

cranes & access

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July 2018 Vol.20 issue 5



**Product
guide**

**Pick & carry
cranes**

**Low level
access and
mast booms**

...New 35m Bronto.....2,000th Magni telehandler.....Two new Liebherr cranes...

NEW DEDICATED
FACTORY & TRAINING
CENTRE

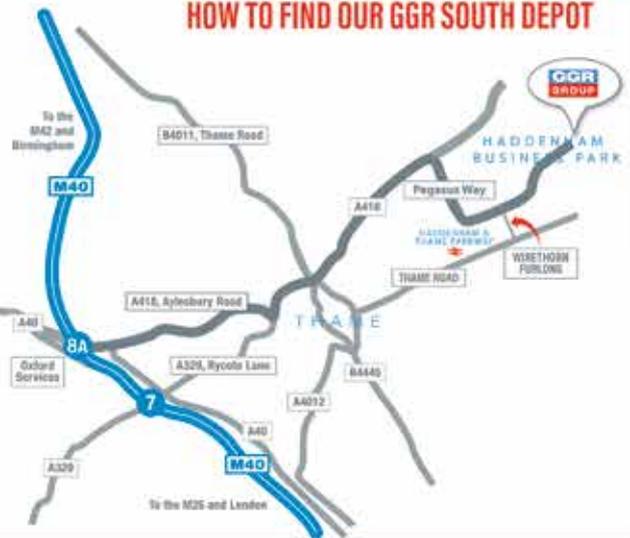
**GGR
GROUP**



GGR GROUP OPEN DAY

FRIDAY 14TH SEPTEMBER

HOW TO FIND OUR GGR SOUTH DEPOT



Number one for lifting solutions, the GGR Group, cordially invites you to attend our Open Day on Friday 14th September from 9:30am to 4:30pm.

To celebrate the opening of our new purpose-built premises in Haddenham, we will be opening our doors to the industry. In addition to guided tours of our new facilities, our full range of lifting equipment will be on display, with our team on hand to give you expert advice on your current and future project requirements.

Refreshments will be provided throughout the day, including a lunchtime BBQ and there will be a range of product demonstrations and activities to keep visitors entertained. If you would like to attend please register using the web address below and let us know what equipment is of particular interest to you.

TO REGISTER, PLEASE VISIT WWW.GGROPENDAY.CO.UK

COME AND SEE SOME OF OUR NEWEST INDUSTRY PIONEERING MACHINES



Our new location is close to Haddenham & Thame Parkway, which is only a 38 minute train journey from London Marylebone. We will have a shuttle bus taking visitors between our premises and the station throughout the day, or the journey is only 8 minutes on foot if you consider yourself to be more active!

GGR UNIC HOUSE, PEGASUS WAY, HADDENHAM BUSINESS PARK, HADDENHAM, BUCKINGHAMSHIRE, HP17 8LJ

info@ggrgroup.com • www.ggrgroup.com • +44 (0)1844 202 071

On the cover:

A second generation 4.2 metre HLS Hugo - manufactured in Leeds, UK - being used in an industrial bakery for inspection, maintenance and cleaning.



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Liebherr Customer Days 49



Last month Liebherr held its tri-annual Customer Days at its mobile crane facility in Ehingen, Germany. We bring you a few of the highlights, including two new crane launches.

CMC concentrates on spiders 51

Italian manufacturer CMC - celebrating its 20th anniversary this year - is unusual among the many Italian spider and truck mounted lift manufacturers in that it is based in the south

of the country in Bari. Mark Darwin visited the company to find out more.



Rental software meets telematics 55

For years equipment manufacturers have had the ability to collect data from the machines they produce. The challenge now is to manage and use all that data effectively, helped by integrating it into rental software.



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Two new Liebherr cranes, Kobelco restructures in China, Potain splits tower crane ops, New 25m CTE, First non-American big Grove RT, SC&RA responds to new crane rule clarification, Comansa re-brands, New 35 metre Bronto, Haulotte sells Italian rental business, 2,000th Magni 360 degree telehandler, 100th Grove GMK4100L-1, Ruthmann opens US office, Riwal builds 135ft battery electric boom lift, Geda & Potain unveil internal operator hoist, Aichi to distribute Socage and financials round-up.



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In every industrial installation contract, lifting the component into its final position is just part of the total process. We take a look at various types of pick & carry cranes that are the right for a variety of jobs.



Low level access and mast booms 27

As most of us are thinking of summer vacations, many manufacturing companies will be gearing up to carry out major maintenance, repairs/replacement, cleaning or general production layout changes. We review some of the latest access equipment - particularly low level access and mast booms - suited to this type of work.



Dealer guide 37

The C&A annual product source and dealer guide for all the crane, access, telehandler and ancillary equipment currently manufactured, along with the contact details of the distributors for the UK and Ireland.



In the next C&A

The next issue of Cranes & Access scheduled for mid-September will feature the C&A annual UK and Ireland Top 30 rental company guide, Spider/mini cranes and Electric & hybrid boom lifts. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

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Nowhere to hide...

It started in the 1990s with mobile phones but was taken to another level with telematics and now even more so with its integration with rental software. We are increasingly unable to escape 'Big Brother' no matter what the time of day or where you are in the world. Everyone is traceable.

Basic tracking systems have been around for quite some time, with equipment or vehicle owners and manufacturers initially focused on locating missing equipment. As vehicle electronics became more sophisticated, increasing the volume of collectable data as communication systems improved, the challenge has shifted to how to manage and use it effectively.

Rapid advances in technology is making it more cost effective and practical for manufacturers and owners to install telematic systems on even the smallest equipment. This ability to monitor the location, performance and profitability of each and every machine affords owners with enormous opportunities to provide a better, more competent customer service. Meanwhile manufacturers gain invaluable information that can help improve product designs and reliability while highlighting abuse - especially in the event of an incident.

For example, safety can be improved by recording machine handovers and pre-use checks, while unauthorised equipment operation can be combatted by replacing keys with smart cards, key pads or mobile apps, even restricting operation to operators with a recognised or relevant competency card such as IPAF's smart PAL card.

Delivery status can be tracked live by the end user and rental companies can respond quicker and more effectively to breakdowns, arriving on site with the correct parts having already diagnosed the problem and procured the right tools and knowledge to fix it. Even when a rental is over the machine can be locked preventing further use, while the driver collecting it can see its exact location, avoiding wasted time searching for it. It can even help with credit control by verifying or 'scotching' exaggerated claims of downtime and disable further use until overdue invoices are paid.

However, the 'all seeing' nature of modern telematics is going to change the dynamics of employee/ employer and customer/supplier relationships. In fact it is already beginning to happen.

There is 'no hiding' from an incident resulting from machine misuse or abuse. Cranes are already sending live warnings to manufacturers and fleet managers when they are overloaded or operated in excessive wind speeds. Delivery routes are pre-programmed into truck sat nav systems and drivers are measured for fuel efficiency, safe driving technique and vehicle care, while any attempt by a field based employee to 'skive off' work for an hour or two is witnessed and recorded and salesmen can be tracked and results analysed.

Although these developments are good for the industry overall, attitudes will need to adapt to a much more open and honest method of working, leaving nowhere for the industry's cheats and shady characters to hide.

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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