoke on the high-speed railway's vision to be a catalyst for growth across Britain, and its aim to double the number of train seats between London to Manchester and Leeds by 2033. She also outlined HS2's 'Safe at Heart' campaign and the Supply Chain Standard for Health and Safety.

CPA technical consultant Tim Watson outlined statistics, such as the fact that over 80 percent of accidents may be attributed - at least in part - to the actions or omissions of people and that 43 fatalities occurred in the UK construction sector in 2015/2016. He spoke about the benefits of industry guidance and outlined the availability of over 130 equipment related guidance documents which can be downloaded free of charge

from [www.cpa.uk.net/publications](http://www.cpa.uk.net/publications).

The final speaker of the day was John Batty of Bluejohn Marketing, who also served as compere. He analysed the challenges 2018 will bring to businesses in the equipment rental market, referring to factors such as an ageing workforce, the lack of industry appeal for young people and the inability to attract, train and retain quality young employees.

Kevin Minton, CPA director concluded saying: "It was pleasing to see so many people at the conference. We try to make it an event for debate about issues that will affect our industry - those issues could include working practices, health and safety, productivity, people and skills. But before any policy is made, or any intervention planned, we need proper understanding of where we are and what we might face. We want to work with industry to allow people and businesses the scope to fulfil their potential and the conference afforded the opportunity to hear about some of the pathways towards that goal."



Tim Watson

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# Poor boom lift maintenance costs \$230,000

Singapore's Jurong Shipyard was fined \$230,000 by the Ministry of Manpower (MOM) for failing to ensure that a boom lift was safe to use for working at height, following a fatal incident in October 2011. The company was working on a ship repair contract and had subcontracted Shipblast Marine to sandblast the vessel. Two Shipblast employees were working from the platform, when a boom section failed, dropping the men almost 30 metres to the bottom of the dry dock. They were declared dead at the scene.

During the investigation it was discovered that three months earlier, during a thorough inspection, corrosion was found on all four boom sections and around the platform support area. It was treated by blasting away the rust and painting over the affected areas. However the boom wall on one section had worn down from the original 6.00mm to just 2.86mm. The manufacturer's guidelines clearly state that a boom section with this amount of wear should be replaced. Jurong Shipyard did not refer to the manufacturer's inspection guidelines, referring instead to the American Bureau of Shipping rules for ships, and as a result had not replaced the section.

# Turkish students model cranes

Turkish tower crane distributor TeknoVinç has sponsored a model crane building competition in Istanbul, aimed at inspiring the country's next generation of engineers.

The Wood Tower Crane Competition was organised by Yıldız Technical University and featured 13 teams of students, each tasked with designing and building a scale model of a tower crane using wood, which was then judged on its uniqueness and performance with a 10kg test weight. The three winning teams won a Potain MDT tower crane model from TeknoVinç, as well as books and prize money from the university.

TeknoVinç group director Sinan Türeyen said: "We pride ourselves on helping the Turkish crane sector recruit trained personnel, which is why cooperation with universities is so important. By sharing our experiences and knowledge, we are helping support the next generation of engineers."



The students with their model cranes

# £120,000 fine after fall from platform

UK-based SPR Trailer Services has been fined £120,000, after part-time employee Douglas Skinner fell to his death from the scissor lift he was working from after it was struck by a passing truck in January 2015. Skinner was replacing signs at the company's entrance, and was only 1.5 metres above the ground, when the incident occurred. The investigation revealed that the company had failed to carry out a risk assessment for the work, failed to take basic measures to provide a safe work space, and had also failed to provide instructions or training for the work to be carried out.

HSE principal inspector Norman Macritchie said: "This was a tragic and wholly avoidable incident, caused by the failure of the company to implement and monitor safe systems of work. The company did not undertake the simple safety measure of segregating those working at height from workplace transport operations, in line with industry guidance."



The entrance to SPR Trailer Services



# A-Plant apprenticeship success

UK rental company A-Plant has been named in the Top 100 Apprenticeship Employer list for the second year running at the National Apprenticeship Awards 2017. A-Plant currently has 166 apprentices and invests more than £2 million in the programme annually.

# Fall from height costs printer £135,000

UK printing company IKO-Design has been fined £100,000 plus costs of £35,000 for an incident in which an employee died after falling through a skylight in 2014.

The man was working on a heater flue on the roof with another employee, when he fell. He died from his injuries six months later. The investigation found that the work was not appropriately planned, supervised or carried out in a safe manner.

# Who trained him then?

Spotted at a recycling centre in London, UK, a man working at height from an excavator arm. Not only is he taking a chance by balancing on the grab/clamp attachment, but also has his hand on the linkage and its potential pinch points.



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# ALLMI Elections

The UK's only trade association devoted exclusively to the lorry loader industry has concluded its biennial election process for positions on the ALLMI board and Operators' Forum executive committee.

The process saw the vast majority of directors being re-elected, including the chairman Mark Rigby who was nominated to serve a 13th consecutive annual term.

On the fleet owner side of the membership, the election resulted in four new faces joining the Operators' Forum executive committee, providing the most significant restructure since its formation in 2006. One continuation of note, however, was Steve Frazer-Brown's who remains as Forum chairman for the 13th year in a row, therefore securing his place as the fleet owner representative on the ALLMI board.

Chief executive Tom Wakefield said: "The election process is fundamental to the democratic manner in which ALLMI operates. It provides members with the opportunity to appoint those people who they feel will best represent their interests, as well as those of the wider industry, and who will oversee the efficient and successful running of the association. We would like to place on record our sincere thanks to the outgoing board and committee members, who have all worked tirelessly over the years to make valuable contributions to ALLMI's many projects and activities, thereby having a genuine and direct impact on the raising of industry standards."

## Election Results - ALLMI board

- Mark Rigby (chairman) - T H White
- Alastair Evans - Hiab
- Ben James - Avon Crane & Commercial Repairs
- Richard Short - Penny Hydraulics
- Steve Frazer-Brown (Forum rep.) - David Watson Transport

## Election Results - Operators' Forum Executive Committee

- Steve Frazer-Brown (chairman) - David Watson Transport
- Andrew Hollingsworth - Travis Perkins
- Andrew McLaughlan - Elliott Group
- Andrew Packham - Sussex Transport
- Chris Watcham - Mobile Mini
- Martin Woodbine - Saint-Gobain Building Distribution
- Paul Bishop - Axle Haulage

## New Operators' Forum Executive Committee members:



# Guidance for On-Site Hazard Assessment

Developed via the association's Technical Standards Committee (TSC), ALLMI's recent publication of 'Guidance Note 028 On-Site Hazard Assessment for Mobile Engineers' is designed to assist those involved with service, maintenance and repair.

Technical manager and chairman of the TSC, Keith Silvester said: "The guidance provides mobile engineers and their employers with points to consider regarding on-site hazard assessment. It looks at the legal requirements surrounding the issue, the value and importance of comprehensive hazard assessment, and the process which should be undertaken upon arrival to site. It also contains an On-Site Hazard Assessment Form for employers to adopt or further develop for their own use."

He continues "Whilst this Guidance Note is predominantly aimed at the manufacturer/service company side of the industry, it may also be of interest to fleet owners and site operators, especially those who regularly receive mobile engineers on their premises. We would, therefore, encourage all of these industry stakeholders to contact ALLMI for a complimentary copy."

# Lone Working guidance

ALLMI has released 'Guidance Note 027 Lone Working: Points to Consider'. Produced in conjunction with the ALLMI Technical Standards committee and ALLMI Operators' Forum executive,

this document provides guidance concerning lone working activities of lorry loader operators and mobile engineers, looking at the inherent risks involved and any safeguards or procedures that companies should be implementing. Topics covered include:

- Understanding what the law says.
- Defining and identifying lone working staff.
- Defining and controlling the risks faced by lone workers.
- Producing policy and guidance.
- Implementing, managing and maintaining policy.

For a complimentary copy of this guidance, please contact ALLMI.



ALLMI's new guidance will assist lone workers



# ALLMI Smartphone App reminder

Released in September last year, the ALLMI Smartphone App is an industry hit, with the association experiencing an increasingly impressive number of downloads. Free of charge and compatible with iOS and Android operating systems, the App contains an array of features that benefit those involved with lorry loaders, including good practice/safe use videos and documents, training provider/member directories, and a range of calculator tools designed to assist users carrying out various industry roles.

Visit the Apple and Google Play stores to download the App.

# New ALLMI website

ALLMI will be redeveloping its website in 2018. Look out for further updates and please contact the association, should you have any suggestions regarding new or improved content or features.

The current ALLMI website (right), due for redevelopment in 2018.



For details of ALLMI standards, guidance documents and training, visit: [www.allmi.com](http://www.allmi.com)

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# IPAF to consult on virtual reality and platform simulators

IPAF plans to establish the potential for powered access training and safety guidance afforded by innovative technology such as virtual reality and platform simulators. VR is now a reality and IPAF's worldwide network of approved training centres are looking for guidance on how best to incorporate it and the latest generation of simulators into training sessions. As a result, the federation will launch a major consultation with training centres to see how best the technology can complement IPAF's existing training programmes.



For many years simulators have been used as an effective means of training military and civilian pilots and for those working in high risk environments such as the oil & gas industry. As the technology has become more sophisticated, mobile and affordable, it has become a credible option for equipment operator training and evaluation.

IPAF chief executive Tim Whiteman said: "There are lots of complex and potentially dangerous situations that can be experienced in a totally safe environment in the virtual realm that would be difficult or even impossible to recreate safely in most other training environments. Our aim is to find ways in which modern technology can complement our existing eLearning and classroom based training. Who better to take advice from the more than 1,000 accredited IPAF instructors around the world?"

For more information or to input your ideas email [training@ipf.org](mailto:training@ipf.org)

## IPAF UK regional meeting of 2018

Booking is now open for IPAF's first UK regional meeting of 2018, which will be held at the Holiday Inn, Wakefield on Wednesday 21 February, beginning at 18:30. Details can be found on the IPAF website under Events.

A further three regional meetings are planned for the UK in 2018, with all venues and speakers to be confirmed: 9th May in the North West, 19th September in the South West and 28th November in the South East.

## New online spreader plate calculator

IPAF has teamed up with member firm Outriggerpads to create a new spreader plate calculator app. The calculator aims to help users choose the right mats for each job, by accounting for factors such the maximum allowable ground pressure and the machine load per outrigger or wheel.

The new calculator replaces the IPAF Ready Reckoner and aims to provide more accurate results and be more user friendly. It will be available as a web application from the IPAF website as part of its Spread the load! safety campaign.



c&a

IPAF focus

## IAPA shortlist

The shortlist for the 2018 International Awards for Powered Access have been announced.

The shortlist is as follows:

### Access Rental Company of the Year

A-Plant, UK  
Loxam, France  
Shanghai Horizon, China  
Star Platforms, UK  
United Rentals, USA

### Contribution to Safe Working at Height

Dispersion Solutions, UK - I-foot  
Galmon, Singapore - Safe working practices  
Haulotte, France - ACTIV'Lighting System  
Tutus, USA - Dropped Object Prevention System

### The Innovative Technology Prize

Controls Dynamics (CTI), USA - Piranha Lox System  
Genie, USA - Tech Sight  
Multitel Pagliero, Italy - 16m Hybrid  
Niftylift, UK - Second Generation Hybrid  
PB Liftechnik, Germany - Bi-Power Charger

### IPAF Training Centre of the Year

A-Plant, UK  
Mills Serviços e Engenharia, Brazil  
ALS Safety (Riwal), The Netherlands  
Sinoboom, China

### IPAF Training Instructor of the Year

Brian Downham, Skyjack, Canada  
Daniel de Matos Batista, Mills, Brazil  
Peter Wallace, NIS Training, UK

### Powered Access Pioneer

Dingli, China  
PartnerLift, Germany  
Shanghai Horizon Equipment & Engineering, China

### Product of the Year - Mast-Climbing Work Platforms & Hoists

Electroelsa, Italy - PM-M50  
Maber Hoist, Italy - MB A 800150-SR  
Scanclimber, Finland - Counter Balanced Extension

### Product of the Year - Self Propelled Booms & Atrium Lifts

Easy Lift, Italy - RA26HY  
Genie, USA - S-85 XC  
JLG, USA - 600S  
Niftylift, UK - HR21 4x4 (MKII)  
Platform Basket, Italy - 27.14  
Skyjack, Canada - SJ85 AJ

### Product of the Year - Scissor Lifts & Vertical Masts

Almac, Italy - Bibi 1090-BL Evo  
Hematec, Germany - Helix 1205  
PB Liftechnik, Germany - S128-19E HT

### Product of the Year - Vehicle and Trailer Mounted

Bronto Skylift, Finland - S70XR  
Palfinger Platforms, Germany - P 370 KS  
Ruthmann, Germany - T650 HF  
Socage, Italy - forste 20D

### Project of the Year

Aria Aerial Platforms - Shrimad Rajokandra statue, India  
UP Makine - Istanbul Airport, Turkey  
Mills Serviços e Engenharia - São Bento wind farm, Brazil  
Scanclimber, Finland - The Fennel skyscraper, Malaysia

The evening before the Summit and award dinner IPAF will host a networking event open to all attendees, and the day after there will be escorted site visits kindly hosted by United Rentals and BlueLine Rentals for anyone wishing to attend.

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# Revision of EN 1004 to go for comment



Following an internal ballot of its members, TC53 - the CEN technical committee for temporary works equipment including mobile towers - has confirmed that the draft of the revised EN 1004 standard should be sent out for official enquiry. The CEN members' national committees voted on whether the draft was ready. Their Yes decision was the result of the weighted majority voting in favour of taking the draft to the next stage in the standardisation process.

Each of the member states will now make the draft available to those involved and the public for comment, and then decide either to vote positively or negatively for publication of a revised EN 1004 standard. They may also submit comments which TC53 WG4, the working group tasked with the job of revising the standard, will need to consider and resolve.

In the UK, B514 the BSI national committee for temporary works equipment has directed its subcommittee, B514/24 mobile towers, to consider the draft and make a recommendation for the UK vote on the draft. As a member of that BSI committee, PASMA will put forward its views and the PASMA Technical Committee will meet shortly to discuss the draft.

## PASMA adds team members

PASMA has appointed Michelle Beetge as regional representative for South Africa. A South African national, she has almost 10 years' experience in several work at height disciplines as well as having been an assessor. Over the next six months she will be building upon the adoption of EN 1004 (SANS 51004), progressing the adoption of BS 1139-6, as well as the revised Memorandum of Understanding with the Institute for Work at Height and developing the work at height theatre at A-OSH 2018. Now in its third year, the theatre is a focal point for sharing good practice and knowledge in the region.



Michelle Beetge

PASMA has also appointed Sophia Fuentes as member services trainee. As part of her role, she will be studying towards a Digital Applications Advanced Modern Apprenticeship.



Sophia Fuentes

## Middle East training co-operation

The International Institute of Risk and Safety Management (IIRSM) and PASMA have reported a successful outcome to a joint initiative in the Middle East. In an effort to share good practices relating to safe working at height in the UAE, members of the Institute were offered free placements on 'Towers for Managers' - a course designed to ensure that work from mobile access towers is properly planned and organised and that those involved on site are competent and properly trained.

This is the first of several workshops and other safety led initiatives designed to exchange information, knowledge and skills following the signing of a Memorandum of Understanding with the Institute in 2017. IIRSM is also supporting PASMA's upcoming Middle East Conference.



## PASMA conference in Abu Dhabi

PASMA is to host its second conference in the Middle East dedicated entirely to the mobile access tower market. It will take place on Wednesday, March 14th at the Marriott Hotel Al Forsan, Abu Dhabi, and is set to be a landmark event in the development of tower safety and good practice across the region.

The event - open to PASMA members and non members alike - will address a wide variety of topics. Delegates will hear from recognised experts with unrivalled knowledge and expertise, get clarity on the latest standards and guidance, and gain insights into the opportunities and challenges facing the industry. Aimed at access equipment suppliers, companies who work at height, health and safety professionals, government departments and legislators, key topics will include:

- The value of getting it right
- Standardisation - does it support or suppress innovation?
- Changing attitudes for the better

The chairman of the PASMA Middle East Safety at Height Advisory Panel, Mike Palmer said: "This exciting event will help shape the future of the work at height industry in general, and the mobile access tower industry in particular. It is a must-attend conference for anyone involved, either directly or indirectly, in working at height and height safety, especially those companies and individuals wanting to expand their activities and keep people safe at the same time."

The conference is preceded by a special award ceremony and networking dinner on the night of Tuesday, March 13th.



Delegates on the Towers for Managers course



For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: [www.pasma.co.uk](http://www.pasma.co.uk)



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# Tadano ATF 220G-5

**This model is the Euro 4 version of the Tadano ATF 220G-5 in factory colours. It is in 1:50 scale made by WSI Models and comes with a very good instruction manual.**

**The overall standard of the detailing is excellent. The chassis is highly detailed, and the tyres have Michelin branding moulded into the sidewalls. All axles have independent steering which is notched, and there is nice sprung suspension on each axle.**

The carrier cab looks great, and the engine area behind is detailed with mesh grilles and walkway surfaces. Black replica rubber skirts sit above each group of wheels, and at the rear of the machine there is a storage box containing loose timbers.

The outriggers have pads which can be offset for transport, while large metal spreader plates with useable lifting points are also included with the model.

The crane/superstructure cab is also highly detailed, and underneath the superstructure frame the slew ring is realistically modelled. Two sets of handrails are supplied, one for transport mode and the other for operating mode. Three ladders on the carrier deck can be rotated and lowered when the crane is in service.

The counterweight consists of separate parts and each has well formed lifting points. The method of attaching the counterweight is excellent. Two hydraulic cylinder rods can be screwed down and then the superstructure rotated to engage the counterweight on the carrier deck. It can then be lifted by turning the rod screws in the opposite direction, imitating the counterweight installation cylinders on the real crane.

The main boom lift cylinder is a very nice metal part with hydraulics detailing and a locking screw to secure the rod extension. The boom

sections are realistically thin, in terms of wall thicknesses, giving a very good profile and it is possible to lock each section at either 46, 92 or 100 percent extension, which is an excellent feature.

A key is used to operate the main winch and it has a spring action to disengage the positive brake. Two metal hooks are supplied, and they are of excellent quality with metal sheaves. The metal lattice swingaway extension has a stiff hydraulic cylinder to provide offset capability.

Overall this is a very nicely engineered crane model, with a very good standard of detailing. It costs €275 from the Tadano Fan Shop.

To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)



*At work*

Cranes Etc Model Rating	
Packaging (max 10)	9
Detail (max 30)	25
Features (max 20)	18
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	84%



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*Loading the ballast*



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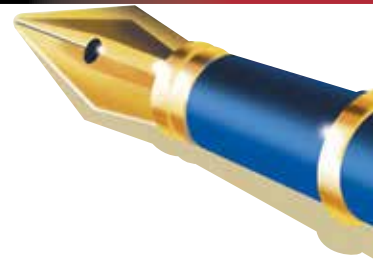
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# Readers Letters

C&A

letters



**Hi Mark,**

I just wanted to say how interesting I found your editorial in the latest edition of Cranes and Access.

I have often thought of the mental and physical damage that the crazy world of access has on it's people. I know it's not just the access industry that is affected. We all need to be aware of our own actions and how we impact on each other.

All the Best

**Ian James**

Bronto Skylift

**Dear Mr Editor,**

Good work

I have decided to break a long tradition of having never ever written to a publication, after having read the latest copy of Cranes & Access. The magazine gets better and better, but that is not what prompted me to take some time out to write this. I have noted the hire rates guide before, but to be honest have just looked it over and checked out some key rates and put it down. This year I was surprised when dropping on at customers site office while checking a job I found the site manager reading the mag and what was he looking over? Yes you guessed it the rate guide!! I instantly wished I had looked at it more closely how did our rates compare?

Thankfully the rates he gets from us fell nicely in the range and given the service we offer would have been easily explained and justified. You can imagine as soon as I got back I fished the magazine out of the bin - no just joking it was in the canteen - and gave a proper look over digesting it more fully.. and realised how much effort has gone into it.. while it might not be perfect for some more specialist kit it was not bad at all and if had extra copies I would be happy to send them to our customers. It is a handy thing to have on the desk.

That's all I want to say .. although if you are up for sending me a few extra copies I will make sure that they go to a good home - but I don't want to pay of course - old habits die hard!

Keep up the good work

On second thoughts don't print my name - almost forgot that my customers might read it...have probably said too much already! Oh well have already broken one rule.

**Dear Sir**

Interesting comment this month, this health issue is certainly being talked about these days, it seems to be the flavour of the moment. It is not a subject that I would expect to find in a crane mag, and my first reaction Oh Oh here we go again another do-gooder spouting politically correct BS. But actually you make some sound points and when you see what happened to poor David (Jacobi - page 70 of Jan issue) it does make you sit up and think by the grace of God go I, but also to worry about those on the payroll. We have to be realistic even those who have had a scare slip back into bad habits once they are back at work. Its hard not to the whole way job sites and the work is set up makes it all too easy to do everything you shouldn't. I don't really agree that this then crosses over into the problems of recruiting young people and women into the business. The younger ones we do have some of the worst habits! But there is something to the industry not being sexy and programmes like the Crane Gang which has just been replayed don't help.

You have set me thinking – Well Done!

**Geoff Lindsay**

*Contractors are certainly taking the subject of physical and mental health a good deal more seriously, and unlike some companies and safety issues it appears to be more than just lip service. As a result we are looking to devote space to the subject, starting with a short piece on diabetes on page 51. Hopefully this will become a regular column that helps stimulate awareness to the Health part of Health & Safety.*

*Ed*

**Benny Sarens 1952 - 2017**

**Benny Sarens, technical director of the Belgian crane and heavy lift company that bears his name, died at the end of December, he was just 65.**

Sarens began working for the family company in 1972 and was responsible for driving forward many of the company's technical and engineering innovations. His association with the company's first in-house mega crane the SC120 was such that the crane was nicknamed Big Benny in his honour.

His roles have included a range of technically challenging jobs, including director of load-outs and special operations. He worked on projects all over the world.

He leaves behind his wife and six children, three of whom work in the company - Carl, Steven and Mathias. In spite of his relatively young age he also had 18 grandchildren. The crane industry has missed one of its most enthusiastic and imaginative technical people.



**Mick Donovan 1953 -2018**

**We have received the sad news that Mick Donovan group crane manager at Bowmer & Kirkland passed away last month.**

He spent almost 26 years with Bowmer & Kirkland, having joined the company in 1992 from Wimpole Hire - part of Willmott Dixon where he was managing director. He had worked his way up from the bottom at Wimpole, having started with the company as a 16 year old in 1970. He spent his entire working life working with construction equipment and cranes.

He was widely respected and well-known within the industry, his premature departure is a great loss to the industry, his friends and colleagues.



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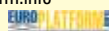
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**Fuwa QUY150 150t**, Year 2008, 63m boom, 31m fly Jib, runner jib

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### Vehicle Mounted

Make	Working Height	Year
Bronto S46XDT	46m	2005
Bronto S52XDT	52m	2006-2008
12.5m Vans 3.5t Cat	12.5m	2012-2013
15m Vans 5.2t Cat	15m	2010
16m Trucks 3.5t Cat	16m	2003-2013
17m Trucks 3.5t Cat	17m	2007-2009
22m Trucks 7.5t Cat	22m	2006-2010
29m Trucks 7.5t Cat	29m	2008

### Low Level

Skyjack SJ12	5.6m	2012
Skyjack SJ16	6.7m	2012
Snorkel TM12	5.8m	2012
Power Tower Nano	4.5m	2017
Power Tower	5.1m	2017

### Self Propelled Booms

Make	Working Height	Year
Haulotte H21TX	21m	2006
Haulotte H23TPX	23m	2006
Haulotte H25TPX	25m	2006-2008
Nifty HR12NDE	12.2m	2007
Nifty HR12NDE	12.2m	2010
Nifty HR12NDE	12.2m	2012
Nifty HR15NDE	15.6m	2007
Nifty HR15NDE	15.6m	2012
Nifty HR21D 4x4	21.2m	2007
Haulotte Star 10	10m	2012

### Trailer Mounted & Narrow Access

Nifty 90ME	9.5m	2013
Nifty 120TPET	12.2m	2015
Denka DL22N	22m	2005
Palazzani 20/22	20-22m	1996

### Scissor Lifts

Make	Working Height	Year
Skyjack SJ3219	7.8m	2009
Skyjack SJ3219	7.8m	2010
Skyjack SJ3219	7.8m	2011
Skyjack SJ3226	9.9m	2009
Skyjack SJ3226	9.9m	2010
Skyjack SJ3226	9.9m	2011
Skyjack SJ4632	11.8m	2010
Skyjack SJ4632	11.8m	2012
Skyjack SJ8831	11.4m	2006
Skyjack SJ8831	11.4m	2007
Skyjack SJ9250	17.3m	2008
Haulotte Op 8	7.8m	2006
Haulotte C14	13.8m	2017
Genie GS1932	7.6m	2017
Genie GS2632	9.8m	2017

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**MANITOU - 150AETJC**  
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€16,900



**HAULOTTE - HAI2PX**  
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Diesel, 4x4 Drive,  
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**ATN - ZEBRA 12**  
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**OMME - 2200RBD**  
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30m Boom  
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€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  
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€850,000



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V23709 - **JLG 1930ES** - 2004  
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€ 3.500



V23865 - **Haulotte Optimum 8** - 2007  
Electric - 7,76 Mtr. - 446 Hrs  
€ 3.950



V23822 - **Haulotte Compact 8** - 2007  
Electric - 8,2 Mtr. - 553 Hrs  
€ 3.750



V24141 - **Genie GS2646** - 2006  
Electric - 9,92 Mtr. - 622 Hrs  
€ 5.250



V22631 - **JLG M4069LE** - 2001  
Bi-Energy - 14,19 Mtr. - 561 Hrs  
€ 7.950



V23798 - **Genie Z30-20N** - 2000  
Electric - 11,14 Mtr. - 1457 Hrs  
€ 8.950



V24169 - **Haulotte HA12IP** - 2004  
Electric - 12 Mtr. - 2086 Hrs  
€ 11.500



V24428 - **Genie Z40-23NRJ** - 2016  
Electric - 14,32 Mtr. - 54 Hrs  
€ 34.500



V24172 - **Haulotte HA15I** - 2004  
Electric - 15 Mtr. - 2029 Hrs  
€ 10.950



V22309 - **Niftylift HR15NDE** - 2008  
Bi-Energy - 15,6 Mtr. - / Hrs  
€ 15.950



V21124 - **Haulotte HA16PXNT** - 2007  
Diesel 4x4 - 16 Mtr. - 4260 Hrs  
€ 15.950



V22862 - **JLG 800AJ** - 2005  
Diesel 4x4 - 26,38 Mtr. - 5414 Hrs  
€ 28.950



V22560 - **Haulotte HA32PX** - 2005  
Diesel 4x4 - 32 Mtr. - 7013 Hrs  
€ 39.500



V23817 - **Genie Z135-70RT** - 2007  
Diesel 4x4 - 43,15 Mtr. - 5857 Hrs  
€ 69.500



V22983 - **JLG 150HAX** - 1996  
Diesel 4x4 - 47,5 Mtr. - 7514 Hrs  
€ 45.000



V22798 - **JLG 260MRT** - 2007  
Diesel 4x4 - 9,92 Mtr. - 1642 Hrs  
€ 7.950



V24600 - **Genie GS3268RT** - 2007  
Diesel 4x4 - 11,75 Mtr. - 2825 Hrs  
€ 10.950



V21110 - **Haulotte H12SX** - 2007  
Diesel 4x4 - 12 Mtr. - 2467 Hrs  
€ 10.950



V24105 - **Haulotte H15SXL** - 2007  
Diesel 4x4 - 15 Mtr. - / Hrs  
€ 11.950



V24106 - **Haulotte H18SX** - 2007  
Diesel 4x4 - 18 Mtr. - 2136 Hrs  
€ 15.500



V18028 - **Haulotte H16TPX** - 2006  
Diesel 4x4 - 15,44 Mtr. - 2876 Hrs  
€ 9.950



V22975 - **JLG 460SJ** - 2007  
Diesel 4x4 - 16,02 Mtr. - 2797 Hrs  
€ 15.950



V21818 - **Haulotte H21TX** - 2007  
Diesel 4x4 - 20,8 Mtr. - 2037 Hrs  
€ 14.950



V21134 - **Haulotte H23TPX** - 2007  
Diesel 4x4 - 22,6 Mtr. - 4545 Hrs  
€ 15.950



V19809 - **JLG 1350SJP** - 2008  
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Genie GS-2646

€4850



2005

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8 UNITS AVAILABLE



Genie GS-3246

€7900



2007

11.50 METRE

2000 HOURS

4 UNITS AVAILABLE



Skyjack SJ-6832 RT

€11500



2007

12.50 METRE

1500 HOURS

20+ UNITS AVAILABLE



Skyjack SJ-7135 RT

€8950



2007

17.07 METRE

2000 HOURS

12 UNITS AVAILABLE



Skyjack SJ-9250 RT

€15950



2007

15.90 METRE

3000 HOURS

15+ UNITS AVAILABLE



Genie Z-45/25 JRT

€22500



2005

12.52 METRE

650 HOURS

6 UNITS AVAILABLE



Genie Z-34/22N

€11500



2006

20.22 METRE

3000 HOURS

6 UNITS AVAILABLE



Genie Z-60/34 JRT

€26950



2014

14.00 METRE

400 HOURS

6 UNITS AVAILABLE



Hinowa 14.70 III S

€25950



2005

13.4 METRE

2 UNITS AVAILABLE



Upright AB 38

€11950



2008

21.97 METRE

3500 HOURS

5 UNITS AVAILABLE



JLG 660 SJ

€33000



2008

28.00 METRE

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6 UNITS AVAILABLE



JLG 860 SJ

€49000



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