

cranes & accessories

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October 2019 Vol.21 issue 7

**All Terrain
cranes**
**Truck
mounted lifts**
**Outrigger
mats**

**Software for
technology**

..... First Terex hydraulic luffer...16.5m Versalift van mount...New Sinoboom 153ft boom.....



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ATF-120-5.1	120 t	11.4m – 60m	3.5m – 31.7m	91.8m	72m	390 kW (530 HP), 129 kW (175 HP)	10x6x10 (optional 10x8x10)

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On the cover:

Three Liebherr All Terrain cranes - two LTM 1250s and an LTM 1100 from crane and heavy transport company Ulferts - installing the final equipment on the new 236 metre Spirit of Discovery in Emden, Germany before the hand over to Saga Cruises.



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The All Terrain market continues to evolve with manufacturers introducing a raft of new models with new features and developments, including increased levels of new technology. We take a look at the major changes that have occurred over the past 12 months and the developing trends.



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Manitowoc has started to merge elements of its Grove mobile and Potain tower crane businesses in Europe. While the two crane lines

will remain independent they now share a leader in Orlando Mota - senior vice president Europe & Africa. C&A editor Mark Darwin spoke with him about his plans.

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The truck mounted platform market has seen more than its fair share of development over the past few years in terms of new technology and the adoption of new materials. We take a look at market trends and developments.



In the next C&A

The next issue of Cranes & Access scheduled for late November will feature Aerial lifts for arborists, Alternative lifting & heavy transport, Spider and atrium lifts and Technology/remote controls etc. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

Outrigger mats 41

The use of outrigger and crawler crane mats and spreader plates has increased exponentially particularly in Europe so why are we still seeing so many ground related overturns that could so easily have been avoided? C&A investigates.



Technology and rental software 47

The pace of 'technology' change is moving at an eye watering rate, accelerated by the increased ability of mobile devices and high speed connectivity. Manufacturers have been building the latest technology into their new models, however it is in order to get the most out of it companies need to ensure that it integrates with good rental management software.



Genie unveils new lifts 53

Last month Genie unveiled several new scissor lifts along with new 'High Float' and TraX booms and user accessories at its facility in Redmond, Washington as well as providing some insight into its future plans. C&A's Mark Darwin was there.



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Are we really serious about reducing accidents?

Those that follow our online news portal Vertikal.net may have seen a story recently concerning a large crawler crane overturn on a wind farm in South Dakota while travelling between turbine foundations. Photographs received from the scene indicate that the incident involved a 1,000 tonne crane tracking 'cross country' when it encountered some softer ground that allowed it to sink into the mud and overturn.

I have refrained from using the word 'accident' as incidents such as this are invariably caused by human error - either through lack of planning, lack of supervision or operator error - and are therefore not accidental.

Avoidable as this incident was - through the provision of proper site roads and hardstanding etc - I am more concerned about some of the 20 or so reader comments. In particular those posted by highly experienced crane people, including operators, aimed at a comment posted by a regular 'advocate of crane safety' who pointed out that employee safety is paramount, and asked why the crane had overturned and suggested some possible solutions to stop it happening again.

I was surprised by how harshly they berated him, given that he was simply trying to highlight the issue of overturns which occur all too often and are sometimes fatal. He has also spoken out against those crane companies or contractors whose main focus after such an incident appears to be to suppress information while focusing on wheedling out the 'whistle blower' and covering up such incidents rather than looking at what can be learnt by sharing that information with others in order to help eliminate such mistakes. Several comments highlighted details of the crane overturn further indicating how avoidable it was.

So why 'shoot the messenger' simply because he is an industry 'outsider' or for the manner in which he raises the issues as he tries to make people take notice and do something about it? Indeed many campaigns that have gone on to make a substantial contribution to change have started with a single voice questioning the establishment.

Does it matter if the person questioning the incident has never operated the equipment himself, or is not a seasoned expert on all of the machine's functions? Of course not, what matters is that those who own or operate the equipment make sure that it is done in a safe and controlled manner, without putting employees or members of the public at risk of death or injury.

So if it takes a non-operator to repeatedly produce long, repetitive letters and make comments which irritate old hands by highlighting a real problem - which we all say we want to eradicate - I for one am all for it.

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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Terex hydraulic luffer

The Terex CTLH 192-12 hydraulic luffer

Terex unveiled several new tower cranes in Italy last month, including its first hydraulic luffer the 12 tonne CTLH 192-12, the first of a new generation of self-erecting tower cranes the 4.4 tonne CSE 32 and a new eight tonne CTT 172-8 flat top which replaces the CTT 162.

The new hydraulic luffer has a maximum jib length of 55 metres, with a jib tip capacity of 2.35 tonnes. The unit has an out of service radius of eight metres and a minimum working radius of three metres. It can be used with any of the HD23, TS23, TS21 or HD20 towers and is available for both free standing and internal/external climbing configurations. The jib elevates from horizontal to almost vertical in two minutes. The CTLH 192-12 is set up for the Terex T-Link telematics platform and will be available from January.

The CSE 32 self-erecting tower crane can handle 1.05 tonnes at its maximum 32 metre jib length with a maximum hook height of 21.5 metres. Maximum hoist speed is 56 metres a minute. Shipments will begin next summer.



The hydraulic luffer and CSE 32 self-erecting tower crane

The new eight tonne CTT 172-8 flat top has a maximum jib length of 65 metres with 1.71 tonne jib tip capacity. It is compatible with the TS16 and TS21 towers and has two winch options. It will be available in December.



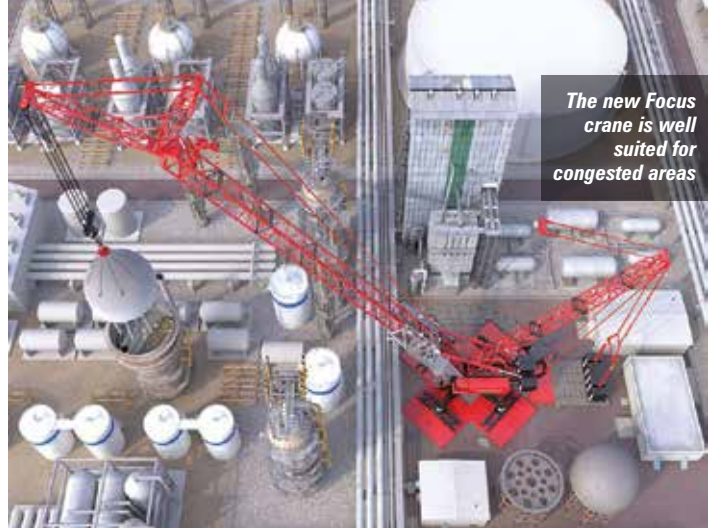
Customers at the launch

153ft Sinoboam

As we go to press Sinoboam announced the introduction of the 153ft GTZZ46J articulated boom lift, the largest articulated boom lift on the market, topping the JLG 1500AJP by 400mm.

The new platform features a three section telescopic riser/lower boom and three section top boom plus an articulating jib, offering 25.5 metres of outreach, a working height of 48.6 metres and maximum capacity of 455kg. The X type chassis has a stowed width of 2.5 metres opening to five metres in work mode.

Further details and a comparison will follow in the November issue.



The new Focus crane is well suited for congested areas

Mammoet releases Focus details

Dutch international heavy lift group Mammoet has released details of its Focus crane concept that it floated as an idea in 2016, suggesting at that time that it might be scaled up to have a maximum capacity of 24,000 tonnes. The concept of the crane is that it can set up within its overall footprint saving space and disruption on congested sites.

The crane's superstructure is placed onto a cruciform outrigger pedestal, with a special climbing frame mechanism and butt section. The upper sections of the boom are then added and jacked vertically so that further boom sections may be added at the base and raised in a similar manner. Finally the boom raises the back mast vertically and installs its counterweight. The new crane is said to offer ground bearing pressures of 10 tonnes per square metre on a surface of just 30 metres square. The super lift counterweight radius can be adjusted under load from 16 to 30 metres.

Jacques Stoof of Mammoet said: "The main boom is erected vertically with the help of a climbing frame. Once it is in place, the back mast can be installed vertically as well. This eliminates the need to sterilise larger parts of a plant area for crane assembly. Neither is there a need to build over live pipe racks. All in all, the assembly process is less complex, safer and more efficient, significantly reducing the costly space and downtime of assembling a crane."

The first unit is due for completion during the second quarter 2020.

Boehler leaves Skyjack

Brad Boehler left Skyjack and its parent Linamar last month. He was confirmed as Skyjack president in 2012 having taken over as interim president in 2011. Prior to that he was vice president of engineering, having joined the company as product safety manager in mid 2003.



Brad Boehler

New president for IPAF

Having left Skyjack Brad Boehler was required to step down as president of the International Powered Access Federation (IPAF) at the Europlatform conference in Nice, France. Deputy president Norty Turner of US-based United

Rentals replaced him, Karin Nars of Dinolift became deputy president and Karel Huijser of JLG was appointed vice president.



Karin Nars (L) Norty Turner and Karel Huijser

New 54ft Airo boom

Italian aerial lift manufacturer Airo has launched its 54ft A18JRTD Xtreme articulated boom lift with a maximum outreach of 9.9 metres and 300kg platform capacity at an up and over height of 8.5 metres. Maximum capacity is 400kg and working height 18.45 metres.

Other features include four wheel drive, four wheel steer, oscillating axle, Stage V and Tier 4F engine without the need for a Diesel Particulate Filter and integrated diagnostics system with Advanced Touch Control. Options include 180 degrees rotation on the articulating jib and a 2.4 metre wide platform. A hybrid version will also be available early next year.

The A18JRTD Xtreme has a working height of 18.45 metres



New National Crane boom truck

National Crane has launched a new long boom version of its 53 tonne NBT60 truck crane - the NBT60L - with a 46 metre main boom, topped by a 10.9 metre lattice swingaway extension providing a maximum tip height of 59.7 metres.

Standard features include a de luxe tilting operator's cab with heated seat, a colour digital display screen with real time diagnostics, electric over hydraulic

controls with speed adjustability, hydraulically removable counterweight, optional multiple camera system and a fully integrated wireless wind speed indicator.



National Crane NBT60L

Vertikal Days 2020 dates confirmed

Vertikal Days will return to Donington Park for a third year running on the 13th and 14th May.

It will be the largest lifting equipment event in Europe for 2020 and likely to see new product launches from the major crane, aerial lift and telehandler manufacturers. Located next to East Midlands Airport in Leicestershire, the venue provides a large tarmac area for outdoor exhibits while a large pavilion will be home to indoor exhibitors. Hotels in the immediate vicinity are plentiful, and its proximity to the M1 motorway, airport and rail links make it easily accessible for visitors.



New 34m platform from Rosenbauer

Fire and recovery vehicle manufacturer Rosenbauer has launched a new version of its B34 truck mounted rescue platform, the B34 2.0. Mounted on 18 tonne two axle Mercedes Econic chassis, it features a high strength three section telescopic boom topped by a long, single section articulating jib. It offers a working height of 34 metres, an outreach of 25 metres, and a maximum platform capacity of 500kg. A telescopic ladder runs alongside the boom and jib, providing an alternative way to reach or descend from the platform.

The new model is also fitted with basic extinguishing equipment consisting of a telescopic water riser and a monitor mounted on the front of the basket. Standard features include stepless outrigger set up with automatic monitoring and working envelope control, LED technology for all lighting, lifting eyes on the boom with a capacity of two tonnes for emergency crane work and automated return to stowed/transport position function.



Rosenbauer B34 2.0



The machine provides 25 metres of outreach

16.5 metres on 3.5t van

Versalift unveiled a new 16.6 metre van mounted lift, the VDTL-165-F in France last month. It claims it is the highest van mounted lift to be mounted on a 3.5 tonne van maintaining a Gross Vehicle Weight of less than 3,500kg, while retaining some cargo payload.

The new model has a three section telescopic boom and articulating jib, providing a maximum outreach of 8.5 metres with 120kg platform capacity, or 230kg at up to seven metres outreach. 180 degrees of platform rotation is standard and the stabilisers set up within the overall width of the vehicle's wing mirrors. It will be available on either a Mercedes Sprinter or Renault Master van chassis and will not only allow the lift to be used with a regular B class driver's license but still have 300kg of payload in the back of the van. A hybrid power pack is also available.

The VDTL-165-F has three section boom and articulated jib



The new Versalift VDTL-165-F on Renault Master van.



French cranes and access

France's crane and aerial lift exhibition JDL was held last month in Beaune. The weather just about held up and the main days of the event were well attended. The crane manufacturers were well represented with Tadano and Demag having the first opportunity to exhibit side by side.

With the new product focus on Bauma and GIS being held a few days later, the number of new product launches were limited but there were some, including the world premiere of Versalift's 16.6 metre VDTL-165-F mounted on a 3.5 tonne Mercedes Sprinter or Renault Master van with up to 300kg cargo payload.

Klubb launched its 12.5 metre K32 platform on a Renault Master van chassis which complies with Euro VI standards and the new Worldwide Harmonised Light Vehicle Test Procedure (WLTP). The K32 offers an outreach of 7.3 metres and



Klubb stand

120kg maximum platform capacity without the need for stabilisers.

Potain showed its new Cab-In internal operator hoist.

JCB showed its new battery powered industrial telehandler with 3,000kg capacity at its four metre lift height.

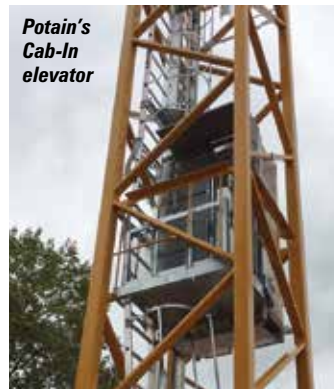
Multitel unveiled its new 20 metre MT204 hybrid telescopic.

Sinoboom launched its new European operation based in Tonneins, France headed by Daniel Duclos.

Spierings also debuted its new French sales manager and showed a new SK597-AT4 sold to local company Transmanutec.



The new Versalift VDTL-165-F on Renault Master van



Potain's Cab-In elevator



Multitel MT 204 hybrid



Sinoboom launched its new French operation



Spierings SK597-AT4



The JCB 30-19E

Tadano opens new plant

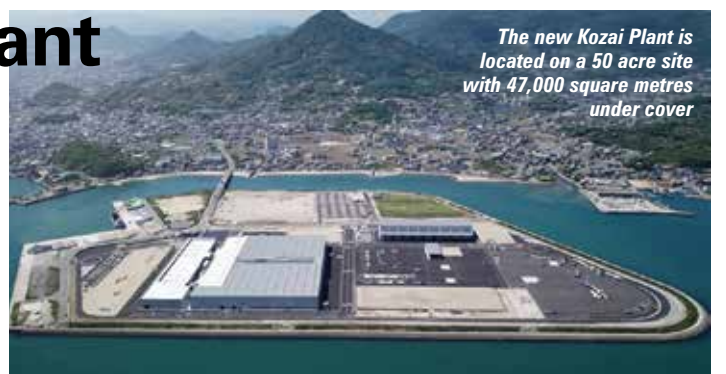
Tadano has opened its all-new greenfield Kozai Plant in Takamatsu, Japan.

The initial plans for the new plant were announced in 2015 when the company applied to add adjoining land to a plot it already owned, with construction beginning in 2017. Completed in April, the new facility adds substantial additional production capacity of Rough Terrain and truck cranes, as well as some major components, including booms and cylinders. 140 people attended the official opening, including the governor of Kagawa Prefecture and the mayor of Takamatsu City.



The facility includes 47,000 square metres of covered space on a plot of almost 50 acres. The company says that its design aims to 'harmonise the balance of people and machinery, connecting to the next

Koichi Tadano addresses delegates at the formal opening of the new plant.



The new Kozai Plant is located on a 50 acre site with 47,000 square metres under cover

generation of smart manufacturing'. The plant is equipped with automated guided vehicles, an air conditioning system for the assembly line, and highly advanced equipment, all of which have been incorporated into the design with the aim of significantly increasing productivity. In addition, the finished products will be transported by barge from a port adjacent to the plant.

New Genie scissors and HF and TraX booms

Genie has unveiled a new range of GS slab scissor that meet global regulatory standards in a single model. The changes are driven by the changes to the North American ANSI A92 and CSA B354 standards which come into effect in December.

The new models are equipped with a 'Dual Zone Control' allowing operators to switch between indoor and outdoor

use, with the machine's Load Sense system adjusting the performance parameters to the environment selected. The company also unveiled new 'High Float' and TraX boom lifts based on its XC 'extra capacity' models and number of new accessories. For more details see page 53.



Ruthmann Italia expansion

Ruthmann Italia has opened its new production hall for truck mounted lifts at its plant in Montescudo, Italy. The new building will produce the company's line of Ruthmann Ecoline truck mounted platforms, leaving the existing production facilities dedicated to Blueline spider lifts, thus increasing production capacity for both product lines. The opening ceremony was attended by dealers, customers and suppliers.



Working At Height Forum 2019

UK rental company Nationwide Platforms held its Working At Height Best Practice Safety Forum last month at Heythrop Park, Oxfordshire with 400 people attending the event, now in its 11th year.

Presenters included Mike Robertson - head of health & safety at NNB - Hinkley Point C, Graham Edgell - director of sustainability & procurement at Morgan Sindall and Martin Cloyd - head of health, safety & wellbeing at Mace Construction. Topics included working at height risk management, the need to futureproof for sustainable fleets, and mental health in the industry.

Afternoon breakout sessions included Manufacturers Showcase focusing on electric and hybrid equipment, IPAF Technical Committee updates, a customer risk workshop, and sustainable fleet selection. Sadly news came through during the afternoon of a fatal incident in which one of the company's truck mounted lifts was caught in an explosion at the Redcar steelworks in Teeside, causing understandable changes to the mood and evening activities.



A vertical advertisement for Jekko Mini Cranes. At the top is the Jekko logo, featuring a lizard and the text 'JEKKO'. Below the logo, the text reads: 'USER-FRIENDLIEST MINI CRANE EVER' and 'THE MOST ADVANCED STABILITY SYSTEM'. The background shows a close-up of an orange and black mini crane with 'SPX532' and 'JEKKO MINICRANE' visible. At the bottom, the text reads: 'SPX532 A NEW GENERATION OF CRANES'. Below this, a list of product types is provided: 'MINICRANES | MINIPICKERS', 'ARTICULATED CRAWLER CRANES', 'TELE-CRAWLER CRANES', and 'VACUUM & TOOLS'. The website 'www.jekko-cranes.com' is listed at the bottom.



Jesper Becker of Riwal (L) and Lars Sørby of Sørby Utleie

Electric JLG/Riwal booms for Sørby

Norwegian rental company Sørby Utleie has taken delivery of two all-battery powered 66ft JLG 660SJ boom lifts - converted from diesel by Riwal - the first sold to an outside rental company.

The 660SJ has an outreach of 17.4 metres, an unrestricted capacity of 249kg and a maximum platform capacity of 340kg at 15.3 metres. The units were converted and delivered by Riwal Scandinavia.

Custom PA-1030 for textile mills

US low level scissor lift manufacturer Custom Equipment has launched a modified version of its 4.9 metre PA-1030 push around lift.

Designed with an eye on the requirements of textile mills, the special machine has a slightly narrower overall width at just under 750mm, while the platform is a good deal slimmer than the standard machine at 457mm, enabling it to move easily in narrow spaces to clean the overhead heating and ventilation equipment. The machine has an overall weight of 405kg and maximum platform capacity is 240kg. The lifts can be equipped with AGM batteries, while features include a tool holder, parts tray, USB chargers on the platform, total lock rear casters and auto lock brakes on the front wheels.

The modified PA-1030.



JMG heavy duty articulated crane

JMG has unveiled a new battery powered wheeled articulated crane, the MC 50000RE. The new crane mounts a 50 tonne/metre Cormach E7F134ASC on a special JMG chassis and offers a maximum capacity of 9.43 tonnes at four metres radius. It can handle seven tonnes free on wheels.

The eight section main boom offers a maximum tip height of 19 metres and a maximum radius of 17 metres at which it can handle 1,830kg. The optional five section telescopic luffing jib takes the tip height to around 29 metres and can luff down to horizontal at which it offers a capacity of 1,120kg radius at 11 metres radius. Overall width when stowed is just over two metres while the overall length is 5.13 metres with a stowed height of 2.81 metres. The crane has a total weight of 22 tonnes.



Fines and possible criminal charges for three

Three companies have been fined for their roles in a fatal tower crane collapse in Seattle in April. The incident - which killed two crane erectors and two people in passing cars - was described as 'totally avoidable'. The Seattle police department has now opened a criminal investigation. The US Department of Labor and Industries confirmed that the crane was hit by a gust of wind after the team taking it down had removed the pins between the tower sections in order to save time. They had also slackened off the foundation bolts.

The investigation revealed that as wind levels increased the mobile crane removing the tower crane had to suspend operations. The tower crane crew decided that they would go ahead and remove the pins from all of the tower sections while they waited for the winds to drop, a 50mph gust then caused the crane to sway and collapse into the street.

Tower crane rental company Morrow Equipment which had supplied the crane to main contractor GLY was fined \$70,000. GLY was fined \$25,000 and Northwest Tower Crane Service which provided the crane dismantling crew was fined \$12,000.

The ruling said that Morrow was most culpable because it had an expert on site and should have ensured that the manufacturer's instructions were followed, while the other companies were cited for the lack of supervision, inadequate training and other violations.



55 Skyjacks for ARG

Dubai-based Access Rental Gulf (ARG), part of the AFI group, has ordered 55 Skyjack boom lifts in a deal worth \$5 million.

The deal includes 35 articulated and 20 telescopic boom lifts, which join a fleet of 1,100 aerial work platforms. Established in 2008, Access Rental Gulf operates from five locations across Dubai, Doha, Bahrain and Saudi Arabia.

Skyjack S46AJ articulated boom lift.



GIS 2019

GIS, the Italian lifting show took place earlier this month in Piacenza, Italy. With more than 400 exhibitors it was the largest GIS so far.

Several new products were unveiled including Socage's first Rough Terrain crane, the 45 tonne Optimus 450, Zoomlion's first Italian built crane, the 60 tonne ATC960, Comet's new 16 metre 16.75 HQ truck mounted platform, CTE's new 20m Zed 20 with 'H' outriggers, the 9.4 tonne JMG 50000RE featuring a Cormach 7F134 ASC articulated crane on a JMG battery powered chassis, Airo's new 54ft A18JRTD Xtreme articulated boom lift and Almac's 990kg tracked self-levelling Multi-loader 6.0 carry deck crane. XCMG debuted its aerial lift range with new dealer Hitex while Horyong displayed a 70 metre PE700 furniture lift. A full photo review can be found on vertical.net



Socage Optimus 450



CTE's new 20m Zed 20



Comet's 16.75 HQ



Almac's 990kg Multi-loader crane



Horyong 70 lift

Nationwide charity refurbishment

Apprentices at UK-based Nationwide Platforms have refurbished two old scissor lifts to compete for the Roger Wickens Engineering Award.

The completed platforms were branded in Cancer Research colours with the winner chosen by a judging panel including representatives from Genie and Skyjack along with Roger's widow Anne Wickens. Team Wickens won the award by just one point and both machines have gone back into the company's rental fleet with 100 percent of the revenue generated being donated to Cancer Research.



The two refurbished scissor lifts

PALFINGER

EXCELLENT PERFORMANCE

PALFINGER P 570

The P 570 from the Jumbo Class NX offers the perfect combination of working height and outreach. The 240° X-Jib expands the working range, while a 2 x 200° rotation ensures the workman basket is perfectly positioned on the object.

LIFETIME EXCELLENCE



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Growth slows at Haulotte

Haulotte reported total revenues of €477.9 million for the nine months to the end of September, up 15 percent on last year. New equipment sales were 16 percent higher at €422.5 million with Europe growing 13 percent, Asia-Pacific 18 percent, South America nine percent and North America 17 percent.



In the third quarter total sales were four percent higher at €135.3 million, comprising new equipment sales of €116.7 million - up 3.9 percent - parts and service revenues eight percent higher at €13.3 million and rentals up 36 percent to €5.3 million. The company said: "The market has accumulated indications of slowing down. With an increasingly uncertain global economic context pushing major market players to adopt a 'wait and see' attitude, it is unlikely that we will achieve our objective for 2019 of sales and operating income growth of 10 percent."

Kiloutou acquires Sticar

Kiloutou has acquired Italian rental company **Sticar** strengthening its market position in northern Italy. Sticar was established in Padua in 1976 to distribute and service forklifts, it added a rental operation in 1985 and entered the aerial lift market in 1986. It operates from nine locations in Turin, Milan, Verona, Brescia, Venice, Padua, Piacenza, Cesena/Rimini and Bologna with a total of 76 employees. It runs a fleet of 850 aerial work platforms and 475 industrial fork trucks.



Slower growth at Manitou

Manitou has reported nine month revenues of €1.6 billion up 18 percent on 2018. This includes Material Handling sales - telehandlers and aerial lifts - of €1.12 billion up 21 percent, while Compact Equipment sales - largely Gehl - were 10 percent higher at €248 million, and parts and services improved 12 percent to €229 million. Sales were driven by strong growth in Europe and the Americas.

In the third quarter revenues improved four percent to €436 million, comprising €293 million in the Material Handling division up six percent, while Compact Equipment sales slumped seven percent to €69 million due to a flood at the company's plant in Madison, South Dakota. Parts and service revenues were nine percent higher at €74 million.



Third quarter order intake dropped 30 percent to €244 million, leaving the order book 36 percent lower at €526 million.

Pinnacle Cranes acquired

US sales and rental company **Pinnacle Cranes** has been acquired by **Tecum Equity**, a fund supported by **Western Allegheny Capital** - the family office of Pittsburgh-based Cliff Forrest, the owner of Rosebud mining. Established in 2001 as a division of CTE (Carolina Tractor and Equipment) Pinnacle is based in Charlotte, North Carolina and is a leading Link-Belt and Manitex dealer covering North and South Carolina.



Record revenues for United

United Rentals saw nine month revenues improve 20 percent to \$6.89 billion. Pre-tax profit was just three percent higher at \$1.08 billion. Additional costs included higher repair and refurbishment costs and higher interest costs. In the third quarter revenues were 15 percent higher at \$2.15 billion, with improvements in all sectors, while pre-tax profits were 11 percent higher at \$510 million.



Venture capital funding for MES Cranes

South African tower crane rental company **MES Cranes** has received a capital injection from venture capital firm **Open Window Growth Partners**. The exact nature or percentage of the investment has not been disclosed, but the previous owner and managers Walter Baur and Hermann Fender remain at the helm of the company and will be joined on the board by Open Window principals Ferdi van Niekerk and Glen Dowie.



Nesco acquires Truck Utilities

US-based utility equipment rental group **Nesco Holdings** has acquired boom truck and aerial device sales and rental company **Truck Utilities** for \$42.2 million. Family owned Truck Utilities is based in St Paul Minnesota, with branches in Fargo, North Dakota and Kansas City. Established more than 50 years ago, its fleet includes 132 units with an average age of 2.3 years.



Wolffkran buys into fibre rope start up

Wolffkran has acquired a stake in the new German fibre rope manufacturer **Trowis**. Trowis ropes will be produced at a facility in Chemnitz, under joint managing directors and co-owners Thorsten Heinze and Peter Streubel. The new rope has been in development since 2006, supported by the University of Applied Sciences in Mittweida. The fibre ropes for cranes will undergo further testing at the Wolffkran factory and in the field prior to a market launch.



Private equity investment in Nationwide Hire

Private Equity firm **Livingbridge** has invested £15 million in UK-based 'virtual rental company' **Nationwide Hire**. Established in 1995 Nationwide Hire is based in Fareham, Hampshire, with 70 employees and revenues of just over £16 million. Pre-tax profits were £2.9 million. It rehires a wide range of equipment, including aerial lifts, cranes and telehandlers.



Sunbelt takes King

Ashtead's North American operation, **Sunbelt Rentals** has acquired Los Angeles, California aerial lift rental company **King Equipment**. Sante Fe Springs-based King was established in 2007 by owner Ernie Quijada and also operates a branch in Colton, North East of Los Angeles.



For the full reports on all these stories check out Vertikal.net

CI&G open meeting

Around 50 members of the UK's Construction Plant-hire Association's (CPA) Crane Interest Group attended the annual open meeting last month chaired by chief executive Kevin Minton in the absence of a chairman following the departure of Janet Entwistle from Ainscough earlier this year.

At the meeting the CPA confirmed the appointment of Ian Simpson as technical consultant. He then presented an update on the CPA voluntary roadworthiness inspection scheme which includes an annual inspection of the roadgoing aspects of the crane.



Ian Simpson

Jamie Davies of the Health & Safety Executive presented the 2018 UK accident figures, highlighting the fact that 147 people were killed at work - 40 them due to falls from height. There were also eight fatalities and 104 injuries associated with lifting operations. CPA training and safety manager Rob Squires reviewed the Plant Mechanic Trailblazer Apprenticeship noting there is currently a shortage of colleges to deliver the scheme.



Around 50 members attended the meeting

New National Crane tractor mount

US distributor Western Pacific Crane and Equipment has taken delivery of the first 27.2 tonne National Crane NBT30H-2 TM Tractor Mounted boom truck. The NBT30H-2 TM is based on the manufacturer's NBT30H-2 regular boom truck with a 21 metre four section main boom, mounted on a three axle, extended wheelbase Peterbilt tractor unit with two sets of beam and jack outriggers and 360 degree duties. It joins the Western Pacific fleet for oil field work and utility applications, while having the ability to cover 'taxi crane' work.

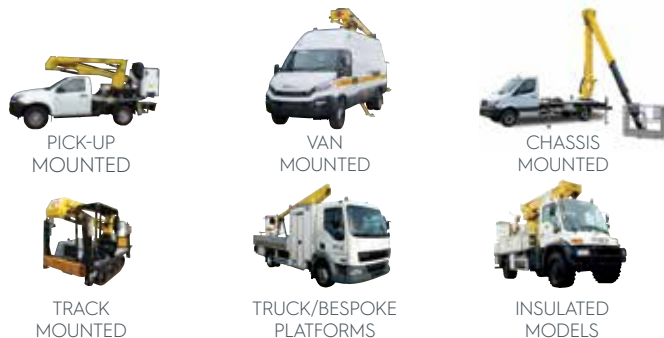


National Crane NBT30H-2 TM

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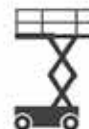
Articulating Boom Lifts

- BA24RT**(24m) **BA28RT**(28m)



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- Spain's **Airpes** has appointed **Tad Dunville** as general manager, North America.



Tad Dunville

- UK-based **Eco-Pan** has taken a **Palfinger PK 42002 SH** High Performance loader crane on Mercedes 8x2/4 Arocs 3245.

- UK-based **Outriggerpads** has launched a range of composite cribbing and jacking blocks.

- Joly Location** has taken delivery of the first 35m **Teupen Leo35T** in France.

- Private Equity firm **Livingbridge** invested £15 million in UK-based 'virtual rental company' **Nationwide Hire**.

- Australia's **Kennards Hire** has appointed **David Schurman** as general manager, Western Australia, replacing **Tony Symons** who becomes



David Schurman



Tony Symons

- general manager - product, replacing **Matt Hardy** who returns to his role as general manager Queensland.

- Furrer + Frey** Germany has taken delivery of a 53ft **Neotec Skyrailer 400** boom lift.

- Spain's **Coalci** has taken 10 **Snorkel TM12** mast lifts and an **S3010P** push-around lift.

- Instant UpRight** has opened its new facility in Venlo, the Netherlands.

- Manitowoc** has appointed **Luciano Dias** as sales director for Brazil **Grove**, **Potain** and **Manitowoc** products.



Luciano Dias

- UK-based **Hire Safe Solutions** has taken two 33ft **Almac** **Jibbi 1250 Evo** self levelling boom lifts.

- Germany's **Radicke Lift** has taken a 61ft **Haulotte HA20 LE** electric articulated boom lift.

- Three cranes were set on fire on a construction project in Leipzig, eastern Germany.

- UK rental company **A-Plant** has opened its largest service centre in Chadderton, Manchester.

- Nationwide Crane Hire** and **Palfinger Ireland** are facing criminal charges for a fatal incident with a man basket in 2015.

- US manufacturer **Caldwell Lifting Solutions** has appointed **Malcolm Peacock** as business development specialist.



Malcolm Peacock

- Scotland's **Windhoist UK** has taken two 220t **Demag AC 220-5** All Terrain cranes.

- Haulotte North America** has opened a new branch in Long Beach, California.

- Rental software supplier **inspHire** has launched a cloud sales intelligence tool **Vecta**.

- Palfinger** has appointed **Paolo Balugani** as global product line leader for its aerial lift division.

- Rental software company **MCS** has opened a new office in Dusseldorf, Germany.

- Foster Crane & Equipment** has appointed **Alan Peck** as sales manager for **Hoeflon** spider cranes.



Alan Peck

- JCB** Germany has opened its new headquarters facility in Cologne.

- Spierings** has appointed **Maarten van Brink** as sales engineer for the UK and Netherlands.



Maarten van Brink

- Liebherr** has received orders for 12 **Megamax Ship To Shore (STS)** container cranes from three German port operators.

- The UK's **Advanced Access Platforms** has taken 20 **Genie RT** scissor lifts.

- France's **Jagulak Sens Leverage** has taken a 100t **Demag AC 100-4L** All Terrain crane.

- UK veteran crane operator **Colin Parks** has died, he was 66.

- International rental group **Boels** has appointed **Asif Latief** as managing director of its UK operations.

- Russia's **Freight Village Kaluga** has taken delivery of two **Liebherr LRS 545-31** reachstackers.

- UK crane veteran **Stan Thompson**, of **J.D White** and **Hewden Stuart** has died.



Stan Thompson

- German rental company **Schmidbauer** has taken a 130t **Tadano ATF 130G-5** All Terrain crane.

- Russia's **Vertex** has delivered a 35m **Palazzani TSJ 35/C** spider lift to a water park construction in Krasnoyarsk.

- Fulton Hogan** has taken the first 120t **Tadano Mantis GTC-1200** telescopic crawler crane in New Zealand.

- Germany's **Markewitsch group** has taken two 100t **Tadano ATF 100G-4** All Terrain cranes.

- German rental company **Besl** has added **Genie** aerial lifts to its fleet.

- Germany's **Kreutzberger** has taken two 61ft **Haulotte HA20 LE Pro** boom electric articulated boom lifts.

- Canadian crane rental company **LaPrairie** has taken nine **Liebherr** cranes.

- France's **Neotec** has appointed **France Elévateur Germany** as its aerial lift distributor for Germany and Austria.



France Elévateur Germany

- US trailer and crane dolly manufacturer **Talbert** has appointed **David Henderson** as dealer development manager.

- UK's **MBE Glazing Systems** has taken a 2.82t **Maeda MC285C-3** spider crane.

- US rental company **Superior Cranes** has taken a 1,250t **Demag CC 6800-1** crawler crane.

- Ahern Ibérica** has opened its new facility in Madrid.

- An explosion at the Redcar steelworks on Teesside, UK killed two men working from a truck mounted platform.



Christophe Burel

- ATN Platforms** has appointed **Gilles Cheval** as chief executive and **Christophe Burel** as sales manager.

- UK's **Advanced Access Platforms** has taken two **Mercedes Arocs 8x2** trucks with **Sterling** beavertail bodies.

- Manitowoc** has opened a new facility in Molino, Cavite, in the Philippines.

- Italy's **Salento Crane & Logistic** has taken a 43m **Palazzani Ragno XTJ 43+** spider lift.

- AMCS Technologies** has won a contract for its anti-collision/management systems on 20 tower cranes in Abu Dhabi.

- Construction has started on **Manitou's** new aerial lift facility in Candé, France.

- Germany's **Wiesbauer** has added a 300t **Demag AC 300-6** All Terrain crane to its fleet, and ordered a 130t **AC 130-5**.

- ALE** is to open a new office in Gothenburg, Sweden later this year.

- Germany's **Imboom** has taken a 22.6m **Oil&Steel Scorpion 2313** truck mounted platform.

- Genie** has appointed Tbilisi-based **Elite Motors** as its distributor for Georgia.

- Germany's **Wasel** has taken two 230t **Liebherr LTM 1230-5.1** All Terrain cranes.



Ken McDougall

- Skyjack** has appointed **Ken McDougall** as president, replacing **Brad Boehler** who has left the company.

- Canada's **AAG** will supply 12 **Hydro Mobile** mastclimbers for the Vogtle nuclear power project.

- UK-based **Lifterz** has taken three **Sterling ST440** step frame trailers, with two others on order.

- Germany's **Rothlehner Liftverleih** has taken a 12m **Helix 1205** mast boom from **Hematec**.

- The UK's **Access Link** held its quarterly meeting in Oswestry, Shropshire.

- Snorkel** has appointed **Romain Muller** as territory manager for France, the Benelux region and west Africa.



Romain Muller

- Germany's **Jürgen Torner Baumaschinen** has taken two **Oil&Steel** truck mounted platforms.

- UK-based **MGA Crane Hire** has taken a 40t **Liebherr LTM 1040-2.1** All Terrain crane.

- Palazzani** has appointed Belgium's **Thomas Rental** as its distributor for the Benelux region.



Ian Simpson

- The **CPA** has appointed **Ian Simpson** as technical consultant.

- Dinolift** and its Finnish distributor **Rotator** have celebrated 40 years of partnership with a donation to the **University of Turku**.

- US crane rental company **Steel Giraffe** has taken a 45t **Demag AC 45 City** All Terrain crane.

- USA's **Brownsville Navigation District** has ordered two **Konecranes Gottwald G HMK 6507** Model 6 mobile harbour cranes.

- MEC** Aerial Work Platforms has appointed **Dave Hubbell** as vice president **CAT** Rental Store sales.



Dave Hubbell

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Continuing to evolve

C&A all terrain cranes

The All Terrain market continues to evolve with manufacturers introducing a raft of new models with innovative features and developments, including the increasing use of new technology including telematics. There has also been the merger of two of the four big manufacturers which will have a significant impact on the market dynamics. We take a look at the major changes over the past 12 months and the developing trends.

Perhaps the biggest 'news' in the crane market has been the takeover of Demag Cranes by Tadano bringing together two of the top four manufacturers, creating a business that challenges market leader Liebherr in terms of revenues and the number of cranes produced. The deal - announced in February and completed in August - has seen the Demag business become Tadano Demag and be managed by Jens Ennen, who joined Tadano from Manitowoc earlier this year. In the next issue of *Cranes & Access* we hope to include an in depth interview with Ennen at the end of its first quarter and following a major strategic planning meeting, which will hopefully provide some clues to Tadano's long term plans for the new subsidiary and how it brings it together with Tadano Faun.

Few that know Demag well believe that its incorporation into Tadano will be easy given the challenges of merging cultures, design philosophy and reliability levels etc. However

the philosophy at Demag is probably a better fit with Tadano than it ever was with Terex, and although some of its traditional values had been eroded, the reinstatement of the Demag brand in 2015 has helped it recover a little.

The Demag product line is looking a little dated in parts - particularly the crawler cranes, although the company has some very interesting new products in the pipeline. It is beginning to look as though Tadano will not now rush into merging its German businesses, and take its time to integrate, a policy that has served it well in the past. The company is not sitting on its hands however. It has already started cross training the Tadano and Demag service engineers on the others product lines, providing them all with the tools and knowledge to work on both brands of crane, thus immediately improving the effective service coverage for both marques. It also looks as though any new products going into the development process today will become replacements for both



Tadano and Demag models in that size range, although that has not been confirmed.

While the Tadano Demag purchase was the main topic of conversation at Bauma in March, there were many other significant product launches.

Liebherr adds two ATs

Liebherr leads the All Terrain market by a fair distance and once again unveiled a crane that appears to be 'just what the customer wanted' in the form of the 650 tonne LTM 1650-8.1. It follows the introduction of the LTM 1450-8.1 at Bauma 2016 the 100th unit of which was recently delivered. The 450 tonne, eight axle LTM 1450 has an 85 metre main boom and can travel with outriggers and winch within 12 tonne axle loads. The crane also has the VarioBallast variable counterweight system, and VarioBase variable automated outrigger system which adds to its versatility, especially on sites where space is at a premium.

The new LTM 1650-8.1 has already racked up orders for more than 60 units and looks set to be as popular

as its smaller brother. It will also replace Liebherr's 500 tonne LTM 1500-8.1, the company's most successful crane ever, achieving almost 600 sales worldwide since its launch.

The LTM 1650-8.1 has an 80 metre main boom but to keep within the 12 tonnes per axle transport weight it can be specified with a 54 metre boom and removeable rear outriggers. Booms are interchangeable, with customers able to purchase the sections to convert from one to the other. To minimise the set up time the rear outriggers beams and boxes are installed as a complete unit and connected with quick release couplings. The flexible specification, provides a wide range of transport weights and axle load variation in a single unit to satisfy global mobility requirements, or simply to allow simpler travel for some lighter duty jobs or in areas with restrictions

The LTM 1650 is mounted on an eight axle carrier as is the current LTM 1500, but it offers capacity improvements of between 15 and 50 percent over the LTM 1500, with the VarioBase system delivering



The 450 tonne LTM 1450 has already racked up 100 sales



The LTM 1650-8.1 has an 80 metre main boom but to keep within the 12 tonnes per axle transport weight it can be specified with a 54 metre boom and removeable rear outriggers.

additional increases when lifting above a single outrigger. The single rope Y- Guying system has also been upgraded for better performance. The luffing jib has a maximum length of 91 metres and can be used with both the 54 and 80 metre booms.

The LTM 1650 VarioBallast system hydraulically adjusts counterweight radius between 6.3 and 8.4 metres. Maximum ballast is 155 tonnes and is compatible with the counterweights on the LTM 1350-6.1, LTM 1400-7.1, LTM 1450-8.1, Liebherr's nine axle cranes and the LR 1350/1 crawler crane.

An eight cylinder Stage V Liebherr diesel can also be ordered to comply with Tier 4F for the USA or Stage III emission standards for countries where low Sulphur fuel is not available. New features include ECOdrive which saves fuel as well as reducing noise levels and Hillstart Aid which makes starting on gradients easier. The interarder - a zero wear hydrodynamic brake integrated in the transmission - acts as a retarder and a Telma eddy current brake is standard.

Liebherr LTM 1110

At Bauma Liebherr also launched the 110 tonne LTM 1110-5.1 with 60 metre boom. The new single engine, five axle crane has axle loads of 12 tonnes with 13.1 tonnes of ballast but can also be driven with a gross weight of less than 48 tonnes with a maximum axle loads of 10 tonnes. For countries such as the UK it can travel with its maximum counterweight of 28.7 tonnes and remains below 15.5 tonnes per axle. Demand has been growing for cranes that can meet 10 tonne axle loadings by simply removing the counterweight, even in countries where 12 tonne axle loads are permitted allowing movement with fewer limitations, permits and route notifications. The LTM 1110-5.1 also features the new VarioBase Plus which features a rear outrigger spread that is up to 1.3 metres wider than the front providing higher capacities over the rear quadrant. The LTM 1110-5.1 60 metre boom is one of the longest in its class. In addition, a 19 metre extension with hydraulic luffing offsets up to 40 degrees. With all sections



The 110 tonne LTM 1110-5.1 has a 60 metre boom

installed the new 110 tonner has the same maximum tip height as the 130 tonne LTM 1130-5.1. The new LTM 1110-5.1 also features the ECOmode system for crane functions providing a reduction in fuel consumption of up to 10 percent.

Three new Groves

Bauma also saw the launch of three new Grove GMK All Terrain cranes, including the five axle 250 tonne 5250XL-1, the three axle 50 tonne 3050-2 and 60 tonne 3060L.

The GMK5250L has been around for more than three years with its 70 metre main boom. The new 5250XL-1 - Extra Long -

however has a 78.5 metre boom which Grove claims is the longest main boom on a five-axle All Terrain crane and also has the "best lifting capabilities in the industry". As with all Grove AT cranes it features Megatrak suspension and the Twin-Lock boom pinning system. It is also available with the MAXbase variable outrigger function for added versatility for setting up in sites with limited space.

Grove's new GMK5250XL-1 has an extra long 78.5 metre boom



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Grove GMK3060L with 48 metre boom and Maxbase variable outrigger setup

Options include the VIAB turbo retarder clutch, which first featured on the original GMK5250L for wear free starting and braking enhanced manoeuvrability and operator comfort.

The 60 tonne GMK3060L features a seven section, 48 metre main boom with a maximum tip height of 65 metres. Features include Manitowoc's Crane Control System with boom configurator for fast and efficient set up.

The new GMK3050-2 is an updated version of Grove's long running three axle GMK3050-1. It offers a 40 metre main boom, fast operating speeds and a single counterweight configuration for simplicity. Its engine and design have also been updated to meet the latest Stage V emission standards (which also covers both Tier 4 Final and Tier 3 regulations in the US and the rest of the world).

Grove claims that both the GMK5250XL-1 and GMK3060L offer the most compact footprint in their class and the best in class load charts when configured in taxi mode with 12 tonne axle loadings.

All Terrain product director Andreas Cremer says: "The GMK5250XL-1 is an

updated version of our existing GMK5250L but we have added 8.5 metres of boom for more reach, so it can take on a wider range of jobs. At the same time we have maintained the class leading lift performance, manoeuvrability and fast set up of the GMK5250L which make it such a popular choice with our customers."

New Kato 100 tonner

Kato unveiled two new All Terrains at Bauma, the 25 tonne CR-250-V city crane - a replacement for the CR250 - and the 100 tonne KA1000Rx single engined prototype.

Designed initially for the Asian market, the four axle KA1000Rx was shown in Europe to gauge customer feedback. It features a 51.3 metre six section main boom and an 8.8 to 20.4 metre telescopic swingaway extension. The crane is fitted with a Stage IV Mercedes diesel and includes an anti-lock braking system as standard. At 12 tonnes an axle it has a 7.2 metre outrigger spread, a 75kph road speed, an overall length of just over 13 metres, with an overall width of 2.7 metres and overall height of 3.79 metres. Feedback from European crane rental companies suggested that the main boom was too short and that it needed to be at least 60 metres to make it attractive. The factory is said to be considering the feedback.



Grove GMK3050



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Kato 100 tonne KA-1000RX with 51.3 metre main boom

The 25 tonne CR-250R-V City type All Terrain crane has been built specifically for the European market and features a 29 metre main boom topped by a 5.7 metre telescopic offsettable jib and standard 8.5 tonne searcher hook. Power comes from a Stage V Cummins diesel, while a 360 degree camera system and anti-lock braking are standard. The first units should be arriving in Europe shortly.

Demag E-Pack

Whilst Demag has not announced any new All Terrain cranes, it has launched a new electro hydraulic E-Pack for its three axle, 45 tonne/31.2 metre boom AC 45 City. The new power pack allows the AC 45 City to operate lifting functions with zero emissions and significantly lower noise levels, making it ideal for working in city centres and through the night in residential areas.

To use the E-Pack the relevant electric and hydraulic connections are required and can be either factory fitted or installed as a retrofit kit on older models. As well as powering crane functions, the E-Pack can also be used to run the air conditioning system and charge

the vehicle battery. The pack can be carried by a special transport system when travelling, eliminating the need for a support vehicle. Once on site, the unit can be unloaded from the crane and connected to a common 400V/63A electrical power supply.

Demag says the performance when using the pack is similar to that of the diesel engine in most areas, with only a few functions where it is slower such as the maximum lifting capacity is available with a hoisting speed of 32 metres a minute compared to the diesel's 111 metres a minute. Maximum slew speed with the E-Pack 1.2 RPM, compared to 1.9 RPM with the diesel. Demag says that it will offer the E-Pack for other AC crane models in future.

IC-1 Remote

Demag has also launched a cloud solution for its fleet and crane management. The new IC-1 Remote cloud allows remote access and diagnosis of relevant crane data from any location using a SIM card that is connected to a central cloud server where crane data is transmitted and stored, accessible at any time from any location and from any terminal device including



A Demag AC45 City moving its E-Pack

PCs, mobile tablets or smartphones. In addition to the access available for the crane owners, it is also possible for Demag customer service to provide support services via IC-1 Remote.

The system enables customers to access to information on the crane's location and its operating status from the load weight on the hook during an operation to the main boom length, complete with boom angle and anemometer readings for the wind speed, to the fuel level and the oil and coolant levels including fluid temperatures.

On the start page of the system, users can see all the cranes in their entire fleet that are connected to the IC-1 Remote network. They can read whether a crane is "logged in" to the system, when the machine was last connected, if it is currently in operation or

whether error messages or alarms are displayed. It is also possible to call up geographical map data such as the location of the crane or the distance traveled. In addition, IC-1 Remote offers service functions via remote diagnosis and in the future will be able to perform software and parameter updates.

Two new Tadanos

News of the impending takeover of Demag overshadowed several other Tadano product announcements at Bauma including the addition of two new All Terrain cranes - the four axle 100 tonne ATF-100-4.1 and the five axle 120 tonne ATF-120-5.1. Both stick with Tadano's two engine concept and feature the AML-F crane control, Lift Adjuster and HTLJ jib which can telescope under load. The ATF-100-4.1 also has Euromot 5 engine and eight metres more lifting radius than most comparable 100 tonne cranes.



The 25 tonne Kato CR-250R-V with 29 metre main boom



The four axle 100 tonne ATF-100-4.1

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Tadano says that the ATF-120 is "consistently the most powerful lifting crane in its class at between 16 and 56 metres radius"



Both new cranes feature a 60 metre main boom and have similar superstructures. Tadano says that the ATF-120 is "consistently the most powerful lifting crane in its class at between 16 and 56 metres radius". The ATF-120 can carry 9.2 tonnes of counterweight and additional equipment as well as a 17.7 metre heavy duty extension while remaining within 12 tonnes axle loadings. However, it can also be configured with axle loads of less than 10 tonnes, or travel with 24 tonnes of counterweight where axle loadings are less critical. Both cranes have an overall width of 2.75 metres, overall lengths are 13.15 metres for the 100 and 13.51 metres for the 120, both have overall heights of just under four metres. The ATF-100 with full 30.4 tonnes of counterweight installed has a tailswing of 3.8 metres, while the ATF-120 is four metres with its full 35.4 tonnes of counterweight in place.

Both have a maximum 84.7 degree boom elevation, providing a clearance radius of nine metres with the 60 metre boom fully extended, enabling the cranes to be positioned

close to a building or load on confined sites. Maximum tip height is around 94 metres and maximum radius 68 metres for the ATF-100 and 72 metres for the ATF-120. Both cranes will be available from the end of this year.

Zoomlion

Chinese manufacturer Zoomlion showed several All Terrain cranes at Bauma - the ATC range - developed jointly by Zoomlion and one of its acquisitions, CIFA. In recent years, Zoomlion has not achieved a great deal so far in Europe, focusing its efforts of developing markets, establishing sales and service centres in more than 120 countries. Over the past 10 years it has made several other acquisitions including Powermold in Britain, Ladurner from Italy, m-tec and Wilbert in Germany and Raxtar in the Netherlands.

At Bauma, Zoomlion showed the CE rated, Italian built 150 tonne ZAT1500 and claimed that the seven section 72 metre main boom is the longest in its class, giving a maximum tip height of around 97 metres. Power is provided by a Stage IV engine providing a maximum road speed of 75kph.



At Bauma, Zoomlion showed the CE rated, Italian built 150 tonne ZAT1500 with 72 metre main boom giving a maximum tip height of 97 metres



Zoomlion ATC960

XCMG

Another Chinese manufacturer XCMG debuted two cranes at Bauma the XCA60E and XCA130E. XCMG first attended the show in 1992 and now claims to be the sixth largest manufacturer worldwide. In May this year its largest All Terrain crane the 1,600 tonne XCA1600 installed an Envision turbine weighing nearly 90 tonnes and assembled rotors with a 141 metre diameter - to a height of 140 metres at the Baixiang onshore wind farm project in Hebei, China. The crane lifted and docked the turbine assembly in just 40 minutes.

XCMG crane business division general manager Jianzhong Sun said: "China has the greatest number of wind farm installations. The XCA1600 is designed for projects at height and has not only overcome many

construction challenges with world leading technology and strong quality but has now made its name with this new record-breaking project."

The XCA1600 has a maximum lift height of 155 metres. Its eight driven axles give it 30 percent gradeability and 80kph travel speed. Overall weight is 92 tonnes. Its seven section main boom has a maximum lift height of 92.4 metres and with its 51.5 metre luffing jib can lift 95 tonnes to 140 metres.



XCMG XCA1600



The 130 tonne five axle XCMG XCA130 E has a 61.5 metre boom and 91.5 metres with jib

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Manitowoc on the move

C&A all terrain cranes

Manitowoc has started to merge parts of its Grove mobile and Potain tower crane businesses in Europe, following similar moves in the Americas and Asian-Pacific regions. While the two crane lines will remain independent in terms of operations and product management, they both now share a new leader in Orlando Mota - senior vice president Europe & Africa - responsible for sales, marketing and support in Europe and some African countries. Other senior appointments include global product managers Christophe Simoncelli for tower cranes, Giorgio Angelino for All Terrain cranes and Jean-Noel Gros for finance and administration. C&A editor Mark Darwin spoke with Orlando Mota about his plans.

Orlando Mota, 42, graduated from the University of Minho/Portugal in 2002 with an MSc in Mechanical Engineering. He kicked off his career as operations manager at mining and earthmoving company Mibal, joining Manitowoc in 2004 as a parts and service manager and was then promoted to managing director of Manitowoc Iberica. In 2016 he was appointed Mediterranean area director, and then vice president tower crane sales for Europe & Africa. In January mobile cranes were added to his regional responsibilities covering all the customer facing aspects for the Grove and Potain brands. During his time with the company he has been in charge of sales operations, after-sales, support, development, marketing and distribution networks for an increasingly wide area.

"My main aim is to maintain investment in new products and technologies while keeping an eye out for opportunities to enlarge our market coverage," says Mota. "To do that, we are paying close attention to the voice of our customers, which is crucial to meet market needs."



Orlando Mota

The Grove All Terrain product line currently ranges from the new 50 tonne GMK1050-2 to the aging 450 tonne GMK7450.

"We are currently working on a smaller two axle 40 tonne crane - either an AT or City-type crane. It is a niche market and one which we expected to disappear a few years ago - but it hasn't. There is however increasing pressure for this size of crane to be cost effective and our



Grove GMK 5250XL-1



GROVE GMK 4090

engineering group is working hard to achieve this. It is still early days as we are not planning to introduce the new model for another year to 18 months."

Up until 2015 Grove built two axle All Terrain cranes in Italy, however it has not yet decided where the new model will be built, the choice is between Italy and Germany. The company is also working on a larger crane, most likely with a capacity of between 550 and 650 tonnes.

"We constantly look for product line gaps and have identified some opportunities in the middle of the range and are working on several projects but launch dates may be a

few years off."

The company unveiled three new All Terrains at Bauma in April, a new five axle and two new three axle models.

"We believe in developing cranes our customers can use in a wide variety of projects in order to achieve a better return on investment," he said. "The GMK5250XL-1 is an update to our existing GMK5250L the key difference being an extra 8.5 metres of main boom for more reach so it can cover more jobs. We have also maintained the class-leading lift performance, manoeuvrability and fast set up of the GMK5250L which make it such a popular choice with our customers."

"In the three-axle category, the GMK3060L has a powerful, 48 metre, seven section boom and maximum tip height of 65 metres, while the GMK3050-2 is an update of Grove's long-running three axle offering, the GMK3050-1. It offers a 40 metre main boom, fast operating speeds and a single counterweight configuration for ease of use. It's engine and overall design have been updated to meet the latest requirements of Euromot 5 which

Grove GMK 3060L



Mota says the new Hup self-erectors are a real success



also covers both Tier 4 Final and Tier 3 regulations in the US and the rest of the world. Both the GMK5250XL-1 and GMK3060L offer the most compact footprint in their class, and both have best in class load charts when configured in 'taxi mode' with 12 tonne axle loads."

Global All Terrain market?

"The All Terrain market got off to a strong start this year, particularly in the Americas and Europe, while the Middle East has been soft for the past year or two. However European markets also softened mid year partly due to the wind sector not progressing as anticipated. Some strong markets such as Germany also softened, but from August/September have picked up. America - strong until June - has gone off the boil a little, while some countries in Asia are doing well and Australia - one of the biggest markets in that region - is good."

"A new development for 2019 is Chinese manufacturers managing to sell more All Terrain cranes in Europe. The numbers have been very small, but are now on the increase including some shipping into Germany. We have also seen increasing price pressure this past couple of years but hopefully the Tadano/Demag merger will result in a little more stability."

Changes to Manitowoc Crane Care

"We have changed our product support structure with the aim of providing faster and more effective customer support, and I am confident this will enable us to become closer to our customers than ever before. It will also make it easier to focus on implementing 'Voice of the Customer' feedback when it comes to new products and market demands. I would like to improve our service and parts responsiveness, as well as technical support."

Tower cranes

Mota is also responsible for Potain

tower cranes. The trend over the past three or four years has been towards larger capacity cranes to meet the increasing demand for bigger, heavier prefabricated components on large projects in order to improve speed and efficiency.

"The tower crane market has been doing well in Europe," says Motta. "Some of us last year had concerns for 2019, however business has continued to be pretty robust including the main markets of Germany, France and Switzerland which remain strong. This is partly due to us continuing to support customers after the crisis of 2009 and we are now getting that recognition, with customers now coming back to us for new cranes."

New hydraulic luffers

Potain has launched two hydraulic luffing jib cranes recently - the MRH 125 and MRH 175. There are no immediate plans to develop bigger models, but work is being done to refresh its conventional MR luffer range.

"Luffers have always been popular in the UK and we thought this would spread to other countries. Parts of Asia and the US use them, but market penetration is not growing as quickly as we anticipated a few years ago. The new Hup self-erecting cranes however are a real success in a growing number of countries. We are continuing to evolve the range and are developing new mobility features, while looking at larger self-erecting cranes."

Potain has also introduced the new Hup C 40-30, its first crane on a tracked base, allowing it to move relatively easily around sites. The crane was developed with longstanding Swiss dealer Stirnimann which has already purchased six units, but Mota thinks the concept will appeal to other customers in Europe and North America.

The crane has a compact transport

Potain has launched two hydraulic luffing jib cranes recently - the MRH 125 seen here at Vertical Days and MRH 175



A GMT300L and GMK6400 working at an abandoned General Motors facility in Detroit



length of 13.5 metres and an overall width of 2.55 metres. With its built-in generator, it can move and be erected without outside help.

When stowed, the crane can travel at 25 metres a minute and features hydraulic front levelling up to 30 percent and side levelling to 12 percent. Its footprint is five by 4.5 metres. The crane can also travel at 10 metres a minute on slopes of up to five percent when erected.

"Aside from the Hup C 40-30, we will be delivering the first new models of the Hup M 28-22 self-erector in early 2020 - the M standing for mobility. It's not just speed to market that customers demand in today's world - they also want greater mobility on site. The Hup M uses a new integrated steering axle and permanent ballast for faster easier delivery to site, while making it easy to work with. We have already received interest from customers in Germany, France and the USA. For the top slewing

cranes, we have just released the biggest topless model so far - the 40 tonne MDT 809."

Global slow down?

"While markets may not continue to grow over the next year or two, neither will they collapse," says Motta. "We are going through a period of uncertainty which customers and investors do not like. There are a number of reasons causing this including Brexit, the elections in the US next year, the trade war between the US and China and the uncertain oil price. These uncertainties are slowing down decisions which affects the global market situation."

"Before the Tadano/Demag acquisition we were ahead of both of them in terms of global sales. We are in decent shape and have been gaining market share over the past two years, particularly in Europe and the USA. However we can see that there is still room to increase our market share in the coming years."

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Onwards and upwards

The truck mounted platform market has seen more than its fair share of development over the past few years, both in terms of new technology, but also the adoption of new materials, such as ultra-high strength steels as the manufacturers have been forced to make regular updates and redesigns as environmental and other regulatory demands have changed the chassis on which they are based.

As if that was not enough the end users and fleet owners have been changing their thinking on the chassis they prefer. The requirement to push the working envelopes on 3.5 and 7.5 tonne chassis has not gone away, but there is also a growing realisation that buying a smaller machine on a given chassis with some higher platform capacities, decent spare cargo payload and options such as 4x4 drive might be a better way to go. The result is a requirement for ever wider product ranges and constant engineering development.

In spite of the increasing market demands and complexity the truck mounted lift sector must be one of the most congested and competitive in the aerial work platform sector, with more than 30 manufacturers producing truck, van and pick-up mounted lifts. Once again Bauma saw a slew of new product launches, particularly on the 3.5 tonne chassis.

Many thought the battle to build

the highest platform on a 3.5 tonne truck had ended with Ruthmann's 28.6 metre TB290. However Ruthmann has cemented its early advantage with the 30 metre TB300, along with a redesigned 29 metre TB 290 pro and 27 metre TB 270 pro. Another manufacturer pushing the envelope is Multitel with its 27 metre MTE 270.

Electric and Hybrid

Elsewhere we have seen huge growth in the number of new electric and hybrid lifts coming onto the market, including several models from Klubb, including a number of all electric models and the all electric Ruthmann Ampero TB 250 E. While Palfinger's 37 metre P 370 KS E hybrid truck mount is beginning to prove popular in some market sectors. Models with hybrid power packs are proving to be a very popular with certain types of users, such as utilities and those end users that do a lot of their work in urban areas. The batteries can be recharged from the mains but are also topped up or completely



recharged by an extra alternator/generator powered by the truck engine while travelling between jobs. Once on site the machine works almost silently with zero emissions which, says those who use them, helps boost productivity, safety while eliminating any noise issues with local residents.

The following is a roundup of some of the new models launched over the past 12 months or so.

Full house from Ruthmann

Ruthmann has been one of the most active truck mounted manufacturers in terms of development and new product announcements, launching

five new TB and TBR machines on 3.5 tonne chassis. These include three TB telescopics - the 30 metre TB 300, a redesign of the TB290 pro and the TB 270 pro - however Ruthmann says that its main focus is on 3.5 tonne 'bread and butter' machines, where it is looking at higher operating speeds, improved stability/platform rigidity and maximising platform capacity.

The TB300 is an entirely new machine with up to 17.1 metres of outreach with the aim to take some of the work currently requiring a 7.5 tonne truck mounted platform. The new model is the



Multitel's new 20.4m MT 204 Hybrid



There has been a huge growth in the number of new electric and hybrid lifts

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flagship of the company's Hi-light performance series incorporating its latest design and steel fabrication techniques. Other features include new hydraulics, a new the platform, internal telescopic cylinders, worm gear slew drive and platform rotation and outrigger controls on the chassis.

At the same time the TB290, unveiled two and a half years ago, has been replaced with the TB290 pro with 500mm more working height at a full 29 metres, 1.2 metres more outreach over the rear, and 1.3 metres over the side.

The TB270 pro offers up to 18.1 metres of outreach - 1.7 metres more than the previous model - while 15 metres is possible over the side. All this on a chassis that has a 200mm shorter overall length. All new TB machines feature Ruthmann's Secondary Guarding System (SGS) and can be mounted on either Iveco or Mercedes chassis.

Ruthmann has also introduced two new TBR models - telescopics with jibs - the 26 metre TBR260 which offers 17 metres of outreach and 250kg platform capacity and the 23 metre TBR 230 - an upgrade of the TBR 220 - with 17.5 metres outreach and 250kg capacity. The TBR230 is available on Mercedes Sprinter and Iveco chassis while the TBR260 is currently limited to the Mercedes. A wider variety of chassis - including five and 10.5 tonne - will be available in the future.

100% electric Ampero

Ruthmann has also launched its first all electric truck mount - the Ampero TBR250 E. Based on the TBR 250 HV5 it is mounted on a Mercedes Sprinter chassis converted from diesel to battery electric by Orten



Palfinger's 37m P 370 KS E hybrid



The Ruthmann 30 metre TB300 with up to 17.1 metres of outreach

Electric Trucks of Wittlich, Germany and its partner EFA-S. The full traction truck battery also powers the platform functions resulting in just one charging device for the whole machine.



The Ruthmann TB270 pro offers up to 18.1 metres of outreach - 1.7 metres more than the previous model - while 15 metres is possible over the side.

The Ruthmann Ampero TBR250 E is mounted on a Mercedes Sprinter chassis converted from diesel to battery electric



The battery can be charged in less than four hours with a 380 volt/22kW charging station, although a standard 230 volt socket can also be used.

Battery capacity said to be sufficient for a full day's work day which Ruthmann counts as up to 100km of travel in urban traffic, plus around 30 platform work cycles - roughly four hours of continuous operation. The first unit has been purchased by German rental company Gerken.

Ruthmann has also unveiled a hybrid version of the 27 metre TB270 which uses a lithium battery system. The truck diesel automatically kicks in when battery power reaches the cut out threshold. To compensate for the additional weight of the battery pack, the TB 270 is installed on a 3.5 tonne Mercedes Sprinter chassis with GRP-RA suspension - leaf springs made of glass fibre

reinforced plastic - a 45 litre fuel tank and passenger seat removed. Alternatively it can be ordered on a five tonne Sprinter chassis. Charging times depend on the chassis and is either two hours on the 3.5 tonne or four hours on the 7.5 tonne. Battery capacity is one and a half hours on the smaller and three hours on the larger.

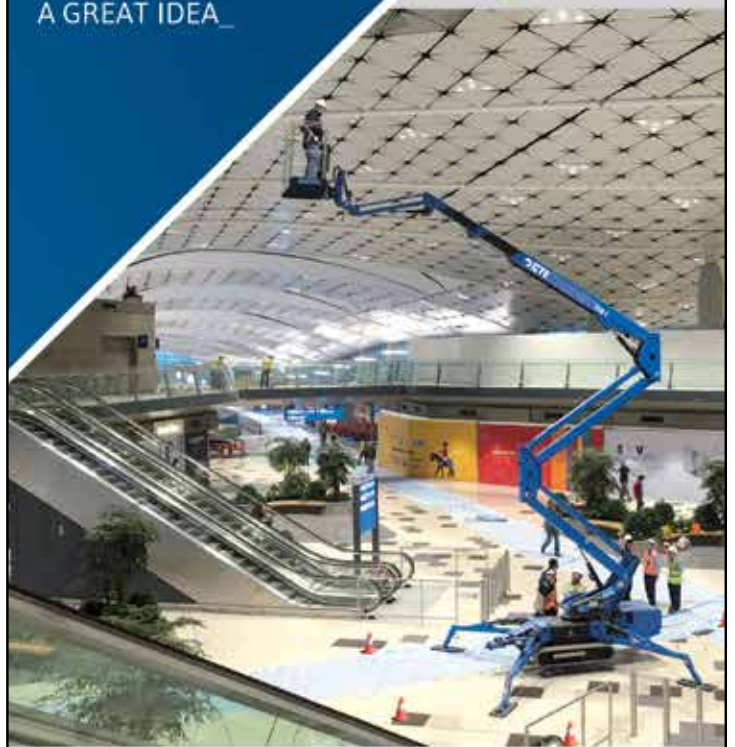
Dynamic Reach System

Last year Ruthmann unveiled its Dynamic Reach System (DRS) on the 90 metre T900 HF. The system monitors the actual outrigger set up and provides the optimum working envelope for the weight in the platform. The system is now available on the 75 metre T750 HF providing up to four metres more outreach, or up to 600 kg platform capacity compared to the standard 320kg, and can be retrofitted to the T 510 HF, T 570 HF and the T 650 HF. The DRS is programmable

Ruthmann has also unveiled a hybrid version of the 27 metre TB270 which uses a lithium battery system.



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in three versions which prioritise either Wind speed, High capacity or Outrigger loadings. Opting for 'Wind' allows use in stormy weather, up to wind force 8 rather than wind force 6 adding to the number of work days per year.

The High capacity mode provides 600kg platform capacity for a more limited envelope, compared to 320kg when deactivated. The 'Support load' option allows the operator to select the maximum load on each outrigger before starting work, the machine is then restricted to a working envelope that keeps the outrigger loadings below that selected. Six levels are available ranging from 50 to 100 percent of maximum loadings, allowing the machine to be used safely on areas with restricted floor loadings.

New Multitel platforms

Market leading Italian manufacturer Multitel has also been busy, launching three new truck mounted lifts, including its largest model to date and its first hybrid machine.

At the same time it has announced some interesting technological developments such as a lighter weight composite hydraulic cylinder.

Largest on a 3.5 tonne

The 27 metre MTE 270 straight telescopic truck mount is the latest Multitel on a 3.5 tonne chassis and its largest to date, extending its range from 25 to 27 metres. It has a 230kg maximum platform capacity and can be mounted on Mercedes, Iveco or Isuzu chassis. Outriggers can either be deployed within the vehicle width or extended on one or

both sides. With inboard outriggers and 100kg in the platform the MTE 270 has 17 metres outreach over the rear and 8.6 metres over the side. Extending the outriggers increases the outreach over the side to 13.5 metres.

Designed and built in the Multitel facilities in Manta, Italy it uses advanced aluminium alloys resulting in a light and rigid structure. The boom is made in a single piece of aluminium without welded joints offering increased strength. It is the first product in a new range and claims best in class performance.

Fitted with the MUSA - Multitel-Self-Adapting outreach system - the platform automatically adjusts the working envelope depending on the actual outrigger positions selected, the slew point of the superstructure and the load in the platform.

Other features include an aluminium alloy sub-frame, and single button automatic outrigger set up and levelling, along with automatic return to transport position.

MZ250

While the new platform has a similar working height to the current MX 250 and employs a dual telescopic boom lift mechanism, the MZ 250 is entirely new with a two section lower boom, a two section upper boom and a fixed length articulating jib. It is mounted on a 3.5 tonne Iveco Daily chassis with a three metre wheelbase giving an overall length of 6.3 metres. Maximum platform capacity is 250kg, with up to 10.35 metres of outreach while 14.4 metres is possible with 100kg in the platform,



The Multitel MZ 250 is entirely new with a two section lower boom, a two section upper boom and a fixed length articulating jib

and it can reach 2.5 metres below ground level. Like the MTE 270 it is fitted with the MUSA outreach system.

MT204

Following the launch of the 160 Lu Hybrid and MT162 Hybrid, Multitel has extended its 'Green' range with the new 20.4 metre MT204. Based on the MT162H the chassis retains its diesel power, while the platform is normally powered by an on board battery pack. Maximum outreach is 12 metres with 200kg capacity and 9.9 metres with 300kg. Mounted on a Mercedes Sprinter or Iveco Daily Multitel says that it is less than 3,500kg with full tank and driver. The battery pack is recharged via a second alternator when travelling between jobs.

Outriggers can be deployed either with the diesel/PTO or silently with the battery pack. The batteries power a variable speed electric motor matched to a second hydraulic pump. The lift can work a full day on a single charge. Overnight charging of the batteries will be the norm, and they can be charged from empty to full in less than eight hours.

Multitel says it is planning to add further 'Green line generation' models to its Eco Hybrid range using

conventional batteries and lithium technology.

Composite hydraulic cylinders

The ongoing need to reduce weight and yet offer improved performance has resulted in Multitel developing and testing a range of composite material components, the most significant being a carbon fibre hydraulic cylinder. Features include



Multitel is working on a composite carbon fibre hydraulic cylinder that offers greater working pressure and is 35 percent lighter.



The 27 metre Multitel MTE 270 has a 230kg maximum platform capacity

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The Palfinger P 280 CK is mounted on a 7.5 tonne chassis with a maximum outreach of 18.8 metres and 300kg platform capacity.

higher strength to weight ratio, low thermal expansion, corrosion resistance and superior damping performance, and most significantly it is 35 percent lighter and capable of higher pressures - i.e. 300 bar rather than 250. The unit can be used for all cylinders except outriggers. The cylinder is currently going through a test programme.

According to Multitel the truck mount market is currently good with France and Germany its main markets. Last year it produced 1,216 units. This year it has been building 32 units a week and this summer it installed a third welding robot in order to increase production to 36 machines a month. It is also working on a 77.5 metre machine which may be seen by the end of the year.

Palfinger Platforms

Palfinger Platforms launched two new models in its Light and one model in its Smart class. The company's first hybrid electric platform, the 37 metre P 370 KS E is now in full production, while at Bauma it launched the insulated ETC49 IH and Palfinger Connected - its fleet and operator telematics monitor.

The company's first hybrid platform the P 370 KS E was seen in September last year. A key feature is its intelligent energy management system which controls the electric motor and hydraulic pump along with the integrated battery charging system in order to optimise the machine's performance.

P 220 BK and P 280 CK

The two new models in the Light NX

class - with telescopic booms and articulating jibs - are the 22 metre P 220 BK mounted on a 3.5 tonne chassis and the 28 metre P 280 CK on a 7.5 tonne chassis. Both models feature an aluminium platform with reinforced mid/knee rail for additional protection.

The P 220 BK has an outreach of 17 metres and a maximum platform capacity of 300kg, complete with platform rotation. Standard features include automatic outrigger monitoring and working envelope selection, end mounted platform and return to stowed position memory. The P 220 BK can also be mounted on a 7.5 tonne chassis for additional payload.

The P 280 CK is mounted on a 7.5 tonne chassis with a maximum outreach of 18.8 metres and 300kg platform capacity, it features a five section boom plus jib and can set up with outrigger jacks inboard or



The Palfinger P370 KS E is the company's first hybrid electric platform

extended to 2.5 metres, overall height is 3.3 metres. Overall height is 3.30 metres.

In the Italian-built Smart class the new 19.7 metre P 200 AXE articulated platform has a high standard specification and 250kg platform capacity. With a total weight of 3.5 tonnes, it has an overall width of 2.1 metres, a length of just 5.39 metres and is under 2.9 metres high. Combined with fixed inboard rear jacks and telescopic front outriggers which can be used either inboard or extended, make it a well suited machine for tight spaces. Maximum outreach 8.5 metres.

Insulated ETC 40 IH

Another first from Palfinger is the 13.7 metre insulated ETC 40 IH. ETC with hydraulic controls and class C, 46kV insulation. Aimed at the American utility market, it has 8.8 metres of outreach, 181kg platform capacity, 360 degree slew and operates free on wheels without outriggers.

One issue with Palfinger has been the apparent lack of integration between the German built products

its Italian affiliate. But earlier this month it appointed Paolo Balugani of Palfinger Platforms Italy as its global product line leader for aerial work platforms which currently includes truck mounts up to 103 metres and spider lifts. While overseeing the company's full product line, he will continue in his current role as managing director of the Italian platform business.

Oil&Steel

Oil&Steel has struggled in recent years as part of the Manitex group since 2014, however this year it has begun to show signs of a revival. And with Steve Filipov now in charge at Manitex its prospects are looking even brighter as he focuses on the Italian operations - PM, Oil&Steel and Valla. The company unveiled several new models at Bauma, including the new Scorpion 2013 Hybrid and Snake 2111J Plus truck mounts. It is understood that it has further new truck mounts and spider lifts on the drawing board.

The 21 metre dual riser articulated Snake 2111 J Plus with jib offers up to 11 metres of outreach, while maximum platform capacity is



Aimed at the American utility market the Palfinger ETC 40 IH has 8.8 metres of outreach, 181kg platform capacity, 360 degree slew and operates free on wheels without outriggers



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The 21 metre Snake 2111 J Plus with jib offers up to 11 metres of outreach

250kg. The 20 metre Scorpion 2013 Hybrid has up to 12.3 metres of outreach and 250kg platform capacity. It features a lithium ion battery pack to power the platform, while the truck's diesel engine takes care of road travel but can also drive the superstructure via the regular PTO hydraulic pump. A fully charged battery is said to last a full working day, while it is also possible

to operate the machine while recharging the battery. The battery management system features advanced cell balancing/control functions (tested in conditions of overcharging, short circuit, mechanical shock/vibration and deep discharge), fault detection and charge optimisation even after long periods of inactivity. Information on the battery status (percentage of charge, fault indication, etc.) can be monitored on a display on the battery compartment, or the platform control unit and on the remote control display.

A Start & Stop system and automatic management of the electric motor based on the power actually required for the job is also included. All safety devices including load limiter, inclination sensor and hydraulic pressure sensor are integrated into the control system.

The company claims that the additional costs over a standard machine will normally be recovered within the first two years of use due to a combination of fuel savings and better utilisation.



Klubb has expanded its product range with the 20.6 metre Klubb KT20

Klubb

In the four years since it was established, French vehicle mounted platform manufacturer Klubb has expanded its product range to include van mounted and truck mounted platforms to 25.5 metres and has gained a particularly strong foothold in the emerging battery powered vehicle mounted lift market. Its acquisition of specialist French access manufacturer EGI last August has also taken it (into the fire fighting and insulated platform market with models up to 55 metres and the possibility of a 65 metre machine on the horizon. It also plans to introduce a 70,000kV insulated

platform mounted on a 3.5 tonne chassis.

Its latest introduction is the 20.6 metre Klubb KT20 truck mounted platform. Mounted on a 3.5 tonne Iveco chassis, the KT20 provides an outreach of 12.5 metres and 300kg platform capacity. The new machine is the first and largest in a range of platforms from 17 to 20.6 metres that will be available with the company's battery powered Green Pack option, which allows the platform to be operated on the battery pack, avoiding the need to keep the vehicle's engine running. Outriggers can be inline or extended.



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- To be used in many situations instead of a tracked aerial platform, without transport costs



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The Comet Compact 3117 Jib can be driven on a regular B(E) driving licence and has a 31 metre working height

31m on 3.5 tonne


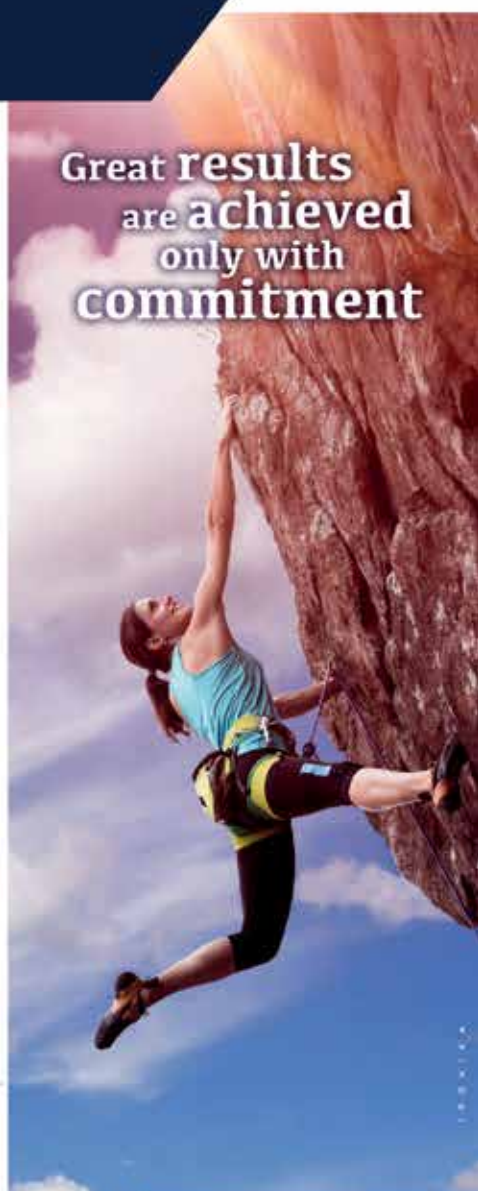
First seen last summer but still worth a mention is the 31 metre truck mount on a 3.5 tonne chassis from Comet and Hoogweker Centrum/PowerLift. The Comet Compact 3117 Jib can be driven on a regular B(E) driving licence (3.5 tonne truck and up to 3.5 tonne trailer) The reason is that the platform is technically mounted on a trailer behind a 3.5 tonne truck chassis. The concept was first seen in 2010 when Oil&Steel launched the 27 metre Snake 2714 Compact. The trailer frame/chassis runs along the top of the normal two axle truck chassis to the third axle, so that the platform is truly mounted on a trailer - albeit a slightly unconventional one, which can be removed in around 10 minutes. The platform's all up weight is 6,850kg, the boom configuration - a dual sigma type riser, three section telescopic boom and jib - offers 17 metres of outreach with a 250kg platform capacity through 360 degrees with continuous slew. It also offers a bi-energy Electric/Diesel power pack, beam and H-type outriggers, 180 degrees platform rotation and is mounted on a 3.5 tonne Iveco chassis.

In recent years Comet has significantly expanded its range of truck mounted platforms, particularly models mounted on 3.5 tonne chassis, while its largest machine is the 45 metre Eurosky T45 mounted on a three axle 26 tonne truck with 20 metres outreach and 250kg platform capacity. 40 metre on 7.5 tonnes Bauma saw the launch of what Cela claims is the highest platform on a 7.5 tonne chassis - the 40 metre DT40. The company has a range of truck mounted platforms from 21 to 72 metres, but the DT range is unusual in that they are rear mounted and feature multi-section telescopic lower and upper booms. The original 20 metre DT21 was launched in 2010 on a 3.5 tonne chassis, offering a low stowed height, greater up & over and below ground reach. The 40 metre version uses a four section lower boom or tower, topped by a three section upper boom and articulating jib. Mounted on a 7.5 tonne chassis, it has an unmatched 19 metres of up & over reach, with 19.5 metres outreach with 120kg in the platform. 16 metres is possible with 230kg and 14 metres with the maximum platform capacity of 300kg. The




Cela claims the 40 metre DT40 is the highest platform on a 7.5 tonne chassis

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The Versalift SST37EiH mounted on a 7.5 tonne Isuzu N75 is the first to have a fully galvanised body

lower section must be fully raised to the vertical before the upper boom can be elevated.

Overall length is 7.34 metres if the basket is removed and overall height is just 3.1 metres. The lift is also capable of reaching 9.5 metres below ground level. The fully automatic set up outriggers have a maximum spread of 4.9 metres, can be set up within the chassis width, and can cope with slopes of up to seven degrees.

Versalift

While known more for its van mounted lifts in Europe Versalift produces the 24.2 metre, 12.5 metre outreach VTX-240 mounted on a 3.5 tonne chassis and has just introduced the 13 metre insulated SST37EiH mounted on a 7.5 tonne Isuzu N75 - the first to have a fully galvanised body. The company has also introduced several new van mounted lifts, including the 16.6 metre VDTL-165-F, the first with this working height and envelope on a 3.5 tonne van. But that's for another time.

CTE MP 32.19

The 32 metre MP 32.19 is the second model in the company's Multipurpose range and is unusual in that the slew ring is mounted between the two telescopic booms, the lower two section boom being fixed to a rear mounted pivot point, while the three section top boom can rotate 180 degrees either side of centre on its elevated slew ring. Finally a two section articulated

The 32 metre CTE MP 32.19 is unusual in that the slew ring is mounted between the lower and top telescopic booms



jib with almost 180 degrees of articulation adds to the working height and outreach.

Up & over reach is just over 12 metres, at which the MP32.19 offers up to 19 metres outreach with 120kg, maximum capacity of 300kg is available at just over 14 metres. The unit is mounted on a 7.5 tonne truck, outriggers can be set inboard or fully extended to 3.5 metres they are monitored by the company's S3 Smart system, with set up info used to calculate the working envelope.

Bronto

Finland's Bronto Skylift has been owned by Japanese fire and rescue equipment manufacturer Morita since 2016, and so far it does not appear to have had a great deal of impact. Although this year there have been signs of a new more confident attitude as the company halted its long retreat from the smaller end of the market. A year ago it launched the all new 35 metre S35EM targeted at the upper end of the self drive rental market, while offering the features, build quality and performance features of its larger truck mounts.

The new compact machine has a five section telescopic boom topped by an articulated jib. Maximum outreach is 29 metres and maximum platform capacity is 500kg with the standard 2.04 metre wide platform or 450kg with the optional 2.4 metre basket, while an extendable 3.4 metre platform is also available with a 350kg capacity.



The Bronto S35EM



The Bronto S35EM has a maximum outreach of 29 metres and maximum platform capacity is 500kg

The platform stows to the rear, with a landing stage and pull-out step to make access to and loading of the platform safe and easier, although it can also be lowered to the ground. The platform control panel - complete with all of the safety equipment - is attached to the guardrails and can be moved to provide maximum space for a particular job. The control system is the latest Bronto 5+, with touch screen, easy navigation and modifiable main menu, as well as integrated quick manuals and situation related help texts. A secondary guarding device is standard.

Mounted on a two axle chassis, overall length on the road is 9.5 metres with an overall height on the Volvo FL launch chassis

of 3.7 metres. Outrigger set up is completely variable with built-in sensors and integration with the platform's overload system. Optional equipment includes hydraulic and electrical power to the platform, hydraulic material winch and ultrasonic collision guard.

A 28m France Elévateur TB284-TBE with more than 21m of outreach in Loxam livery



CTE has just launched a new 20 metre ZED 20 with H-type outriggers

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That sinking feeling!

Using some form of material or method to spread the weight of heavy objects, to stop them sinking into soft ground dates back to the earliest of times. The principal is all too obvious and yet hardly a week goes by that we do not receive reports of cranes and work platforms overturning due to being set up on soft or unsuitable ground without some method of spreading and supporting the load.

It is now 15 years since Cranes & Access first published a feature highlighting these issues, following a spate of crane and work platform incidents - some of which were fatal - caused purely by the absence of mats or spreader plates when working on ground that was clearly suspect.

Since then awareness has grown and an increasing number of companies take the issue very seriously, to the point where an entire industry has developed, offering a vast array of products all designed to enable heavy equipment to work on or drive over soft or sensitive ground. But has it made any difference? Looking at the number of incidents reported on the lifting news website Vertikal.net you would be forgiven for thinking not. There are still a significant number of crane and platform overturns caused by either a lack of ground preparation or the absence of mats to spread the point loadings generated by outrigger jacks, heavily loaded wheels or tracks. It seems

that there is still a long, long way to go before the problem is eradicated.

The use of outrigger mats and spreader plates has increased exponentially - particularly in Europe - and anecdotal evidence would suggest that the number of incidents resulting from outrigger setup issues has decreased, while rental companies are more than happy to supply mats with their machines. Certainly more people are aware of the problem, and it can be argued that the continuing high number of incident reports, owes more to the ease of reporting, thanks to the spread of the internet and arrival of a camera in everyone's pocket in the form of a mobile phone, than an absence of progress.

Easy to avoid

So why are we still seeing so many overturns that could so easily have been avoided?

We are told that it is down to a need for more education. As with most incidents overturns are almost



always due to operator error and usually comes down to a lack of information on what lies under the surface, and it has to be said, in some cases laziness or a lack of attention. Pressure applied on the crane operator by site managers can also be a mitigating factor, as they are accused of over cautiousness or simply being difficult!

All too often we receive photographs of machines carrying out a lift with cribbing that has clearly been made up of scrap wood found on an untidy and sloppy job site. Clearly a lack of planning has been the critical first step in such a scenario, and all too often it becomes the critical factor in an incident that at best

causes substantial damage to the crane or platform and shuts down work on the site, and at worst ends in fatalities, while writing off the equipment and causing huge reputational damage to all involved, not to mention years of legal battles which can even result in a prison sentence.

We receive incident reports that at first glance appear to be ground or mat related but on closer examination are simply due to the operator inadvertently slewing the crane counterweight over short rigged outriggers or retracted crawler tracks with the retracted boom fully elevated. Most operators are well aware of forward stability but forget that in many cases the



A soft verge takes another crane



Overturns are almost always caused by operator error.

outrigger mats C&a



With insufficient space to set up, this All Terrain crane used the upturned bucket of an excavator. Not a recommended cribbing method!



Heavy rainfall had reportedly made the edge of the raised platform/road unstable

least stable condition is behind them. This also applies to self-propelled boom lifts, where the least stable position is with the retracted boom fully elevated and no load in the platform - a boom on a slope of more than five degrees with the counterweight facing down the slope will invariably tip rearwards. If anyone is in the platform at this point they become the equivalent of a rock in a trebuchet type catapult. Unless they are wearing a harness - ideally with a very short lanyard - they are likely to end up hitting the ground on an adjacent job site!

Some overturns are caused by an operator trying to set up in an area that is plainly unsuitable, with insufficient flat or load bearing space to deploy the outriggers and mats correctly. It goes without saying that had a thorough site survey been carried in advance such issues would have been spotted and a solution found before the machine arrives. Although in some cases the site was checked, a job plan drawn up only for the operator to discover a last minute change of plan when he arrives on site. All too often we hear "We had planned the lift based on the facts discussed and agreed during the initial site visit, but when our operator arrived there was a last minute change. Our operator did his best to oblige the customer who was under significant time pressure, but he failed to spot XYZ!"

Near miss in London

A recent 'near miss' incident in London concerned the replacement of a rail bridge under a contract Lift. The lifts had been planned in great detail and well worked through, but the bridge and its transporter arrived on site a day early - it was scheduled to arrive after the crane was rigged. This forced a change in plan as the crane could no longer be rigged over the rear. With penalties of £1,000 per minute per train delayed, the crane team

came under great pressure to adapt their plan and so began rigging the crane over the front. Due to visibility issues the operator lifted the counterweight using the crane's Bluetooth controller at a greater radius than had the counterweight truck been able to pull alongside as planned. The controller failed, and not being in the cab he did not feel the rear outriggers lift off the ground. Thankfully two passing site workers spotted it and alerted the crane team which was able to take steps to avoid what might have been a highly disruptive incident. Ideally the team would have called in the Appointed Person/lift planner but naturally tried to work out something on the spot with the client.

In a case reported from Germany last month a large All Terrain crane arrived on site to find that there was insufficient space to set up in the position required - on a raised track - without a good deal of cribbing. The operator had insufficient cribbing on board to cope but appears to have found enough scraps of wood on site to set three of the outriggers, but not the fourth. Under pressure to carry out the lift and get out of the way someone clearly suggested that an excavator be called into help, using its upturned bucket as a form of cribbing! In this case the lift was completed without incident thanks more to luck rather than judgement. The crane company has since issued new instructions to its operators, in a bid to stop this happening in the future.

The requirement for cranes or large truck mounted lifts to travel on unsuitable or poorly constructed tracks highlights an issue that has dogged wind turbine installation work for years with contractors under financial pressure spending less on access roads, resulting in roads that are too narrow or of insufficient quality across their width to safely support the heavy

equipment required to erect the turbines. As a result dozens of cranes, platforms and trucks have rolled over after the road edges have given way.

Beware heavy rain fall

An unusual but related incident occurred earlier this month when a telescopic crawler crane overturned alongside the M4 motorway near Slough in the UK. The 45 tonne Marchetti was working on a bridge widening project and was travelling on a prepared raised platform/road. However heavy rainfall had reportedly washed away much of the Type 1 material, reducing the platform's ability to support the crane and it gave way. The crane was travelling with its tracks in the retracked position and was guided by a spotter. The space available was less than generous, possibly forcing the crane to travel closer to the edge than was ideal, given the week or more of heavy rain.

As the incident highlights, even when a specific platform has been built for the job, its condition needs to be monitored, and possibly tested on a regular basis. The crane operator can play a part in this and ought to walk the route in advance, but to be fair, they are hardly likely to be an expert in the ground bearing ability of an 'engineered platform', although a highly experienced and

canny operator does develop 'an eye' for what is likely to support their crane or not. Such experience requires an operator to remain with the same crane rather than constantly moving from crane to crane.

When setting up any equipment the ground should be inspected and questions asked, and ideally tested, so that suitably sized mats are used, this is especially important when working near buildings, footpaths and roads where the possibility of hidden voids is most prevalent.

This was highlighted in another incident this month - this time in in Valmuevej, near Copenhagen - when a 64 metre Palfinger P 640 truck mount overturned onto the roof of a building. It seems was the rear load side outrigger punched through the pavement into a hidden void, causing the machine to lose stability. Outrigger mats had been used but they were hardly any larger than the machine's jack pads. Thankfully the boom and basket came to rest on the roof a substantial height above the ground on the back side of the building. The two men in the platform - the operator and a stone mason - managed to remain in the platform and were rescued by local fire and rescue service with the help of another platform.

Of course there is little that can be



The operator of this 64 metre Palfinger P 640 truck mount didn't check for hidden voids

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done when an operator is oblivious to potential dangers. The operator of a bucket truck working for the Sam Houston Electric Cooperative on a road north of Houston, Texas had set up alongside an open culvert in order to trim trees away from overhead power lines. The machine's stabilisers barely reached the ground, with one in the ditch, leaving the machine unstable when working over the side, particularly at

maximum outreach. Not surprisingly the lift overturned throwing the operator out of the platform as the lift's boom landed on the power lines cutting electricity to around 500 local residents. Thankfully he had a relatively soft landing and suffered relatively minor injuries. Improved training and awareness is surely the only way to prevent this sort of thing occurring?



Setting up over a ditch can have disastrous results!

Giant crane mats for FM Gru

Italian tower crane manufacturer FM Gru has purchased 16 bespoke crane mats to support four of its cranes during the construction of the Morandi Bridge replacement in Genoa, Italy.

A team from FM Gru visited Vertical Days this year to look for mats large enough to support its 2670 TLX and 2675 TLX flat top cranes. The team met UK-based Outriggerpads, which agreed to produce the 2.4 metre square, 100mm thick bespoke mats, each of which weighs 560kg. Made from high performance UHMW polyethylene, they are said to be more robust than metal or wood equivalents. Each mat has four integrated 'handles' for ease of lifting and handling.

FM Gru managing director Giacomo Fuochi said: "The construction of the new bridge requires mats that are relatively lightweight, yet robust and durable. We were impressed with the service from Outriggerpads, as they were able to manufacture and deliver the mats in a very short period of time."



The mats are 2.4 metres square, 100mm thick and each weigh 560kg



An FM Gru 2675 TLX used for the construction of the Morandi Bridge replacement in Genoa

DICA adds to ProStack product line

US-based DICA has launched the ProStack Slot Lock cribbing block. The blocks are designed to stack and lock together to safely increase cribbing heights. They are made from a combination of recycled material and additives to produce what the company describes as a strong, reliable, and environmentally friendly solution

A SafetyTech base pad and two ProStack block set up has a 454kg/35bar load bearing capacity. Each layer increases cribbing height by 127mm, and the surface allows room for outrigger jack pads of up to 450 x 450mm. The blocks weigh 13.6kg, and include moulded grips make them easier to carry. TuffGrip handles can be added to facilitate carrying two blocks at once. They are guaranteed for 25 years against rot, insect infestation, splitting, cracking or splintering.



The ProStack Slot Lock cribbing block

Ecocrib cribbing blocks

UK based Outriggerpads has launched a new range of composite cribbing and jacking blocks. Manufactured from heavy duty polyethylene, the new range of Ecocrib heavy duty interlocking cribbing blocks can be used anywhere traditional wood cribbing is used, however they have the benefit of firmly interlocking with each other and do not corrode or splinter, while being resistant to water.

They can either be used in two blocks per layer for lighter or less concentrated loading, or three blocks per layer for heavier loadbearing applications. The 600mm long and 150mm square profile blocks are tested for loads of up to 100 tonnes. Each block has two integrated rope handles for ease of lifting and stacking. The stack can be topped by one of three 600mm square top mats, with weights of 20kg, 25kg and 30kg.

Outriggerpads has also launched the Ecostak range of jacking blocks - also manufactured from heavy duty polyethylene, the 300mm square blocks are available with a thickness/height of 30, 80 or 140mm. A 250mm square, 10mm thick insert is also available for levelling off the stack once it has been built.



Ecocrib heavy duty interlocking cribbing blocks are 600mm long and have a 150mm square profile

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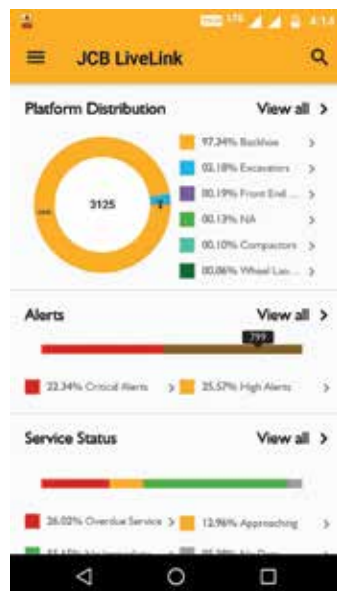
All encompassing technology

This time last year we ran an article purely on 'technology' for the first time. While we often cover developments in rental management software, the past year or two has seen a step change in what is possible as it is increasingly interlinked with the new technology being built into the equipment we report on, as well as the vehicles and services that surround it. This can include monitoring machine performance and servicing through to live delivery tracking. Linking this into a company's management software enables the technology to make a real difference in terms of efficiency and customer service. The pace of change is moving at an eye watering rate, accelerated by the increasing ability and high speed connectivity of the smart phone.

While manufacturers are building this latest technology - such as telematics - into their new models, it is only useful if it can be fully integrated into a company's management software. Almost every rental business or fleet owner now uses some form of rental management software alongside their basic accounting software in order to enter orders, track inventory and availability and raise invoices and delivery notes etc. Companies are also

increasingly using their Customer Relationship Management packages to help make their sales and service teams more productive and provide customers with an improved service.

The vast majority of companies in the developed world now use standard rental software packages, thanks to the modest cost of really good off the shelf systems. The rental software providers are also constantly updating and improving their products thanks to the fact that it has become a highly competitive and dynamic global market - particularly in the UK and North America. The standard off the shelf software not only eliminates the high costs of installing and maintaining expensive custom software, but it also increasingly dovetails well with 'bolt on packages' including telematics inputs, mobile devices and 3D lift management /planning software. The latest developments in technology and telematics have the potential to make dramatic improvements in rental company efficiency while providing an enhanced customer service, but only if it integrates well with a company's rental management software.



The JCB Live Link Mobile app.



It is one thing generating mind boggling volumes of data accessible with a live feed, but somehow it has to be filtered and accessible, otherwise it can be worse than useless. Many small to medium size companies have only relatively recently begun to get more out of their basic systems and generate key documents such as quotations, delivery notes, contracts, damage recording and notification and invoicing etc.... Let alone make the most out of tracking sales prospects, calls and meetings in order to update sales forecasts etc.

Everything has changed

The way we live our business and private lives has also changed to a greater degree than many of us might realise. We are all now becoming used to window

shopping on line, as well as checking a supplier's inventory, ordering and paying for products and then tracking the delivery process in real time. The goods are then signed for electronically, and an invoice is produced automatically and sent by email. We are not only familiar with this process but are increasingly expecting it and can get sufficiently irritated when it does not work properly to switch to another supplier which has an online sales system that does work well.

The rapid growth in the number of aerial lifts, telehandlers and cranes equipped with full telematics systems over the past year or two has the potential to completely change the industry, in that it can provide information on almost every aspect of a connected machine and send it to a



wide range of devices from a smart phone, to a tablet or computer. The ability to log when each machine is working, if it has developed any faults - minor or major - if it has been refuelled, recharged, abused, used dangerously or simply requires maintenance is mind blowing and all this alongside the original more basic track and trace ability.

It is all very clever stuff, yet this is just the tip of the information iceberg, if the information is easily available at your fingertips all manner of things are possible, however sorting it all and turning it into a format where it can be easily used may be one of the great challenges we face before the benefits really start to flow. After all most people do not use a fraction of the possible functions on the simple devices they are highly familiar with - such as smart phones, computers or even cameras - even though they have the potential to provide some real time saving benefits if we would take the time to learn how.

During a recent presentation at Europlatform Oliver Colleau of Kiloutou spoke of his belief that new technology and automation will never replace people, but rather will help them work better. His company is busy adopting and integrating new technology into its MCS software system. Although at a relatively early stage it is already benefiting in many areas of the business, for example 50 percent of the calls to its technical help centre are now typically being fixed over the phone,

thanks in part to telematics and remote diagnostics highlighting issues that can be fixed without the need for an expensive call out. More critically it helps solve the shortage of skilled service engineers, just as planned delivery and collection routes can help reduce the number of delivery trucks and drivers required. He also noted that there is a growing demand for secure login to the equipment, ensuring that it can only be used by a client's approved operators and their sessions are logged including any incidents or damage and dangerous use. This technology also allows machines to be shared between different companies working on a site, then billed by customer. He said that this is proving to be particularly popular in high security areas such as airports and nuclear sites.

Real benefits

Speaking at the same conference Angus Kennard of Australian rental company Kennards spoke on how his company is beginning to gain real benefits thanks to a rental and management software programme it has developed in house on the Microsoft Azure platform. He said it is completely 'device agnostic' and integrates well with the telematics systems of most major manufacturers. The company is only at the beginning of what it hopes to gain in efficiencies from the information it receives from integrating the live data from its fleet into its management software. Like Kiloutou, it is already benefiting from a reduction in call outs along with more efficient delivery and collections.

Kennard also acknowledges the growing demand for security card locks on machines which can provide the ability to 'split the bill' between contractors sharing machines, on a site or even the ability to charge by the hour/day used. However he also noted that both scenarios throw up issues that need some work, including pricing tariffs that are designed specifically for pay as you go rental, rather than adapted from the current pricing levels.

Integrating telematics input data into the company's software can raise other issues and potential problems. There has always been the



Palfinger has revealed its new telematics platform that aims to provide crane operators a practical app to improve efficiency

discussion as to who owns the data or has access to it - the machine owner and/or the manufacturer? Kennard was emphatic - "If we own the asset we own the data!" However regardless of who 'owns' it there are huge benefits in sharing it between the end user and the manufacturer in order that they utilise their equipment more efficiently which would hopefully lead to better rates! The manufacturer on the other hand could use the data to improve the product design and reliability etc...

Kennard also explained aerial work platform telemetry was just part of the global interconnected internet of things (IoT), and what is driving its uptake at a business level. Improved utilisation is a clear benefit, but like other speakers at the conference he pointed out that there are many different systems and telemetry products in the market, different asset types of varying levels of sophistication and age, and the question again was "where to begin?"

Customer needs

He said his company focused on identifying what the customer wanted from telemetry, and it is "much more than just knowing where the machines are". Customers on large, complex, multi-disciplinary contract sites need clear metrics to cover the whole site, all assets and tasks, which led Kennards Hire to develop its own IoT

platform, EasyTRAK.

Genie chief executive Matt Fearon said: "Information gained through the use of telematics can change the way product development and training is done by seeing how machines are actually used. We equipped 500 boom lifts with full telematics systems to see how telescopic booms were actually used on site. Most were regularly overloaded by up to 50 percent and some by more than double the maximum permitted load! As a manufacturer we decided to design out the overloading problem by increasing the capacity of the booms and then through training making the users realise the actual load that is going in the platform."

"With more machines fitted with telematics it won't be long before rental companies and manufacturers start sharing information such as repair records. This would highlight recurring problems that could be designed out to make machines more reliable. This may stretch the lifespan from say eight years to 10 or even 12 years with fewer repairs and extended service intervals."

Here are some of the latest software releases.

3D Lift Plan available 'On-the-Go'

Florida based A1A Software has introduced five new web tools - Sketch Pad, Crane Comparison, Load Chart Viewer, Crane Loads Calculator and Mat Calculator - for task specific lift planning activities in its 3D Lift



Companies can keep manuals within their software for customers to download or to link to delivery notes



Genie launched its Lift Connect telematics system in April this year and has connected almost 9,000 machines

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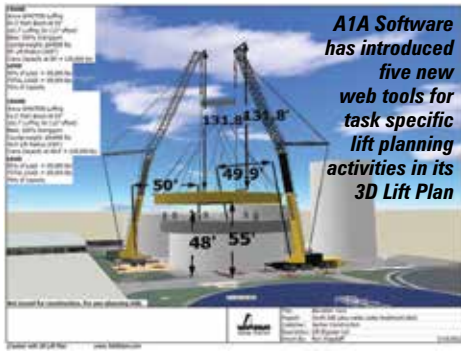
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A1A Software has introduced five new web tools for task specific lift planning activities in its 3D Lift Plan

And finally **Mat Calculator** helps users to select the appropriate outrigger mats to ensure that point loadings are within the maximum allowable ground bearing pressure. This is a mobile variation on the feature integrated into 3D Lift Plan in 2017 which provides

Plan. "These tools enable users to input or gather important lift planning information without creating a full lift plan," said president Tawnia Weiss. "For on the go decision making, these web tools provide quick, accurate information accessible from a tablet or other mobile device, that can later be integrated into a full lift plan."

Sketch Pad allows those involved in initial job bidding or lift planning to draw on screen using their finger. After entering an address, a Google Map appears and it is possible to note the lift location, crane setup location and other site-specific information which is ideal for gathering initial information for a job estimate. The sketch can be saved to 3D Lift Plan and will auto-create a lift plan for the user which reduces steps and streamlines documentation.

Crane Comparison allows users to compare up to 10 crane load charts at a time. The graphic information is an easy visual reference of the capacities at various radii and boom lengths and is designed as a tool for sales people who are working with customers to identify the most cost effective crane choice that can get the job done.

Load Chart Viewer takes information in traditional load charts and presents it in a visual infographic presentation, displaying the capacities at various radii and height on a range diagram.

Crane Loads Calculator allows users to determine maximum outrigger loads for the specific crane configuration without creating a full 3D Lift Plan. Simply choose the crane, the load chart, boom length, load weight and radius and the calculator shows the critical setup information.

Crane Loads Calculator determines maximum outrigger loads for the specific crane configuration without creating a full 3D Lift Plan.

data for engineered outrigger pad products such as DICA's FiberMax or SafetyTech pads, steel mats or timber mats.

Resource Planner updated

MCS Rental Software has updated its Resource Planner within the MCS-rm hire management software, enabling rental companies to plan their resources from the availability and workload of its staff, while estimating travel and task times. Rental companies can make sure deadlines are met by visualising future resource demands, as well as receiving live status updates of those working on site.

"By allocating the employee with the relevant skillset and qualifications means that a hire company achieves better customer service and gets the job done right first time," said Nick Thomson, sales director for MCS. "The MCS Resource Planner helps teams to collaborate, enabling hire companies to respect their customers' deadlines. Resource planners can match tasks to skill sets and be able to handle their ever-changing priorities with ease. Not only will the company be able to give superior levels of customer service, they'll also get happier, more engaged team members."



MCS Rental Software has refreshed its Resource Planner to help hire businesses increase their productivity.

inspHire cloud sales intelligence tool

Rental management software provider inspHire, has launched the cloud sales intelligence tool, Vecta which allows rental companies to



'Our ultimate goal is to go paper free' - Bigman

see the profitability and behaviour of a given customer, while providing an overview of opportunities available with each client. The software takes data directly from inspHire's software programme and presents the information in dashboards displaying daily figures, product trends, customer spending habits and more.

Sales director Martin Bestwick said: "This is just one of many exciting products we plan to integrate into inspHire and will provide our customers with an unrivalled level of granularity regarding the performance of their business."



inspHire has launched the cloud sales intelligence tool, Vecta which allows rental companies to see the profitability and behaviour of a given customer.

New software helps Bigman go paperless

Italian aerial lift sales and rental company, Bigman is using MCS

software to help it go paperless. The company was using an old system with limited functionality and unreliable stock inventory levels making the company's expansion plans difficult to achieve. Due its location close to the border with Austria, it also required multi-lingual software.

"Our previous solution had no mobile capability and we wanted our drivers to use mobile apps to reduce paperwork," said managing director Maximilian Harrasser. "What appealed about MCS, besides its comprehensive software solution, was its multi-lingual capability and its wide ranging experience in the international rental community. Our ultimate goal is to go paper free. Since we switched, our drivers use the Transport Mobile app which allows is to send any last minute collection requests directly to the drivers' smartphone, adding it into their planned route, with the driver capturing the digital signature for the Proof of Delivery or Collection, all without paper. We save time as the driver has no need to return to the depot to collect paperwork and that satisfies our customers at the same time."



Bigman is using MCS software to help it go paperless.

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Genie global product launch

C&A

Genie

Last month Genie unveiled several new scissor lifts along with new 'High Float' and TraX booms and user accessories at its facility in Redmond, Washington as well as providing some insight into its future plans. Mark Darwin was there.

Genie has come a long way since founder Bud Bushnell started making the lift device powered by compressed air in 1966. Today the company is one of the largest aerial lift manufacturers in the world, with production facilities in the US, Italy and China producing a wide range of scissors, booms and telehandlers.

The company has been a disciple of the Japanese lean manufacturing system since the mid 1990s and says that it has drastically changed the way its machines are produced. The system has four main elements - Development of people, Just in time, Quality built-in and Continuous improvement - and has resulted in one of the most efficient and quality consistent production plants in the industry, capable of turning out a scissor lift every nine minutes! The system has to be able to change to keep up with product development which is moving fast.

"I have been in the industry 25 years and the pace of change is faster than I have ever seen," says Genie president Matt Fearon. "The new technology - in particular telematics and electric/hybrid drive - is ready to go."



"The pace of change is faster than I have ever seen," said Genie president Matt Fearon

New GS slab scissors

Its new GS slab electric scissor lifts are more a product of meeting global standards driven by the impending changes to the North American ANSI A92 and CSA B354 standards which come into effect in December. The new scissors are equipped with a 'Dual Zone Control' allowing operators to switch between indoor and outdoor use, with the Load Sense system adjusting the performance parameters for the environment selected. Also new for North America is the overload cut out system.



The first global scissor to be launched is the 19ft GS-1932

The machines feature the same platform capacities when working indoors or outdoors but the maximum working height is adjusted downwards by between 50 and 75 percent when outdoor use is selected, taking into account the new factors such as machine stability and wind forces up to 12.5 metres a second. The lift and lower speeds will also be reduced on some models.

The first global scissor to be launched is the 19ft GS-1932. The current European CE rated GS-1932 can work at full height both indoors and outdoors but according to Genie is 'too heavy' at 1,503kg. The new Global version is 143kg lighter at 1,360kg however when used outdoors the working height is reduced from the maximum of 7.79 metres to 6.3 metres - essentially converting it to a 14ft machine. The overall width remains 810mm. The narrower 760mm wide GS-1930 will also be available globally but the working height is reduced to

5.2 metres when working outside making it a 10.5ft lift for outdoor use.

The new Dual Zone control panel features two new buttons - indoor or outdoor - with the operator choosing the one required. If a selection is not made, the machine will set the default outdoors position on start up. The operator can however change between the two settings at any time from the platform controls. The Global models will go into production in Redmond, Washington and Changzhou, China in November and



Product manager Mike Flanagan introducing the new global scissors



The lift device made by founder Bud Bushnell powered by compressed air that started it all in 1966

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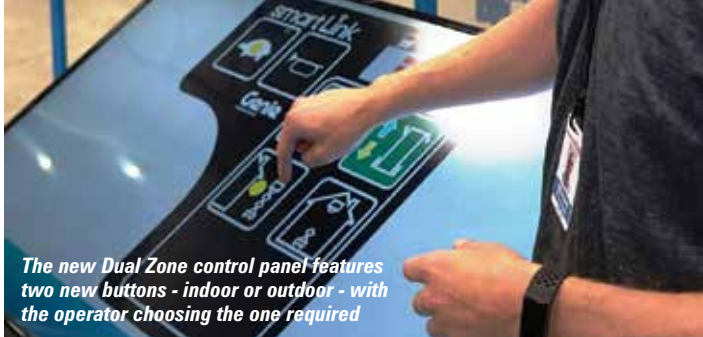
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The new Dual Zone control panel features two new buttons - indoor or outdoor - with the operator choosing the one required

be available immediately in North America and China with the rest of the world coming on stream early next year.

Product manager Mike Flanagan said: "Changes to the North American standards will have an impact on all of the aerial work platforms we manufacture. The updated ANSI A92 and CSA B354 standards are based on the ISO standard, driving global standards commonality with European (EN 280) and other international standards."

"We have taken advantage of change in the ANSI standards, to harmonise the GS scissor lift family worldwide, offering a more consistent machine that's simple to use and intuitive to operate, as well as having the versatility to be used in indoor and outdoor applications."

The new Genie GS dual zone scissors can be distinguished either by the platform control - PCON - which includes the dual zone buttons, or the new Genie Smart Link decal on the platform. They can also be identified by the use of black and yellow tape around the deck - a requirement of the new ANSI/CSA standard.

The standard also requires continuous checking of the weight in the platform with a cut out if the actual load exceeds the maximum capacity. On the new scissor lifts, the Load Sense relies on a pressure sensor in the lift circuit, coupled with scissor arm angle sensors, alerting the operator if the machine is overloaded via a graphic on the Smart Link platform controller. It will also sound an alarm and stop further

machine movement until the weight in the platform is reduced.

The new standards also adopt the European 1.1 metre guardrail height, obliging all machines to have folding guardrails apart from the 13ft GS-1330m which already complies.

New Genie High Float boom lifts

The new 'High Float' 'HF' and TraX booms are available in S-40, S-45, S-60 and S-65 straight boom models, while the HF line also includes a 45ft Z-45 articulated boom model - the Z45 HF. All nine new models are based on the company's Xtra Capacity XC booms and comply with the new ANSI A92 and CSA B354 standards in North America, as well as European EN280 and Australian AS 1418.10 standards.

The S-60 HF and S-65 HF booms are fitted with air filled - rather than foam filled - tyres to allow them to 'float' better over soft ground, this is possible as these models maintain the minimum stability requirements even when a tyre is punctured and subjected to the resulting dynamic load.

The new booms are already available in North America and will be offered in some European markets early next year. The new Trax machines along with the S-60 HF and 65 HF offer an unrestricted platform capacity of 272kg, or 454kg with a slightly reduced working envelope. Some of the new XC booms also feature an increased maximum working slope angle of seven degrees.

Genie Lift Tools

Genie also unveiled three new Lift



The Genie Lift Tools Pipe Cradle.

Tool accessories - the Tools Work Tray, Pipe Cradle and Panel Carrier - which will be available shortly on the updated GS scissor lifts. They will be available in North America towards the end of this year and globally in 2020 pending local approvals.

The Genie Lift Tools Work Tray is easily fitted and designed to help eliminate clutter and potential tripping hazards in the platform by providing a convenient place to store tools, fixings and small materials. It can be used on the main platform or the deck extension on most Genie GS slab scissor lift models excluding the new 13ft GS-1330m. The Pipe Cradle is available for all Genie GS scissors can be installed in under 10 minutes and can be used with the deck extended or retracted.

The Panel Carrier allows items such as sheet materials, windows and plasterboard/drywall panels to be secured on the outside of the platform, simplifying loading, unloading and placement of the items on the jobsite.

Future developments

"Our product development road map for the next five years is stuffed - we have lots of projects on the go," says Fearon. "We are fully committed to driving innovation in the industry. Telematics will help

solve the number one problem in the industry - the lack of service technicians - while information gained can change the way product development and training is carried out by seeing actual machines usage. For example we found that most boom lifts were regularly and significantly overloaded. This cannot happen with the new machines."

"As a manufacturer we decided to design out the overloading problem by increasing the capacity of the booms and then through training making the users realise the actual load that is going into the platform. With more machines fitted with telematics it won't be long before rental companies and manufacturers start sharing information such as repair records. This would highlight problems that could be designed out to make machines more reliable. This may stretch the life from around eight years to 10 or 12 years with fewer repairs and extended service intervals."

A screen shot of the Genie Lift Connect telematics system launched in April



showing machine positions in areas.

"I think these future developments are exciting. We are not early adopters and we are cautious as an industry. But we want to make things easier and faster with machines that last longer."



The S-60 HF and S-65 HF booms are fitted with air filled - rather than foam filled - tyres to allow them to 'float' better over soft ground



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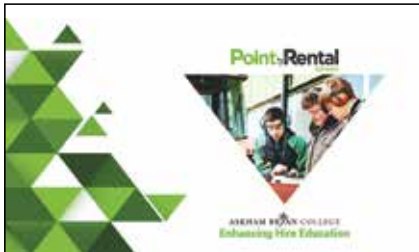
The R K truck and crane

Hafeez Ghafoor, a director of the dissolved UK landscaping company R K United, has been sentenced to a 12 month prison term, suspended for two years, and 200 hours of community service after an employee suffered serious injuries while using its loader crane.

In August 2016, the R K United employee was using the grab type loader crane to deliver soil to a house in Leeds. As he lowered the crane boom it impaled his left arm on a sharp point protruding from the control area, shattering several bones. An investigation found the crane had severe defects, including a disabled safety system, while part of the safety guard around the controls had been cut away, leaving the spike which caught his arm. In addition, the man had not received appropriate training to operate the crane.

Point of Rental partners with UK college

Rental software company Point of Rental is providing software and a training database for use by



equipment rental apprentices attending Askham Bryan College in York.

Access to the software and the database is intended to help ensure apprentices receive realistic, thorough training while familiarising them with software used by a large portion of the rental industry. Additionally, Point of Rental will provide training to the Askham Bryan delivery team to ensure they are fully conversant with the system functions and capabilities.

Community service and fine for telehandler injury



The telehandler

Michael Toon, a director of UK waste management company Mike Toon, has been fined £1,500 and 120 hours of unpaid work after an employee was critically injured. In April 2017 Justin Tinsley, then 33, was trapped between a telehandler and gate post at the company's yard in Poole, where it processes and recycled builders' waste and soil.

Tinsley got the machine stuck and was unable to rectify the error, so he climbed out through the cab window to allow Toon in to free the machine. The telehandler then moved unexpectedly, crushing Tinsley against the gate post. He took several weeks to regain consciousness and has yet to fully recovered from his injuries.

An investigation found that Tinsley was being trained by Toon to operate the telehandler, while uncovering several serious long term faults with the machine.

Fall costs £22k plus community service

UK based Weathervane Roofing & Building has been fined £20,000 plus costs of £1,125.70, while director Ian Wilkinson was sentenced to a one year/160 hours community service order, plus a fine of £1,125.40 after an employee fell through a skylight in March 2018.

The employee was carrying replacement parts of a fragile roof on a farm building in Dronfield, Derbyshire when he fell four and a half metres, fracturing his knee, elbow and wrist. An investigation found that Wilkinson did not adequately plan the work at height and had no safe system of work in place for removal and replacement of the roof. As a result, there were inadequate measures in place for preventing falls.

A-Plant apprenticeship award

A-Plant has won the British Army Large Employer of the Year Award at the north west regional final of the National Apprenticeship Awards. The regional awards celebrate outstanding apprentices, employers and individuals who champion apprenticeships across England.



(L-R) Anthony Knowles of the North Education and Skills Funding Agency, Steve Lynas and Bob Harper of A-Plant, and Lt.Col. Jim Dowle

Who trained them?

Three men in an overloaded boom lift atop a truck



Spotted by a reader, a group of men misusing a boom lift. To begin with, they did not bother to unload the platform, secondly there are three of them in the basket, including one who is a little hefty - certainly more than the 'average' 80kg, so they are almost certainly exceeding the Genie Z-45's 227kg maximum platform capacity. Thirdly they are installing an overhead cable, alongside what looks like power lines, and finally they are not wearing harnesses or lanyards.



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Nominations open for IAPAs 2020



Nominations for the International Awards for Powered Access (IAPAs) are now open. The awards will be presented at the IPAF Summit at the Millennium Gloucester Hotel in Kensington, London, on 23 April next year.

In the 2020 edition of the awards, categories range from new products and innovations to safety and training. The deadline for entries is 12th December. The awards are free to enter, companies and individuals can enter themselves or nominate others and entrants can submit entries for more than one award and more than one entry per category. The awards cover activities undertaken and products launched between September 2018 and September 2019. Entries can be submitted using the official entry form, available via www.iapa-summit.info

Technology will aid people, not replace them

At this year's Europlatform conference speakers emphasised that advances in technology will enhance safety and efficiency and aid people's work, rather than replace them.

Olivier Colleau of Kiloutou told delegates: "How will technology impact aerial work platform rental? It already is. We can track the machine, know whether it is switched on, and in future we can even robotise and automate machine use. My strong conviction is that technology will develop to help our people, our customers. In our business, technology and people get along very well."

Clotilde Jouette, of Avesco Rent added: "Our workforce is our most important asset, and this is why we value them and ensure they are properly trained. Technology adds value, it can be the biggest differentiator, it can change the whole ecosystem of our customer relationships."

Angus Kennard of Australia's Kennards Hire said telematics was helping his company create an "ecosystem" to service customer demand, with improved utilisation rates a clear benefit, but pointed out that there are many different systems and products on the market. Kennards has developed an in-house solution that dovetails with manufacturer's systems.



Olivier Colleau



Clotilde Jouette



Angus Kennard



Andrew Delahunt

The latest global accident report

The Europlatform conference also heard from IPAF director of technical & safety **Andrew Delahunt** who previewed the IPAF Safety Report, based on analysis of data gathered in IPAF's accident reporting project. The analysis continues to show that accidents with powered access equipment are relatively uncommon.

IPAF Rental+ members online

All UK rental members have now adopted IPAF Rental+ as their minimum standard. The IPAF UK Country Council mandated in 2017 that all UK rental members should meet the required standard within a two year transition period.

As part of the upgrade, IPAF has launched a new feature on its website that allows anyone seeking to rent an aerial work platform to find their nearest IPAF Rental+ accredited company quickly and easily with an online map.



Norty Turner takes over as IPAF president

Norty Turner of United Rentals has been named as the new president of IPAF, after Brad Boehler stepped down having left his role with IPAF member Skyjack. Turner was previously deputy president, he is replaced in that role by Karin Nars of Dinolift, with Karel Huijser of JLG taking over from her as vice president.



(L-R) Karin Nars, Norty Turner and Karel Huijser

IPAF interim chief executive Andy Studdert said: "I would like to thank Brad Boehler for his hard work, leadership and dedication to safety over many years in the industry. He had wanted to carry on as IPAF president, but it emerged on close reading of the IPAF operating regulations that he would not be able to do as hoped, so he did the honourable thing and stepped down."



The IPAF Elevation open meeting, conference and dinner will be held at the DoubleTree by Hilton hotel, Coventry, on 27th November. Booking is open and the conference programme will feature contributions by Karl Baum of F-Tec, talking about the new Lift, Truck and Powered Access Technician Apprenticeship, and David Bishop of Build UK. Former IPAF board member Peter Douglas will give an update on the No Falls Foundation, of which he is a trustee. Ricky Gervais lookalike Tim Oliver will take care of the evening entertainment.

Cramo joins IPAF as group member

Finnish international rental group Cramo has joined IPAF as a group member, bolstering IPAF's membership in northern and eastern Europe.





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CPD supports training growth

If the current trends continue, 2019 will be another record year for the ALLMI operator course, with year to date training levels up by eight percent compared to the same period in 2018. Developed by the industry, for the industry, the ALLMI operator course is the only one of its type to be approved by CSCS and fully compliant with the requirements of BS7121 Part 4, the British Standard for the Safe Use of Lorry Loaders.

ALLMI technical manager, Keith Silvester said: "ALLMI has long been regarded as delivering the industry's leading training programme for lorry loader operators, and these latest figures further underline the scheme's continuing popularity. Companies and sites spanning all sectors of the lorry loader industry continue to look for operators holding the ALLMI card and there is no denying that our industry

presence and credibility is stronger than ever. However, as demand grows it is essential that the highest standards are maintained throughout our Instructor network and we have numerous mechanisms in place to achieve that, including comprehensive instructor training, quality training aids and material, ongoing technical support, rigorous auditing and a Continuing Professional



ALLMI's Web based CPD Area

Development (CPD) system."

ALLMI training officer, Jon Kenyon added, "We have recently released our latest CPD Bulletin for instructors, which is facilitated by a dedicated area of the ALLMI website. The bulletin and associated assessment process are derived from analysing instructor audit reports over the last 12 months and looking at any common areas where further developments can be

made. We have found this to be an excellent way to provide yet another layer of engagement with instructors, further ensuring they are always fully equipped to deliver training to the highest standard."

In addition to operator training, ALLMI provides specialist courses for engineers, instructors and managers. For full details, please contact the ALLMI Office or visit www.allmi.com.

ALLMI marketing officer



ALLMI has appointed a new marketing officer Fiona Parnell, who joins the association having held a host of managerial positions over a 20 year career working across a wide range of business sectors.

ALLMI chief executive Tom Wakefield said: "Fiona's appointment to this new role represents yet another significant step forward, as we add to our resources, strengthening and further improving the association's structure, which is

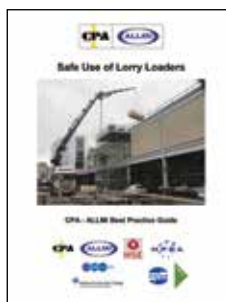
essential given our year on year growth. This building process will continue, marking our commitment to ongoing development and ensuring that we are always in the strongest possible position to meet the industry's needs."

Parnell added: "As a marketing professional with both a business to business and business to consumer background, as well as experience of running my own marketing consultancy, I am really excited to bring my skills and knowledge to this new role with ALLMI. Key projects that I will be working on this year include the ALLMI website redevelopment and forming a new social media strategy for the organisation. I am looking forward to telling the ALLMI story, being part of a great team and working with our members, as well as the wider industry, to continue raising standards and sharing best practice."

Best Practice Guide revision

ALLMI and CPA will shortly introduce a revised version of their Best Practice Guide (BPG) for the Safe Use of Lorry Loaders, with the document's first review meeting being scheduled for November.

The BPG can be accessed via the ALLMI or CPA websites - www.allmi.com or www.cpa.uk.net – They would appreciate feedback along with suggestions for updating its content.



ALLMI membership meetings

Held on 17th October at the Belfry Hotel & Resort in Sutton Coldfield, ALLMI's membership meetings saw an excellent turnout, with all corners of the lorry loader industry strongly represented.

Delegates were updated on a raft of important industry issues and projects, and also received a thought provoking presentation from David Spillett of the Energy Networks Association, who spoke about the dangers of working near overhead powerlines and the ENA's 'Look Out, Look Up' campaign. In addition, there was an extended lunch for members, which provided plenty of networking opportunities and created a positive and informative atmosphere throughout the event."



Mark Rigby



David Spillett

ALLMI chairman Mark Rigby said: "We would like to thank all those who attended. It is always great to have face to face contact with so many like minded peers who want to keep up to date with the latest industry activity, develop relationships, and stay at the forefront of safety and best practice."



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

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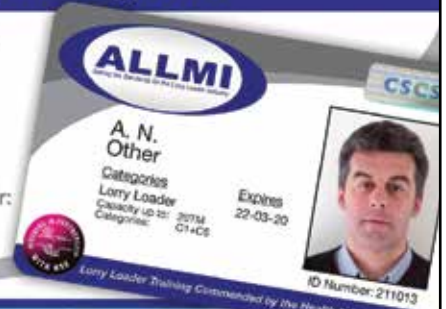
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PASMA Conference

2019

In September, a record 170 representatives from the scaffold tower industry came together for PASMA's annual conference. The theme of the day was how towers can be used safely in a surprisingly wide range of work at height scenarios.

As well as a jam packed programme of presentations and breakout sessions, delegates were able to explore an outdoor Tower Showcase, a display of towers being used in smart, innovative ways - from the simplest podiums

and mobile access towers, to more complex structures involving cantilevers, bridges and stairs and finally, non standard configurations that are built to specification by PASMA's Hire & Assembly members.



L-R: Gillian Rutter, Helen Paterson, Sarah Nunn and Suzie Macfarlane of PASMA



David Gray



Delegates explore the Tower Showcase

David Gray, managing director of TB Davies, is the latest member to join the PASMA Council, speaking of his appointment he said: "Having literally grown up in the access industry, I joined the family company in 1990 and since then I have worked in every area of the business from the warehouse to sales, through to purchasing, and today as managing director. During this time, I have witnessed huge change in the market and TB Davies has always



Stephen Kane from Ridgeway takes in the Tower Showcase

focused on the long term with tower scaffold a cornerstone of the portfolio. I would like to bring that experience to PASMA to assist in whatever way possible to maintain a safe and sustainable environment for the user and wider industry."

New chairman for PASMA

Gillian Rutter's term as PASMA chairman came to an end in September, with Roger Verallo, managing director of Euro Towers taking over. He has been involved in the sale and manufacture of aluminium towers since 1977 and his close involvement with PASMA goes back to 1985, when he became a committee member. He was first elected chairman in 2009 and takes on the role for a third time.

Speaking at PASMA's Annual Member's Meeting, he said: "I believe that working safely at height should be the aim of everyone who is involved in this industry, whether it's on a tower, a ladder, or an aerial work platform. Safe products, safe working practice, save environment and safety training should be not just a wish but a right."



PASMA helps prepare for Brexit

PASMA will be helping the industry prepare for a 'No Deal' Brexit on 31st October, having received funding from the government's Business Readiness Fund, as part of a joint application by Hire Association Europe (HAE), the Event Hire Association (EHA) and the Access Industry Forum (AIF), of which PASMA is a member.

AIF Conference set to shape the work at height agenda

A total of 13 speakers will address the Access Industry Forum's (AIF's) second national conference Working at height: Access for life on Thursday, 14th November at the A J Bell Stadium, Salford. They will talk about the issues and topics set to shape the future of work at height safety in a sector which saw 40 fatalities in 2018/19 according to figures released by the Health & Safety Executive.

The keynote address 'Working at height: State of play' will be delivered by Sarah Jardine, acting head of the HSE's Construction division, who will talk about the UK's current position and standing on safety generally, the latest trends and developments and, significantly,

the HSE's formal response to the inquiry recommendations of the All Party Parliamentary Group (APPG) on Working at Height.

The conference will include presentations from AFI-Uplift, Arup, RoSPA, Transport for London, the Government Office for Product Safety and Standards, the Health and Safety Lawyers' Association, the No Falls Foundation charity and the National Farmers' Union (NFU). The speakers, which include Jason

Anker, Paul Blanchard and Dylan Skelhorn of the No Falls Foundation, they will cover topics ranging from access and the role of virtual reality to mental health awareness and managing risk. Delegates will also learn about the latest and impending standards, guidance and legislation in the work at height sector. Tickets are available from accessindustryforum.org.uk/aif-work-at-height-conference-2019/ conference

PASMA instructor training upcoming dates

Anyone wishing to become a PASMA instructor should contact karen.oneill@pasma.co.uk to enquire about availability on the following instructor training courses:

- 21 - 25 October (Kent)
- 25 - 29 November (Gloucestershire)
- 16 - 18 December (Essex)

PASMA instructors looking to upskill can book places on the following courses, which are being held in Essex:

- 26 November (Low Level & Work at Height)
- 19 December (Towers with Cantilevers)



For more information about the Access Industry Forum (AIF) and the No Falls Foundation charity for working at height, please visit www.accessindustryforum.org.uk and www.nofallsfoundation.org

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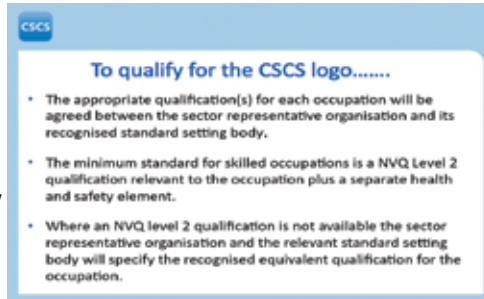
Support sought for Construction Equipment Representative Organisation

A number of employer associations and federations have joined forces to establish a new construction equipment-based sector representative organisation and are seeking support from certification bodies to establish and support its aims and objectives.

Since 2015, the Construction Leadership Council's (CLC) criteria for industry card schemes has referred to a Sector Representative Organisation to agree - along with standards setting bodies - the standard of qualifications and skills for construction related occupations. However, there has been no sector representative organisation for equipment occupations and feedback from employers has indicated that this has contributed to ambiguity, misperception and ineffectiveness in the use of equipment card schemes.

The principal employers' federations and associations which have a key interest in equipment have agreed to work together to create one. Those involved include Build UK, the Civil Engineering Contractors Association, the CPA, the Federation of Piling Specialists, the Home Builders Federation, the National Federation of Demolition Contractors and the Scottish Plant Owners Association (SPOA). The Construction Skills Certification Scheme (CSCS) - as the promoters of the single logo for all construction based card schemes in the UK - is also fully supportive of the initiative, while the CPA has agreed to administer the formation of the new organisation.

The Organisation is entitled the Plant Sector Representative Organisation (PSRO) and it has formed a board of representatives from each of the participating federations and associations to carry out its objectives and operation. The PSRO is intended to



enable a sufficient supply of individuals for equipment related occupations that have the requisite competencies following training and assessment, based on the standards defined by an employer devised framework which are both pragmatic and sustainable. The PSRO seeks support, input and contribution from all those who have a role or an interest in the supply of training, skills and competence requirements for equipment-based occupations.

As a first step, the CPA has organised a meeting on the 5th November at Nuthurst Grange, Hockley Heath - for representatives from certification bodies that offer construction equipment related cards. This will be followed by a series of open engagement meetings at which members of the PSRO board will discuss the various conditions and protocols necessary, along with a competency framework for the PSRO.

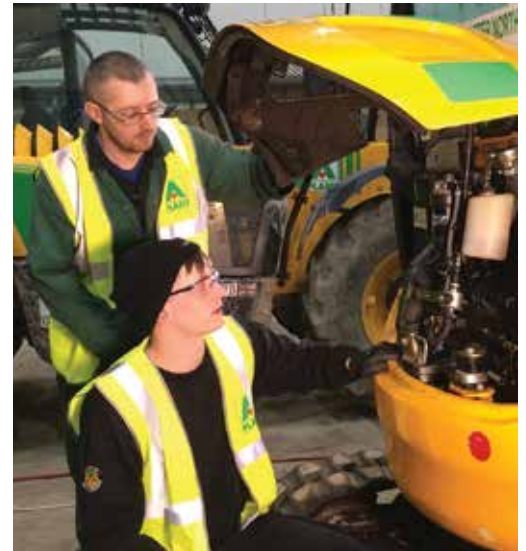
The dates for the open meetings are as follows:

Tuesday 19th November at Jurys Inn Oxford

Thursday 21st November at Mercure Haydock Hotel, Merseyside

Tuesday 26th November at Stirling Court Hotel, Scotland

All those interested in attending are invited to e-mail Jenny Lupton at jenny@cpa.uk.net with details of which meeting they would like to join.



New Construction Equipment Mechanic Trailblazer Apprenticeship

The Institute for Apprenticeships and Technical Education (IfATE) has granted approval for the development of a new Level 2 Trailblazer Apprenticeship for Construction Equipment Mechanics which will replace the current Plant Mechanic Framework Apprenticeship which is being phased out in 2020.

With approval now achieved, the next step is to seek approval to develop a Trailblazer Apprenticeship for a Technician level occupation, equivalent to Level 3 or above.

The joint chairmen of the employer-led Trailblazer working group, Ed Hudson of Liebherr and Rob Allen of Clee Hill Plant said: "We are delighted that after having our bids continually rejected over the last three years, that our latest bid for a Level 2 apprenticeship has been finally approved by the Institute, which has now recognised the uniqueness of our Construction Equipment Mechanic occupation in comparison to other Trailblazers designed for the rural, heavy goods vehicle, public service vehicle and lift truck sectors. There is still much work to do and we also need to start the process of making a submission for a Level 3 Technician occupation as well but we would like thank the input of CPA to help get us this far and to the support and perseverance of the working group from which we can work now collectively to bring this project through to fruition."

Ian Simpson adds to CPA's technical capability



Ian Simpson, through his company Langside Consulting has agreed to provide technical consultancy services to the CPA and its special interest groups, including CIG, TCIG and CHIG. A chartered mechanical engineer he brings more than 40 years industry experience, most recently as a principal specialist inspector with the Health & Safety Executive (HSE), where he was responsible for the investigation of many serious accidents arising from the use of access and lifting equipment. He has also sat on various standards committees and chaired the MHE3/11 Crane Safety Committee responsible for the BS7121 Crane Safety series of standards.

Ian Simpson

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

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

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

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

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

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Wolff 7534.16 Clear

The Wolff 7534.16 Clear flat tower crane has a maximum jib length of 75 metres. This model of it is in 1:87 scale and is made by Conrad of Germany.

It comes in a high quality box with a very detailed instruction manual. The cross frame is a detailed casting with concrete coloured pads and large ballast blocks. The tower sections are very good with the fixing positions located at each corner like the real crane. Inside each section there are plastic ladders and platforms. Each tower section on the model is made up of two sections on the real crane.

The climbing frame is very robust, but the main jacking cylinder is modelled in metal as part of the main casting rather than being a separate component. The cab is very good considering the scale, and the cab platform also includes an equipment cabinet and metal handrails.

The counter jib has a very good structure with a mesh walkway, but the support bars are slightly overlong as the counter jib hangs a little low. The counterweight is made up of separate blocks and they can be individually secured in configurations to suit the chosen jib length.

The jib is excellent with a slight upward profile at the longest length. It is made up of separate sections just like the real crane, and the lattice work is fine quality with mesh walkways on the first section.

The trolley is a plastic part to keep the weight down and has metal sheaves. The hook block is nicely detailed and has a part to allow two or four fall operation.

The main feature of the model is its flexibility. The tower can be built in different heights, with or without the climbing frame, and all of the jib lengths of the real crane can be replicated, complete with the appropriate counterweight configuration. Parts can also be used as loads, and this includes a folding counter jib. The crane can also be accurately displayed during various stages of erection.

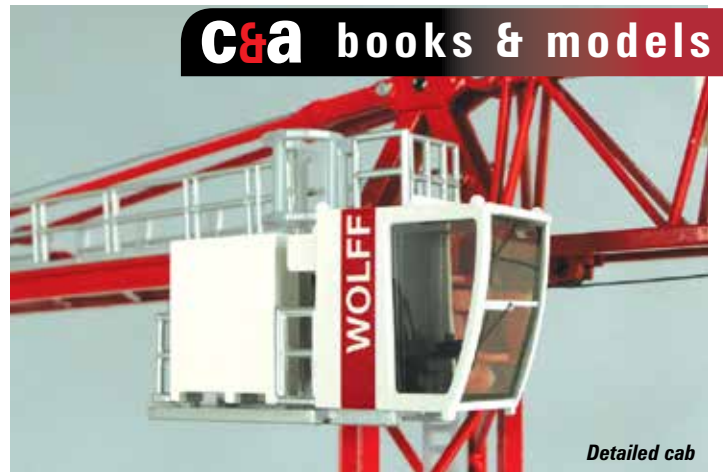
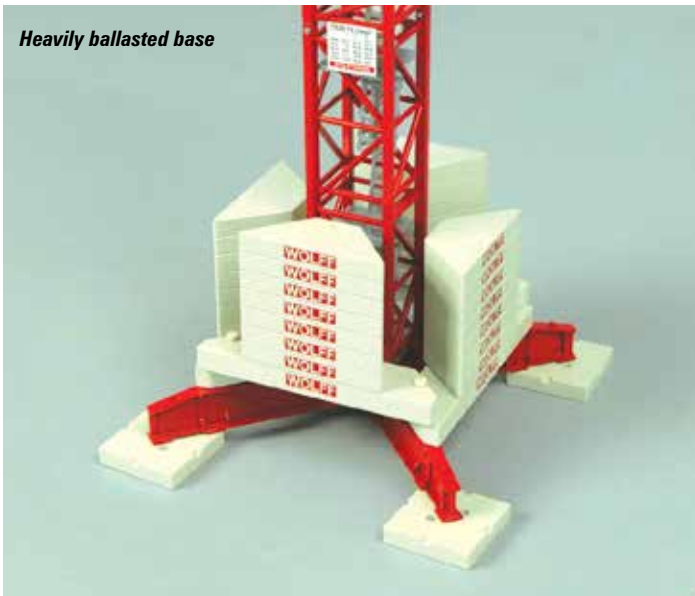
Overall this is an excellent tower crane model, and the variety of configuration options is terrific. Only the double height mast sections are a compromise compared to the real crane. It is available from Wolff for around €240.

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

Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	24
Features (max 20)	18
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	83%

Heavily ballasted base



Detailed cab



The counter jib has separate counterweights



30m jib and four falls of rope



Full 75m jib



Saving lives by stopping falls

The No Falls Foundation is the first and only UK-based charity devoted exclusively to the work at height sector. The Foundation is dedicated to preventing falls from height and helping people affected by the life-changing consequences of a fall.

Every year literally hundreds of thousands of people work at height in a variety of industry sectors. Some are more obvious than others, such as construction, roofing and facilities management, but there are also countless others who work at height on a day-to-day basis - often without realising it - in shops, offices, factories and hospitals. The list is almost endless.

What they all have in common is risk. The risk of a fall that might kill them or leave them with serious life-changing injuries with potentially devastating consequences for their families, friends and work colleagues. Figures published by the Health and Safety Executive (HSE) show that in 2018/19, 40 people were killed in the workplace as the result of a fall from height.

The No Falls Foundation, in partnership with stakeholders such as the Access Industry Forum (AIF), other trade associations and professional bodies committed to advancing health and safety, has three distinct objectives.

1. Education:

- Delivering a continuous programme of education highlighting the risks associated with working at height and the need for proper risk assessment, informed equipment selection and professional training;
- Participating in conferences, workshops and seminars and contributing articles to trade and professional journals;
- By raising funds, organising appeals and promoting campaigns designed to raise awareness of the life-changing injuries that can be sustained following a fall from height and objects falling from height.

2. Research:

Research and the exchange and sharing of knowledge and information are a vital part of the Foundation's work. The Foundation collaborates with a wide range of organisations with the aim of keeping people safe when working at height.

3. Support:

The Foundation provides information and guidance, support and relief to those in need by reason of ill-health, disability, financial hardship or other disadvantage following a fall from height or injuries sustained from objects falling from height.

For more information visit nofallsfoundation.org

No Falls Foundation CHARITY BALL

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To book tickets, visit
nofallsfoundation.org
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Dear Mark,

I always read your Editorials and appreciate your wisdom. Your team does an excellent job of presenting industry situations far and wide. Your field staff must run very busy agendas.

Perhaps you have noticed the reader responses to News reports since the web site was revised. Correct me if I am wrong but I think the reports are drawing much better reader response than the former web site.

Please consider writing a yearly series about recruiting techniques useful for attracting new workers in our industry. I am an independent small business in tree service and pressure washing with one helper, and a second helper on standby. I have trained 37 groundsman or banksman in 27 years in business. I guess I have been lucky, treat my workers with respect and I don't ask a person to do something I would or could not do.

Sincerely,

Sherman "Sherm" Anderson
Best Tree Service
Mountain View, Arkansas USA

Good Afternoon Mr Editor,

Thank you to all the staff at The Institution of Mechanical Engineers for holding yet another very good Crane Safety Conference in London this month with lots of excellent speakers during the day.

As confirmation of my answers to the audience during the midday Question & Answer session:

1. In the UK the Employer is the Duty Holder (Not the Employee) under The Health & Safety at Work Act 1974.
2. The Major Contractor on site is responsible for the Safety of all persons irrespective of their status as Employees, Subbies or Visitors. As detailed in The Occupiers Liability Act 1957.
3. My 12 years of Research into 632 Lifting Incidents Worldwide which led to 559 fatalities confirms: Mobile Cranes were involved in 37 percent of them, with Crawler and Tower Cranes at 15 percent each, while Improvised Lifting Ops were the worst record due to many being undertaken without RAMS or Pre-planning by the AP.

Therefore with the Courts now imposing multimillion pound fines for non-compliance by Employers the next development may well be jail sentences for managers under Section 36 and or directors under Section 37. With prosecution barristers possibly seeking application of Section 40 thus reversing the evidential burden onto defendants to prove compliance with HSW Act.

The chief executive and managing director should now be energised by the need to proactively manage safety as 632 Lifting Incidents worldwide causing 559 Fatalities - 559 is too many with yet another two last week in Redcar.

Kind Regards

Mike Ponsonby

Dear editor

I see you are covering outrigger pads in the next issue, so you might be able to answer something I just do not comprehend. It is the crass ignorance that some crane operators display when it comes to basic physics and understanding of what affects stability of the machine under their control. How is it possible that people like this are set free with such a big and dangerous piece of equipment? Even if they have not had formal instruction, anyone who is sufficiently skilled to be let anywhere near a crane cannot help but quickly acquire a 'feel' for the machine under their control. We all do this with our cars soon gaining an intimate knowledge of what it will do and not do and understanding its limits. Why do those planning or rigging up for a job persist in using spreader plates that anyone can see are inadequate for the ground or even not bothering at all.

And what are the crane owners thinking? Given how expensive a crane is, whether new or second hand, the total cost of such an inexcusable mistake is massive and one that no one in their right mind would risk. Why do they ignore the basics of lift science, the protection of property, the rule of gravity and the need to keep the crane in service?

Those in the industry must ask why we are having so many incidents? Our industry needs a rude awakening, a cool change and a drive to get back to basics!

Gerr Simpson

It is hard not to agree with everything Mr Simpson says, there is still an apparent ignorance among some operators. It is true that there is a dire shortage of operators and all too often companies send out operators who either do not have the experience - very different from the training - to carry out a specific job or are simply unfamiliar with the machine yet feel that they have to press ahead regardless. Contractors do not help with this and surely some of it comes back to the constant pressure on rental rates that leaves little room to take several years to fully train an operator and have enough on board to cover sickness and other unplanned absences or allow operators to work sensible hours. I recall many years ago a presentation introducing an early crane simulator. The presenter pointed out that the simulator could not replace real hands on training and experience of working with a highly skilled operator over a decent period of time. However he went on to say, "what the simulator will do is weed out job applicants who should never be let anywhere near a real crane as they simply lack the basic aptitude".

It seems that too often some of these people not only make it onto a real crane, but they are given control of it! This would never happen with a commercial aircraft, and probably not a bus or a truck in many jurisdictions - so why a large crane?



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Stan Thompson 1929 - 2019

Stan Thompson - a senior UK crane hire figure from the 1970s and 80s when he worked with BET, JD White and Hewden Stuart - passed away on Thursday September 19th. He would have been 90 at the end of September.

Born in Sunderland, North East England, he attended Ryhope Grammar School and started his career as an articled accountant with Peat Marwick Mitchell - now KPMG. During his time with the company he became the auditor for Middlesbrough-based bridge builder and steel fabricator Dorman Long - later Redpath Dorman Long - this took him into the heavy engineering sector and would almost certainly have been his first introduction to cranes.

Having qualified as a chartered accountant he joined EMI and moved to London, where he eventually became involved with the conglomerate British Electric Traction - later to become BET - which owned a number of businesses including an electricity generation operation and a large bus division and transport companies, which were nationalised in the 1960s by the Labour Government.

The sale of these companies led to it accumulating a £68 million cash pile. Thompson began working for the group as it was looking to invest these funds in acquisitions and diversification. One of the first investments the company made was the acquisition of road roller and compaction equipment rental company Eddison Plant Hire, which also got into Forklift rental. Thompson became the company secretary and was recruited into the holding group's mergers and acquisition team where he became involved with the acquisition of JD White from the White family in 1970. The company had started out as a scrap handling company in Teeside but had branched out into crane hire. Having purchased the business he was told that since he had seemed so keen on acquiring the company, he should go and manage it. His appointment as managing director of JD White kicked off his crane industry career in which he remained until he retired in the late 1980s.

Once he had got to grips with the company, he decided to sell off the scrap operations. JD White had entered the crane rental business by accident



Stan Thompson



Stan Thompson (R) at a hand over of the Coles Colossus in 1978 from Don Hassal of Cole



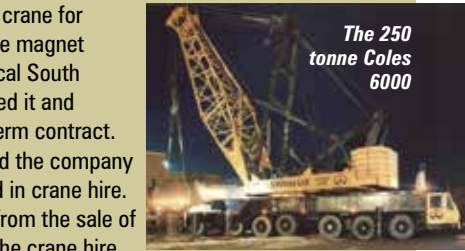
Stan Thompson far right, with co-director David Moreton - second from the left - at a Liebherr crane hand over

after having built or modified a crane for scrap handling duties with large magnet attachment. Before long the local South Durham Steel works had spotted it and wanted to hire it in on a long-term contract. This process was repeated, and the company became increasingly interested in crane hire. Thompson used the proceeds from the sale of the scrap business to expand the crane hire operation, developing it into a company that had a first class reputation for being well organised and quality conscious. Early in his JD White days he teamed up with David Morton, who had joined the company in 1965 as a sales rep and later moved into operations.

The two made a formidable team as they expanded the business and polished the company's reputation, adding a number of large cranes to the top end of the fleet and acquiring a number of other northern-based crane and equipment rental companies, including Derby based Bowmer & Kirkland and W.C.Mandy of South Shields.

BET continued to acquire equipment rental companies, both in the UK and in the USA, this included Grayston Crane Hire which it took over in the early 1980s. As part of a reorganisation it insisted on merging it with JD White, although the two companies had significantly different business cultures and reputations. By 1985 Thompson had fallen out with BET's senior management and decided to call it a day. The business went on to become Grayson White and Sparrow, following the acquisition of the Bath-based Sparrow Crane Hire business and was later absorbed into Ainscough Crane Hire.

After leaving JD White Thompson joined Hewden Stuart crane hire, where he remained until he retired. During this time he also played a significant role, with ex colleague David Morton, in negotiating the UK's National Agreement for Crane Operators Pay and conditions, which was widely adopted by the industry.



The 250 tonne Coles 6000

Thompson led an active life, having played football in the Northern League when he was younger, and progressing to golf as his business career developed. He became a strong player and was involved with the running of his local golf club, bringing his accountancy skills to bear. He remained a member until the very end and played his last game earlier this year. He leaves behind wife Brenda, daughter Judith and son Peter.

Colin Parks 1953 - 2019

UK veteran crane operator Colin Parks passed away at the end of September he was 66. With more than 40 years experience in the crane industry, Parks was described as a true gentleman and always willing to help and act as a mentor, something he did for many during his time in the industry.



Colin Parks

He began his career as a motor mechanic before joining a local building firm in Barrow-in-Furness, north west England, which happened to have an eight tonne Hydracon Masksman truck crane, which fuelled his passion for cranes. There he met a man named Gary, a career long friend who later persuaded Parks to join Hewden Stuart. After 40 years with Hewden, Ainscough Crane Hire - where he operated its first 250 tonner then later its first 500 tonner - he went to Crane Services and latterly Weldex. During that time he worked his way up from the Hydracon to a 1,350 tonne Liebherr LR 11350 crawler crane.

He is survived by wife Rose, daughter Nicola and son Andrew.

The following is one of several comments from ex colleagues on hearing the news of his premature death.

I was absolutely gutted to hear of Colin's passing, he was an absolute legend, whether driving a mobile at Hewden, or a crawler at Weldex, you always knew you had a quality operator. Not a primadonna, an honest man who bestowed a wealth of knowledge upon young lads like myself coming through.

I had the pleasure of working with Colin as green young kid, where he showed me how to operate a Coles Speedcrane and I had the ultimate pleasure of having Colin on the last job he carried out for Weldex, at the Port of Tyne Biomass storage facility. Colin, Cammy and a few of the lads going out to celebrate his retirement and my birthday. Thank you Colin, for the fun, the bollockings and the friendship Steys.



Colin Parks during his time at Crane Services



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Tel: +61(0)3 8320 0411
www.conference.cica.com.au/



APEX Asia

October 23-26, 2019 The APEX aerial lift exhibition in China Shanghai, China
Tel: +31 (0) 547 27 15 66
www.apexasiashow.com/



AIF National Work at Height Conference

November 14, 2019
Working at height:
Access for life Salford, UK
Tel: +44 (0) 845 020 4242
www.accessindustryforum.org.uk



AEM Annual Conference

November 18-20, 2019
The Association of Equipment Manufacturers annual conference
Marco Island, Florida, USA
Tel: +1 (414) 272 0943
www.aem.org



IPAF Elevation

November 27, 2019
IPAF's Elevation conference and dinner Coventry, UK
Tel: +44 (0)15395 66700
http://em.ipaf.org/web/elevation-201



2020

ASEAMAC Rental Forum

January 29-30, 2020
Annual meeting of Spanish rental companies Madrid, Spain
Tel: +34 911593555
www.aseamac.org/eventos/foro



Spanish Rental Forum

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Annual meeting of Spanish rental companies Madrid, Spain
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www.aseamac.org

Executive Hire Show

February 5-6, 2020 Event for tools, equipment and plant hire industry
The Ricoh Arena, Coventry
Tel: +44 (0) 207 973 4630
www.executivehireshow.com



The ARA Show 2020

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



Conexpo 2020

March 10-14, 2020
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Tel: +1 414-298-4133
www.conexpoconagg.com



Samoter

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Tel: +39 045 8298111
www.samoter.it/it



IPAF Summit 2020

April 23, 2020
Annual summit and awards dinner.
London.
Tel: +44 (0)15395 66700
www.ipaf.org



Vertikal Days 2020

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May 13-14, 2020
Donington Park
Tel: +44 (0) 8448 155900
www.vertikaldays.net



Bauma CTT 2020

May 26-29, 2020
Russian construction equipment exhibition
Moscow, Russia
Tel: +4989 94922-339
www.bauma-ctt.ru



HIRE20

May, 2020
Hire and Rental Industry Association annual convention, Adelaide.
Tel: +61 (0)2 9998 2255
www.hireandrental.com.au



Apex 2020

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



Bauma China 2020

November 24-27, 2019
SNIEC Shanghai, China
Tel: +49 (0)89-9492051
www.bauma-china.com



Bauma Conexpo India

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www.bcindia.com



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Access Equipment Manufacturers

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

Scaffold Towers

CLM Construction Supplies	www.clm-supplies.com
Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Lyte Industries	www.lyteladders.co.uk
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

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

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
SGB	www.sgb.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplantire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
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A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS Powered Access	www.jms.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Group - Mid East	www.manliftgroup.com
Manlift Hire	www.manlift.ie
Mays Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Power Platform Services	www.pps.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.rival.com/used
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

Notified Body

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

Access Platform Sales (APS)	www.accessplatforms.co.uk
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.flesch-arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Powered Access	www.jms.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/

North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Rival	www.rival.com/used
Turner Access	www.turner-access.co.uk
TVH - Group	www.tvh.com
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk
Workplatform	www.workplatformltd.co.uk

Special/Bespoke Access & Lifting Solutions

Access Platform Sales (APS)	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
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Liftright Access	www.liftrightaccess.com
Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Warren Access	www.warrenaccess.co.uk/hire
Working At Height Ltd	www.workingatheightltd.com
Workplatform	www.workplatformltd.co.uk

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High Access Hire	www.highaccesshire.co.uk
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Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Wilson Access	www.wilsonaccess.co.uk

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Wagenborg Nedlift, NL	www.wagenborg.com

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S.A. Smith	www.sa-smith.co.uk

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Telescopic Handler Manufacturers

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Genie	www.genielift.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

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Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Rival	www.rival.com/used
TVH Group	www.tvh.com
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

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GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Powered Access	www.jms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
Alfa Access Services	www.alfa-access-services.com

Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CISRS	www.cisrs.org.uk
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

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

Lorry/Truck Loader Cranes

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Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
Penny Hydraulics	www.pennyhydraulics.com
PM Cranes	www.pm-group.eu

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Cranes4Cranes	www.cranes4Cranes.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
Delden Cranes	www.deldencranes.co.uk
Electrogen Int	www.electrogen.ie
Hird	www.hird.co.uk
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
London Tower Cranes	www.londontowercranes.co.uk
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-krane.de
NRC	www.nrcplant.co.uk
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Utility Equipment	www.utility-equipment.com

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
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Furniture Hoists

Böcker	www.boecker.de
The Furniture Hoist Co	www.furniturehoists.co.uk
Utility Equipment	www.utility-equipment.com

Crane Hire

AB2000	www.ab2000.co.uk
ABBA	www.abbaplanthire.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
Bryn Thomas Cranes	www.brynthomascranes.com
Cadman Cranes	www.cadmancranes.com
Cork Crane Hire (Liverpool)	www.corkcranehire.com
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifting.co.uk
Delden Cranes	www.deldencranes.co.uk
Emerson	www.emersoncranes.co.uk
Graham Jones Cranes	www.grahamjonescranes.co.uk
J&M Crane Hire	www.jandmcranehire.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
McNally crane hire	www.cranehire-ireland.com
NRC	www.nrcplant.co.uk
Port Services Heavy Crane division	www.portservices.co.uk
Sangwin	www.sangwin.co.uk

Mini Crane Hire

A Mini Crane Hire	www.aminicranehire.co.uk
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Height for Hire	www.heightforhire.com
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Lift Limited	www.liftminicranehire.co.uk
NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk

Self Erecting Tower Cranes

Bryn Thomas Cranes	www.brynthomascranes.com
City Lifting	www.citylifting.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower	www.ladybirdcranehire.co.uk

Tower Cranes

London Tower Cranes	www.londontowercranes.co.uk
Electrogen Int	www.electrogen.ie

Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

A1A Software	a1asoftware.com
DWLS	www.dwls.com
HLC Consulting	www.hlconsulting.com

Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Ritchie Brothers	www.rbauktion.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
Trojan Battery	www.trojanbattery.com
Platinum International	www.platinuminternational.com

Load Cells & Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
MSL Oilfield Services Ltd	www.msluk.net
PCE Instruments UK Ltd	www.pce-instruments.com

Control Systems

MOBA Automation	www.moba.de
Intercontrol	www.intercontrol.de

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
JMS Powered Access	www.jms.co.uk

Insurance

Specialist Insurance	www.finchgroup.net
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.nl
Outriggerpads	www.outriggerpads.co.uk
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

Component Suppliers

Cone Drive	www.conedrive.com
PCE Instruments UK Ltd	www.pce-instruments.com
UE Components	www.ue-components.com

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Amerparts	www.amerparts.net
Caunton - Access	www.caunton-access.com
Cone Drive	www.conedrive.com
Crowland Cranes	www.crowlandcranes.co.uk
C-Tech Industries	www.ctech-ind.com
Davis Access Platforms	www.davisaccess.co.uk
Donghua Limited	www.donghua.co.uk
Electrogen Int	www.electrogen.ie
IPS	www.ipspartsonline.com
JLG	www.jlgeurope.com
Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk
PCE Instruments UK Ltd	www.pce-instruments.com
TVH - Group Thermote & Vanhalst	www.tvh.be
UE Components	www.ue-components.com
Unified Parts	www.unifiedparts.com
Vertimac	www.vertimac.com
Workplatform	www.workplatformltd.co.uk

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Inspire	www.inspire.com
MCS Rental Software	www.mcs.co.uk

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Heaton Trestle Handrail System	www.heatonproducts.co.uk
Heaton Scaffold Towers	www.heatonproducts.co.uk
Load Systems UK Ltd	www.loadsystems.com
Mantracourt Electronics	www.wirelessensorsystem.com

Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
inspire	www.inspire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk

Training Associations & Networks

ALLMI	www.allmi.com
AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk

Training Centres & Trainers

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

Safety Training

Atlas Cranes UK	www.atlasgmbh.com
Avon Crane	www.avoncrane.co.uk
Brogan Group	www.brogangroup.com
Davis Access	www.davisaccess.co.uk
Emerson	www.emersontrainingservices.co.uk
Height for Hire	www.heightforhire.com

Training Services

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

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

Kinshofer	www.kinshofer.com
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Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre Suppliers

Mitas Tyres	www.mitas-tyres.com
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Traffic Management

Atlas Traffic Management	www.atlastm.co.uk
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Technical & Safety Consultancy

Access Safety Management	www.accesssafety.co.uk
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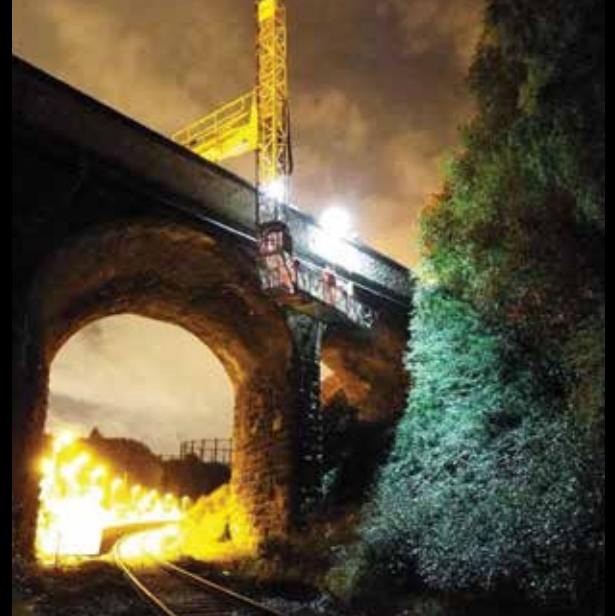
Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
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Liebherr LR1280, Year 2008, 58.1m boom

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

RB CH135 135t, Year 2005, 54m boom, 27m fly Jib

Kobelco CKE1350-1F 135t, Year 2008, 54.9m boom, runner jib

Kobelco CKE2500-2 250t, Year 2010, 61m boom, runner jib

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October 2019

Spare parts



ES-H9340

Haulotte eq. 4000349340

Emergency stop

Used for STAR 10, Optimum 8, Compact 10, Compact 12RTE, ...



SFJ-4360031

JLG eq. 4360031

Foot switch

Used for E300AJP, 450AJ, 800AJ, 1250AJP, 860SJ, 1350SJP



SO-12VD2

Multi brand

Solenoid, shut-off
Deutz, 12VDC

Genie eq. T114678
JLG eq. 7027251



DST-9T12V

Multi brand

Starter Deutz
9 teeth, 12V

Genie eq. 139709
JLG eq. 7020479



JRJI-1A17

JLG eq. 1600403

Joystick drive, steer
1 axis, rocker

Used for 260MRT, 3369LE, M3369, 4069LE, M4069, 3394RT, 4394RT



JRUP-1A03

Upright eq. 066785-000

Joystick drive, steer
1 axis, rocker

Used for X20N, X26N, X32N



CBG-99161

Genie eq. 99161

Control box

Used for GS3268RT, GS4390RT, GS5390RT, ...

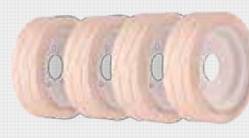


PLF-G101394

Genie eq. 101394

Platform

Used for Z80-60RT, S60, S65



TI-2008SG-W

Skyjack eq. 155717

Set of 4 non-marking wheels
white (with pattern)

Used for SJ12, SJ16, SJIII3215, SJIII3219



TI-10165340/41

Genie eq. 131340/41

All-terrain tire + rim, foamed
RH & LH

Used for for GS3384RT, Z34-22RT

Machines

V27211



JLG
1930ES

€ 3.950

2006 ■ 354 Hrs

Electric ■ 7,6 Mtr.

V27879



JLG
2646ES

€ 5.250

2008 ■ 444 Hrs

Electric ■ 9,8 Mtr.

V28025



Genie
GS4047

€ 10.500

2013 ■ 259 Hrs

Electric ■ 13,89 Mtr.

V27441



Genie
GS3384RT

€ 9.950

2007 ■ 2506 Hrs

Diesel 4x4 ■ 12,06 Mtr.

V27412



JLG
530LRT

€ 45.000

2015 ■ 506 Hrs

Diesel 4x4 ■ 18,15 Mtr.

J27840



Niftylift
HR10E

€ 8.950

2008 ■ / Hrs

Electric ■ 10 Mtr.

V27956



JLG
E300AJP

€ 12.950

2007 ■ 1080 Hrs

Electric ■ 11,14 Mtr.

V27714



JLG
450AJ

€ 13.950

2005 ■ 3090 Hrs

Diesel 4x4 ■ 15,72 Mtr.

V25474



Niftylift
HR21D

€ 25.000

2009 ■ 1550 Hrs

Diesel 4x4 ■ 20,8 Mtr.

V27969



JLG
800AJ

€ 31.000

2007 ■ 4013 Hrs

Diesel 4x4 ■ 26,38 Mtr.

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- **Machines** + 32 56 772 666 ■ sales@vertimac.com

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