

# cranes & access

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March 2018 Vol.20 issue 2

**Mastclimbers**  
**Crawler**  
**cranes**

**Vertikal**  
**Days preview**

....3,000 Skyjacks for Boels....Crane prices set to rise....New Nifty HR12L....

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## On the cover:

A 250 tonne Link Belt TCC-2500 telescopic crawler crane from Dawes Crane helping to erect 80 metre wind turbines and rotors at the 149MW Rocksprings Wind Farm in Texas, USA.



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For many years now the mastclimber market in Europe has been steady. However there appears to have been a recent surge in activity which may indicate changes are afoot. We look at these changes and revisit UK based mastclimber company Adastra Access and talk to managing director Steven McCaw.

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Demand for the lattice boomed crawler crane is probably as strong now as it has been for the past 10 years. We review the market and the new models as well as interviewing Mark Evans of Kobelco Cranes Europe who is enjoying significant success with the product.

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A round-up the major new products that will be on show at next month's Intermat show in Paris.

## Vertikal Days preview 41

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# cranes & access

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## Is it time to go metric?

Just because we have always done something a certain way - does that mean it is the right or the best way? If there is an alternative is it better to change to that, or continue to use different systems alongside each other?

The UK government has long tried to scrap imperial measurements. In 1863 the House of Commons voted to mandate the metric system throughout the Empire, and in 1897 a parliamentary committee recommended compulsory metrication within two years. In 1965 the Confederation of British Industry threw its weight behind the cause and in 1969 the government set up the UK Metrication Board.

Yet we still have pints of beer and road signs in miles. Industry now uses metres and millimetres for length but all too often people use a mish-mash of both asking for a two metre length of 'four by two' (inches)!

The United States went through a similar experience, starting with Thomas Jefferson's plans to adopt the metric system in 1793. Congress passed the Metric Conversion Act in 1975, but over rapid adoption created strong resistance and the Reagan government abandoned it in 1982 leaving the United States as the only major non-metric economy - although US industry and science are gradually converting.

Self-propelled booms and scissor lifts originated in North America in the early 1970s with most manufacturers adopting a nomenclature system based on platform height in feet. With American manufacturers dominating the global aerial lift industry the US nomenclature became the norm around the world, with most people in the global rental industry knowing exactly what a 45ft articulated boom, 60ft telescopic, or 19ft scissor lift is, and many of them using this foreign designation, this in spite of the fact that even in the UK people now understand metres far better than feet.

In contrast truck mounted, trailer and spider lifts, as well as mast booms are referred to by their working height in metres, probably because they are largely made by Europeans? The same applies to All Terrain cranes which are known by their maximum capacity in metric tonnes both here and in the USA.

Europe now has several large manufacturers including Niftylift, Manitou and Haulotte which have adopted metric-based nomenclature systems. Niftylift's HR15 for example has a working height of 15 metres, however all three switch nomenclature systems for North America, with the HR15 becoming the SP45. New entrant JCB interestingly decided to use the original American system for its model numbers.

Thankfully when it comes to capacities and dimensions, even when talking working height, we Europeans all use metres, millimetres, kilogrammes and tonnes etc.... So why do we keep referring to booms and scissors in feet?

Surely it is time for us to standardise on the metric system?

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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# 3,000 Skyjacks for Boels

Dutch international rental company Boels Rental has ordered 3,000 Skyjack scissor lifts equipped with Skyjack's new Elevate telematics solution.

The order includes DC slab scissors between 19 and 40ft and RT scissors to 50ft. The Elevate telematics will allow Boels to monitor and manage the machines remotely, spot service requirements in advance, provide remote troubleshooting, battery pack management, and verification of the machine's location. The order follows Boels' recent purchase of 740 JLG platforms equipped with the manufacturer's ClearSky telematics system.



Niftylift's new HR12L

## New Niftylift HR12L

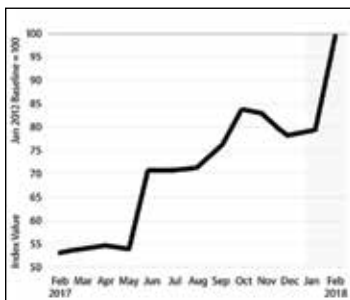
Niftylift has launched a new, lighter weight battery powered version of its popular 33ft HR12 articulated boom lift - the HR12L.

The new machine is available with either a Lithium ion battery pack, or more traditional AGM maintenance free batteries. The machine features new covers, controls and Tough-Cage platform, an overall width of 1.79 metres and an overall weight of 2,500 to 2,540kg - depending on battery choice - allowing it to be transported on a two axle equipment trailer. The lead customer was Hoogwerk, a new venture in the Netherlands and Advanced Access Platforms in the UK.

## Crane prices to rise

Donald Trump's threat to impose 25 percent import tariffs on steel, and 10 percent on aluminium, has helped push steel prices to levels not seen for many years. Equipment manufacturers with high steel content products, such as cranes, telehandlers and large aerial lifts, are struggling to absorb the higher prices and are drawing up plans to pass on the increases to customers.

Terex Cranes was the first to publicly state its plans, in the form of a steel surcharge which is transparent and separate from the base cost of the crane. Chief executive John Garrison sent a letter to customers earlier this month outlining this plan. This was followed by a letter from Steve Filipov confirming that a 3.5 percent steel surcharge will be immediately applied to US built Terex cranes, while prices for Demag cranes built in Germany will increase between two and seven percent due to the higher steel and component prices. The increases will not apply to firm orders already placed and in its backlog.



Steel plate price index Feb 2017-Feb 2018

## Klubb acquires CPL

French vehicle mounted lift manufacturer Klubb has acquired CPL (Cumberland Platforms Ltd), its UK dealer for van mounted platforms since 2016.

CPL owners Paul and Michela Murphy retain a minority stake in the business and will continue to manage the company while serving as directors. CPL also builds special custom designed platforms and distributes spider and truck mounted lifts from Palfinger Platforms Italy. Klubb claims to have produced 1,200 platforms in 2017 and is forecasting 1,400 units for this year.



The CPL workshops



(L-R) Michela and Paul Murphy with Julien Bourrellis

## New 300t Grove

Grove is to launch a new version of its six axle 300 tonne GMK6300L, the GMK6300L-1. Improvements include two new Mercedes Euromot 4/EPA Tier 4 final diesels with improved fuel economy and redesigned structural elements which are said to provide an average capacity improvement of seven percent.

The capacity gains rise to 16 percent for boom lengths of between 70 and 80 metres, with 14 tonnes available on full boom at up to 28 metres radius. Maximum tip height is 120 metres with boom fully extended and 37 metre extension fitted. Steering and suspension systems remain unchanged. The counterweight slabs and auxiliary hoist are interchangeable with the GMK5180-1, GMK5200-1, GMK5250L and GMK6300L.

Capacities are up to 16 percent higher.



The new 300 tonne Grove GMK 6300L-1.

## Icahn sells before Manitowoc share drop

Investor Carl Icahn caused a good deal of public comment when he was found to have sold \$31.3 million of Manitowoc shares shortly before Donald Trump announced plans to impose a 25 percent tariff on imported steel, causing equipment company shares such as Manitowoc to plummet.

Icahn, a special advisor to Trump and a keen supporter, is reported to have sold at between \$32 and \$34 a share. After the announcement the shares slumped to \$26 but have recovered to just over \$28 as C&A went to press. Icahn was instrumental in the break-up of Manitowoc when he acquired a 7.7 percent stake in the company at the end of 2014.

# JCB lithium option

JCB has introduced a lithium ion battery option for five of its slab electric scissor lifts - the 15ft S1530E, 19ft S1930E, 20ft S2032E, and 26ft S2646E and the S2646E.

JCB claims 40 percent longer run times with the lithium batteries, which are virtually maintenance free and offer 2,000 recharge cycles. The lithium battery pack includes a JCB Battery Management System (BMS) that allows customers to monitor and adjust the load on each cell to ensure they perform at the optimum level. A Smartphone app with wireless connectivity also allows real-time battery condition checks. The option came about as a result of a request from Dutch rental company start up Hoogwerkt, which has ordered 420 units for its new 'green' rental business. The first units have been delivered, with the remainder shipping at a rate of around 25 a month.

JCB Access managing director Jonathan Garnham - who has taken over from Richard Butler said: "We are delighted to be offering innovative new solutions to the industry so early into JCB's entry into the sector."



The 20ft JCB S2032E with lithium ion batteries

# All lithium rental company

Two Dutch businessmen, Arnold Grootveld and Jan Vriesinga, have set up a new rental company in the Netherlands - Hoogwerkt - with the support of ABN Amro Lease. The new company will offer a range of booms, scissor lifts, trailer lifts and spider lifts all with lithium ion battery packs and an overall weight that allows them to be towed on a two axle equipment trailer.



Hoogwerkt machines

The first units include the new 33ft Nifty HR12L articulated boom, JCB scissor lifts, Hinowa lithium spider lifts and Niftylift trailer lifts. The company says that it will offer low prices and rental by the hour, with customers picking up and returning the machines from a projected 80 locations. It also claims to have placed initial orders for 800 new lifts. Grootveld and Vriesinga have 15 years' experience in the finance and leasing industry.



# New Manitou articulated booms

Manitou is set to launch updated versions of its popular 46ft 160 ATJ and 52ft 180 ATJ Rough Terrain articulated boom lifts.

The new 'mark three' models have smaller StageV diesels, coupled to the company's load sensing hydraulic system and lighter lift mechanisms, rather than sharing the heavy structures from the high capacity Plus/+ models. Other changes include a new platform, additional lifting lugs and tie downs and a simpler standard specification. The ANSI version of the new booms was unveiled at the recent Rental show in New Orleans in the form of the ATJ46.

(See page 49)



# IPAF **c&a** news Summit and IAPA Awards

Dan Kaplan accepts his Lifetime Achievement Award



The IPAF Summit was held in Miami, Florida this year, and was followed by the annual IAPA Awards dinner. Dan Kaplan - a past president of Hertz Rental and long time rental industry consultant - received the Lifetime Achievement Award. Other awards included:

**Access Rental Company of the Year:** United Rentals, USA

**Contribution to Safe Working at Height:** Haulotte, France - for its ACTIV Lighting System

**The IAPA Innovative Technology Prize:** Controls Dynamics (CTI), USA for its Piranha Lox System

**IPAF Training Centre of the Year:** A-Plant, UK

**IPAF Training Instructor of the Year:** Peter Wallace of NIS Training, UK

**Powered Access Pioneer:** Shanghai Horizon Equipment & Engineering, China

**Product of the Year - Mast Climbing Work Platforms & Hoists:** Scanclimber, Finland/Poland for its Counter Balanced Extension

**Product of the Year - Self Propelled Booms & Atrium Lifts:** Niftylift, UK for the HR21 4x4 (MKII) boom lift

**Product of the Year - Scissor Lifts & Vertical Masts:** Hematec Arbeitsbühnen, Germany for the Helix 1205 mast boom

**Product of the Year - Vehicle and Trailer Mounted:** Ruthmann, Germany for the T650 HF truck mounted lift

**Project of the Year:** UP Makine for the Istanbul Airport project, Turkey

Next year's Summit will be held on March 6th in Dubai.

# Mammoet hits record height

Mammoet has set a record lift height for its PTC 200 DS heavy lift crane of 217 metres.

The record lift was made at Lotte Chemical's Mono-Ethylene Glycol project in Louisiana, USA, where the crane had a series of loads to handle ranging from 30 tonnes to a 1,450 tonne wash tower. The PTC 200 DS lifted the wash tower to a hook height of 100 metres as part of the tilt up process. It was then rigged with an additional 67 metres of boom/jib, bringing the total lift height to 217 metres. The additional height allowed the crane to carry out all of the remaining lifts from the one location, including modules located outside of the original lifting radius.



Mammoet executing the wash tower lift



The PTC 200 DS at record height

# 750 tonner for Ireland

Irish rental company East Cork Crane Hire has taken delivery of a 750 tonne Liebherr LTM 1750-9.1 All Terrain crane.



East Cork's Liebherr LTM 1750-9.1

The nine axle LTM 1750-9.1 is rated at three metres and features a 52 metre main boom topped by up to 91 metres of lattice jib. Established in 1987, family run East Cork Crane Hire was founded by Tom and Catherine Kelleher and is now run by Aidan Kelleher. The company has a crane fleet ranging from a 13 tonne Kato City type crane to a 1,200 tonne Liebherr All Terrain crane.

# Multitel hybrid in production

Italian truck mount and spider lift manufacturer Multitel Pagliero has begun production of a new 16 metre Multitel 160 Hybrid truck mounted platform. The new aerial lift - mounted on a 3.5 tonne Iveco Daily chassis - provides 10 metres of outreach and a maximum platform capacity of 200kg.

The lift will normally be operated from the battery powered electric motor driven hydraulic pump but can also be operated by the vehicle's Power Take Off hydraulic pump.

As the vehicle moves from one job site to another, or is operating from the PTO, the batteries are recharged by an extra alternator - while the main alternator charges the vehicle battery as normal. The company says the battery pack can be charged from empty to full in less than four hours. Multitel says it plans to add more models to its Eco Hybrid range soon.



Multitel 160 Hybrid

# New UK rental company

A new truck mounted platform rental company has opened in the UK, Mobile Platform Hire UK. Established by managing director Adam Tucker, the company is based in St Albans, Hertfordshire and has a fleet of five machines from Palfinger, Ascendant and Bronto Skylift topped by a 46 metre Bronto XDT which offers up to 24.5 metres of outreach and 600kg platform capacity.

The company is already looking for larger premises in Milton Keynes, an area where Tucker sees most potential for the business.



Mobile Platform Hire UK's 46m Bronto

# Euro 6 Versalift pick-up



Versalift UK has launched a Euro 6 version of its 13.3 metre LAT135-H pick-up mounted platform, complete with LV insulation.

The new Euro 6 Versalift LAT135-H

Mounted on a Toyota Hilux chassis, the LAT135-H E6 has a working height of 13.3 metres, an outreach of 6.1 metres and 230kg platform capacity. The new model also features a stronger, lighter boom structure manufactured from high strength steel, a re-engineered pedestal and double A-frame outriggers. It also qualifies for National Small Series Approval allowing it to be self-certified by the manufacturer.

# First 300 tonne Kobelco delivered

Kobelco has handed over the first two export units of its new 300/350 tonne CKS3000 lattice boom crawler crane to Indonesian contractor Guna Teguh Abadi (GTA) Construction.

Announced at the end of last year, the first CKS3000 is due to start work in Indonesia in April. The crane has a maximum capacity of 300 tonnes in standard format, and 350 tonnes in SHL specification. The CKS3000 is the standard model for the rest of the world with the CKE3000G primarily aimed at the European market and the CK3300G-2 for North America.



Shinsuke Izumi of Kobelco (L) and Kaoru Hirota of GTA at the hand over

# 25m Cela Spyder goes electric

Italian truck and spider lift manufacturer Cela has launched an electric version of its 25 metre DT25 Spyder articulated boom tracked spider lift.

The lift mechanism and working envelope is identical to the original diesel version, with an outreach of 12 metres, an up and over height of 14 metres and a platform capacity of 230kg. The company says that a fully charged battery pack is sufficient for an average full days work and can also be charged during operation when the machine is working close to an AC outlet.



The Cela DT25 Spyder





(L-R) Jan Sarens of Sarens, Thomas Schramm of Demag, Marc Sarens and Ludo Sarens of Sarens and Steve Filipov of Demag/Terex

## 44 Demags for Sarens

Belgian crane and heavy lifting specialist Sarens has ordered 44 Demag All Terrain cranes including six 55 tonne AC 55-3s, seven 60 tonne AC 60-3s, 12, 100 tonne AC 100-4Ls, 10, 130 tonne AC 130-5s, two 160 tonne AC 160-5s and seven 220 tonne AC 220-5s. The cranes will be delivered throughout the year with the final deliveries taking place next year.

## AA/High Access acquires Outreach Access

UK truck mounted rental company AA Access - now part of the High Access Maintenance group - has acquired Scotland's Outreach Access to expand its operations north of the border.

Outreach Access - a division of Palfinger dealer and offshore equipment specialist Outreach - offers a range of truck and van mounted aerial lifts from its main location in Falkirk, with a branch in Birtley, north east England. The deal significantly bolsters the AA fleet, as well as adding 13 new employees including an operations manager, sales manager and in-house service engineer.



A truck mounted lift from the Outreach Access fleet

## Elebia launches NEO hook

Spanish lifting gear company Elebia has launched a 20 tonne capacity NEO automatic hook designed for lifting bell furnaces and suited to environments with extreme temperatures. It can also be used for lifting and manoeuvring loads that have an oversized lifting point - up to 100mm diameter.

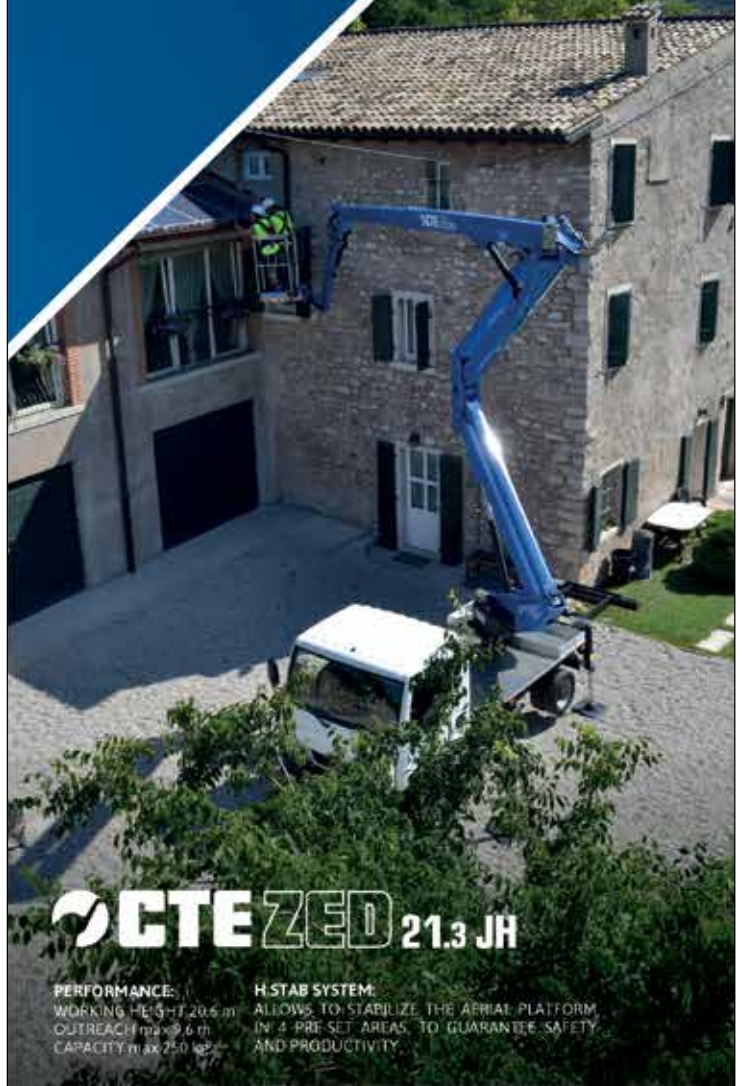
A colour coded LED status indicator displays green when the hook is open, blue when closed and red when in between. It will only lift the load once the closure mechanism is locked, and the LED status indicator is blue. The optional eMax remote control includes a full colour LCD screen and offers the user a variety of information, including weight, hook status and overload or unbalanced alarms.



Elebia NEO hook



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# Manitou opens test centre

Manitou has opened a new €1.5 million Research & Development test centre at its headquarters Ancenis, western France.

The facility will be used to stress and test prototypes of new models, subjecting them to a series of test cycles to analyse the resistance of the major parts and other components and measure long-term endurance and durability. Work began on the new facility - which includes a driving circuit and an RT 2012 certified building - in May last year and will be home to 16 employees.



Manitou's new R&D test centre

# Advanced low emission depot

UK rental company Advanced Access Platforms has opened a new low emission depot opposite the O2 Arena/Millennium Dome in central London.

The new fleet is aimed at exceeding London's environmental initiatives such as the Low Emission Zone (LEZ) and Ultra-Low Emission Zone (ULEZ). It includes the new 33ft Niftylift HR12L low weight battery electric boom lift, with maintenance free AGM batteries, along with Nifty HR17, HR21 and HR28 Hybrid booms, Skyjack battery electric scissor lifts, and Euro 5 compliant boom lifts and Hinowa lithium ion spider lifts.



Advanced Access Low emission depot

# Ahern companies to distribute Bluelift

Ruthmann Italia has appointed two Ahern group companies to distribute its Bluelift spider lift range. Ahern Australia will sell Bluelift in Australia on an exclusive basis, while also providing parts sales and service across the country from its locations in Sydney, Melbourne, Perth and Brisbane and existing network of field service engineers all of whom have already been factory trained. The Ruthmann range of truck mounted lifts are already handled by local manufacturer Nifty-Lift.

Managing director Glenn Martin said: "There is strong demand for tracked spider lifts in this market, and they are complementary to the Snorkel and Xtreme product lines that we already offer."

The move follows the appointment last month of sister company Snorkel UK to distribute Bluelift spider lifts in the UK and Ireland.



A Bluelift spider lift



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# Ruthmann launches secondary guarding

Ruthmann has developed a secondary guarding system for its truck mounted lifts that uses a pressure sensitive rubber bar in front of the control panel. When depressed it stops all movement of the platform allowing the operator to only retrace previous movements.

If the bar remains pressed an alarm sounds to alert others that the operator might be trapped. A similar system has been developed for the Bluelift spider lifts. The system is optional on all Ruthmann T, TB and TBR series lifts and can be retrofitted to older units.



The system uses a pressure sensitive rubber bar in front of the control panel

# New products at the ARA

This year's Rental Show in New Orleans featured several new products. (Full report see page 49).

**Skyjack** unveiled a new North American style 2.5 tonne/six metre SJ519 TH compact telehandler which can take 2,000kg to its full 5.9 metre lift height and boasts a full size operator's cab.



The Skyjack SJ519 TH

**Snorkel** launched its entry into the telehandler market with the 2.6 tonne/six metre SR5719 - a Faresin-built machine, part of a deal in which Snorkel will sell and support Faresin products to the construction and rental market under the Snorkel brand. The agreement is worldwide, but will initially be limited to North America.



The Faresin-built Snorkel SR5719

**MEC** has launched two new models, a new compact 19ft slab scissor lift - the Micro 19 - with direct electric drive, active pothole protection and roll-out deck extension, 226kg platform capacity, an overall length of 1.5 metres and an overall weight of 1,220kg.

The second new model is a 45ft articulated boom lift - the 45-AJ - with 7.6 metres of outreach at an up & over height of 7.5 metres. The one metre deep by 1.8 metre wide platform has a 227kg capacity. 360 degree continuous slew is standard.



MEC Micro 19



The new MEC 45-AJ

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The rental division of Brazilian company **Mills** has reported full year revenues down 15 percent to R181.3 million (\$55.6 million) with an operating loss before depreciation of R3.5 million (\$1.1 million) compared to a loss last year of R11.6 million (\$3.6 million). Rental revenues declined 13.6 percent to R150.6 million (\$46.2 million) and used equipment sales 22 percent to R20.4 million (\$6.3 million). Following the publication of the results CFO Gustavo Zeno resigned.



US sales and rental company **H&E Equipment Services** has reported full year revenues 5.3 percent higher at \$1.03 billion, with improvements in both new and used equipment sales, rental and services. Pre-tax profits were only marginally higher though at \$59.3 million due mostly to fees for early termination of long-term debt and merger break-up costs.



**Ashtead**, owner of Sunbelt Rentals in the USA and A-Plant in the UK, has announced its nine month revenues up 20 percent at £2.81 billion, of which around 15 percent came from organic growth and five percent due to acquisitions. Pre-tax profits for the period were 18 percent higher at £687.4 million. In the fourth quarter revenues increased 22 percent to £916.1 million with pre-tax profits rising 24 percent to £194.3 million.



French telehandler and aerial lift manufacturer **Manitou** has reported pre-tax profits for 2017 of €87.48 million - up 36 percent - on revenues (reported last month) 19 percent higher at €1.59 billion.



**Sunbelt** had revenues of \$3.1 billion, 18 percent up on last year, while operating profits increased almost 20 percent to just over one billion dollars. In Canada, the fledgling business almost tripled its revenues to c\$161,000, thanks to acquisitions, while operating profits more than quadrupled to more than c\$33 million.



**Skyjack** - Linamar Industrial Division - reported full year revenues of c\$1.12 billion up 29 percent on 2016. The result was due to strong market share gains and volumes for boom lifts in North America, Europe and Asia, plus increased volumes for telehandlers in North America and higher scissor lift sales in both North America and Europe. The gains were partially offset by unfavourable changes in exchange rates. Operating profits for the year increased by a more modest 12 percent to c\$162.4 million.



In the UK, **A-Plant** revenues were 17 percent higher at £354 million, with operating profits up 12.5 percent to £56.8 million. Group capital expenditure was £859 million with a full year projection of £1.26 billion.



Telehandler manufacturer **Wacker Neuson** has published full year revenues 13 percent higher at €1.53 billion, thanks to strong growth in both Europe - where sales increased 11 percent to €1.13 billion - and the Americas where revenues climbed 23 percent to €357.5 million. Sales in Asia Pacific declined five percent to €46.6 million. Compact Equipment revenues, which include the telescopic handler product line, were 15 percent higher at €817.6 million. Pre-tax profits jumped 54 percent in the year to €125.4 million.



**Loxam** has reported full year revenues for 2017 of €1.37 billion - 47.6 percent up on 2016 - much of it due to acquisitions including Lavendon and Hune. Like for like growth was still respectable at 8.5 percent. Revenues in France were €835.4 million, 14 percent up on the year, boosted by the addition of Lavendon France. Overseas revenues almost tripled to €532.3 million. Pre-tax profits for the year more than doubled to €103.2 million in spite of extra costs involved with the Lavendon acquisition. Capital expenditure for the year was €400 million compared with €198 million last year, while disposals of used equipment totalled €246 million. Net debt increased from €1.4 to €2.12 billion.



**Haulotte** has reported pre-tax profits 19 percent lower at €21.1 million, on revenues (reported last month) 11 percent higher at €510 million. The profit dip is due to finance related costs including the extension of its main credit line to late 2019, and setting up an additional €5 million line of credit. Margins and operating profits were all substantial higher.



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# High capacity counterweight beam

UK crane and glass handling specialist GGR has launched a high capacity counterweighted lifting beam, the eight tonne Libro 8000. Designed for use with all types of cranes, it can be used for glass, cladding and curtain walling installation below overhangs of up to three metres deep. It is fitted with a rechargeable battery pack to power the remote controlled rack and pinion counterweight saddle, which travels along the beam to balance the load being lifted on the other end. An automatic cut out prevents the beam from tilting more than 10 degrees above or below horizontal.



The Libro 8000 can handle eight tonnes.

# Humma 55-25 GETS Hydropneumatic suspension

Australia's Humma Cranes has launched a new chassis with hydro-pneumatic levelling suspension for its 55 tonne Humma 55-25 pick & carry crane.

The suspension was developed in partnership with specialist German suspension company Hemscheidt Fahrwerktechnik, and enables the crane to level up on side slopes of up to five degrees at which point it can pick & carry its full load chart. Maximum road travel speed is 85kph.



Humma Cranes has launched a new chassis for its 55 tonne Humma 55-25

# Airo variable platform

The variable sized platform for Airo push around lifts, prototyped last year, is now in production. Originally designed as a special by UK dealer - Aerial and Handling Services - it has been adopted by Airo as a regular option for worldwide sale.

The guardrail length on the variable platform can be reduced from just over a metre to 520mm, creating a 520mm square 'basket', allowing movement through suspended ceiling openings etc. The platform has saloon type entrance gates and is available across the Airo PAV range with working heights from three to 5.3 metres. It can also be retrofitted to existing platforms and may be available on larger scissor lifts in the future.



The platform is easily transformed for work in tight overhead areas.

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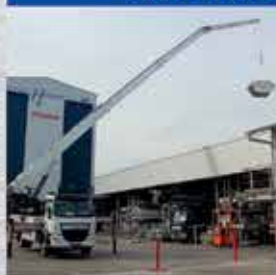




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**Klaas**

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- Genie has appointed **Mike Davis** as vice president, product management and Terex business systems. 
- Nigeria **Liquid Natural Gas** has taken two 130t **Grove** GMK5130-2 All Terrain cranes.
- Saudi Arabia's **Bin Quraya** has taken 10, 125ft **Genie** SX-125 XC telescopic booms.
- **Klubb** has appointed **Gemini** as its distributor for India.
- **United Rentals** chief operating officer **Matthew Flannery** is now president. 
- UK-based **Advanced Access Platforms** has opened a new London depot with new **Niftylift** booms.
- UK's **Oak on Oak** has taken a 21m **Teupen** Leo 21GT spider lift.
- Germany's **Wiesecker Werkzeugvermietung** has taken a 29m **Ruthmann** TB290.
- **JLG** has appointed **Kale Makina Pazarlama** as distributor for Turkey.
- China's **Tianjin Prosperity Bai-Li** has taken 19ft **Skyjack** SJIII 3219 DCs.
- Germany's **Engel Krane** has taken a 220t **Tadano** ATF 220G-5 All Terrain crane.
- **Genie** has appointed **Christine Zeznick** business manager, telematics and **Zach Gilmor** product manager. 
- Saudi Arabia's **ACT Crane & Heavy Equipment** has ordered 10 **Terex** and **Demag** cranes.
- UK's **Lincs Lifts** has taken delivery of 25 **Niftylifts**.
- **Marsh Plant Hire** UK has taken five **Liebherr** All Terrain cranes.
- US-based **Custom Truck & Equipment** has ordered 14 **Terex** cranes.
- **Palazzani** delivered two 32m spider lifts to **O.Mec** in Italy.
- Indonesia's **PT Saranabaja Perkasa** has taken three **Grove** All Terrain cranes.
- Dubai's **AJI Heavy Equipment Rentals** has taken **Skyjack** scissor lifts.
- **JCB** has appointed **Jonathan Garnham** as managing director **JCB Access**. 
- Irish access industry veteran **Ciaran Gillespie** has died following a battle with cancer.
- **Isoli** has appointed **Skyking** as its new UK distributor.
- Germany's **Wittrock** has ordered two 250t **Demag** AC 250-5 All Terrain cranes.
- Germany's **Autokran-Dienst Jaromin** has taken a 15.5t **Jekko** JF545 spider crane.
- Germany's **SHK** has taken 14 **Skyjack** boom lifts.
- UK distributor **T H White** is providing a free extended warranty on Epsilon cranes. 
- **Kevin Fox** of **Skyjack** is retiring after 40 years in the access industry.
- US-based **Empire Crane Company** has ordered 14 new **Demag** All Terrain cranes.
- Germany's **HKL Baumaschinen** has opened a new location in Aachen.

- **Link-Belt** has appointed **Doug Newcomer** and **Kirk Erlinger** as district managers. 
- Germany's **Wiesbauer** has ordered two **Demag** All Terrain cranes.
- Dubai's **Precision Machinery** has ordered five 23.8m **CMC** TB240 truck mounted platforms.
- Germany's **Dornseiff** has taken a 250t **Liebherr** LR 1250 crawler crane.
- **JLG** has appointed **Sudhir Power** as its distributor for North and West India.
- UK transport operator **James Kembhall** has ordered two 45t **Kalmar** DRG450-65S5 Gloria reachstackers.
- **Ashtead** finance director **Suzanne Wood** will step down and be succeeded by **Michael Pratt**. 
- UK's **NMT Crane Hire** has taken four new **Böcker** truck cranes.
- **United Rentals** has acquired **Industrial Rental Services**.
- **Paul Evans** of **Liebherr** Great Britain has passed away at home.
- UK's **Ainscough** is to take two 450t **Liebherr** LTM 1450-8.1 All-Terrain cranes.
- **Kiloutou** has appointed **Olivier Colleau** as chief executive, replacing **Xavier du Boÿs**. 
- **Mammoet Middle East** has added 35 new cranes to its fleet.
- The UK **Access Alliance** held a service managers meeting at **TVH** in Belgium.
- UK's **Hampshire Plant & Access** has taken four **Manitou** telehandlers and nine **Skyjack** scissors.
- UK crane and access industry veteran **David James** has died.
- Japan's **Komatsu**, has acquired New York-based **PBE group**.
- Italy's **Gefran** has appointed **Ralph Rohmann** to its German team. 
- Contractor **BYGG** has taken the first **Potain** Hup 32-27 in Iceland.
- Germany's **Scholpp Kran & Transport** has taken three **Demag** All Terrain cranes.
- UK's **M&M Mobile Crane Hire** is adding 10 new cranes to its fleet.
- **Time Versalift France** has delivered 100 platforms in its first year.
- US **Acme Lift** has promoted **Chelsea Myrick Long** to senior VP national accounts. 
- Ireland's **Height for Hire** has taken three 33m **TCA Falcon** FS330Z spider lifts.
- Chile's **Burger Crane Company** has taken a 120t **Grove** GHC130 crawler crane.
- Germany's **Geo4mation** has taken a 22.6m **Oil & Steel** Scorpion 2313.
- **Düsseldorf Airport** has purchased an 80t **Grove** GMK 4080-1 All Terrain crane.
- **Brent Hagedorn** ex marketing director of **BilJax/Haulotte** N.America has died suddenly. 

- Germany's **Mateco** has taken added **Palfinger** and **Ruthmann** lifts to its fleet.
- **Unic Cranes Europe** has appointed **Thomas Meheust** as European sales manager. 
- **Versalift UK** has launched a Euro 6 version of its LAT135-H pick-up.
- UK's **Cannon Access** added new **Airo** X14 EN and X16 EW scissor lifts.
- Sweden's **Kranpunkten** has taken 143 **Genie** aerial lifts and telehandlers.
- US **RTL Equipment** has ordered **Demag** and **Terex** cranes.
- **Avijit 'Bobby' Mazumder** of Indian crane company **TIL** has died. 
- **Möller Manlift** has taken the first 46ft **Airo** X16 EW scissor in Germany.
- Australia's **Monitor Lifts** has taken a 27m **Platform Basket Spider** 27.14.
- UK's **Q Crane & Plant Hire** has ordered five new **Kobelco** crawler cranes.
- Germany's **Schickling** has taken two **Helix** 1205 mast booms and a **Dino** 160XT II trailer lift.
- UK's **Hird** has taken a 26m **Hinowa** Lightlift 26.14 lithium.
- France's **Merdrignac Leverage Développement** has taken two **Genie** booms.
- **Acme Lift** has appointed **Tyler Brown** as senior vice president western operations. 
- **Ashtead's Sunbelt Rentals** has acquired **Nickell Rental**.
- **Trevor Ripley** of **Emsley Crane Hire** in the UK, has died.
- The stolen 300t **Liebherr** LTM 1300-6.2 belonging to **Hovago** has been recovered.
- **Rival** has appointed **Søren Rosenkrands** as chief business development officer. 
- Germany's **Anker Kran und Arbeitsbühnenvermietung** has taken a 54m **Ruthmann** T540.
- Spain's **Gruas Leman** has taken three **Liebherr** All Terrain cranes.
- **Hiab** is opening a factory installation centre in Meppel, Netherlands.
- **Steve Barnett** of **Manitowoc** is to retire. 
- UK's **Smart Platform Rental** has taken a 20m **Multitel** MJ 201 truck mount.
- **Haulotte** has appointed Swiss rental company **Arbor** as dealer for Switzerland.
- UK/Ireland association **The Access Link** has added two more members.
- UK-based **MAS** has taken 28 **Niftylift** boom lifts and seven **Skyjack** scissors.
- Australia's **Height 4 Hire's** 500th unit is a pink **Haulotte** to raise funds for charity.
- UK's **Hampshire Plant & Access** has appointed **Graham Hawkins** as sales director. 
- Germany's **BFM** has taken a 200t **Grove** GMK 5200-1 All Terrain crane.
- UK's **Smart Platforms** has opened a new depot in Avonmouth, Bristol.

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

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# Mastclimber movements

For many years now the mastclimber market - particularly in those countries where usage is already significant such as the Netherlands, Scandinavia, the UK and Eastern Europe, as well as North America and Australia - has been steady. However, there appears to have been a recent surge in activity which may indicate changes are afoot that might shake-up the sector.

Mastclimbers may be the 'best kept secret' in the working at height market, but is this about to change? The high-profile Grenfell Tower fire disaster in London last June and the subsequent, on-going, investigation into 'combustible cladding' which is likely to require its replacement on hundreds or even thousands of buildings may just catapult the mastclimber into the forefront of public awareness.

The mastclimber is almost certainly the most cost-effective equipment for carrying out work on the façades of tall tower blocks with numerous advantages such as speed and safety over traditional scaffolding especially when working above four or five storeys high.

### What is a mastclimber?

Put simply a mastclimber is a long platform that climbs a modular mast, to move men and materials to the work area - most commonly up the external elevation of a building. Depending on the length of the deck or the platform capacity required it will use one or two masts. In Europe most are AC electric powered rack

and pinion drive, while in North America the heavier duty models tend to be more popular, with gas or diesel power packs and latch or ratchet-type climbing mechanisms. As most older buildings are regular shaped with straight facades and vertical elevations, they are ideal for the basic mastclimber, however they can be adapted to work around all manner of corners, balconies, curves and round structures. They can also be inclined at a variety of angles or even curved for applications such as cooling towers.

### Who makes them?

Mastclimbers are now produced all over the world with manufacturers - including Alimak Hek, Maber, Alba, Electroelsa, Camac, Geda, Stros, Böcker and Scanclimber in Europe, Klimmer, Fraco and Hydro Mobile in North America and GJJ, Dingli and TDT (Wuxi Huake Machinery Equipment) and others in China. A few years ago GJJ - with the help of the Chinese government - invested in a new factory with the capacity to produce around 5,000 mastclimbers a year. Chairman Wang Hua Long forecast that the mastclimbing market in China could reach the eye-watering total of 200,000 units! Adastra Access in the UK is one of the few European companies so far to purchase GJJ and TDT machines and says that it has been impressed with the quality and reliability of the units. (See Adastra profile on page 20)

### Mastclimber vs scaffolding?

Because each building contract is different, it is difficult to have hard and fast rules on whether to use a mastclimber or a particular type of scaffolding. The general consensus is that the higher you go the greater



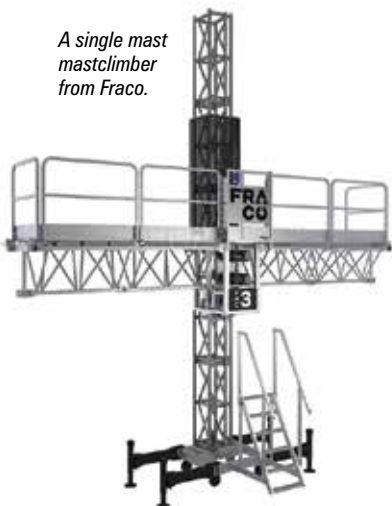
A twin masted, twin platform mastclimber



the benefit of using a mastclimber, with five storeys about the break point. A twin masted mastclimber typically has a maximum deck length of almost 50 metres and single masts up to 20 metres. Construction time is also a factor with contracts of more than 20 weeks tilting the economics back towards traditional scaffolding. But it should be remembered that higher scaffolds require a hoist and operator to move people and materials to various levels, and this needs factoring into the costings as well as a method of distributing materials once delivered to the correct floor.

The building's aesthetics or security may also be a consideration, with the more discrete mastclimber often preferred, particularly when refurbishing residential blocks or historic buildings. When not in use the platforms can be parked out of sight and the slim vertical masts often difficult to see against the elevations. One of the major advantages however is the reduced number of anchor points required, saving on remedial work at the end of the job. And if space on the ground is limited the mastclimber can be mounted on a cantilevered gallows bracket on an upper floor.

A single mast mastclimber from Fraco.



The higher you go the greater the benefits of using a mastclimber



Passenger goods hoists at The Scalpel in London

**The downsides**

As with any product there are some negatives, but they are few. One argument is that the number of levels for simultaneous work is limited compared to a large façade scaffold, while another is that should a drive motor fail, work comes to a standstill. And finally there is the price/cost. There are however powerful arguments such as the efficiency benefits more than offsetting the inability to have tradesmen working at multiple heights, while split platforms, multiple masts and double deck mastclimbers can also offset this apparent disadvantage. The motor breakdown argument also applies to the hoists that feed a scaffold, which also require regular modifications and changes as the work progresses - all of which depends on good service from the supplier.

As to the cost consideration, pressure on rental rates - due in many cases to the direct competition with traditional tube and fitting scaffolding - has kept prices very keen in most markets, and a quick calculation will usually show that a mastclimber is actually cheaper on many jobs.

**New standard**

A new mastclimber British Standard - BS 7981 - has been published, updating the previous 10 year old standard. The new version covers risk assessments, rescue plans and familiarisation and includes example inspection, maintenance and thorough examination checklists, a simplification of the terms and responsibilities relating to Mast Climbing Work Platform operations and specific training requirements.

**Market movements and acquisitions**

It is likely that demand for mastclimbers and hoists - helped

by the need to carry out the replacement of 'fire risk' cladding on high rise tower blocks - has been at the heart of increased interest and activity in the sector. Last November private equity firm Equistone Partners Europe acquired a majority stake in UK mastclimber rental company BFT Mastclimbing. Founded in 1997 as a façade scaffold contractor under the name Boards, Fittings & Tubes, the company started switching to mastclimbers in 2005 and now runs a fleet of more than 650 mastclimbing work platforms - most of them from Spanish manufacturer Alba with capacities up to 5,000kg.

Earlier this year Luxembourg-based suspended access company Tractel acquired Finnish mastclimber manufacturer Scanclimber which manufactures in Poland and employs 225. As well as acquiring Scanclimber's rack and pinion technology and mastclimber products, Tractel will benefit from Scanclimber's Nordic customer/dealer base and a local management team. Tractel was itself acquired by private equity firm Cinven in October 2015 and previously added safety product company Knot to the business.

"Scanclimber represents a strategic and synergistic move for Tractel. The transaction offers the opportunity to grow in the attractive mastclimbing work platform and the rack and pinion hoist segments," said Tractel chief executive Philippe Gastineau.

**New Scanclimber platform**

Just prior to the acquisition Scanclimber unveiled its new 10 tonne SC10000 Centum heavy duty mastclimber. On a single mast the Centum has a maximum capacity of 5,900kg with a platform length of 4.1 metres, a 24 percent increase from the company's previously big capacity platform, the SC8000.



The Scanclimber SC8000 has been eclipsed by the 10 tonne SC10000 Centum.

Maximum platform length on a single mast is 20 metres. In twin platform configuration the Centum can lift its maximum 10 tonne capacity with a platform length of up to 15.8 metres - up 20 percent on the SC8000. Maximum platform length in this configuration is 48.6 metres and the twin motor lift speed is seven metres a minute.

The new platform is aimed at heavy duty façade work such as brick laying and façade and window element installation for high rise construction projects. If necessary, the platform can be weather protected and equipped with wide range of extensions and lifting arms.

**Alimak into Australia and Denmark**

Tractel's acquisition of Scanclimber follows mastclimber and hoist specialist Alimak's move into the suspended and permanent platform installation market last year, when it acquired Australian permanent façade access company Façade Access and Denmark's Avanti Wind Systems. Avanti Wind is a leading provider of rack and pinion and ladder type service elevators,

ladders and fall arrest equipment for wind turbines with more than 30,000 units installed. Founded as a ladder manufacturer in 1885, it operates in nine countries with six production facilities in Denmark, Spain, China, US and Brazil.

**Next Generation Alimak Hek MC450**

Alimak Hek has also launched its 'next generation' MC 450 mastclimber to run on its 450 mast section. The new MC 450 uses a Direct On Line (DOL) control system, rather than the more costly Variable Frequency Control (VFC) which feeds power to the motor slowly for a soft start and soft stop, while saving power during start stop operation with high power motors.

The 450 mast section can be used for the MCM mastclimber and TPM transport platform system to a height of 200 metres. The masts can also be used for the Alimak single and twin passenger hoist range with cars from two to 3.2 metres with up to 2,000kg. Alimak claims to have sold more than 400 MC 450 units around the world since its original launch last year.



Alimak claims to have sold more than 400 MC 450 units around the world since its original launch last year



A typical single mast mastclimber application

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# Heavy duty pays off

Around seven years ago we profiled Walsall, UK-based mastclimber company Adastra Access (C&A 13.8). In order to gauge developments in the market since then, Mark Darwin paid a follow-up visit to the company, meeting with managing director Stephen McCaw.

Adastra was founded in 2000 by Peter Hoar who ran the business for several years before he was joined by 'mastclimber guru' Ken Goundrey and Kevin Hayes who left Sovereign Access after it was acquired by Harsco (SGB) in 2008. Hoar left the company a few years ago, leaving Goundrey and Hayes to run the business.

In 2010 they joined forces with Stephen McCaw - who had been working for Mastclimbers since the late 1990s - to set up and run a depot in Glasgow, Scotland.

"In the beginning, we had one installer and a subbie (subcontractor) squad," says McCaw. "Now in the Glasgow depot, we have 16 installers, two service engineers, a fabricator, a couple of contracts managers, a quantity surveyor, a sales director plus yard and admin staff. The business grew in the first few years by winning a lot of local authority work such as tower block refurbishments which had funding available during the recession."

"When we opened, the company fleet of around 250 units was split between head office and Glasgow, which was initially just a storage



Stephen McCaw

yard with no facility to service the machines. The drive units had to be sent to Walsall for servicing and modification. However, as the business grew to more than 400 units, the facilities improved and we now look after and modify the fleet in both depots, saving a huge amount in transport."

After running Glasgow for four years, McCaw became a director and took over as managing director from Goundrey in October 2016. Goundrey is now an executive director and is still actively involved full time in the business, splitting his time between head office and his home office. McCaw lives in Scotland working between Glasgow,



At One Bank Street, Canary Wharf, London Adastra is installing a mastclimber at an initial incline of 63 degrees

Ireland and Walsall depending on contracts and workload.

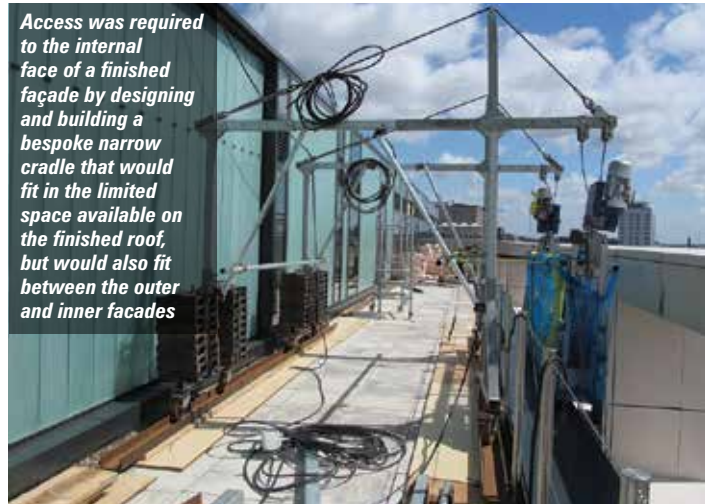
"Ken is very active in the business and it's great to have someone of his experience on hand with advice," said McCaw. "He visits China on a regular basis, ensuring fabrication quality is up to standard whilst progressing several other current projects, such as a system to remove the trailing platform cables which get snagged on the base units as this is one of the biggest complaints from customers. I still get onto site as much as I possibly can to meet the clients. This relationship building - coupled

with machine reliability, H&S awareness, attention to detail and the quality of our service - is the way we built up the business and results in a considerable amount of repeat business from satisfied clients."

The Glasgow depot covers as far south as Middlesbrough, England, as well as Northern Ireland, where it shares a yard with NI Scaffolding in Belfast. The remainder of the UK is serviced directly from Walsall.

The mastclimber fleet has grown to more than 400 units and has been joined by a fleet of 100 suspended platforms. Adastra has also created

Access was required to the internal face of a finished façade by designing and building a bespoke narrow cradle that would fit in the limited space available on the finished roof, but would also fit between the outer and inner facades



Glass Solutions used a mix of Adastra's standard mastclimbers and brand new narrow width machines for the Capitol Cinema project in Aberdeen

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*The monorail system attached to mastclimbers on the Graphene building in Manchester*

a specialist access division offering modified cradles, special lifting arms and monorail lifting systems which are very popular, particularly in London. "The unitised building system means that no access is required on the external face of the façade but takes up a considerable amount of crane time. Installing a monorail system to the building allows our clients to be self-sufficient."

"The Graphene building in Manchester is a good example of our monorail system in action but in this contract the monorails are attached to our mastclimbers rather than the building. This allowed the materials to be moved around site with no craneage. It was an incredibly tight site with no other means of access. Although not a unitised building it is a great example of materials being moved using the monorail and then fitted into position from the mastclimber with the monorail assisting."

### Passenger hoists

At the end of last year Adastra Access was indirectly connected with the acquisition of Huddersfield-based Yorkshire Hoist when chairman and owner Eric Jones acquired the business. McCaw is quick to point out that it is a separate company. "Yorkshire Hoist is only related to us through

our chairman and operates as an independent business."

### Changes over the years

"The actual mastclimber has changed little over the years, however awareness of the product and its capabilities has grown enormously. The Health & Safety Executive has been active in this area, issuing bulletins particularly to bricklayers, stating that the mastclimber is the best equipment as they can always work at the correct height without bending or reaching too much."

"There is also more competition with a couple of new companies entering the market. However, starting a mastclimber rental company from scratch requires a lot of outlay. But even more daunting is finding installers, as there are not enough of them in the sector."

Adastra has a training centre at its Walsall base and trains its own employees. Newly trained staff do not immediately become installers, it requires up to two years on-the-job experience and follow up training modules to achieve installer status, and the company never puts a team out without at least one member having a full installer card.

### Training

"As far as I am aware there is only one other company in the UK that



*Charles Henshaw & Son used Adastra Access mastclimbers to install the external façade on the Science Central Building in Newcastle however due to the size and weight it also used a monorail system*



*Adastra Access' Specialist Access Group designed this large corner cradle for the FK Group on a recent project in Manchester*

has an in-house training instructor while we have two - director Kevin Hayes and now Mark Leonard who has been in the industry for 20 years. There can be problems with companies sending out inadequately trained people. User training involves a 20-minute induction on how to press the buttons to move the platform, but, in addition to this and the one day Demonstrator course, IPAF has introduced an Operator's course. This is a half day course and the successful personnel are issued with IPAF Operator's cards. We offer the course to all clients. All our direct employees who have contact with mastclimbers on site are trained to Demonstrator level (trainee installers). They then have on the job training, working with a full installer. Once they have adequate experience, they sit a final exam with an IPAF instructor who determines if they are up to the required level."

"Most mastclimber rental companies have two man installation teams, but we have introduced three man squads - an installer and two trainees - which is labour heavy and expensive in the short term but allows us to train twice the amount of people. If the work is straightforward then a demonstrator card may

be adequate, but more training or experience is needed for more complicated contracts and these are becoming more common. We also have three structural engineers and one draughtsman who design and check all aspects of the installation."

### Chinese products

"There have been comments in the sector about the quality of Chinese mastclimbers, but we have carried out metallurgical tests and, in many instances, they are superior to European-built machines. The Mediterranean manufacturers' products tend to be lightweight and are not designed for the rigours of UK construction, neither can they handle the UK winters."

"Over the past few years we have invested heavily in new equipment and will be adding more in the next few months. Our fleet includes mainly GJJ machines, but also a mixture of Malmquist, Hek, Mastclimber Solutions AC13000 range, SAE and TDT. We made a decision a long time ago to go for heavy duty, higher quality machines and this appears to be paying off."



*The monorail allowed materials to be moved around the Graphene building with no craneage*



*One Bank Street, Canary Wharf, London is a challenging project with platforms starting at level 4 and extending up to level 10, with the façade at an incline of 63 degrees then changing to 75 degrees*

# Brogan continues to expand

UK specialist mastclimber and contract scaffolding company Brogan group has added more new equipment including two Stros Colossus passenger/goods hoists - claimed to be the largest hoist of its kind - and Gargantower common user tower systems for the construction of the Madison Tower in Canary Wharf, London. The first time these products have been used together.

The company says that demand for hoists and mastclimbers is increasing following years of slow uptake. The equipment - and hoists in particular - has helped boost revenues, with powered access volumes up 27 percent and an 11 percent increase from IPAF accredited training courses.

In 2017, Brogan rented out 217 hoists, erecting on average more than four a week. The company also purchased 44 new hoists, including the Colossus which is five metres long, 3.1 metres wide and 3.1 metres high. The unit can carry up to 40 passengers or 4,000kg, to a height of 350 metres at a lift speed of 40 metres a minute, ideal for larger high rise construction projects.

The hoist is currently being used with common user towers on the 53 storey Madison Tower project allowing contractors to transport large amounts of materials and personnel to various working heights. The combined system of common user towers and hoists for high-rise construction allows for faster and more efficient builds as lower floors can be fitted out, while the upper floors are still under construction.

Brogan has also expanded its service and fabrication facility near Cambridge, adding a further two acres, allowing for a mini factory 'production line' system of servicing machines as well as the fabrication of bespoke elements for hoists and mastclimbers designed in-house to meet the challenges of complex buildings.



*Brogan has added more equipment including two Stros Colossus passenger/goods hoists - claimed to be the largest hoist of its kind*

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# Crawler cranes back in favour

It has been a while since we last covered lattice boomed crawler cranes - more than three years to be exact. This is not an oversight on our part, more that the main thrust of product development in the crawler crane market has focused on telescopic crawlers and high capacity cranes - over 600 tonnes - which are particularly suited to wind turbine erection.

However, as the interview with Mark Evans of Kobelco on page 27 highlights, the lattice boomed crawler market is probably as strong now as it has been for the past 10 years. Given that most of the major European, Japanese and North American crawler crane manufacturers - Liebherr, Terex/Demag, Kobelco, Manitowoc, Hitachi Sumitomo, and Sennebogen - already had a reasonably modern product line-up, developments over the past couple of years have concentrated more on engines and making the crane more user friendly through the implementation of new technology.

Since Bauma 2016 there has only been a handful of new product launches for lattice crawlers between 100 and 350 tonnes, these include the Liebherr LR 1100, Kobelco CKE 3000, Hitachi

*Kobelco launched its new 300/350 tonne crawler crane, the CKE3000G with a maximum capacity of 300 tonnes for the standard crane and 350 metric tonnes in SHL specification with back mast and tray*



Sumitomo SCX3000-3 and Sennebogen 150 tonne 3300E.

For many parts of Europe, the most popular crane models fall into the 80 to 130 tonne category, a capacity that is popular with both crane rental companies and contractors. The shift towards telescopic crawlers in the 70 to 100 tonne capacity range may well impact this sector of the lattice boomed market in the future, possibly pushing the bulk of the lattice boomed crawler crane market up over 100 tonne capacity. But at the moment 90 and 100 tonne cranes are still selling relatively well.

The market leader for the smaller lattice boomed crawler cranes is almost certainly, Kobelco - although this excludes the Chinese manufacturers which almost definitely build higher volumes for the domestic and local markets. When it comes to larger capacity cranes however Liebherr and Demag cranes dominate the sector, although once gain Chinese manufacturers such as Sany have built a good number of large crawler cranes for its domestic wind turbine market. While Chinese crawler cranes have been seen in Europe and North America for more than a decade, they have made relatively small inroads into the market, in spite of scoring some important strategic successes, with a number of units purchased by some of the global crane companies such as Sarens and Mammoet.

## **Kobelco 300/350 tonner**

At the end of last year Kobelco launched its new 300/350 tonne crawler crane, the CKE3000G with a



*Mammoet's Demag CC8800 with Boom Booster*

maximum capacity of 300 tonnes for the standard crane and 350 metric tonnes in SHL specification with back mast and tray. The CKE3000G is primarily a European model, while a North American version carries the CK3300G-2 designation and the CKS3000 is the standard model for the rest of the world.

The cranes can be equipped with a wide variety of attachments from the standard crane configuration including fixed jib, heavy-duty fixed jib, luffing jib and the SHL super heavy lift configuration. Capacities through the load chart are said to be between 40 to 60 percent higher with the SLH luffing jib, compared to the popular 250 tonne CKE2500G-2, taking it into the performance range of 400 to 500 tonne class cranes.

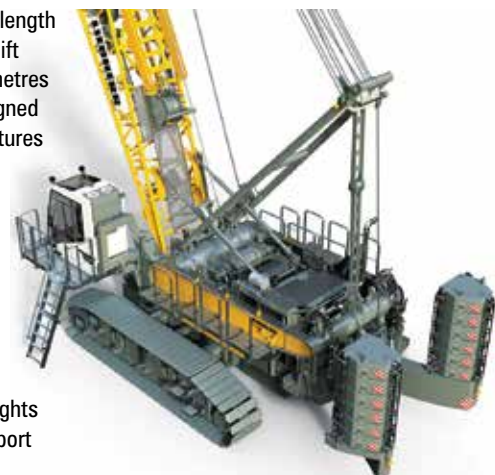
Maximum length of the standard main boom is 90 metres or 102 metres in SHL configuration. Maximum luffing jib combination in SHL mode is 84 metres main and 90 metre luffer for a total system length of 174 metres. The crane can lift just under 190 tonnes at 8.8 metres radius. The cab has been designed with new operator friendly features including extra wide windows and tilting mechanism for greater visibility. The load moment limiter touch screen monitor is said to be intuitive and simple to use.

Overall transport width for all components is three metres and main machine weights can be adjusted to meet transport restrictions. A self-assembly system is available to install tracks, lower boom, carbody weights and counterweights. The European

models are equipped with a fuel-efficient EU Stage IV diesel, while the CKE3300G-2 for North America has a Tier 4 Final diesel.

## **Liebherr LR 1100**

The latest lattice boom crawler from Liebherr is the 110 tonne LR 1100, a radically different design concept to the traditional crawler crane of this size, which Liebherr says has been designed with transport, set-up, lifting capacities and user-friendliness in mind. The new superstructure design employs large tubular steel cross beams to create the front and rear elements of the main frame, with lighter weight side panels reinforced with a wrap around steel band. This coupled with a larger rear counterweight results in improved lift capacities of up to 20 percent, while the optional variable counterweight, allows the two counterweight cheeks to swing out to the rear for increased counter



*The 110 tonne LR 1100 has a radically different design using large tubular steel cross beams to create the main frame and the optional variable counterweight.*



The new Liebherr LR 1100

with the latest generation CANBus based Litronic control system, the crane automatically calculates the optimum lifting capacity for the configuration.

Two new systems intended to help the operator are the 'Vertical Line Finder' which helps ensure that the load is hoisted vertically, preventing side pulls, and the 'Horizontal Load Path' which allows loads to be moved to the intended location more precisely and efficiently following a horizontal line - particularly useful with blind spots.

**Hitachi Sumitomo 350 tonner**

Bauma saw the launch of Hitachi Sumitomo's latest lattice crawler - the 350 tonne SCX3500-3. As well as the stage IV engine with eco mode and idle stop functions, the crane has a compact working envelope. In the short tail-swing radius spec, the crane systems ensure that the live back mast never protrudes beyond the crane's 6.8 metre tail swing, particularly useful when working in tight working areas.

The boom also features a wider base section/boom foot and larger diameter tubular chords to

balance effect for heavier loads, while almost stowing within the track length for lighter duty work and travel. Power comes from a fuel efficient stage IV/Tier 4f diesel. The boom butt section and tracks normally remain on the crane during transportation along with the cab and walkways, which fold down instead of being removed.

The operator's cab is attached to the superstructure with a series of tubular bars and located at a height of 2.3 metres giving the operator a better view of the work. Fitted



Bauma saw the launch of Hitachi Sumitomo's 350 tonne SCX3500-3

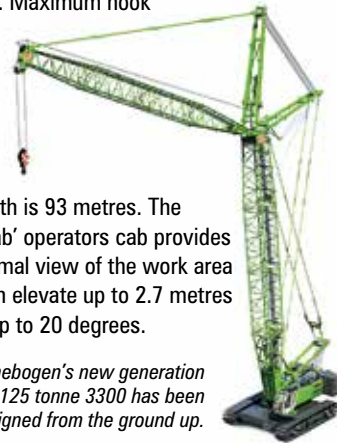
significantly improve boom rigidity and reduce side flexing. The SCX3500-3 is less than three metres wide for transport, while front/rear-split superstructure features hydraulic assist pins and crawler, rear-post and jib backstops use hook-on and pin connections. A QuickDraw system is also available for the self-installation/removal of the heavy crawler side frame, boom base and carbody weights.

**125 tonne Sennebogen**

Sennebogen's new generation 125 tonne 3300 has been designed from the ground up and features the latest Tier 4f diesel and Star Lifter undercarriage. A new multi-circuit hydraulic system provides rope speeds of up to 105 metres a minute, and enables the fitting of a

variety of attachments. The tracks are easily removed for transport, leaving a 3.2 metre wide body and the crane can then self-assemble when on site. With tracks extended the overall working width is 5.8 metres. Maximum hook height with main boom and luffing jib length is 93 metres. The 'Maxcab' operators cab provides an optimal view of the work area and can elevate up to 2.7 metres or tilt up to 20 degrees.

Sennebogen's new generation 125 tonne 3300 has been designed from the ground up.



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# Building up nicely

Mark Evans has been in the crane industry for more than 30 years working for Terex Cranes from 1995, then a three year stint with Wolffkran Arabia before rejoining Terex in 2010. Three years later he took up a new challenge with Kobelco Cranes Europe as UK sales manager. Mark Darwin caught up with him to discuss his latest venture and the crawler crane market in general.

Evans has been with Kobelco in the UK for more than five years and in that time has seen "good progress" in the UK and Irish market. In a typically understated way that means that things have gone really well - around 100 Kobelco crawler cranes delivered over the past four years.

"This year has got off to a great start with 10 to 12 sales already," he says. "There will be more orders coming through and I expect this year will be stronger than 2017."

In the UK and Ireland Kobelco now typically sells around 20 or more cranes a year. Last year's total was boosted with nine machines delivered in Ireland - including an order for six cranes to Ward and Burke four 90 tonne CKE900G-2s and two 150 tonne CKE1350G-2s. However more recently there has been increased interest in Kobelco's 250 tonne CKE2500G.

"2018 is already a good year with several 250 tonners sold to Hawkspare in January, and a CKE 900 to Bennetts Tower Cranes to carry out the loading and unloading

duties. There are also four cranes on the water for Delden Cranes - two CKE900Gs and two CKE2500Gs - as well as five machines to be delivered for Q Plant. Delden continues to grow and now has eight Kobelcos - five CKE900s three CKE2500s."

Evans territory is currently one of Kobelco's best European regions. The total UK market for full size crawler cranes is typical between 40 and 50 units a year - a bit of an estimate as all the manufacturers do not divulge sales figures - this would give Kobelco a market share of around 50 percent. The UK market is slightly smaller than Germany, but Kobelco sells more cranes into the UK.

"Kobelco is very strong in the 100 to 250 tonne class, so while the German market is slightly larger and the biggest in Europe, Demag and Liebherr do well with the larger capacity cranes. In the UK we are probably market leader with a significant portion of the total crawler crane sales."

For most of Europe, and the UK in particular, the choice of the



BPH's CKE1350 working on a flat top barge



A Kobelco CKE1100G in London

smaller 100 to 250 tonne lattice boomed crawler cranes is limited to Kobelco, Hitachi Sumitomo, Liebherr and Sennebogen. Terex produces smaller crawlers but they are not CE marked. It should also be remembered that the smaller capacity Manitowoc's - the 8000, 8500 and 10000 and 12000 with capacities from 73 to 110 tonnes - are all made by Kobelco and badged by Manitowoc for sale in North America. There are a few Chinese crawlers in the UK although they have a greater penetration in other parts of Europe having made some inroads into the fleets of companies

such as Sarens and Mammoet.

"We supply a lot of crawlers to UK contractors such as Balfour Beatty, BAM Nuttall, Murphy, Keltbray and Skanska. Many contractors have two or three crawlers in their fleet. We do as much business with contractors as we do crane rental companies, helped by the fact that unlike competitors, we don't run a rental fleet, so we are not in competition with our customers. The overall split is about 50:50 rental companies and contractors and we offer the same level of support whether it is a rental company or a contractor."



A CKE1350G-2 and a CKE900G-2 for contractor Murphy



Ward and Burke's CKE1350g-2s



A GH Johnson & Sons crane



Crane & Plant Hire CKE1350G

### But why are Kobelco cranes so popular?

"Kobelco has features such as colour touch screens and the KCross remote operation management system which helps maximise machine efficiency and uptime, but these are not unique, with other manufacturers offering similar features. The biggest advantage we have is reliability and ease of use. Simple hydraulics with no CANBus technology on the smaller cranes so there is less to go wrong. Customers can replace components such as a single joystick without having to call a Kobelco engineer with computer to fit and reprogramme the part."

"The Kobelco crawler crane has tremendous reliability and performance and the service backup and reliability is second to none - and that is my customers talking. The UK operation is based in East Grinstead, East Sussex and we have two fitters - one in the north and one in the south - to cover a total of about 500 crawlers throughout the country. This shows how reliable the machines are, but if we do need

additional support there are another three engineers we can call in from elsewhere in Europe. The crane is virtually indestructible."

"When I first joined Kobelco and went to the first customer meeting I asked them about their cranes - fine they replied. And then the second meeting - all good. Earlier in my career I had all too often spent the first 45 minutes of any meeting discussing problems and issues with the cranes. It took me about 25 meetings before I realised that the lack of issues with the Kobelco crane was the norm. It is the most reliable product that I have ever worked with."

"Because of this we almost always get an opportunity to quote for a new machine. We are not guaranteed the order of course, but we always an opportunity to quote, and that is the difference, at least we always have a chance. Of course, there are customers who are loyal to Liebherr or Hitachi Sumitomo and won't buy a Kobelco - but in the main we get an opportunity."

### Corporate changes

At the end of last year as part of its global reorganisation, Kobelco merged its crane and excavator companies around the world. At the start of this year the restructuring reached Europe with Kobelco Construction Machinery Europe now



About half of UK sales are supplied to contractors

responsible for the sales and service of both excavators and cranes throughout Europe, Russia/the CIS states, French speaking North Africa and Israel. The company will continue to be based in Almere, the Netherlands, and will retain the UK office in East Grinstead, with the day to day operations of UK crane business will be unaffected by the changes.

"Kobelco Cranes Europe closed down on 31st December and we are now the cranes division of Kobelco Construction Machinery Europe (UK)," says Evans. "Head office is in Almere, with the previous two offices now been merged into a larger facility to house both construction and cranes with more offices and bigger warehouse facilities. The change and move has made no difference to me at all. It was more a back room rationalisation, removing duplicated functions in the two divisions. There is some commonality of parts between the excavators and cranes so there are financial sourcing advantages."

### Sales territories

"There are various European regions that need sorting. The French and North African market needs a specific sales manager living in France who knows the local market. Over the past 18 months we have re-organised the German operation which has moved offices from Frankfurt to Bremen and now has its own specific sales manager

covering the German speaking countries."

"Scandinavia is also a region we are looking at making changes, but France will be sorted first. Currently North America is very strong as of course is the Japanese domestic market where we have 45 percent market share, roughly equal to Hitachi Sumitomo, with all the other companies making up the remaining 10 percent. We are market leaders in the Far East, but demand has dropped away after being strong 18 months ago. Australia is also going well, and we have a distributor for Turkey and the Russian Federation. We have just sold three machines into Israel which is a new territory for us and we are now looking for a distributor in that area."

### A bit of history

Kobelco is part of the Kobe Steel group which was established in 1905. Its head office is in Tokyo, Japan with two main crane facilities - Okubo Plant in Akashi City, north west of Kobe which first opened in 1942 and makes the smaller crawlers. Cranes with capacities of 300 tonnes and above are manufactured at a facility in Takasago.



A 250 tonne CKE2500G in Sarens livery



A CKE2500G



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# LIEBHERR



*CKE1100Gs working near the River Thames near St Pauls, London*

The company built the first Japanese electric shovel in 1930, built its first truck crane in 1953 and in 1955 signed a licensing agreement with American crane and mining equipment manufacturer P&H for crane technology. In 1964 it launched the 300 Series lattice boom crawler crane and in 1969 launched the first Kobe P&H Rough Terrain and telescopic truck crane, which were a big success and helped it maintain a market leading position for many years. Cranes have been key products among the Kobe steel construction machinery business. The Kobelco brand was introduced in 1979, with Kobelco America established the following year. In 1989 the company launched its first City type Rough Terrain crane, the seven tonne RK70 and a year later opened Kobelco Construction Europe. In 2000 Kobelco and Tadano agreed to share Rough Terrain crane production, with Kobelco Cranes established as an independent Kobe company in 2004, following its Kobelco excavator alliance with CNH. Around the same time it signed an agreement to supply Manitowoc with three models of crawler cranes, while agreeing to sell Kobelco badged Grove All Terrain cranes in Japan. In 2011 the company opened factories in India and then China. Current production is in the region of 500 to 600 crawler cranes a year with a global population of around 10,000 lattice boom crawler cranes. The company's most popular crane is the 250 tonner where it sells more units than all other manufacturers put together.

### **New 300/350 tonner**

The latest Kobelco crane is the 300/350 tonne capacity (350 tonnes with back mast and tray) CKE3000. The first two units have been delivered to Indonesian contractor Guna Teguh Abadi (GTA) Construction, a couple of units are also due to ship to the USA.

"I have shown the 300 tonner to UK customers during visits to the factory in Japan," says Evans. "There is a demand for the 300/350 in the UK. The duties look good as does the size of the machine. It also features a few changes such as pendent bars rather than ropes and moves the design forward with other improvements."

For the Japanese domestic market Kobelco has introduced a Tier 4 Final version of its telescopic crawler crane. These have never been available in Europe because of non-compliant engine emissions.



*A Kobelco CKE1350G*



*Large capacity Kobelco cranes working on the Olympic Stadium in Tokyo*

However this could change with the new engine now available?

In Japan Kobelco has a two, heavy duty telescopic crawlers with a reinforced boom and greater overlaps between section. It is planned that two new redesigned models - based on the 75 tonne TK750 and the 55 tonne TK550 - will be launched in Europe, possibly towards the end of this year. The strengthened boom means the cranes are ideal for heavy duty groundworks using augers, vibrohammers and for extraction work as well as coping with being off level.

"Our competitors machines are not doing this type of work," says Evans. "We see a gap in the market for this type of machine. There is not a demand for the larger telescopic crawlers - over 100 tonnes - in Japan or the Far East. So these machines will be designed as a new product line for the European market."

Kobelco builds larger cranes topped by the 1,250 tonne SL16000 which was revealed at Bauma 2016. It also has the 400 and 550 tonne SL4500 and SL6000 but there are not many in Europe.

"The 1,250 tonne Kobelco SL16000J-H is very successful since details were unveiled at

Bauma 2016. There are 10 to 12 of the 600 to 1,250 tonners in equal numbers working on the construction of the Olympic stadium in Tokyo."

### **And the next two years?**

"I think that over the coming years any crawler crane under 100 tonnes will be telescopic - certainly in the European market - because of the advantages of transportation and rapid set-up etc. Most cranes above this will be a lattice boom because of the strength, performance and reliability. All our cranes have side catwalks and proper walkways to get around and on top of the crane. All current machines also have the option of KCross which most people specify. We are seeing increased demand for items such as anemometers and inclinometers, travel alarms and slew restrictors. Many sites now want 360 degree vision cameras for the operators and aircraft warning lights on the boom."

### **Job satisfaction**

"The job has turned out to be everything I hoped for and there has been a progression for Kobelco in the European market and particularly in the UK over the past five years. The company probably has a better profile than when I started, we are selling more units and have grown our customer base."



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# Intermat 2018



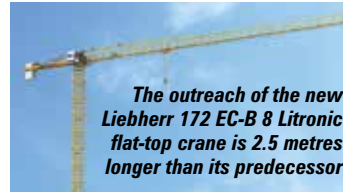
This year could be 'make or break' for Intermat. The French show has struggled for some time to maintain its status as one of the three big international construction equipment exhibitions on the three year circuit with Bauma and Conexpo. This year's event opens in Paris in late April.

Several equipment manufacturers have already decided not to attend and many of those in our sectors are not planning new products, however the two big local manufacturers Haulotte and Manitou are planning some significant announcements. It is also spring and Paris is not a bad place to go and check out the market. With the Eurozone recovering, the French economy really gathering pace as the new president raises France's profile on the world stage and the UK moves toward the EU exit door, the event could well be a great deal more important than some would have you believe.

There are still many interesting stands at Intermat - here we have a preview of what to look forward to at the show.

## **Liabherr**

Liabherr will have several new or new to Europe models on show, including the 172 EC-B 8 Litronic flat-top tower crane which has been updated with a longer 62.5 metres jib extendable in smaller 2.5 metre steps. The eight tonne maximum crane will be shown on the new compact 1.6 by 1.6 metre 16 EC tower system available in two versions 160 or 240 tonne/metres. The tower crane can handle 1,800kg at the maximum jib tip. The crane will be supported on a new 20 EC cruciform base with 4.5 metre external dimensions and can be supplied with the new 16 EC, 16 HC, 17 HC and 21 HC tower systems. It will be shown alongside the lithium-ion powered LiUP internal crane driver lift with 30 units sold in France alone.



*The outreach of the new Liebherr 172 EC-B 8 Litronic flat-top crane is 2.5 metres longer than its predecessor*

Liabherr will also debut its new telehandler range - eight models and 26 variations - all of which will be launched this year. With lift heights from six to 10 metres in two model ranges - the fully featured S models and the 'cost-optimised' value models.

Three seven metre models with capacities of 3.2, 3.6 and 4.1 tonnes, one six metre/3.5 tonne model and one 10 metre/3.3 tonne model are already in production. Two more seven metre models with capacities of 4.6 and 5.5 tonnes are scheduled later in the year. A nine metre/six tonne model will complete the line-up for the time being.

Two recently introduced All Terrain cranes - the 90 tonne LTM 1090-4.2 and eight axle, 450 tonne LTM 1450-8.1, will also be on show, while it will be the first public display in Europe of its new Rough Terrain crane line, represented by the 90 tonne LRT 1090-2.1.

## **Sennebogen**

Sennebogen will show several updated models equipped with Stage V engines. The 70 tonne 673 R-HD E telescopic crawler now has

the new longer, tiltable Maxcab including new seat and control/joystick layout as well as a wider sliding door. Externally the crane features weight reducing plastic panels. Maintenance and service has been made easier by raising the undercarriage 75mm and there is a central lubrication point.

The 70 tonne 670 HD duty cycle crane fills the gap in the current range and has three engine options a Tier 3a and two Tier 4 diesels. Another development to look out for is the new 6113 E Mobile, a new pick & carry crane with a 120 tonne capacity. The telescopic crane has a six metre elevating cab and can carry 27 tonnes free on wheels. The first unit built is currently in use at the Sennebogen production facility.



*The 70 tonne Sennebogen 673 R-HD E*



*Liabherr's new TL 36-7 telescopic handler demonstrates its performance when used in sawmills*



**Manitowoc - Potain - Grove**

Potain will exhibit two of its new Hup self-erecting tower cranes - the Hup 32-27 and Hup 40-30 - as well as an MDT 389 - the largest of its CCS topless flat top models - featuring the group's Crane Control System (CCS) which is now available on all Potain top slewing tower cranes. The exhibition also coincides with Potain's 90th anniversary.

Grove will exhibit its latest All Terrain crane the 90 tonne GMK4090 and possibly the upgraded six axle 300 tonne GMK6300L-1.



Potain Hup 40-30 self-erecting tower crane



Grove GMK6300L-1

**Kobelco**

The Japanese crane manufacturer will show the 90/100 tonne CKE900G-2 crawler crane. The CKE900G-2 is rated at 100 tonnes at 3.6 metres radius, or 90 tonnes at 3.9 metres. The company is promoting its new electronics, including the KCross remote management/telematics system. Take a closer look around the stand for a new product line that will be coming to Europe later this year?



ATF 60G-3

**Tadano**

Tadano launched a new French direct sales operation in late 2016 and has had some success in recent months. It will have several models on show including a new 60 tonne ATF 60G-3, 70 tonne ATF 70G-4, 130 tonne ATF 130G-5 and five axle ATF 220G-5. This is also the first exhibition since it changed its European management team and acquired Waterland Trading in Belgium and the Netherlands.

**Raimondi**

The Italian company is possibly the fastest growing tower crane manufacturer at the moment, in terms of sales growth, new dealer appointments and new product launches. At Intermat expect two new models including the all-new 18 tonne LR330 luffing jib crane announced last month which has a new triangular jib design and a maximum length of 60 metres at which it has a jib tip capacity of 3,300kg in Ultra-lift mode. It is also possible that the company will unveil its first all-new hydraulic luffing jib crane at the show!



The Raimondi LR330



Tadano ATF 220G-5

**Wolffkran**

This will be the first time that the German tower crane manufacturer has exhibited at Intermat and it follows the opening of a new French subsidiary company. It will show a Wolff 7534 Clear flat top crane available with a maximum capacity of either 8.5 or 16.5 tonnes and 75 metre jib with a jib tip capacity of 3.4 tonnes.

**Manitou**

On home soil, Manitou will show several new models, including a Mark III version of its popular 46ft articulated boom lift the 160ATJ, which now has a lighter lift mechanism and smaller engine with load sensing hydraulics. Numerous other changes have been incorporated and are well worth a



The hydraulic Variowinch with 7.5 tonne capacity

look, the larger 52ft 180 ATJ also features the new power pack.

Telehandler updates will include the 24.8 metre/seven tonne MRT 2470 360 degree telehandler and the simpler 2.28 metre wide, 13 metre/3.5 tonne MT 1335 HA Easy. A number of new attachments will also be launched including a new generation hydraulic Variowinch with 7.5 tonne capacity developed for the MRT range and a lighter work platform.

**Magni Telehandlers**

Magni's main news is the 8,000kg/25 metre RTH 8.25 SH the highest capacity 360 degree telehandler in the world. Using the chassis from the 35/39 metre



The new 8,000kg/25 metre Magni RTH 8.25 SH will be launched at the show.



The Manitou 160 ATJ+ with lighter lift mechanism and smaller engine with load sensing hydraulics

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Stand 224



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machines with reinforced structural components it can lift 5.3 tonnes to a height of 25 metres and take one tonne at 21 metres reach. Overall weight is 24 tonnes. Its 46 metre RTH 6.46 SH will also make its European debut after being shown at Conexpo last year. Check out some of its interesting new specialist attachments as well.

**Haulotte**

Exhibiting on home soil, Haulotte will almost certainly have some surprises up its sleeve. On the stand you will find the 70ft HT23 RTJ Pro Rough Terrain boom, the 46ft HA16 RTJ and 80ft HA26 RTJ articulated booms, with the Star 8 S vertical mast and a new Star 6 C tracked vertical mast type lift. Also ask about a new small articulated boom and the prototype telehandler on the stand.

The company will also be promoting its latest technology, including the Activ'Screen on board diagnostic system, Activ'Lighting safety system, and Activ'Shield Bar secondary guarding, not to mention the Stop Emission System that automatically stops and restarts the engine to reduce fuel consumption and unnecessary idle noise.

The new 20ft Star 8 S self-propelled mast type lift - shown as the Star 20 S at Conexpo last year - starts shipping in June, while the new 13ft Star 6 Crawler is the company's first tracked mast lift with a six metre working height, direct AC electric drive and 400mm platform extension.



The new 20ft Haulotte Star 8 S.

**ATN**

ATN will show the new 12 metre Piaf 12E Max mast boom with a three section telescopic jib giving additional reach.

**Genie**

Genie will highlight its new XC Xtra Capacity boom lifts alongside its emerging FE hybrid boom lift range, including the 60ft Genie Z-60/37 FE hybrid articulated boom. The Xtra-Capacity XC models will be represented by the 135ft Genie SX-135 XC straight boom 85ft S-85 XC and 45ft Z-45 XC articulated boom. Also on show will be an upgraded model of the 40ft slab electric GS-4047 scissor lift. Accessories on display will include the new Genie Lift Power generator solution with dedicated hydraulic circuit, allowing lift and drive during operation. The Genie Fall Arrest bar which allows workers to use their boom lift as a fall arrest anchor to perform tasks next to the platform while remaining connected to the platform. Other products on display will include the updated Genie GTH-2506 2,500kg/six metre compact telehandler.

**Klubb**

Klubb the 'new kid on the block',



Haulotte HA26 RTJ



The 11 metre K26x mounted on the new Mercedes X-Class 4x4 pick-up truck

will have its new van and truck mounts on display, including the 11 metre K26x mounted on the new Mercedes X-Class 4x4 pick-up truck, with up to 5.2 metres of outreach and a new turret design



The all-electric K20 van mounted platform on a cutaway Nissan e-NV200



The 60ft Genie Z-60/37 FE hybrid articulated boom

that reduces rear overhang, providing more compact overall dimensions. Also look out for the new all-electric K20 van mounted platform on a cutaway Nissan e-NV200.

Don't miss what it claims will be the smallest van mounted platform in the world, intended for applications in urban areas. Klubb will also have a new truck mount on the Mercedes stand - the 18.5 metre Xtensio3 mounted on Unimog chassis with 13.9 metres outreach and 280kg platform capacity.

**Skyjack**

Skyjack will have a wide selection of its booms and scissor lifts on display, but will also be focusing on the massive array of new technology that it unveiled at the recent American Rental Show - see page 49



Ruthmann's new 90 metre T900 HF



Hinowa Lightlift 33.17

**Ruthmann**

The main focus of the Ruthmann stand will be its re-entry into the top end of the truck mounted platform market after a 15 year absence. Having written off this market sector it is back with the 90 metre T900 HF and expect a surprise or two as well.

**Holland Lift**

The company will show two of its large heavy duty narrow aisle four wheel drive scissor lifts, the HL160 and HL190 with Hybrid, all electric or diesel power packs.

**Bobcat**

The company will show its recently updated and new telehandlers including the TL30.70 launched last April.

**Time Versalift**

No news yet on what Time Versalift France is planning to show, but expect an impressive display and an all new range, in its first Intermat as a factory owned operation.

**Hiab**

Hiab will focus on its heavy and medium series loader cranes as well as showing a lithium powered crane

Multitel 160.



(ePTO) which can be used indoors or during unsocial working hours.

**Multitel Pagliero**

The Italian truck mounted and spider lift manufacturer is set to launch a new large truck mounted platform with a working height of about 76 metres. Also on the stand is the 10 metre big-deck MS 100. Also look out for its new 16 metre Multitel 160 Hybrid truck mounted platform on a 3.5 tonne Iveco Daily chassis.

**Platform Basket**

Platform Basket will launch the 30 metre Spider 30T, with an overall width of 890mm the manufacturer claims it is the world's narrowest 30 metre spider lift.

**Hinowa**

Hinowa will unveil its 33 metre

Lightlift 33.17 Performance IIS spider lift. The new model is a significant departure for the Italian manufacturer and incorporates a good number of innovations, including a jib with 180 degrees of articulation.

**Snorkel**

Snorkel will show its latest electric slab scissor lifts, including the new TM16E mast type lift, and latest boom lift. But might also have its Faresin-built compact telehandler on display.



Snorkel TM16E

# ATN

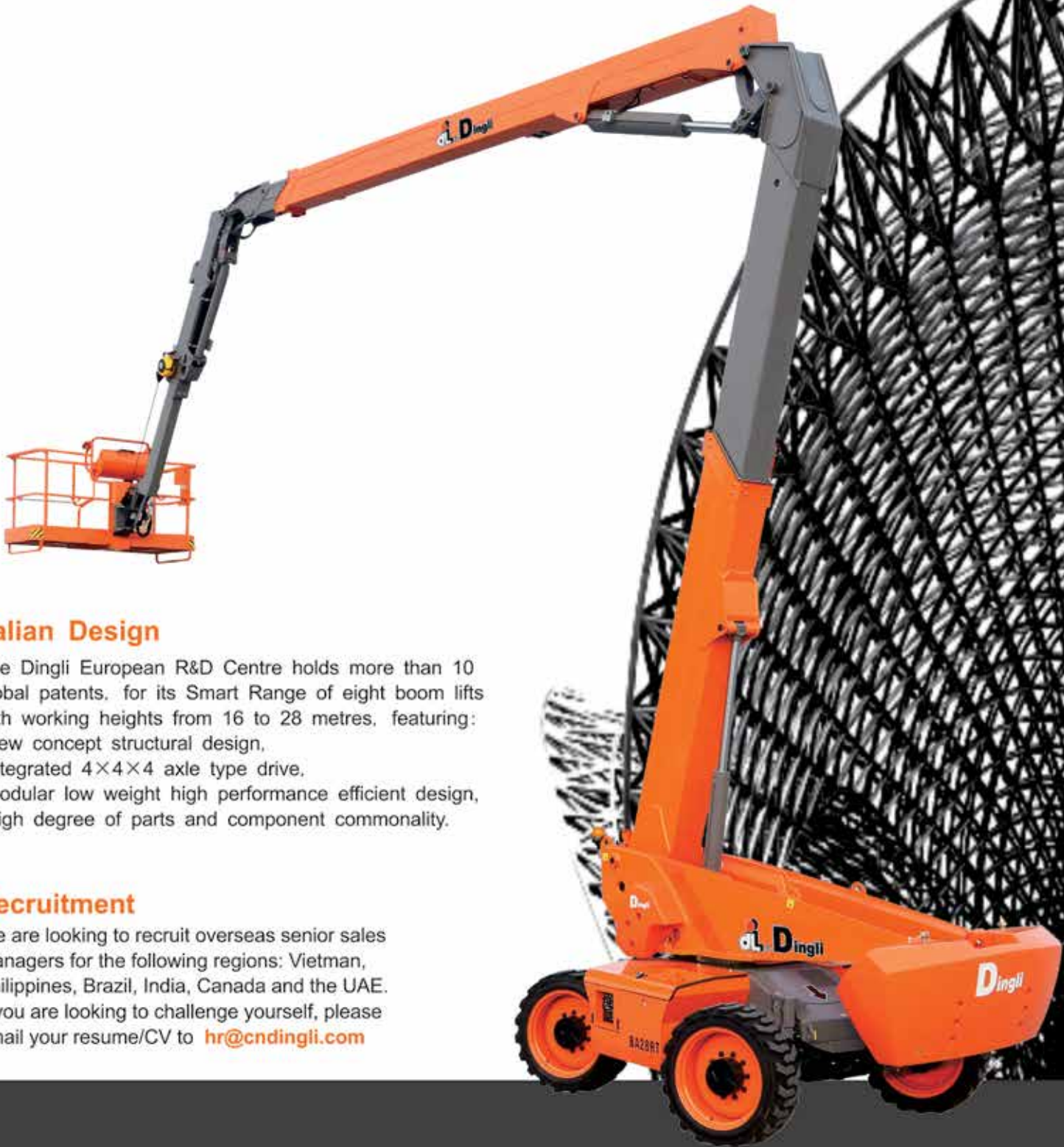
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### Italian Design

The Dingli European R&D Centre holds more than 10 global patents, for its Smart Range of eight boom lifts with working heights from 16 to 28 metres, featuring:

- New concept structural design,
- Integrated 4x4x4 axle type drive,
- Modular low weight high performance efficient design,
- High degree of parts and component commonality.

### Recruitment

We are looking to recruit overseas senior sales managers for the following regions: Vietman, Philippines, Brazil, India, Canada and the UAE. If you are looking to challenge yourself, please email your resume/CV to [hr@cndingli.com](mailto:hr@cndingli.com)

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#### Telescopic Boom Lifts



#### Articulating Boom Lifts



## Teupen

No new models are expected from the German spider lift manufacturer BUT there is a possibility that it will introduce a new line of simpler, lower cost smaller spider lifts in the 12 to 15 metre range?

## Bronto

Bronto will have plenty to talk about. Now fully part of Japan's Morita it will show the 70 metre S70XR, the largest in Bronto's XR range, mounted on a 32 tonne four axle chassis, with an overall length of

under 12 metres. Variable outrigger positioning and automatic levelling are both standard. The six section main boom, long two section articulated jib/top boom and Sky Jib offers an outreach of 37 metres, and maximum up and over reach of 53 metres. Maximum platform capacity is a healthy 700kg.

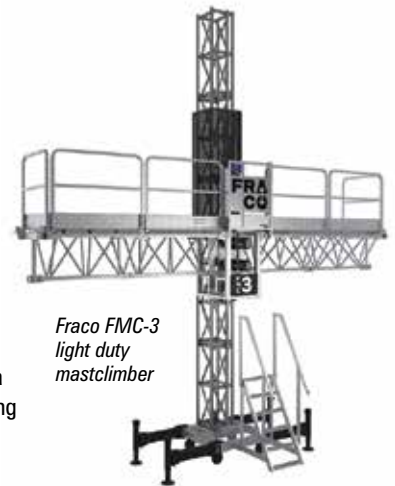
## Palfinger

Palfinger might just have a surprise up its sleeve but is likely to show its revamped 103 metre model on Tadano crane chassis, along

with the 75 metre P750 NX, the largest in its all-new NX Jumbo class with 39 metres of outreach, long two section top boom/jib and the innovative X-jib with up to 240 degrees 400 degrees of platform rotation.

## Fraco

Canadian manufacturer Fraco will be showing its mastclimber and hoist products perhaps including its recently launched the FMC-3 light duty mastclimber which has a capacity of 1,100kg, a 10 metre long platform on a single mast and lift speed of 7.5 metres per minute.



Fraco FMC-3  
light duty  
mastclimber

## Intermat exhibitor listing

Company	Stand number	Escal Services	5B J 017	Manitowoc	E5B 019
AGS	E6 C 118	Faresin	E5 F 001	Mantall Heavy Industry	E5 B 001
Airo Tigieffe	E5 A 038	Fassi	E5 M 026	Marchesi	5A L 127
Alliance Tire Group	5A G 012	Faymonville	E5 H 026	Marrel	E5 M 026
AL-Lift	5B J 002	Fiorella	5A K 120	Max Trailer	E5 H 025
Alba	E6 C 110	Fraco	5B L 013	Mercedes-Benz	4 C 051
Altec	5B G 021	Geda	5B K 009	Merlo	E5 D 001
Altrad	6 B 142	Gefran	5B G 013	Methocad	6 D 137
AMC Castera	4 C 071	Genie	E5 K 025	Michelin	5A G 058
AMCS	E6 F 031	GGR Unic	E5 L 026	Mickael Turetta	5B Ext 011
Anmopyc	6 C 011	Global Track Warehouse	5A F 042	Mills	6 D 132
Appydro	5A L 127	Goldhofer	5B Ext 028	Moba	6 H 028
Arcelormittal	5B H 002	Goodyear	5A F 045	Morooka	E5 B 016
AMG Ascenseur Monte Grutier	E6 C 110	Groupe Cayola	E6 B 100	Motto Elevation	5B Ext 010
Ascorel	6 H 015	Hansa	5A H 081	Multitel Pagliero	E5 G 012
Ashtree Glass	6 F 011	Hatz	5A E 002	NBB	5A G 086
Atlas	E5 K 002	Haulotte	E5 J 002	Nicolas	E6 B 046
ATN	E5 H 037	HBC-radiomatic	E6 E 043	Nooteboom	E5 F 011
Ausa	5B F 046	Hawe	5A C 041	NPB Bearing	5A BC 045
Baldwin Parker	5A D 053	HED	5A L 079	Ommelift	E5 B 033
Bauer	E5 D 037	Hetric	E5 G 043	Orbcomm	5A L 057
Bennes Jocquin	4 B 018	Hiab	E5 B 025 and E2 A 018	Palfinger	E6 F 105
BKT Tyres	6 C 068	Hinowa	E5 J 016	Platform Basket	E5 L 033
Bluelift	E5 A 012 and E5 h 016	Holland Lift	E5 J 025	Potain	5B Ext 019
BNP Paribas Leasing	6 F 039	Hunan Runshare Heavy Industry	6 L 056	Poclain Hydraulics	5A F 046
Bobcat	E2 D 047	Hyva	E5 C 045	Power Towers	5B N 033
Bonfiglioli	5A F 012	Imer	E6 D 052	Probst	E6 C 108
Boscaro	6 E 132	Imet	5B G 028	Raimondi	E6 C 087
Brand France	6 D 114	Irium Software	5B L 024	Rayco Wylie	5B P 003
Brendon Powerwashers	6 G 060	Isoli Klubb	E5 K 026	Renault Trucks	6 A 076
Bridgestone	6 C 042	Jay Electronique	5B H 014	Ritchie Bros	6 CE 077
Brigade Electronics	5B D 028	JCB Drivetrain Systems	5a C 021	Ruthmann	E5 A 012 and E5 H 016
Bronto Skylift	E5 B 015	Jekko	E5 M 026	Sany	6 E 097
Burnside Autocyl	5B H 022	JLG Power Towers	5B N 033	Sennebogen	E6 D 088
Camac	5B K 010	JMG	5B G 022	Skyjack	E5 K 037
Camso	5B L 021	KAB Seating	5a H 072	SMIE	E6 C 106
Cataldi	5A C 022	KHL	6 C 001	Snorkel	E5 J 033
CEA	6 F 021	Klaas	E5 A 012	Socage	E5 K 038
China Construction Machinery Assoc.	4 D 084	Klubb France	E5 J 015	Soilmec	5A D 111
CMC	E5 J 015	Kobelco	E6 C 120	SSAB	5A L 089
Cobo	5A M 066	Kohler	5A F 031	Tadano Faun	E6 F 106
CMC	E5 J 015	Kubota	5A F 011	Teupen	E5 B 022
Cummins	5A F 021	Liebherr	E6 B 056	Time Versalift	E5 K 026
Cranes & Access	E5 M 002	Lingong Group Jinan Heavy Machinery	5B A 039	Tobroco-Giant	5B M 044
Dana	5B Ext 023	Locatelli	E5 E 025	Trackunit	5A K 093
Deutz	5A D 011	Lodax	E5 F 021	Trimble	6 H 042
Dieci	E5 G 002	Loxam	5A L 058	TVH	5B K 013
DLR	6 B 013	Maber	5B A 021	Unic Cranes	E5 L 026
Doosan Bobcat	E2 D 047	Maeda	E6 C 102	Vertikal Press	E5 M 002
Duma Rent	E5 K 015	Magna Tyres	6 C 111	Volvo	6 A 042
Effer	E5 B 042	Magni Telescopic Handlers	E5 F 002	Wacker Neuson	6 E 098
Electroelsa	E5 K 016	Mait	E5 D 025	Wolffkran	6 E 098
Elsisan Makine-Elslift	E5 A 021	MAN Trucks	E6 B 002	Yanmar	E2 005
Equippo	6 A 002	Manitou	5B F 015		



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# Bigger than ever at new venue



Vertikal Days has moved to Donington Park this year, with the two day event taking place on May 16th and 17th.

DoningtonPark 

The new venue offers numerous possibilities and features a larger, all tarmac exhibition area, something that visitors last year really appreciated. The showground is also located just off the M1 at junction 23a close to and can be accessed from the nearby A50 and A42 roads and junction 24 of the motorway for those travelling south. International visitors can fly into the neighbouring East Midlands Airport, with the main terminal less than two miles from the venue, with a host of large modern hotels. The location is also convenient to the major towns of Derby, Nottingham and Leicester, while Birmingham is less than an hour away.

### Bigger and bigger

The 12th Vertikal Days looks set to be bigger again and is highlighted by a larger number of exhibition stands than ever before. The show is almost fully booked and looks set to be the platform - excuse the pun - for many new product launches, along with innovative products from component suppliers and service companies. With Intermat only partially supported by crane and access manufacturers this year, it will also without question be the largest crane and access event in the western hemisphere.

A full guide and preview to the event will be published in the next issue of the magazine, but in the meantime, here are a few glimpses of the new products or introductions that we already know about.



### Cranes

Crane and lifting equipment manufacturer Böcker will launch its new UK direct sales operation and unveil its new 12 tonne AK52-1200 flagship model which the company claims is the world's most powerful aluminium boomed truck crane on a 26 tonne chassis. The crane has a maximum radius of 45 metres and can take a one tonne load to 34 metres at a height of 30 metres. It will be shown alongside the 2.4 tonne AHK 36/2400 trailer crane.



Böcker AK52-1200

Staying with aluminium truck and trailer cranes, the show will also host the launch of Klaas cranes in the UK, now represented by Kranlyft UK. The company will show the latest truck mounted model from the German company which has a range topped by the K1000 RSX - with a 55 metre maximum tip height it can handle six tonnes at 7.5 metres and take one tonne to a 30 metre radius or 350kg to 44 metres. Kranlyft will also show the Maeda range including the five tonne CC985 mini crawler crane and the eight tonne MC815 spider crane.



Klaas K1000 RSX



Liebherr LRT 1090-2.1

GGR will have the latest Unic spider cranes, including the new six tonne, second generation URW-706-2 crane, and also show its new range of Sunward mini crawler cranes, alongside the Galizia pick & carry crane line.

Liebherr will have the European launch of its new Rough Terrain crane products which have just gone into production following their unveiling at Conexpo last year. The 90 tonne LRT 1090-2.1 will be on the stand, featuring a 47 metre main boom and a 10.5 to 19 metre bi-fold swingaway option with up to 40 degrees of offset. It will also show the first of its new 90 tonne LTM 1090-4.2 All Terrain cranes sold in the UK.

Vertikal Days will also be the first public showing anywhere of the new three axle Spierings seven tonne SK597-AT3 City Boy hybrid self-erecting tower crane. The long anticipated new crane features a

48 metre jib with a 1,700kg jib tip capacity and luffing range of 15, 30 or 45 degrees giving a maximum lift height of 55.45 metres. The company will also show the 10 tonne six axle SK1265-AT6 which can lift 1,700kg at a radius of 60 metres and to a maximum height of 64.2 metres with the jib luffed to 30 degrees.

One of the founding exhibitors of Vertikal Days, City Lifting will highlight the new Raptor 184 articulated luffing tower crane from Artic Crane. The Raptor 184 has a capacity of eight tonnes at a 23 metre radius and four tonnes at 36 metres, while the minimum out of service radius is just 4.7 metres.



Spierings SK597-AT3 City Boy



Raptor 184

Tadano  
GTC-800



Tadano has much to discuss and will exhibit its latest All Terrain crane, the three axle 60 tonne ATF 60G-3. It will feature alongside the four axle 70 tonne ATF 70G-4 and 220 tonne five axle ATF 220G-5 All Terrain, while this will be one of the first opportunities to see the new 80 tonne GTC-800 telescopic crawler crane.

JT Cranes will present the new Jekko JF 545 articulated spider crane with removable counterweight, while fellow Italian company JMG will show its latest battery powered pick & carry cranes.



Jekko JF 545

Rivertek Services, the Kato cranes distributor, returns for its third year showing the full line of the



Kato CR-350Ri

manufacturer's compact City-type All Terrain cranes.

NRC will debut the 100 tonne Hitachi Sumitomo HSC SCX1000A-3 lattice crawler crane and show the 51 tonne Link-Belt TCC-500 telescopic crawler crane. HTC Wolffkran returns for a second year with the Wolff WK133B tower crane and has taken a slightly larger stand, while Manitowoc will display the 300 tonne Grove GMK 6300L alongside one of its Potain tower cranes. Kobelco will have its 135 tonne CKE1350G on display, as well as either a 90 tonne CKE900G or the larger 250 tonne capacity CKE2500G.

Hitachi Sumitomo  
HSC SCX1000A-3



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GMG VM26-J

### Access Equipment

GMG, the new company in the aerial lift market which launched as a business at Vertical Days last year, is back and promises to impress and surprise with a range of new products including a new 10 metre mast boom, the VM26-J, an all-new Rough Terrain scissor lift line and the 15ft 1530ED compact slab scissor lift.

Platform Basket - represented in the UK by Promax Access - will launch the 30 metre Spider 30T with an overall width of 890mm which the manufacturer claims is the world's narrowest 30 metre spider lift.



Comet Solar



Platform Basket Spider 30T

Comet will launch its ultra-compact off road Xiraffe 4x4 articulated boom lift line and show its recently launched Solar truck mounted platforms for the first time. GSR will show its new 3.5 tonne B series telescopics, the 18 metre B180T and 20 metre B200T. Bronto will have one of its new generation models on display, while Ruthmann dealer ASI is considering bringing its all-new 90 metre truck mounts to the show although a height

restriction imposed by the proximity to the airport will prevent full extension.

Lingong Group Jinan Heavy Machinery (LGMG) will use the event to make its UK debut with a display of slab electric scissor lifts including the 15ft SS0507, 19ft AS0607E and 26ft AS0808E scissor. Klubb will make its debut as majority owner of its distributor CPL, which will show the latest van mounted lifts as well as 3.5 tonne truck mounts and spider lifts from Palfinger Platforms Italy.



LGMG AS0808E

Versalift will bring its new LAT135-H Euro 6 pick-up mounted platform available on a choice of two chassis - a Toyota Hilux or Isuzu D-Max.



Versalift LAT135-H E6



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16-17 May  
Donington Park, UK

Stand 418

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**Hinowa**  
**Lightlift 33.17**

It features a working height of 13.3 metres, an outreach of 6.1 metres and a 230kg platform capacity.

In terms of spider lifts one of the biggest new product launches will be the 33 metre Hinowa Lightlift 33.17 Performance III S spider lift. The new model is a significant departure for the Italian manufacturer and incorporates a number of innovations including a jib with 180 degrees of articulation. It is also available from JLG where it is known as the X1000AJ.

Multitel Pagliero will show two new models, the SMX 300 HD and the lithium powered SMX 250 crawler platforms. Its truck mounted range will include the first 10 metre MS 100 sold in the UK and the 29 metre MX 290.

Snorkel UK will launch its new Bluelift spider lift distribution business, alongside its latest electric slab scissor lifts, including the new TM16E mast type lift and latest boom lift.

A year after entering the aerial lift market, JCB will unveil lithium ion



**Snorkel TM16E**

battery powered versions of its slab scissor lift line, and launch its next new product line, likely to be articulated boom lifts or possibly its first Rough Terrain scissor lift. ATN is also planning a new product launch but not saying what yet, Bravi is back after taking a year off, while Teupen will launch its distribution partnership with Alfa Access.

TCA Falcon Lift will have some significant announcements and show its Falcon Spider FS330Z and FS320C, both with the new height

adjustable Vario crawler chassis. Skyking will have the latest offerings from Ascendant Access and Palfinger Platforms while

**Multitel SMX 300 HD**



*The JCB scissor lifts are now available with lithium ion batteries*

launching its new UK dealership for Isoli. Airo - with UK partner Aerial & Handling Services - will show its new variable platform for its low level scissors, alongside the new 40ft X14 EN and 46ft X16 EW slab electric scissor lifts with 1.5 metre deck extensions.

Manitou will focus most of its efforts on its access product line launching a new Mark III version of its 46ft 160ATJ with new optimised lift mechanism, improved platform, smaller engine and load sensing hydraulics. It will also show its two new 65ft boom lifts, the 220 TJ and the 220 TJ+. CTE says that it will unveil at least one all-new product, but is holding back on saying what that might be.



*The new Manitou 160ATJ.*

Genie will focus its display on new accessories and services, including its new generator Genie Lift Power. Alimak Hek, celebrating 70 years in business, will show the Scando 650 construction hoist, Hek MC 450 mastclimber and Hek TPL 1000 transport platform.

Niftylift will have a great deal to talk about as it launches its new 33ft HR12L lightweight electric boom lift with a choice of AGM or lithium ion battery packs and overall weight of just 2,500kg. The company will also show the production version of the 65ft HR22S 4X4 Hybrid telescopic boom lift and the Mark III hybrid system on the HR21.



**The new Niftylift HR12L**



**TCA Vario crawler chassis**



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Magni RTH 6.46 SH



C&A

Vertikal Days



### Telehandlers

The most significant telehandler launch is almost certain to come from Magni which plans to show the 46 metre/six tonne RTH 6.46 SH - the world's biggest 360 degree telescopic handler. This will be joined by the RTH 5.25 Smart SH and the HTH 10.10. JCB will have its 4,000kg/18 metre 540-180 model on display, with a 17 metre version - the 540-170 - on the CW Plant stand. Snorkel may also be ready to show its new six metre 2.6 tonne compact model, a badged Faresin unit, while Genie, Manitou and JLG will also show telehandlers.

### Ancillary equipment and services

The Marketplace Pavilion will have more stands than ever before, with plenty of new exhibitors alongside the regulars. Products range from software, training specialists, components, safety equipment and electronics suppliers - all of which are related to the crane and access market and enough to keep you fascinated for hours. The Marketplace Pavilion also hosts the main café - serving complimentary tea, coffee and pastries all day - while providing a good location for off-stand meetings and networking



etc. The outside area will also include a large number of ancillary products and services, including replacement parts and service suppliers TVH and IPS, tyres from Michelin, Mitas and CGS, finance companies including the launch of a new venture by Steve Moody - Construction Plant Finance - and lifting gear from a range of suppliers including FLG and Carl Stahl Evita. A-Plant, together with subsidiaries Mather + Stuart and Live, is once again the rental sponsor for Vertikal Days providing generators, fencing and barriers.

### Check out the full preview and guide

The product overview above only provides a taste of what you will see at Vertikal Days this year. In the next issue of C&A we will

feature the full, pull-out guide to the event with far more details on the products on display and a full listing of exhibitors. Other exhibitors will include the CPA and IPAF which will meet members and also demonstrate their latest industry initiatives. Harness supplier and trainer SpanSet will demonstrate its new escape system for platforms in addition to its regular stand.

### Nothing changes

Vertikal Days may have changed venue, but everything else remains the same with all visitors having a shared interest in lifting and working at height. This means Vertikal Days is an opportunity for both visitors and exhibitors to network and make new contacts. Everyone in the aisles, stands or the pavilions is a potential customer or supplier.

Exhibitors have plenty of time to spend with visitors, either on their stands or in the many public areas. As usual, there will be a number of seminars, meetings and workshops at the event, so try and take advantage of them and learn something new.

### Catering and hospitality

Lunch and all refreshments are as usual included, with lunch provided each day from 12:30 - 14:30 in the Catering Pavilion. Visitors and exhibitors can enjoy a free-range hog roast, a barbecue and a sandwich bar. As usual, parking is free and hotel rooms within a five mile radius are plentiful, with good connections to the venue.



TVH stand



### Show Information:

#### Venue:

Donington Park, Castle Donington, Derby, DE74 2RP

#### Dates/Times:

Wednesday 16th May 10am to 5.30pm and Thursday 17th May 10am to 4.30pm

#### Exhibitor Listing:

See [www.vertikaldays.net](http://www.vertikaldays.net)

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# Positive show in the Big Easy

The 2018 American Rental Association's annual convention and Rental Show was held last month in New Orleans, with 6,000 rental company staff attending and most exhibitors reporting rapid order intake compared to previous years.

Skyjack, GMG, Snorkel, Manitou, MEC and Bailey Cranes all unveiled new products, although the biggest surprise came from JLG, where the company launched the X1000AJ, its version of the recently announced 33 metre Hinowa Spider lift two months before the planned Hinowa launch. A major trend spotted at the show was the sudden emergence of overhead warning/protection systems for scissor lifts - as a form of secondary guarding. Given the costs and simplicity of the technology it is likely that the concept will quickly become a mainstream safety feature, especially in Europe where demand for it is growing.

While totally new products were think on the ground, most stands had new product developments and updates to talk about. Starting with the product launches:

Skyjack highlighted its all-new North American style 2.5 tonne/six metre telehandler, which can handle 2,000kg at its maximum 5.9 metre lift height and 862kg at its full 3.44 metre forward reach. The compact unit features a full size cab, which can be converted from open to fully closed in two hours.

The company also unveiled a new moulded composite control box for its scissor lifts which is virtually indestructible, and showed a prototype of an overhead sensing/warning and cut-out system, the Platform Protection Alert, that uses ultrasound sensors on the guardrails which cover the entire platform, with a reversing alarm type beep warning the operator of an approaching overhead obstacle. As the platform moves closer to the obstacle the beeping gets fast and then cuts the lift function. If the operator needs to get closer,

he can override the cut-out and restart the lift function. Skyjack also launched its new Elevate telematics system in partnership with Track Unit, and



Skyjack's Big Cab SJ519 TH compact telehandler



Skyjack's Platform Protection Alert currently in test and evaluation uses four ultrasound emitters located on the guardrails to warn of overhead obstacles



The GMG stand



Skyjack also launched an all new moulded composite control box



The GMG 1530ED is a full specification 15ft micro scissor lift that weighs just 860kg

its Virtual Reality training simulator partnership with Serious Labs.

GMG unveiled three new products, including the 15ft 1530ED compact lightweight scissor lift. Built to its own design it includes a full width platform with roll out extension, direct electric drive, active pothole protection and an overall weight of just 860kg. Overall length with the entry step removed is just under 1.5 metres, with an overall width of 760mm. The company also announced a new Rough Terrain scissor lift range, but had no space

to show it - catch it at Vertical Days. The other new product on the stand was the VM26J, a classic 10 metre mast boom with direct electric drive, built by Mantall with GMG's own running system and custom features.

The company demonstrated a new overhead alert and cut out system on a scissor lift, which it says uses a form of radar to detect obstacles above the operator. The beam emitter will be built into the control box so that it always senses the space above the operator. When an obstacle is detected it sounds an alarm with a beeping that gathers speed as the operator moves closer to the obstacle and finally cuts the lift function. The operator can then override the lock out and proceed with caution, the over-ride action is recorded in the machine's data log.

Manitou claimed to be the fourth largest boom lift manufacturer worldwide - but declined to say how

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The Manitou stand with new ATJ46/160ATJ Mk III and ATJ46+/160ATJ+

it calculated it. It used the show to launch its entry into the US access market, unveiling ANSI versions of its five smallest articulated boom models, topped by the 160ATJ+, which becomes the ATJ46+. As part of the launch it showed the 46ft ATJ46 - a new mark III version of its popular 160ATJ. The CE version will be unveiled at Intermat. Until now the 160 ATJ has shared a lift mechanism with the higher capacity 160ATJ+, while the new Mk III version uses a lighter lift mechanism, a galvanised platform, two wheel steer and a smaller engine coupled to a load sensing hydraulics system.

Snorkel unveiled a 2.6 tonne/six metre compact telehandler, the SR5719 - a badged Faresin model made in Italy. The two companies have signed a global deal in which Snorkel will sell Faresin machines to the construction/rental market under its own brand. The most innovative new product on the stand was the lightweight 15ft full length slab scissor lift - the 3215L. The machine has an overall length of just over two metres and weighs 952kg, but has no deck extension, as the platform is already longer than the chassis. The machine has been structurally modified with chassis and platform made from perforated steel and aluminium sheet metal, in order to reduce weight and floor loadings without sacrificing overall dimensions.

MEC showed two brand new

The new Manitou ATJ46 includes additional lifting eyes on the superstructure.



The 15ft Snorkel S3215L



The Snorkel S3215L chassis and fork pockets feature major cutaways to reduce weight



The Snorkel SR5719 built by Faresin

models, the compact 19ft Micro 19 slab scissor lift with direct electric drive, an overall length of 1.4 metres - with ladder removed - and an overall weight of 1,230kg with full specification including roll out deck. The other new model is a 45ft Rough Terrain articulated boom lift, the 45-AJ. The unit is clearly based on the Genie Z-45, with dual riser, two section boom and articulated



The new 45ft MEC 45AJ boom lift - very Genie

jib. Features include four wheel drive, oscillating axle and 360 degree continuous slew. The engine covers comprises of two parts in order to fully enclose the engine compartment to reduce noise emissions etc. The company is also now selling its ultrasound overhead protection for scissors and booms.



The 19ft MEC Micro 19 scissor lift is shorter and lighter than most 19ft scissors

The JLG stand featured the 33 metre X1000AJ spider lift, its version of the soon to be launched Hinowa Lightlift 33.17 Performance IIS. Outreach is 16.5 metres at an up & over height of 17 metres, with an unrestricted platform capacity of 230kg. The lift mechanism on the new machine features a four section telescopic riser/lower boom, which elevates to almost 90 degrees, plus a three section telescopic top boom and an articulating jib with 180 degrees of articulation.

Bailey Cranes showed its new Brandon Mini crane - come glazing robot - with a lift capacity of 340 to 450kg, plus the 4.5 tonne Brandon 10 battery electric pick & carry crane and the Brandon Trax 2,250kg crane/glazing robot and aerial



The MEC 45AJ features a two part right hand wrap around cover with greater protection during transport, better access and lower noise levels



The all-new JLG X1000AJ 33 metre spider lift



X1000AJ features 180 degrees of jib articulation, thanks to an extra link in the mechanism



The Brandon Trax has a 2.2 tonne maximum capacity, a four section 7.2m boom plus a 1.5 metre luffing jib

lift with four section boom and a maximum tip height of 7.9 metres with jib.

The following is an overview of the other stands:

Platform Basket on the Tracked Lifts stand



Steve and Justin Kissinger on the Compact Equipment stand, all units now meet the new ANSI standards and include a number of product improvements



Genie's micro mesh platform covers velcro into place around and under the platform to protect small components from falling overboard



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CMC spider lifts on the All Access stand, the 25m model is currently the most popular but the new 22m is expected to do even better when deliveries begin



Genie focused on new services, including used and rebuild programmes and accessories such as the aluminium mesh panels



The Niftylift stand was well stocked and popular with a production version of its 40ft telescopic trailer lift

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Haulotte reserved new products for Intermat but spoke of a major investment in North American product support



JCB is saving further aerial lift product launches for Vertical Days



The Jekko stand with both spider and pick & carry cranes



The Landoll PT40 heavy duty industrial telehandler can lift 18.8 tonnes to six metres



Reachmaster with Almac tracked scissor lifts, Falcon and Bluelift spider lifts, Winlet glass handlers and Ruthmann truck mount



Forever ODM's 32/15 Scissor Boom, with 32ft platform height and 4.5m outreach. The company also has a 45ft version with 6.6m outreach on the drawing board for launch next year



The Teupen stand

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# New safety app from Ainscough

Ainscough Crane Hire has launched an application it calls MAAP for use by employees, to share information on benefits, company news and regular safety updates. It also allows crane operators to communicate 'near miss reports' in real time, with operators and engineers encouraged to share near miss experiences, so that they can all learn from the event.

The app can be downloaded to any smartphones, tablets, laptops or desktop computers. Human resources director Maggie Langford said: "The app fulfills a number of functions for the business and allows the team to feel connected to the business and enable real time two-way communications so that team members have a voice and can tell us what is happening in the real world."



## Fatality costs Tata £1.54 million

Steel producer Tata Steel has been fined £1.4 million plus costs of £140,000, following the death of maintenance electrician Thomas Standerline, 26, in 2010. Standerline was inspecting an overhead crane at the Scunthorpe steelworks - then run by Tata - when another crane travelled over the platform he was working from, trapping and crushing him. He died instantly.

An investigation found that the company had failed to enforce its own safety procedures, despite having had two previous similar incidents, and had also failed to put in place essential control measures which would have prevented the overhead cranes from being operational.



Thomas Standerline

## New training simulator

Serious Labs has launched a new Aerial Virtual Reality Training Simulator with scissor and boom lift modules to provide operator training solutions for the rental industry. The scissor lift module includes 18 training scenarios for slab and Rough Terrain models, with 16 scenarios for articulated boom lifts.

The simulations become progressively more challenging, isolating tasks around driving, lifting, and platform positioning. Each module will take a novice 75 minutes to complete, while a seasoned professional about 45 minutes. The system provides feedback on the operator's performance, highlighting strengths and weakness.

The scissor lift scenarios were co-developed by Nationwide Platforms in the UK, while Skyjack, provided guidance on the development. The simulator requires an internet connection for its cloud-based delivery system. The Aerial VR Simulator will be available from April for purchase, subscription, lease or rental.



## Scaffold fall costs £101,000

Bland Scaffolding has been fined £100,000 plus £918 in costs after a young apprentice fell four metres from a scaffold platform in September 2016.

The apprentice, 16, was passing roof tiles from a loading bay to a colleague on the scaffold when he caught his foot in a gap between scaffold platform and loading bay. He fell backwards to the ground, sustaining injuries including a fractured cheekbone, broken wrist, plus injuries to his ribs and a cut above his left eye. HSE inspector Trisha Elvy said: "This case highlights the importance of following well-known industry guidance to design and erect scaffolding in a safe manner, a fall from this height could easily have been fatal."

## Hiab helps school project

Hiab has helped Year 2 students at Bredbury Green Primary School in Stockport, UK working on a project 'how to rescue a man trapped in a submarine at the bottom of the ocean by a giant rock'.

The students decided they needed to build a crane to lift the rock out of the ocean. Teacher Chris Holt and his assistant used Facebook to find a real crane for the children to see at close quarters. A member of Hiab's marketing team saw the request and offered to help, with Nortons Hiab Services taking a Volvo FH 450/460 tractor unit with Hiab 622E-6 HiPro crane to the school to show the class what the machine can do. Holt said: "We didn't tell the children the crane was coming, so the noise that erupted when they saw it was crazy. They were so excited. The children picked up on so many little bits of information that we wouldn't have learnt from just looking at pictures of cranes that we can now apply to our own crane that we are building."



## Who trained him then?

From somewhere in the USA, a man walking a plank resting on the roll out extension of a 32ft slab scissor, to reach a light. The plank only retained by a colleague acting as a counterbalance. The dangers/risks need no explanation.





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**CISRS**  
CONSTRUCTION INDUSTRY  
SCAFFOLDERS RECORD SCHEME

# First female overseas CISRS graduate

Hien Pham, the safety officer at Vietnam's Black Cat JSC, has become the first female to attend and complete a CISRS Overseas Scaffolder Training Scheme course, having successfully completed both Level 1 Scaffolder and Basic Scaffold Inspection courses at the AIS/Blackcat CISRS approved training centre located in Vang Tau, Vietnam.

The Level one course which includes both theoretical and practical sessions, covering general health and safety, working at height guidance, prevention of fall from heights, component recognition, understanding basic drawings, safe methods of erection and dismantle of basic structures such as towers and independent scaffolds, is the ideal starting point for anyone operating in the scaffolding sector.

Pham said: "The first time I went on site and witnessed scaffolding operations taking place I realised I wanted to learn more about how these structures were constructed. Participating in the Level 1 course has highlighted to me, the correct way to build scaffolding. I think the information on fall protection and avoiding falls from height is especially important for everyone involved in the sector."

"The Inspection course is essential to me as a safety officer, it has given me a lot more in-depth knowledge of scaffolding and will help me to spot hazards, either with defective equipment or poor construction and allow me to identify corrective actions. I am really happy and proud to have completed these two courses."

The partnership between training provider AIS and Blackcat JSC Ltd gained CISRS OSTs accreditation in October 2017 with the aim of upskilling and improving the competencies of its own employees, as well as servicing the training requirements of the lucrative Indo-China oil and gas and construction markets.



Blackcat chairman Ho Kha has been the driving force to improve the levels of Scaffolding safety and competence of employees, demonstrated by the quality of training centre and the training programme that have been put in place. Speaking of the achievement he said: "Hien is the first female scaffolder in Vietnam, her passion and commitment to the industry is fantastic, she is a highly valued member of the Blackcat team. We will continue to invest in the whole of our workforce for the benefit of our organisation and our client base."

AIS Training's Lead Instructor David John Adams added: "Blackcat has invested a huge amount into the development of scaffolding training and safety in Vietnam and AIS will continue to help them achieve that aim. It is great to see CISRS OSTs promoting equality and diversity, both AIS and Blackcat are committed to delivering high quality training to all, within the region and worldwide."



# CN Specialist Awards - scaffold winners

Recently appointed NASC member PHD Modular Access Services has won the Access & Scaffolding category at the 2018 CN Specialists Awards held at the Grosvenor House Hotel, London earlier this month.

The award category was sponsored by the NASC and presented by Des Moore, NASC president and chief executive of the Trad group.

GKR Scaffolding picked up the Innovation of the Year (Contractor) award for its virtual reality working at height safety training entry. Other NASC member finalists included Chris Sedgeman Scaffolding, Controlled Scaffolding, GKR Scaffolding, Interlink Scaffolding, QFS Scaffolding, and TRAD Scaffolding.

We would encourage all members to consider submitting entries for the corresponding awards in 2019.

## NASC award for Complete Access

Complete Access (Scaffolding) has received an NASC Highly Commended award, managing director Tony McDonald received the award from NASC Northern & North Wales chairman Wayne Connolly at a Northern regional meeting earlier this month.



## New NASC member in Scotland

Check It Scaffold Services of Glasgow is the latest company to become a NASC member, it received its membership certificate at the NASC Scotland/Northern Ireland regional meeting in Glasgow earlier this month.



L-R) Scotland/NI regional chairman Kevin Fitzpatrick presented the certificate to Steve DeMarco and Chris Austin of Check It Scaffold Services

**NASC**

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# New ALLMI board appointment

Neale Martin, Hiab specialist for Londonderry Garage SE of Northallerton, has joined the ALLMI board.

Speaking of his appointment he said: "It is a great privilege to be elected to a director's position and to have the opportunity to represent members' interests on a number of different fronts. I have spent over 25 years working with lorry loaders and have seen the industry transformed during that time. ALLMI has been a huge part of that progress and never more so than in recent years, during which it has taken great strides to become the standard setting body that it is today. However, I know the association is focused on continual improvement and so I look forward to bringing my experience to the board, contributing to the important role it plays in creating positive change and influencing best practice."



Neale Martin

## UK market statistics 2017

ALLMI has published its UK loader crane industry sales figures for the second half, completing full year statistics for 2017. Compiled by an independent third party and with the involvement of the majority of manufacturers represented within the association, the statistics are broken down into categories based on the tonne/metre rating of the equipment, as well as the application.

The figures show strong sales across a range of market sectors, with further overall growth compared to 2016. Demand for remote controls also increased, with over 55 percent of new loader crane sales featuring this popular option, and the figure reaching as high as 98 percent in one particular market segment.

The growing popularity of remote controls reflects the many benefits that they bring to lorry loader operation. However, adopting key safety rules and procedures is of paramount importance, and this was further highlighted recently following reports of two accidents involving the use of this equipment. Incidents such as these emphasise the importance of ALLMI's guidance material on this subject, which includes a web based video, an information leaflet aimed at operators and their immediate supervisors, and a ready-made toolbox talk template. For copies of the material, please visit [www.allmi.com](http://www.allmi.com) or download the ALLMI Smartphone App from the Apple or Google Play store.



## The rise of ALLMI training

40 years on from the formation of ALLMI, we take a look back at how the association's training has developed over the years into the UK's leading lorry loader scheme, culminating in record levels of demand during 2017. With its roots firmly planted in the late 1980s and partly borne out of the association's Code of Practice content, ALLMI training started life as a scheme delivered exclusively by member companies, and which was purely focused on operator instruction.

ALLMI chief executive Tom Wakefield said: "The content of the programme was always comprehensive and ahead of its time in comparison to other training available. However, the increasing popularity of the course, combined with the wider evolution of training accreditation practices, meant that in 2001 a fresh approach had to be taken."

This new way of delivering the scheme involved the formation of ALLMI Training Ltd (subsequently merged with ALLMI in 2005), a separate company set up by the association, designed to take the accreditation service to the next level. "This move represented the birth of the modern ALLMI training system as we know it today. Central paperwork auditing and data processing were introduced, as well as a more stringent instructor training and monitoring regime, with accreditation also being made available to training companies. All of these fundamentals were quickly built upon, laying a solid foundation for the growth that we experienced over subsequent years," added Wakefield.



ALLMI then continued to evolve in line with industry needs, with further programmes launched in 2006 (Slinger/Signaller), 2007 (Thorough Examiner), 2010 (Appointed Person) and 2012 (Crane Supervisor), as well as a range of manager courses in more recent years; and appetite for this training shows no signs of slowing. ALLMI chairman, Mark Rigby, said: "Having recently closed our 2017/18 financial year, we are pleased to report yet another period of significant growth, with record demand experienced for each of our lifting team courses. When added to further uptake of ALLMI's increasingly sought after membership, as well as development on a number of project related fronts, the last 12 months have been a huge success for the association and we look forward to making further progress in 2018 and beyond."



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

# VERSALIFT

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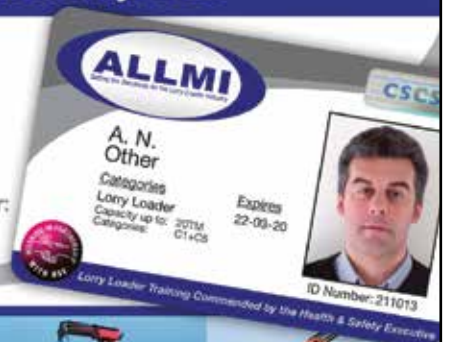
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# CPA research highlights pending operator shortages

The UK's Construction Plant-hire Association (CPA) has completed a major research project into the supply and demand of equipment operators in the construction industry. The study covered CPA members as well as training providers and contractors. A key purpose of the report was to gain clarity regarding the number of operators working in UK construction and to challenge the published figure of around 40,000 as detailed in the Construction Industry Training Board's Construction Skills Network Forecast. The CPA study indicates a total of around 289,000.



Kevin Minton

Kevin Minton, director of the CPA said: "Construction equipment is on the critical path of all infrastructure and building projects and skilled and competent operators are required if projects are to be delivered safely, on budget and on target. Equipment owners, operators and contractors therefore need to forecast and manage labour supply, including recruitment and retention of the existing workforce over the next five to 10 years. The findings from the CPA study mean that the numerical importance of operators as an occupational group matches their importance on site. Instead of being low in the rankings of occupation by volume, we now have the evidence to show that equipment operation as an occupation is one of the top five in construction."

"The research suggests that one reason for this discrepancy is the reliance on standard classification codes for company activity and occupations. These do not necessarily match the

real world, and many employers do not fully understand them. The underreporting remained unquestioned until we questioned it. It would be a big task - outside our control - to correct this, but we suggest that the Construction Skills Network report explains the nature and significance of the published figures. Given the potential scale of the underreporting, this is essential for policy and planning purposes."

## 58% of respondents struggle to recruit

40 percent of respondents stated that recruitment is very difficult or fairly difficult. While 28 percent had struggled with hard to fill vacancies in the past year. The areas with largest recruitment needs over the next 12 months are earthmoving - 26 percent, cranes and lifting - 19 percent, and materials handling at five percent. Skills and knowledge of potential candidates is said to be the biggest barrier to recruitment. Three key barriers in relation to training were found to be the cost,



the time off the job required to undertake training and the quality of training available.

Analysis of construction equipment qualifications indicated that there are currently 65 relevant NVQ qualifications applicable to operators, ranging from NVQ Level 2 through to NVQ Level 5, covering all aspects of equipment. However, the survey found that the level of apprenticeship training in the sector is low, potentially reducing its attractiveness as a career option compared to other construction occupations with more well established apprenticeship programmes. Over 80 percent of respondents stated they currently did not employ any apprentices at all.

## 80 percent of respondents have no apprentices!

The report findings suggested that there are fewer young people in the construction equipment sector than in the economy as a whole, with 43 percent of construction equipment workers aged 45 and only over and eight percent aged 24 or under.

Respondents said that the biggest challenges facing the construction equipment sector over the next five years, is

the recruitment of young people into the industry to replace an ageing workforce, with concerns regarding the attractiveness of the industry to young people. Other challenges included the increasingly competitive environment, lack of skills on site, Brexit and budget cuts.

Minton added: "This research is a valuable guide for us to work with our members to identify the areas of importance and priority. One of the key findings of this survey is the difficulty of recruiting skilled and qualified operators and the CPA is undertaking a number of initiatives to address this, such as a plant skills strategy forum and a careers event."



Recruiting young people to the industry is a major challenge

# Stars of the Future 2018



Preparations are well underway for the CPA Stars of the Future 2018 event to recognise the future stars of the equipment industry. Over 700 mechanic apprentices nationwide are eligible to enter the awards which will be held this year at the Heart of England Conference and Events Centre in Fillongley near Coventry on Thursday 14th June. The awards are for mechanic apprentices who have been assessed throughout the academic year, on their work in college and in the work environment, and the enthusiasm and commitment they bring to learning. There are separate awards for Level 2 and Level 3 apprentices, at both regional and national level.



Stars of the Future national and regional winners 2017



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# Demand soars for IPAF training

IPAF has posted another year of growth with membership up 6.6 percent, revenues up 7.8 percent to just over £6 million and the number of people trained almost four percent higher.

Membership increased to 1,322 in 66 countries in 2017, with members joining from five new areas - Algeria, Bahrain, Iran, Iraq and Latvia. 28.7 percent of members are now located outside of Europe.

A total of 164,662 people successfully completed an IPAF course last year up 3.7 percent on 2016. Significant training growth was experienced in the Gulf States and South America - reversing a recent downward in the region - while the number training in the association's largest market - the UK - increased five percent. The 1.5 millionth PAL Card operator licence was issued in November, with almost 725,000 valid PAL Cards now in circulation worldwide.

President Nick Selley said: "A year on from the objectives I set out at my inauguration, I'm pleased to note positive progress in respect of further initiatives to reduce accidents, promoting apprenticeships, developing closer collaboration with other industry groups, and encouraging more use of digital technology. IPAF invested heavily in 2017, strengthening its infrastructure through staff appointments, investment in new IT and communications systems and the ongoing Elevate quality improvement initiative."



## Access Photograph of the Year

Neil Lawrence of Orion Platforms, for his picture of St Margaret's Church, City of London, UK who captured the image of a 45 metre Palfinger WT450, truck mounted lift with 28 metres of outreach and a 600kg platform capacity, which Orion supplied to the National Trust to inspect all the lead work on the spire of the Sir Christopher Wren-designed church.



## UK Open Meeting and gala dinner

IPAF plans to hold a UK open meeting and dinner on the 25th September. It will include a half-day seminar featuring presentations on: the state of the market, IPAF's collaboration with other organisations such as BuildUK, CSCS and CITB, and an update on Health & Safety Executive matters. A dinner for all attendees will be held in the evening, with a new virtual reality simulator on site for members to trial as part of the association's consultation exercise on the future of Virtual Reality and platform simulators for aerial lift training.

IPAF chief executive Tim Whiteman said: "This will be a major event in the access industry's calendar and I am looking forward to being there and meeting our members and friends."



## Europlatform moves to Belfast

IPAF's Europlatform 2018 event will be held at the Europa Hotel in Belfast, Northern Ireland, on the 11th October. For more details about the event including announcements about the programme and speakers, as well as booking, check [www.europlatform.info](http://www.europlatform.info)

## IPAF Summit and Awards dinner 2019

The 2019 event will be held in Dubai on March 6th. Photographs from this year's Miami event can be viewed at [www.iapa-summit.info](http://www.iapa-summit.info)



c&a

IPAF focus

# IAPAs winners revealed in Miami

The annual IPAF Summit, Annual General Meeting and IAPA awards dinner took place in Miami, USA, earlier this month, the 2018 IAPA winners were as follows:

### Lifetime Achievement Award

**Dan Kaplan** was president of Hertz Rental for 15 years in the 1980s and 1990s, and then set up his own rental industry consultancy in 1997. Working with numerous companies since then, both in general rental and the access and specialist rental market.



**Access Rental Company of the Year**  
**United Rentals, USA**

**Contribution to Safe Working at Height**  
**Haulotte, France** - for its ACTIV Lighting System

**The IAPA Innovative Technology Prize**  
**Controls Dynamics (CTI), USA** for its Piranha Lox System

**IPAF Training Centre of the Year**  
**A-Plant, UK**

**IPAF Training Instructor of the Year**  
**Peter Wallace** of NIS Training, UK

**Powered Access Pioneer**  
**Shanghai Horizon Equipment & Engineering, China**

**Product of the Year - Mast Climbing Work Platforms & Hoists**  
**Scanclimber, Finland/Poland** for its Counter Balanced Extension

**Product of the Year - Self Propelled Booms & Atrium Lifts**  
**Niftylift, UK** for the HR21 4x4 (MKII) boom lift

**Product of the Year - Scissor Lifts & Vertical Masts**  
**Hematec Arbeitsbühnen, Germany** for the Helix 1205 mast boom

**Product of the Year - Vehicle and Trailer Mounted**  
**Ruthmann, Germany** for the T650 HF truck mounted lift

**Project of the Year**  
**UP Makine** for the Istanbul Airport project, Turkey



## IPAF Powered Access Rental Market Report picks up award

IPAF was presented with the Bronze award in the Best Provision of Industry Information and Intelligence category at the European Association Awards 2018, for its annual Powered Access Rental Market Report, compiled by Ducker Worldwide. The 2017 report is available to buy now, while the 2018 report is available to pre-order from [www.ipaf.org](http://www.ipaf.org)



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## PASMA Members' Conference 2018

PASMA has announced the date and venue for its second Members' Conference, following the highly successful 2017 event, which expanded the scope of the traditional Annual Members' Meeting format of previous events.

The 2018 conference will be held at the Aviator Hotel, Farnborough on 12th to 13th July. Bookings will open with a special early bird rate, which is open to both PASMA members and non-members alike. PASMA chairman, Gillian Rutter, said: "The 2017 Conference was our best attended annual event ever and hailed a massive success. The 2018 Conference is set to be even bigger and better and is a must attend for anyone who wishes keep abreast of the most up to date trends and developments in the mobile access tower industry."



## Date set for revised EN 1004 review period

In last month's issue it was revealed that the revised standard for EN 1004 - which sets criteria for the design and manufacture of mobile access towers - was to be sent out for public comment. This was following approval for release by an internal ballot of TC53 - the CEN European Technical Committee - for standards relating to temporary works equipment.

The draft has now been made available by each of the CEN member states and is open to vote on whether to adopt the standard, and to also provide comment, until June 12th, 2018. TC53 WG4, the working group tasked with the job of revising the standard, will then hold a comment resolution meeting to review the results, which must be submitted via the National Standards Bodies (e.g. BSI in the UK) to decide if any changes to the draft are required.

## EN 1298 revision underway

Alongside the work on EN1004, the most recent meeting of TC53 WG4 progressed the draft for a revision to EN 1298 - the standard which sets criteria for the content contained in instruction manuals for mobile access towers.

Influential in its revision are some of the proposed significant changes to EN 1004 together with relatively recent changes in good practice - such as the use of Advance Guard Rail (AGR) systems and the Through The Trap (3T) method of assembly and dismantling. The revision to the draft is being proposed to TC53 for a 'new work item' - whereby if approved, the work will formally begin.

## PASMA obtains Cyber Essentials accreditation

PASMA has become Cyber Essentials Plus accredited following a successful audit of PASMA head office's web security systems in January. Cyber Essentials Plus is a scheme operated by the UK Government's National Cyber Security Centre (NCSC), which advises a set of security controls based on the Government's research into the most common cyber attacks on UK businesses. Accreditation demonstrates that PASMA takes its IT security seriously and goes to great lengths to ensure its data storage is secure and in compliance with the upcoming GDPR regulations.



## PASMA Middle East Conference

PASMA's second Middle East Conference, held at the Marriot Al Forsan Hotel in Abu Dhabi, welcomed around 100 delegates on March 14th for what was a hugely successful event. Delegates heard from a range of speakers, from organisations such as Abu Dhabi Occupational Safety and Health Centre, Dubai Municipality, the International Institute of Risk & Safety Management and more.

Each session covered key themes relating to safety at height in general and the safe use of towers in particular - from fall prevention, to the legal fall-out and investigative process of an accident and choosing the right tower equipment. PASMA's Safety at Height Advisory Panel chairman, Mike Palmer said: "I am delighted to see such a positive response to the event. Its influence in developing tower safety in the region will be felt for years to come."

The event was preceded by special CPD sessions for PASMA instructors and an award ceremony and networking dinner on Tuesday 13th.

The association is pleased to announce the following winners from the night:

- Highest volume of delegates trained in 2017 - Rapid Access, collected by Mike Palmer
- Outstanding contribution and services to PASMA - Safelift, collected by Wayne Taylor
- Long-term service to PASMA - Simian Risk, collected by Ian Fyall
- Best newcomer 2017 - Enertech Qatar, collected by Sarah Nunn on behalf of
- PASMA Safety at Height Advisory Panel - H&S Professional 2017 in promotion of PASMA - IIRSM and Matt Cox

PASMA chairman, Gillian Rutter, said: "The PASMA community in the Middle East is going from strength to strength which these awards clearly demonstrate. I would like to thank all members in the region for their continued efforts in promoting PASMA, its training and the development of product standards."



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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# Liebherr LTM 1250-5.1

This model is in 1:50 scale and is made by NZG Models, which previously made the huge LTM 11200-9.1 model. As usual it comes in a Liebherr branded box, and a coloured instruction manual is provided which describes the assembly and primary features.

Out of the box the model is heavy, with a high metal content. The chassis is well detailed, with nice wheels and each axle can be independently steered to a good angle. They also have working suspension which provides a good range of movement. At the front, the carrier cab has decent details although the hook block hitch/tie down at the front is solid, making it more difficult to pose the model with a hook in transport mode. A nice touch is the soft rubber skirts that sit above the wheel arches.

The outrigger beams are two stage metal, with very good details within the casting, although somewhat unusually for a modern crane model, there are no spreader plates included. The crane superstructure is simple reflecting the real crane, and the fact

that it is a single engine machine. The hand rails are metal and the operator's cab tilts.

The counterweight is complex, being made up of many different metal plates and parts, each with usable lifting lugs. It replicates the VarioBallast system of the real crane so the counterweight can be placed in two positions on the carrier deck and small moving plastic markers indicate the inner position. Moving tabs on the crane allow the counterweight to be fixed in an inner position for reduced tail swing when space is tight, or in the outer position for maximum capacity. Attaching the counterweight is done by screwing down and interlocking two hydraulic cylinders, which can then be screwed back up to raise the counterweight.

The boom has some nice detailing, and the telescope sections are engineered very well with three locking points on each section.

The boom extension comes in three parts and each of them is metal. They are nicely modelled and connect with tiny brass nuts and bolts for which tools are supplied. Two good quality hooks are supplied. One is a single line block and the other is multi sheave for heavy lifting.

This is a solid and robust model by NZG, and it can also be expected to appear in crane rental company colours. It costs €249 from the Liebherr web shop.

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

## Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	26
Features (max 20)	17
Quality (max 25)	21
Price (max 15)	10
Overall (max 100)	82%



On the road



Nice carrier detailing



Counterweight is complex

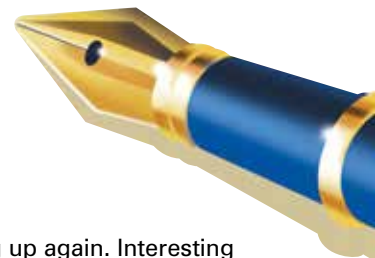


Posed with part counterweight. The spreader plates are not included with this model

Lifting a steel column



# Readers Letters



Dear Leigh,

I have just read that IPAF has given its Lifetime Achievement in the powered access award to Dan Kaplan! Dan Kaplan!!!. I cannot beleeevee it! How did this happen????? Compared to others he is a minnow in the access industry!!!

I don't know the man, so I cast no aspersion on him personally, I am sure he is a fine individual and talented and that he has been very influential in the American rental industry. But the global powered access market??? Come on!!

Dan Kaplan?!?! I do not get it. Was it because the annual shindig was held in America and he is American? It just makes no sense. I knew hardly anything about his career so googled it and to be honest I am still baffled - he doesn't even seem to have been much of a 'character'. If an American was needed what about Art Moore of Snorkel, or Wolf Haessler of Skyjack? Or Guy Ramsey or John Parker or Dick Moyer or the man that started Marklift.

And why was it held in America again? What is wrong with countries where members are? Like Denmark or Germany or Belgium - Brussels would have been a good one! Or Ireland rather than somewhere so far away most members are excluded from.

I am so angry and its not the first time so this time I decided to write it all down before I calmed down and forgot about it.

**Winston Smith**

I can't afford to upset the Powers That Be at IPAF, if I do my partners will give me hell if they take it out on us. So as you can see I have not used my real name.

*Yes we could see that the Winston Smith name was not the one he has on his email address! Awards such as this can be a nightmare, people love them or hate them, usually depending on whether they have won or not. The IAPAs appear to have been modelled on the Oscars and like the Oscars there is one lifetime achievement award a year, and clearly there are too many people of merit in our industry to ever be covered by one annual award. One problem the judges have is that these awards only go to those who have applied or have been entered. It is typical for this type of award for larger companies or self promoters to be more predominant among the entries, and thus due to simple odds among the winners.*

*Perhaps there is a case for the association to do more research to unearth a wider spread of applications? In this case without knowing who the other applicants were it is impossible to comment. And at the end of the day it is down to the judges vote, have a judge on the panel who makes a passionate case for one person, while others are indifferent on this category you can guess who wins.*

*It comes down to the old adage 'You have to play to win'.*

Ed

**Reputations**

Interested to see Guy Willet popping up again. Interesting piece - to be fair I did not expect it to be. But got sucked into reading the whole thing and it made a lot of sense, which is something for a computer illiterate like me. I would like to see more things like this in the magazine rather than just machines and gossip.

**Vince James**

*We have suggested to Guy Willet that he considers doing another couple of articles, the feedback was a little disappointing - lack of, not anti - we really do appreciate you letting us know what you think of our articles so please do take the time and get in touch, even if it is just a one line email.*

Ed

**Stolen crane returned**

Good morning,

As you know on September 1st, 2017 a Liebherr LTM1300-6.2 300 tonne All Terrain Crane was stolen from the Hovago Cranes yard in Dordrecht. Pretty unusual that the target of such a theft is a six axle All Terrain crane. But the crane was gone. For the last five months we were informed from various sources that the crane was offered for sale. And from the photo's we received it was clear that somebody was trying to sell our crane by using various traders around the world. But the search for the crane went on without results.

You can imagine our surprise when earlier this month, we received a call from the Federal Police of Antwerp. They have a team, formerly known as AULA, that is specialised in these kind of crimes. And in one of their operations, they recovered the Liebherr on an industrial area in a village somewhere in the Antwerp area.

This was what we had hoped, and more or less expected. This crane was too big to quickly ship overseas, or to drive overland across borders. As well as the size, the weight and the dimensions make it impossible to travel unnoticed, especially since you need special road permits in most European countries to travel with this crane.

We were very pleased to see that the crane still was in excellent condition and it will be checked out by Liebherr first.

We would like to thank you for participating in the search for the crane, and of course we thank the Federal Police of Antwerp for their efforts to secure our crane. Well done!

Kind Regards,

**Marcel Reimslag**

General manager

Hovago.

*This was excellent news both in that the crane was recovered, but also that the criminals did not manage to profit from their deeds. We published the story on our website and in the magazine in the hope that by helping spread the word, traders are on the alert should they be offered such a machine. We feel though that there is much more that could be done and would advocate a global database of stolen equipment - the crane, aerial lift and even telehandler markets are specialist enough that this is practical, while for earthmoving and other equipment a global register would simply be too large for easy searches/references. Traders or parts suppliers could simply check a serial number to see if it has been reported stolen or not.*

Ed

**David James R.I.P**

UK crane and access industry veteran David James died suddenly at his home on March first. He was 74. James started out in the crane hire industry with Scott Greenham Crane Hire he then moved to PTP (a sister company within BET) the company that pioneered self-propelled aerial lift rental in the UK and which for many years was the market leader until acquired by Loxam in 2000 to create its UK business.



He joined Nationwide Access in 1995 with responsibility for health & safety and remained with the company until he retired in 2006, but also did some auditing work with Kimberly Access as part of its programme to dramatically raise its game in terms of health & safety practices etc.

David James was well known in the industry for his uncompromising fairness and ethics. He was passionate about safety and doing things properly. The online report of his passing resulted in numerous tributes. The following are just two from people who worked closely with him over the years.

*All of us who worked with Dave will remember him as a great friend and true professional. His honesty and unique personality set him apart. His knowledge of the industry was excellent. He was uncompromising, and it was always good to have him on your side*

*RIP Dave*

**Mike Evans**

*I was very sad today to learn of Dave's passing. I had the pleasure of working with Dave at Scott Greenham cranes, PTP aerial platforms and Kimberly Access. Not only was Dave a very capable Health Safety and Training Manager he also possessed an in-depth practical knowledge of equipment, particularly cranes which was his first love.*

*I send my sincere condolences to his wife Pam and his family.*

*May you rest in peace Dave.*

**Ray Ledger**

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## Nordbygg 2018

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



## Intermat 2018

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



## Vertikal Days 2018

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



## HIRE18

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



## Crane Rental Association of Canada Annual Conference

June 6-9, 2018 The annual  
Canadian crane conference  
Winnipeg, MB, Canada  
Tel: +1780.790.2722  
www.crac-aclg.ca



## Europlatform 2018

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



## Verticaaldagen Benelux

November 6-8, 2018  
A specialist lifting event for the  
Benelux region  
Gorinchem, Netherlands  
Tel: +31 (0)6 30 421 042  
www.verticaaldagen.net



2019

## The Rental Show 2019

Atlanta February 17-20 2019  
Anaheim, California, USA  
Tel: +1 800 334 2177  
www.therentalshow.com



## Executive Hire Show

February 6-7 2019 Exhibition  
for the UK Tool Hire industry  
Coventry, UK  
Tel: +44 (0)1249 700770  
www.executivehireshow.co.uk



## IPAF Summit 2019

March 6th, 2019  
Annual summit and awards dinner.  
Dubai UAE.  
Tel: +44 (0)15395 66700  
www.ipaf.org



## Bauma 2019

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



## GIS 2019

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



## ICUEE - The Demo Exp

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



2020

## Conexpo 2020

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



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Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Bravi	<a href="http://www.bravisol.com">www.bravisol.com</a>
Bronto Skylift	<a href="http://www.brontoskylift.com">www.brontoskylift.com</a>
CMC	<a href="http://www.cmclift.com">www.cmclift.com</a>
Co.Me.T	<a href="http://www.officinemet.it">www.officinemet.it</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
DENKA-LIFT	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Easylift	<a href="http://www.easy-lift.it">www.easy-lift.it</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
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UTS Sales & Repairs	<a href="http://www.towersandpodiums.co.uk">www.towersandpodiums.co.uk</a>
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Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
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Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

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Klaas	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>
LTC Hoists Division	<a href="http://www.lchoists.co.uk">www.lchoists.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

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Advance Scaffolding (SW)	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>

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2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
ABBA Plant Hire	<a href="http://www.abbaplantire.co.uk">www.abbaplantire.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Actual Access	<a href="http://www.actualservices.co.uk">www.actualservices.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial and Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
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Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
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Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
GSR Aerial Platforms UK	<a href="http://en.gsrspa.it">http://en.gsrspa.it</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
Height for Hire	<a href="http://www.heightforhire.com">www.heightforhire.com</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.kunze-buehnen.com">www.kunze-buehnen.com</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplantire.co.uk">www.mrplantire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
North American Rentals	<a href="http://www.bigbooms.com">www.bigbooms.com</a>
Rothlehner	<a href="http://www.rothlehner.com">www.rothlehner.com</a>

Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Reachmaster (USA)	<a href="http://www.reachmaster.com">www.reachmaster.com</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group	<a href="http://www.tvh.com">www.tvh.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>
Workplatform	<a href="http://www.workplatformltd.co.uk">www.workplatformltd.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

Access Platform Sales (APS)	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Warren Access	<a href="http://www.warrenaccess.co.uk">www.warrenaccess.co.uk</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>
Workplatform	<a href="http://www.workplatformltd.co.uk">www.workplatformltd.co.uk</a>

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Height for Hire	<a href="http://www.heightforhire.com">www.heightforhire.com</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>
Special Equipment	<a href="http://www.special-equipment.eu">www.special-equipment.eu</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	<a href="http://www.arnold-schwerlast.de">www.arnold-schwerlast.de</a>
Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Heavy Transport/Abnormal Loads

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
S.A. Smith	<a href="http://www.sa-smith.co.uk">www.sa-smith.co.uk</a>

## Self-Propelled Modular Transporters

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
GT Lifting Solutions	<a href="http://www.gtlift.co.uk">www.gtlift.co.uk</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsblad.nl">www.vhsblad.nl</a>

## Telehandler Rental

ABBA	<a href="http://www.abbaplantire.co.uk">www.abbaplantire.co.uk</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplantire.co.uk">www.mrplantire.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

Access Safety Management	<a href="http://www.accesssafety.co.uk">www.accesssafety.co.uk</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>

## Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CISRS	<a href="http://www.cisrs.org.uk">www.cisrs.org.uk</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>

NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

### Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagru.com">www.galiziagru.com</a>
Grove	<a href="http://www.groveworldwide.com">www.groveworldwide.com</a>
HCME (Hitachi-Sumitomo)	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Jekko Minicrane	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
Klaas	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Kobelco	<a href="http://www.kobelcocm-global.com">www.kobelcocm-global.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicran.es.co.uk">www.maedaminicran.es.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Raimondi	<a href="http://www.raimondi.co">www.raimondi.co</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano	<a href="http://www.tadanofaun.de">www.tadanofaun.de</a>
Tadano Japan	<a href="http://www.tadano.com">www.tadano.com</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

### Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
Penny Hydraulics	<a href="http://www.pennyhydraulics.com">www.pennyhydraulics.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

### New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cotac Oy	<a href="http://www.cotac.fi">www.cotac.fi</a>
Cranes4Cranes	<a href="http://www.cranes4cranes.com">www.cranes4cranes.com</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Delden Cranes	<a href="http://www.deldencranes.co.uk">www.deldencranes.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IMC Cranes	<a href="http://www.imc-cranes.com">www.imc-cranes.com</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
M. Stemick	<a href="http://www.stemick-kranen.de">www.stemick-kranen.de</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Transloader Services	<a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>

### Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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### Furniture Hoists

Böcker	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
The Furniture Hoist Co	<a href="http://www.furniturehoists.co.uk">www.furniturehoists.co.uk</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>

### Crane Hire

AB2000	<a href="http://www.ab2000.co.uk">www.ab2000.co.uk</a>
ABBA	<a href="http://www.abbaaplantire.co.uk">www.abbaaplantire.co.uk</a>
Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hirex	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
Bryn Thomas Cranes	<a href="http://www.brynthomascranes.com">www.brynthomascranes.com</a>
Cork Crane Hire (Liverpool)	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
Crane Hire Ltd	<a href="http://www.cranehireltd.com">www.cranehireltd.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Delden Cranes	<a href="http://www.deldencranes.co.uk">www.deldencranes.co.uk</a>
Emerson	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
J&M Crane Hire	<a href="http://www.jandmcranehire.co.uk">www.jandmcranehire.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
McNally crane hire	<a href="http://www.cranehire-ireland.co.uk">www.cranehire-ireland.co.uk</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Port Services Heavy Crane division	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>

### Mini Crane Hire

A Mini Crane Hire	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Height for Hire	<a href="http://www.heightforhire.com">www.heightforhire.com</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>

JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Lift Limited	<a href="http://www.liftminicranehire.co.uk">www.liftminicranehire.co.uk</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

### Self Erecting Tower Cranes

Bryn Thomas Cranes	<a href="http://www.brynthomascranes.com">www.brynthomascranes.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>

### Tower Cranes

London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>

### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
HCI Consulting	<a href="http://www.hiconsulting.com">www.hiconsulting.com</a>

### Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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### Auction Houses

Ritchie Brothers	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
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### Battery Suppliers & Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
Platinum International	<a href="http://www.platinuminternational.com">www.platinuminternational.com</a>

### Load Cells & Load Monitoring Systems

Force Logic UK Ltd	<a href="http://www.force-logic.co.uk">www.force-logic.co.uk</a>
MSL Oilfield Services Ltd	<a href="http://www.msluk.net">www.msluk.net</a>
PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>

### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>

### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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### Outrigger Pads, Mats & Roadways

Alimats	<a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
Nolim	<a href="http://www.nolim.nl">www.nolim.nl</a>
Outriggerpads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universalcrane-mats.com">www.universalcrane-mats.com</a>
Welex Group	<a href="http://www.welexgroup.com">www.welexgroup.com</a>

### Component Suppliers

Cone Drive	<a href="http://www.conedrive.com">www.conedrive.com</a>
PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
UE Components	<a href="http://www.ue-components.com">www.ue-components.com</a>

### Parts & Service Suppliers

Aerial & Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Amerparts	<a href="http://www.amerparts.net">www.amerparts.net</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Cone Drive	<a href="http://www.conedrive.com">www.conedrive.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
C-Tech Industries	<a href="http://www.ctech-ind.com">www.ctech-ind.com</a>
Davis Access Platforms	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Donghua Limited	<a href="http://www.donghua.co.uk">www.donghua.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IPS	<a href="http://www.ipspartsonline.com">www.ipspartsonline.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
UE Components	<a href="http://www.ue-components.com">www.ue-components.com</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
Workplatform	<a href="http://www.workplatformltd.co.uk">www.workplatformltd.co.uk</a>

### Innovations

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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### Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Inspire	<a href="http://www.inspire.com">www.inspire.com</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

### Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
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### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Heaton Trestle Handrail System	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Heaton Scaffold Towers	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Load Systems UK Ltd	<a href="http://www.loadsystems.com">www.loadsystems.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>

SMIE	<a href="http://www.smie.com">www.smie.com</a>
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### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
inspire	<a href="http://www.inspire.com">www.inspire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

### Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
John Taylor Crane Services	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>

### Training Associations & Networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

### Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales (APS)	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Boss Training	<a href="http://www.bosstraining.co.uk">www.bosstraining.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Approved Safety Training - Ca	<a href="http://www.approvedsafetytraining.com">www.approvedsafetytraining.com</a>
CMT	<a href="http://www.c-m-t.co.uk">www.c-m-t.co.uk</a>
Elevation	<a href="http://www.elevation.net">www.elevation.net</a>
Emerson	<a href="http://www.emersoncranes.com/training">www.emersoncranes.com/training</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
LTC Training Services	<a href="http://www.lctrainingservices.co.uk">www.lctrainingservices.co.uk</a>
Mentor Training Solutions	<a href="http://www.mentortrainingsolutions.co.uk">www.mentortrainingsolutions.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Training">www.nationwideplatforms.co.uk/Training</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
Transloader Services	<a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>
UTN	<a href="http://www.utntraining.co.uk">www.utntraining.co.uk</a>
Versalift Training Direct	<a href="http://www.versalift.co.uk/training">www.versalift.co.uk/training</a>
Warren	<a href="http://www.warrenaccesstraining.co.uk/courses/">www.warrenaccesstraining.co.uk/courses/</a>
Access Training Workplatform	<a href="http://www.workplatformltd.co.uk/customer-support/operator-training">www.workplatformltd.co.uk/customer-support/operator-training</a>

### Safety Training

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Emerson	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>
Height for Hire	<a href="http://www.heightforhire.com">www.heightforhire.com</a>

### Training Services

Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hewden Training	<a href="http://www.hewden.co.uk/training">www.hewden.co.uk/training</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lyte	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.co.uk</a>
Mentor Training	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplantire.co.uk">www.mrplantire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>

### Crane Attachments

Kinshofer	<a href="http://www.kinshofer.com">www.kinshofer.com</a>
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### Wire Rope & Cable

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

### Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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### Tyre Suppliers

Mitas Tyres	<a href="http://www.mitas-tyres.com">www.mitas-tyres.com</a>
OTR Wheel Engineering - OTR Europe	<a href="http://www.otrwheel.com">www.otrwheel.com</a>

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SCX800    80t    2009

Sumitomo LS238	100t	1992
Hitachi-Sumitomo SCX900-2	90t	2007
Hitachi-Sumitomo SCX900-2	90t	2008
Hitachi-Sumitomo SCX800-2HD	80t	2009



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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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**Liebherr LR1100 100t**, Year 2002, 53m boom

**Liebherr LR1100 100t**, Year 2002, 53m boom

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

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Tel: +44 (0) 1773 581001 Fax: +44 (0) 1773 580483  
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April 2018



V23616 - **Hy-Brid HB P830CE** - 2013  
Electric - 4,3 Mtr. - / Hrs.  
€ 3.250



V24075 - **Skyjack SJ3219** - 2008  
Electric - 7,8 Mtr. - 134 Hrs.  
€ 3.950



V24139 - **Genie GS2046** - 2006  
Electric - 8,1 Mtr. - 394 Hrs.  
€ 3.950



V24596 - **JLG 2030ES** - 2007  
Electric - 8,1 Mtr. - 258 Hrs.  
€ 3.950



V24783 - **Genie GS2646** - 2007  
Electric - 9,92 Mtr. - 386 Hrs.  
€ 5.250



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



V22880 - **Mec 3772RT** - 2008  
Diesel 4x4 - 13,28 Mtr. - 1962 Hrs.  
€ 7.950



V22945 - **Genie GS4390RT** - 2006  
Diesel 4x4 - 15,11 Mtr. - 2707 Hrs.  
€ 14.950



V23604 - **Hollandlift Q-135DL24** - 1999  
Diesel 4x4 - 15,5 Mtr. - 3346 Hrs.  
€ 7.500



V22054 - **JLG SL 153-22** - 2008  
Diesel 4x4 - 17,3 Mtr. - 1800 Hrs.  
€ 16.950



V24992 - **JLG E300AJP** - 2002  
Electric - 11,14 Mtr. - 1723 Hrs.  
€ 9.950



V24548 - **Manitou 120AETJ** - 2005  
Electric - 11,95 Mtr. - 1144 Hrs.  
€ 12.500



V24167 - **Haulotte HA12IP** - 2004  
Electric - 12 Mtr. - 2225 Hrs.  
€ 10.500



V22306 - **Niftylift HR12NDE** - 2008  
Bi-Energy - 12,2 Mtr. - / 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



V24842 - **Genie Z51-30JRT** - 2007  
Diesel 4x4 - 17,62 Mtr. - 3661 Hrs.  
€ 19.950



V23698 - **Nagano NA180** - 2013  
Diesel 4x4 - 20 Mtr. - 792 Hrs.  
€ 49.500



V22458 - **JLG 600AJ** - 2004  
Diesel 4x4 - 20,29 Mtr. - 4808 Hrs.  
€ 18.950



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



V24487 - **Genie S45** - 2002  
Diesel 4x4 - 15,7 Mtr. - 5506 Hrs.  
€ 9.950



V23723 - **JLG 460SJ** - 2001  
Diesel 4x4 - 16,02 Mtr. - 6464 Hrs.  
€ 9.500



V22804 - **JLG 600SJ** - 2006  
Diesel 4x4 - 20,29 Mtr. - 4460 Hrs.  
€ 19.950



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



V19669 - **JLG 1350JP** - 2005  
Diesel 4x4 - 43,15 Mtr. - 6476 Hrs.  
€ 49.500

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Genie GS-2032

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4 UNITS AVAILABLE



Genie GS-2646

€4850



2005

11.58 METRE

400 HOURS

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

4000 HOURS

6 UNITS AVAILABLE



JLG 860 SJ

€49000



2008

40.00 METRE

4000 HOURS

6 UNITS AVAILABLE



JLG 1250 AJP

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2008

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4000 HOURS

3 UNITS AVAILABLE



JLG 1350 SJP

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