

# cranes & access

August/September 2018 Vol.20 issue 6

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**Top 30  
rental  
companies**  
**Spider cranes**  
**Electric  
boom lifts**

...Fassi acquires ATN...Tadano JV with Escorts...United takes BlueLine...Hiab acquires Effer...

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## On the cover:

A Unic URW-376 from Lift Mini Cranes installing 500kg flume sections on the new £36.7 million water park and leisure centre in Coventry, UK. See page 36 for full story.



# C&A contents

31

Spider cranes



41

Electric boom lifts



51

Web presence



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## Comment 5 News 6

Fassi acquires ATN, New high capacity flat top Comansa, Loxam/Nationwide acquires UK Platforms, Tadano launches 20t RT for Oceania, New Jekko mini crawler, Hiab acquires Effer, Tadano and Escorts agree JV, European Genie S-65 XC, More UK acquisitions for Boels, Palfinger unveils HD spider cranes, New hybrid truck mounts from Multitel, Palfinger and Ruthmann,



JLG updates LRT scissors, Four new Gehl telehandlers, Hiab acquires Scottish dealer, Link-Belt upgrades the TCC-1100 to the TCC-1200 and financials round-up.

## C&A Top 30 rental company guide 17

This year's survey of the top crane, powered access and telehandler rental companies in the UK and Ireland comes at a time when business confidence is somewhat fragile amid Brexit uncertainties and the ongoing fallout from the failure of major contractor Carillion. See how the leading companies have fared in this year's Top 30 rental company guide.



## Spider cranes 31

The 'flavour of the month' when it comes to smaller tracked cranes certainly appears to be the heavy duty articulated models which look set to be a popular addition to the compact lifting sector. We take a look at the latest launches and developments.



## In the next C&A

The next issue of Cranes & Access scheduled for mid-October will feature All Terrain cranes, 3.5 tonne truck mounted lifts and Outrigger mats/pads. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

## Electric boom lifts 41

The repercussions of tighter emission regulations are already being felt giving rise to a massive interest and growth in cleaner, quieter machines including full electric, lithium and hybrid platforms. This month we feature a new start-up rental company in the Netherlands - Hoogwerkt - and its totally different business model and look at all-electric booms from Dutch rental companies Rival and Collé Rental & Sales.



## Web presence 51

Search Engine Optimisation (SEO) consultant Guy Willett takes a look at reputation management, addressing bad reviews, claiming and optimising your GoogleMyBusiness listing and other problems concerning websites.



## regulars

- CPA 55
- Training 57
- IPAF Focus 59
- ALLMI Focus 61
- PASMA Focus 63
- NASC/CISRS 65
- Books and Models 67
- Letters 69
- What's on 73
- Online directory 76

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## God is in the detail...

The proverb, 'The devil is in the detail' refers to something that is far more complicated than it first seems. It apparently derives from an earlier phrase 'God is in the detail' from the German proverb - 'Der liebe Gott steckt im detail' - expounding the idea that whatever you do should be done thoroughly i.e. the small details are important.

We like to believe that everyone in the industry is working towards eliminating injuries and deaths related to lifting or working at height. Initiatives over recent years such as wearing harnesses with the correct length lanyard attached, the use of outrigger mats and spreader plates

and more recently secondary guarding, not to mention proper training, have all made a difference.

New initiatives come along all the time, making those involved with this type of work increasingly aware of safety, both for themselves and those around them. One area that still needs addressing is electrocution - accidentally touching live overhead electricity lines when working from aerial work platforms or with a crane/telehandler boom.

But getting back to the devil and his detail... last week a man died and two were injured - one very seriously - on a Melbourne job site in Australia, when a tower crane dropped a full, 1.5 cubic metre/1.5 tonne skip of concrete onto the them as they worked in the pour area below. Although the investigation is ongoing, the cause appears to be down to a missing split pin from a critical locknut - one of the smallest and most insignificant components on the crane.

The absence of this humble item allowed the castellated retaining nut on the hoist cable termination fitting to gradually loosen as the crane carried out its typical cycle work of placing concrete and rebar. Eventually the retaining nut came off the end of the thread, leaving one end of the rope unattached, causing the hook and its load to drop into the work zone below.

The incident provides a valuable warning on how every component no matter how small or insignificant it is, plays its part - critical in this case. It also highlights how important it is to use the utmost care and attention when installing, repairing, servicing or using lifting equipment, even with the most insignificant components.

If we learn one thing from this incident it is that checking and double-checking even the smallest details during an inspection, a repair or an installation could ultimately save a life. And when everyone realises this it will go a long way to further reducing the number of injuries and deaths. It might also increase efficiency and save money!

The devil, or God is in the detail.

Mark Darwin

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

## Vertikal Press

MEMBERS OF:



ISSN: 1467-0852

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# Fassi acquires ATN

Italian loader crane manufacturer Fassi has acquired French aerial lift manufacturer ATN, rescuing it from the insolvency process which it entered in February, kicking off the search for an investor. ATN joins Fassi's French subsidiary CTELM, which includes Marrel and Fassi France.

Fassi said that its aim is to provide ATN with the energy and resources to become a major player in the aerial work platform market and that its first plans are to restart production and achieve reliable lead times while strengthening product support to ensure a good flow of parts and service.

ATN was founded in 2000 by Daniel Duclos - the originator of the Toucan mast boom and previous owner of rental company Access Industrie. The current product range includes mast booms, articulated boom lifts, Rough Terrain scissor lifts and a spider lift. At last count the company had 70 employees.



# New high capacity flat top Comansa

Spanish tower crane manufacturer Comansa has launched a new high capacity flat top crane, the 21LC1050 aimed at large industrial or mining projects as well as the construction of buildings with prefabricated heavy weight steel modules.

It is available with maximum capacities of 25, 37.5 and 50 tonnes and can be erected with jib lengths of between 30 and 80 metres in five metre increments. A special optional jib configuration is available for up to 85 metres radius.



# Tadano launches 20t RT for Oceania

Tadano is launching a new 20 tonne GR-200EX Rough Terrain crane designed with the Australia, New Zealand, Papua New Guinea and the Pacific Island markets in mind.

The GR-200EX features a 27.5 metre main boom and a 4.5 to 6.9 metre extension, giving a maximum tip height of 35 metres. The crane can lift its maximum capacity at 2.5 metres and has an overall length of 8.31 metres and an overall width of 2.45 metres. It is powered by a Tier 4 Cummins and offers remote control outrigger setup and the Tadano View System which detects obstacles in the working area.



# United to acquire BlueLine for \$2.1bn

United Rentals has agreed a deal to buy BlueLine Rental for \$2.1 billion in cash from private equity firm Platinum Equity. United expects to fund the deal with newly issued debt and bank borrowing. BlueLine - previously Volvo Rents - operates from 114 locations across 25 states, Canada and Puerto Rico, with annual revenues of \$786 million and 1,700 employees.

The company has a fleet of around 46,000 units with an original cost of almost \$1.5 billion. United says that it anticipates around \$45 million of synergy related cost savings and that it can shave \$15 million from BlueLine's procurement costs. Assuming the regulatory and shareholder approvals go smoothly it will complete in the fourth quarter, with United's revenues for 2019 likely to easily exceed \$8 billion.



# Fatal tower crane incident in Melbourne

A man was killed, and another very seriously injured in Melbourne in early September, when a tower crane dropped a 1.5 tonne loaded concrete bucket onto the men working in the foundation below.

A third man received minor injuries. The cause of the incident was a failure on the hoist line set-up and looks to have been the result of the hoist cable end fitting pulling free from its anchor point, after a lock nut worked loose thanks to the absence of its split pin retainer. The full report can be seen on [www.vertikal.net](http://www.vertikal.net) including a statement from Worksafe Victoria.

# Almac enters the crawler boom market

Italian tracked scissor lift manufacturer Almac has entered the self-propelled tracked boom lift market with the 33ft Jibbi 1250 Evo, a dynamic self-levelling telescopic boom lift. The Jibbi 1250 Evo features a three section telescopic boom topped by an articulating jib.

It can level on slopes of up to 22 degrees and reach a working height of 12.2 metres. Outreach with its 230kg maximum platform capacity is 5.5 metres whilst maximum outreach is seven metres with 80kg.

Powered by a three cylinder Yanmar diesel, the Jibbi 1250 Evo has an overall width of 1.15 metres, overall height of 1.98 metres and overall length of 3.7 metres and a total weight of 2,850kg. An optional 250kg winch kit is also available. Deliveries are scheduled from March or April next year.



The Jibbi 1250 Evo

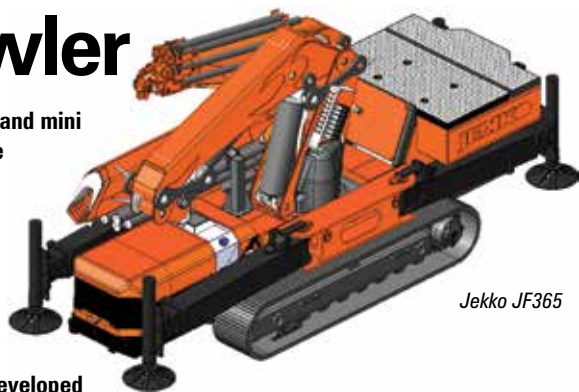
# New Jekko mini crawler

Italian spider and mini crawler crane manufacturer Jekko will

launch the 11.5 tonne JF365 mini crawler crane later

this month. Developed in partnership with loader crane manufacturer Fassi, the crane has a maximum tip height of 29 metres and a maximum radius of 26.5 metres.

It is 1.8 metres wide, 5.5 metres long and 2.7 metres high. The crane is radio controlled and fitted with both a Kubota diesel and a three phase electric motor. It also comes with a smaller, lighter jib allowing for the installation of a platform. The JF365 is said offer the same performance JF545 but without a removable counterweight resulting in a more compact, lighter crane.



Jekko JF365

# Hiab acquires Effer

Loader crane manufacturer Hiab has acquired the Effer loader cranes business from the CTE group at a price that values the company at €50 million. Effer - established in 1965 and based in Minerbio, Italy - employs 400 and posted revenues of €71 million, with an operating profit of €6.1 million last year. Its loader crane range spans three to 300 tonne/metres and it also has special application and marine crane division. It has a network of around 100 dealers covering 60 countries.

Hiab parent Cargotec, says that the acquisition will be a key building block in its aim to be the market leader for loader cranes, significantly boosting Hiab's large crane range, particularly over 100 tonne/metres where Effer is a leading player. The initial plan is for Effer to operate as a stand alone division of Hiab, maintaining the Effer brand and dealer network. The acquisition is subject to approvals and should complete in the fourth quarter.



An Effer 955

# More UK acquisitions for Boels

Dutch international rental company Boels Rental has acquired UK rental company Artisan Hire Centre and sister company SAS (Survey & Safety Equipment Hire and Sales).

Artisan is based in Swindon and operates from nine locations - including the SAS location in Bristol - with a wide variety of equipment including low level platforms, trailer lifts and mobile towers. Established in 1972 it covers the south west of England and the M4 corridor. Boels acquired Supply UK Hire Shops last year and Already Hire earlier this year. The new additions bring the total number of Boels locations in the UK to 38.

# Loxam/Nationwide acquires UK Platforms

UK general rental company HSS has agreed the sale of its UK Platforms operation to Nationwide Platforms/Loxam for £60.5 million. As part of the deal HSS has entered into a long-term strategic commercial agreement with Nationwide to provide powered access equipment.

The deal will generate £47.5 million in cash for HSS, which will use 80 percent of the net funds to pay down debt, with the balance - around £9 million - used for capital expenditure and upgrading of its core tool hire business. The company acquired UK Platforms in July 2013 from Haulotte and runs a fleet of 3,000 aerial work platforms. The deal is expected to complete by year end.

The new Nationwide Platforms logo



# Tadano and Escorts agree JV

Japanese crane manufacturer Tadano and Indian equipment manufacturer Escorts are to establish a joint venture to manufacture Rough Terrain and truck cranes in India, with capacities of between 20 and 80 tonnes.

The joint venture will be 51 percent owned by Tadano and 49 percent by Escorts, with an initial capital of 600 million rupees (\$8.6 million). The company will be based in Faridabad on the south side of New Delhi. The new venture is expected to be operational by November and is looking to achieve annual revenues of 1.2 billion rupees (\$17.4 million) by 2023.

The deal is part of Tadano's strategy to become global market leader for mobile cranes and follows the establishment of Tadano India in 2012 to sell and service Tadano products in the region. The new venture will not only build Tadano cranes, but is expected to design products for the local market.

Escorts currently produces a range of pick & carry cranes including the Hydra articulated tractor cranes and heavy TRX articulated cranes, along with a four model range of Rough Terrains topped by a 40 tonner. It began expanding its crane operations in 2007 and became the importer for IHI crawler cranes from Japan and tower cranes from China's Weihai Huata. IHI was acquired by Kato in 2016 and currently does not distribute in India.

The largest crane currently produced by Escorts, a 40 tonne RT40 XP Rough Terrain



# European Genie S-65 XC

Genie has started production of the European version of the 65ft Genie S-65 XC straight telescopic boom lift at its production facility in Umbertide, central Italy.

Deliveries of the European version are scheduled to begin in October throughout Europe, African and the Middle East. The boom - the first telescopic XC model to be manufactured in Italy - has an outreach of 16.51 metres with an unrestricted platform capacity of 300kg. Maximum capacity is 454kg at an outreach of around 15 metres. The unit also has a below ground reach of 2.65 metres.



Genie S-65 XC

# Palfinger HD spider cranes

Palfinger is set to unveil a three new heavy duty tracked articulated spider cranes at this month's IAA show in Hannover. The PCC range will include three models - the 18.2 tonne PCC 57.002, the 22 tonne PCC 71.002 and 30 tonne PCC 115.002. Each crane can be separated into three modules - the crawler chassis, the main crane and the counterweight - for easier transportation or gaining access through restricted areas. The crane module can also self-load onto a truck using its outriggers and be operated in this position without its chassis, or it can be truck mounted.

The 103.9 tonne/metre PCC 115.002 has a reach of 23.1 metres, 33 metres with jib at which it can handle 820kg. Outrigger footprint is 7.6 x 9.0 metres and overall weight is about 33 tonnes. The 67.8 tonne/metre PCC 71.002 can reach 21.4 metres or 31.6 metres with jib. The 52.6 tonne/metre PCC 57.002 offers 21.5 metres reach and 29.5 metres with jib.

All models can handle their maximum capacity through 360 degrees and there is some pick & carry capacity. Maximum lift height of the outriggers is just under two metres which can level the crane on slopes up to eight degrees. A winch is available depending on the model.

The PCC range will be available in three models - the 18.2 tonne PCC 57.002, the 22 tonne PCC 71.002 and 30 tonne PCC 115.002



# New hybrid truck mounts

Three manufacturers - Multitel Pagliero, Ruthmann and Palfinger - are all set to enter the hybrid truck mounted platform market this month.

The 16 metre Multitel MT 162 Hybrid platform - mounted on a 3.5 tonne Iveco Daily 35 S 13 or Mercedes Sprinter 3.5 chassis - is based on the MT 162 EX with 300kg platform capacity and a 10 metre outreach. Maximum outreach is 11.5 metres with an unrestricted capacity of 230kg. The platform is powered by a battery pack which can be fully recharged from empty in less than four hours. The company says it is looking to convert other models to the Eco Hybrid specification.



The MT 162 Hybrid provides 11.5 metres of outreach

Ruthmann's first hybrid truck mount will be the 18 metre Ecoline 180 hybrid which provides the same features as the diesel Ecoline 180 aerial lift including a 9.2 metre outreach and 250kg platform capacity. In addition to operating from the PTO mounted pump on the truck, the superstructure will have battery electric power source for emission free, low noise level operation.



Ruthmann Ecoline 180

Palfinger's first hybrid truck mounted platform, the P 370 KSE, is based on the standard 37 metre P 370 KS. While the chassis retains its diesel power, the platform hydraulics are battery powered. Working time can be further extended by topping up the battery by plugging into the mains. Palfinger also says its intelligent charging system with integrated fast charging function shortens the charging time by 25 percent.



Palfinger P 370 KSE

# JLG updates LRT scissors

JLG has updated its LRT series of Rough Terrain scissor lifts in response to customer feedback. The upgraded machines offer smoother operation with a new joystick controller and improvements to the control system, with finer proportional function control. Left and right steer functions now feature renewed digital inputs for a higher level of functionality and better response for the operator. Jack levelling has also been improved to deliver quicker levelling, enhanced by integrating a dedicated levelling function within the current lift/drive switch.

The 530LRT uses the same steel covers and ladder design as the 33ft 330LRT and the 43ft 430LRT, while all machines in the series have Tier 4 Final diesel engines with new mufflers lowering the sound level by five percent. Engine noise and vibration levels are also reduced through new engine isolators and improved door bumper locations. The tilt sensor is relocated so that it is less prone to damage.



JLG 530LRT





The new 110 tonne Link-Belt TCC-1200

## Link-Belt upgrades the TCC-1100 to the TCC-1200

Link-Belt is upgrading its 110 ton/100 tonne TCC-1100 telescopic crawler, increasing the nominal capacity to become the 120 ton/110 tonne TCC-1200. Shipments will begin during the fourth quarter.

The TCC-1200 maintains the full power 45.7 metre five section boom fabricated from ultra-high strength steel and lattice extension for a maximum tip height of 64 metres. However it now shares its carbody frame with the larger 140 ton/127 tonne TC1400 offering three track widths - 5.5 metres fully extended, 4.8 metres intermediate and 3.6 metres fully retracted - all of which have their own load charts. A wireless remote control option is available on both the TCC-1200 and TCC-1400.

## Four new Gehl telehandlers

The Gehl division of Manitou has launched four new third generation - Gen 3 - telescopic handlers for the North American market, with capacities of 4,990kg and 5,440kg and maximum lift heights of 12.3, 13.5 and 16.8 metres. They include the five tonne/13.5 metre DL11-44, the 5.4 tonne/12.3 metre DL12-40, the five tonne/17 metre DL11-55 and the 5.4 tonne/17 metre DL12-55.

All four have very similar specifications using the same Tier IV Cummins diesel and four speed Dana power shift transmission, standard hydraulic frame levelling and an overall width of 2.5 metres. The overall length of the machines varies from 5.9 metres to 6.4 metres while the overall height is 2.3 metres on the DL11-44 and 6.35 metres on the others. The higher capacity models have standard front stabilisers and boom tip auxiliary hydraulic lines, both of which are available as options on the two lower capacity models. Gross vehicle weights range from 11,500kg on the DL12-40 to 14,400kg on the DL12-55.

Product manager Steve Kiskunas said: "The all in one joystick allows the operator to control all the boom functions as well as forward, neutral and reverse with one hand, which greatly improves efficiency and precision."



The new Gehl DL12-40 Gen 3

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## Nagano moves into Europe

Japanese aerial lift manufacturer Nagano has appointed three new European dealers - Pfeifer in the Netherlands, Arbeitsbühnen Becker in Germany, Austria and Switzerland and Vertimac in Belgium. As well as selling in its home countries, the agreement with both Pfeifer and Vertimac allows them to sell the equipment globally on a non-exclusive basis.

Nagano claims to be the Japanese market leader for crawler mounted boom lifts and has been manufacturing platforms and mini excavators for other equipment manufacturers such as Aichi, Kubota and Yanmar for a number of years. It also distributes excavators under the Hanix brand.

Sales will initially focus on crawler booms, including the 43ft T15uj telescopic with 300kg platform capacity and 60ft articulated A20uj with 230kg platform capacity. Further models will be introduced to Europe in 2019 and 2020.

## Hiab acquires Scottish dealer

Hiab has acquired Cumbernauld-based Logan Inglis, its dealer in the Glasgow region of Scotland. The business will become Hiab's sales and service depot, trading as Hiab Scotland and managed by Matt Ritchie.



Matt Ritchie

The operation will sell and support the full line of Hiab loader cranes and demountable products, and offer a full range of services including repairs, servicing, parts supply and load testing certification. Hiab also plans to, not only continue but to expand, the operation's truck bodybuilding business. Hiab says it has plans to improve the site with a significant investment over the next 12 months. Current owner Robert Morrison will remain during a transition period.

## 520 JCB scissor lifts for Beyer

German crane, access and telehandler rental company Beyer-Mietservice has placed an order for 520 JCB electric scissor lifts including the 19ft S1930E, 26ft S2632E, 26ft S2646E, 32ft S3246E and 40ft S4046E taking the company's fleet - which includes telehandlers, spider cranes, mini crawler cranes - to more than 5,000 machines.

Beyer said: "We are offering JCB's new division a chance to establish itself in the aerial work platform market. The extensive expansion of our rental fleet is a milestone for us, providing improved availability of work platforms for our customers."



(L-R) Frank Zander of JCB Germany, Dieter Beyer of Beyer-Mietservice and Martin Brokamp of JCB Germany.

# Klubb acquires Egi

French vehicle mounted lift manufacturer Klubb has acquired French specialist platform manufacturer Egi which produces fully insulated, live-line and firefighting platforms up to 65 metres. Egi employs 35 people at its 12,000 square metre plant in Les Ayvelles, near Charleville-Mézières, North East France. Most of its current production is exported to markets such as Qatar, China and Chile.

Egi has been in administration since its parent Gimaex International was declared insolvent at the end of 2017. A liquidation order was issued at the beginning of July leaving two months to find a buyer before the business would have been closed.

Klubb chief executive Julien Bourrellis said: "This acquisition will enable us to rapidly develop high voltage insulated platforms which are in great demand in many international markets. We will also continue to manufacture firefighting platforms. Going forward Klubb subsidiary Nacelle Assistance & Services, will maintain and repair Egi products."



An Egi fire platform

# Fatal test crane incident

A brand new 1,250 tonne Kobelco 16000 J-H crawler crane collapsed at the end of July while undergoing final tests at Kobelco's plant in Takasago, Hyogo Prefecture, Japan.

The boom, jib and derrick mast collapsed sideways striking several buildings and vehicles in the vicinity. A man working in the immediate area, Tadashi Yamaguchi, 56, was declared dead at the scene while Shihei Nishida, 23, succumbed to his injuries and died in hospital. A third man aged 59, remains seriously injured as does a fourth. Others working in the area or the buildings affected received minor injuries.

From photos and videos posted locally, it would appear the derrick mast was ripped off its pivot pins, while the boom failed at the connection with the butt section.



The Kobelco 16000 J-H has had a very successful launch.

A statement from Kobelco Construction Machinery said: "When the crane was swinging during the test, for some reason, the boom and jib collapsed sideways, breaking the entire attachment. Why the accident happened is unclear and the cause is currently under investigation. Kobelco is cooperating fully with the police and other authorities in the investigation in an effort to determine the cause."

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**Snorkel** has reported first half revenues of \$96.3 million, up almost 21 percent on last year. Operating profits almost halved to \$811,000 due to slightly lower margin percentages and higher sales and administration costs.



**JLG** has reported revenues for the nine months to the end of June, 24 percent higher at \$2.72 billion thanks to strong sales of both aerial lifts and telehandlers. Operating profit for the period was 260.8 million an increase of almost 33 percent on last year.



UK rental company **HSS** - owner of **UK Platforms** - has reported first half revenues of £169.8 million, up 5.8 percent on last year. with a pre-tax loss of £7.1 million down from £30 million last year. The sale of UK Platforms to Nationwide/Loxam is expected to complete in the fourth quarter.



**Alimak** achieved first half revenues of SK2.1 billion (€199.6 million) down five percent on the year. Pre-tax profits declined six percent to SK183 million (€17.4 million) due to lower profits in Construction and Industrial divisions partially offset by higher profits from After Sales and Rental.



**Manitowoc** has reported a 25 percent jump in first half revenues to \$881.4 million, with a pre-tax profit of \$2.6 million compared to a loss of \$31.5 million in the same period last year. The company has confirmed a full year revenue forecast of \$1.77 to \$1.85 billion - 12 to 15 percent up on 2017.



First half revenues at **Manitex** increased almost 31 percent to \$120.6 million thanks to stronger sales of boom trucks and some improvement from PM. The company also reduced its pre-tax losses from \$4.8 million last year to \$1.8 million this year.



**Palfinger** has reported record first half revenues of €801.87 million, 6.4 percent up on the same period last year, due to higher loader crane sales in Europe and North America. Pre-tax profits were five percent higher at €62.2 million.



**Wacker Neuson** saw half year revenues rise eight percent to €825.1 million, while pre-tax profits for the period jumped 122 percent to €127.7 million - including a one off gain of €54.8 million on the sale of a property company. Without it, pre-tax profits improved 27 percent to €72.9 million.

First half sales at **Terex Cranes** were 14.5 percent higher at \$649.3 million but operating losses increased from \$16.5 to \$22 million as the company struggled with supply chain issues. The backlog at the end of June was \$602 million up 31 percent on last year.



**Hiab** and **Kalmar** owner **Cargotec** has reported first half revenues of €1.59 billion, down two percent on last year, while pre-tax profits plunged 36 percent to €62 million due to write downs, restructuring costs and lower profits from all three divisions. **Hiab** revenues were three percent higher at €571 million, but operating profit slipped 10 percent to €75.5 million.



First half revenues at **Manitou** were 17 percent up on the year at €941.5 million with a pre-tax profit of €59 million, 31 percent up on the year. Material Handling and Access made up more than 69 percent of the total at €653.4 million, an increase of 16 percent on last year, with operating profits up 22 percent to €48.2 million.



**United Rentals** posted first half revenues up 22.5 percent to \$3.63 billion, thanks largely to the acquisitions of NEFF and NES. Pre-tax profit was 51 percent higher at \$591 million.



UK rental company **Speedy** issued a first quarter trading update with revenues up 6.6 percent on last year. Organic growth in UK/Ireland business was around one percent while the international business performed more strongly.



**H&E Equipment** saw revenues increase almost 20 percent to \$570.8 million, with pre-tax profits up 69 percent to \$40.9 million.

**Tadano** has reported first quarter revenues one percent lower at ¥34.894 million (\$313.8 million) due to a 3.5 percent fall in export sales. The company has lowered its first half forecasts but is holding its full year estimates.



Australia's largest rental company **Coates Hire** reported revenues up seven percent to A\$978.1 million (\$712 million), while operating profit was 21 percent higher at just under A\$172 million (\$125 million).



First half revenues at **Ramirent** increased seven percent to €362.6 million. With pre-tax profits jumping 48 percent to €43.2 million.



First half revenues at **Genie** improved 31 percent to \$1.39 billion, while operating profits for the period almost doubled to \$161.8 million. The company is now forecasting full year sales 23 percent up on last year.



Finland's **Cramo** increased revenues 6.9 percent in the first half to €364.3 million, with pre-tax profits 12 percent higher at €44.4 million.



**Ashtead**, owner of **Sunbelt Rentals** in the USA and **A-Plant** in the UK posted a 22 percent rise in first quarter revenues to £1.05 billion a new record. Pre-tax profits were up 23 percent to £274.4 million.



For the full reports on all these stories check out [Vertikal.net](http://Vertikal.net)

# AFI Conference healthy

**C&A**

news



A platform equipped with the SkyRakEdge attachment

## Safety netting attachment

The BlueSky division of UK based Nationwide Platforms' has developed a new platform mounted handling attachment called SkyRakEdge for installing safety netting. The attachment allows the securing of up to nine scaffold tubes up to six metres long, improving productivity and reducing manual handling while reducing the risks of materials falling from height. The lightweight attachment eliminates the need for scaffold tubes to be placed on the platform handrails and is compatible with all Genie booms from 45 to 135ft, with either 1.8 or 2.4 metre single entry baskets.

Earlier this month UK rental company AFI held its second annual safety and innovation conference for customers. Dubbed 'A Platform for the Future' it built on last year's conference which had a strong focus on health as well as safety.

Brad Boehler of Skyjack kicked off speaking openly about the types of accidents that occur with the company's machines, while Andrew Delahunt of IPAF highlighted the importance of planning in preventing accidents. James la Salle of CIL changed the tone with an economist's review of the business and the economic outlook, which garnered a good deal of interest and questions.

The entire afternoon was dedicated to mental health in the work place with a series of presentations, including Dylan Skelholm who explained how a 10 metre fall from a roof and ladder changed his life and led to mental health challenges, while Rob Stephenson spoke on how he managed to cope

Outside display - the event was held at the Belfry and included numerous displays from the sponsors



with depression and Mark Davies explained how Rest and Recovery was as important as the Flight or Fight response.

The day was wrapped up by David White of UK contractor Galliford Try who gave a highly entertaining and enlightening presentation on how to create a bespoke mental health framework for your company, followed by Alastair Campbell - campaign director and ex-Downing Street press secretary - who was due to speak on Brexit, but having witnessed the afternoon's presentations switched to mental health and the challenges he faced following a mental breakdown in

1986, and dealing with depression and alcohol abuse since then. He then spoke about Brexit and the rationale of a second referendum at the evening dinner.



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*Alastair Campbell was probably the most widely known speaker*

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- **Hitachi Construction Machinery** has taken a stake in US wholesale rental company **Acme**.
- **Changzhou National Hi-Tech District** and **Terex** China will invest \$100 million in local manufacturing.
- Australia's **Joyce Crane** has ordered a 64t **Liebherr** LHM 280 mobile harbour crane.
- **Terex Cranes** has appointed **Guntram Jakobs** as director customer support Europe, Middle East, Africa.
- Germany's **Schuch** has taken three **Grove** AT cranes.
- **Tim Ward** has joined **AJ Access** as a sales manager, having left **Niftylift** in July.
- UK **Lee Lifting** has taken a 13t **Kato** CR-130Rf.
- **Danfoss** has acquired Finnish manufacturer **Axco-Motors**.
- Mexico's **Arrendo** has ordered four **Demag** cranes, including an AC500.
- Crane and access industry veteran **Dave George** has passed away.
- Germany's **DHIB** has taken two **Grove** cranes.
- Germany's **HKL Baumaschinen** has taken **Altrex** towers.
- **Harald Ziegler**, formerly of rental company **Ziegler** has died.
- **Bob Hegarty's North Jersey Crane Services** has taken a 130t **Demag** AC130-5.
- Lithuania's **Strele logistics** has taken a 450t **Liebherr** LTM 1450-8.1.
- **Kennards** has been named as one of the 50 Best Places to Work in Australia.
- **Mammoet** won the heavy lift contract for the **Visakh Refinery Modernisation**.
- **TVH** opened a distribution centre in Portland, Oregon.
- Malaysia's **Air-Marine Group** has taken a 650t **Demag** CC 3800-1.
- **Cramo** has appointed **Mika Kouhi** as senior VP mergers & acquisitions.
- UK's **Falcon Tower Crane Services** has taken 18 **JCB** generators.
- **LCM Systems** has appointed **Interface** as distributor for the USA.
- Germany's **Kreutzberger** has taken two 22.5m **GSR** B230T truck mounts.
- Germany's **Beyer Mietservice** has taken a 23.5m **Oil & Steel** Snake 2413 H Plus.
- Canada's **Cropac Equipment** has taken 35 **Terex** tower cranes.
- Germany's **HBV** has taken three **Ruthmann** truck mounts.
- **Genie** has appointed **Matt Treadwell** as VP parts and services.
- **SpanSet Germany** has appointed **Andreas Höltkemeier** as managing director.
- Germany's **Roggermaier** has recruited **Horst Bröcker** and **Roman Heindl**.
- **WernerCo** has opened a BoSS UK Maintenance and Repair Centre.
- Germany's **Beyer** has taken a dozen T 144 H Plus **Ausa** telehandlers.
- Ecuador's **Transportes Noroccidental** has taken four 90t **Terex** RT 100US RT.
- Spain's **AMCO Machinery & Consulting** has added **Kato** city cranes.
- US **Crane Service Company** has ordered a 450t **Liebherr** LTM 1450-8.1.
- Germany's **Salgert** has taken an Octopus 14 spider lift and Snake 2010 truck mounted platform from **Oil&Steel**.
- **Andrew Winter** has left **Ainscough Heavy Cranes**.



**Guntram Jakobs**



**Dave George**



**Mika Kouhi**



**Matt Treadwell**

- The **State Grid Corporation of China** has taken 23 **Versalift** VST6000-MHI insulated platforms.
- UK's **Access Alliance** has appointed **Steve Simmons** as chairman.
- Germany's **Mentner Krane** has taken two **Jekko** spider cranes.
- Denmark's **BMS** has appointed **Eddie George** UK technical sales manager.
- **Gräser-Eschbach** has taken the first 300t **Demag** AC 300-6, in Germany.
- **PASMA** has appointed **Brian Parker** Training Committee chairman.
- UK's **Cutting Edge Plant Hire** has taken an 18m **Teupen** Leo 18GT spider lift.
- **Kennards** has taken the first **Nifty** HR21 Mark II Hybrid boom in Australia.
- India's **Noor Lifters** has taken a 70m **Ruthmann** TU 700 truck mount.
- Germany's **Hainthaler** has taken three **Helix** mast booms.
- UK's **ALS Safety** has added a VR aerial lift training simulator.
- UK's **Warren Access** has taken seven **Snorkel** scissor lifts.
- **Kiloutou** Germany appointed **Werner Gronau** as technical director.
- New Zealand's **Northport Whangarei** has taken a **Tadano** TMZE-293.
- Dutch rental company **HWS** has taken 50 **GMG** scissor lifts.
- UK's **Metcalf Farms Haulage** has taken a **Palfinger** PK78002-SH.
- Switzerland's **Galvaswiss** has taken a 45t **Terex** RT 45.
- **Jekko** has appointed **Leavitt Cranes** as dealer for Canada.
- UK's **Crane Hire Solutions** has taken a 13t **Kato** CR-130Rf.
- Brazil's **Montcalm Montagens Industriais** has taken a 250t **Liebherr** LTM 1250-5.1.
- China's **Eastman Heavy Machinery** has appointed **Fontexx** as European distributor.
- **Hayden-Murphy** extended its **Grove/Manitowoc** territory to North Dakota.
- **Custom Equipment** appointed **Dave Sluis** as southeast territory manager.
- UK's **SHB Hire** has taken 15 **Versalift** ETL36-F (E6) van mounted platforms.
- **Dana** acquired the Drive Systems division of **Oerlikon**.
- **Bobcat** has announced a new 7.5m/4.3t telehandler the TL43.80HF.
- New Zealand's **On Call Crane Hire** has taken a 100t **Tadano** ATF 100G-4 AT.
- Italy's **Danese Autogru** has taken a 75m **Socage** forSte 75TJJ truck mounted platform.
- **Mathias Dangel** has launched **Dangel Arbeitsbühnen**.
- **OSHA** fined **Manitowoc** \$14,976 for the fatal Shady Grove crawler crane collapse.
- Ex **Grove/Manitowoc** service manager **Bill Newman** has passed away.
- **Manitex** has launched a 10t carry-deck crane the CD110.
- Australia's **Kennards Hire** opened a location in Tamworth NSW.
- Germany's **Helmut Reiter** has taken two **Hematec** Helix 1205 mast booms.
- **Ramirent** has appointed **Erik Bengtsson** as EVP Sweden/Denmark/group fleet and sourcing.



**Brian Parker**



**Werner Gronau**



**Dave Sluis**



**Bill Newman**



**Erik Bengtsson**

- New Zealand's **D&H Steel Construction** has taken two 70t **Tadano** ATF 70G-4.
- Germany's **Neeb** has taken a 500t **Demag** AC500-8.
- **Manitowoc** has re-appointed **Roy Armes** as a director.
- Germany's **Gräber** has ordered a 90m **Ruthmann** T 900 HF.
- UK's **Davies Crane Hire** has taken a 100t **Grove** GMK 4100L-1.
- **Easy Lift** has appointed **Savis** as a dealer for Piedmont, Italy.
- **Hyva** has appointed Portugal's **Sabicar** as an installation/service partner.
- **TNT Crane & Rigging** has merged with Pennsylvania based **Allison Crane & Rigging**.
- US **Merlo** dealer **AMS** is adding **Airo** platforms to its range.
- **Dirk Theyskens**, former owner/CEO of **Arcomet** has passed away.
- Germany's **Dornseiff** has taken a 70t **Tadano** ATF 70G-4.
- Dubai's **Dar Al Adham Constructions** has taken two **Raimondi** MRT111.
- **Ramirent** has sold its Temporary Space business to **Procuritas Capital Investors**.
- **Vincent Rourke**, previously of **HSS** has launched **Aspire Platforms**.
- The **Kuwait Cancer Centre** has taken two 35m **Palazzani** TSJ 35 spider lifts.
- Spain's **GAM** has added 60ft **Genie** Z-60/37 FE hybrid boom lifts.
- France's **STL** has taken a 100t **Demag** AC 100-4L All Terrain.
- Germany's **Merkel Autokrane** has taken a 250t **Grove** GMK 5250L.
- **Kiloutou** acquired Bergamo-based **Elevo**.
- **County Lifting** has taken the first **BG Lift** CWE 525 spider crane in the UK.
- **Steve Williams**, joint MD of UK-based **Road Rail Cranes** has died suddenly.
- **Liebherr** broke ground in its Newport News, Virginia facility expansion.
- Australia's **Kennards Hire** added **JCB** 525-60C telehandlers to its fleet.
- **TVH Americas** has appointed **Gustavo Guzman** as manager western region.
- UK's **Smart Platform Rental** has taken a 51m **Ruthmann** T 510HF truck mount.
- **Manitowoc** has moved **Potain** production in India from Pune to a new plant in Chakan.
- Germany's **Schefer Mietstapler** has taken 13 **Magni** telehandlers and 11 scissors.
- UK's **Altda Crane Hire** has taken a 6t **Böcker** AK46-6000.
- Mexico's **Madisa** has taken a 100t and 220t **Demag** All Terrains.
- The **Mammoet-Kasmashal JV** has opened its first office in Kazakhstan.
- UK's **Walker of Tuxford** has taken a 100t **Grove** GMK4100L-1.
- **Mammoet** has taken five 90t **Grove** GMK4090 All Terrains.
- **Harold Dubé**, owner of Canada's **Access Location+** is handing over to **Luc Bertrand**.
- **N&A James** of Wales has taken a 40t **Terex** AC 40/2L.



**Roy Armes**



**Dirk Theyskens**



**Steve Williams**



**Gustavo Guzman**



**Harold Dubé (L) and Luc Bertrand**

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# UK & Ireland Top 30 rental companies

C&A

top 30

**This year's survey of the top crane, powered access and telehandler rental companies in the UK and Ireland comes at a time when business confidence is somewhat fragile amid Brexit uncertainties and the ongoing fallout from the failure of major contractor Carillion.**

**Within our sector there have been several major company changes including failures, acquisitions and even a new start-up. Most rental companies are busy, with utilisation levels high but rates are still too low with too many companies using price as the only way to win business rather than selling the benefits of the equipment.**

The value of Sterling has stabilised a little in the past 12 months, following the substantial fall in 2016, with the pound now worth about €1.10. This has had some impact on purchases, particularly of large cranes which have seen large price increases in addition to the effect of the weak currency. The flip side of this is that it has substantially boosted the value of UK used equipment.

While the UK Government's total incompetence and internal

wrangling regarding the Brexit negotiations is causing serious concerns and uncertainty, these negative factors and fears have amazingly not stopped the general pace of ongoing fleet renewals and expansion across all three market sectors we cover.

Ainscough however, while still the UK's only truly national crane rental company, continues its downward fleet trend and remains in protracted pay negotiations as it tries to change the way crane operators are remunerated and work. On the powered access side Nationwide Platforms increased its fleet dominance as it merged the Loxam UK fleet into its operations and is set to increase this still further with the impending takeover of HSS' UK Platforms operation. Meanwhile leading telehandler rental company Ardent Hire Solutions secured a £120 million asset based lending



facility earlier this year to support further fleet expansion and has so far spent almost £37 million updating its already young a fleet.

### Methodology

As in previous years, questionnaires were sent to each and every company that might qualify for any of the various categories. The survey was also advertised online at [www.vertikal.net](http://www.vertikal.net). Because the survey has now been going for almost 20 years we have a very good initial response with many companies supplying figures

within a few weeks.

However, there are many key companies that we have had to chase for information and those that did not respond have had reminders and follow up telephone calls and emails to nudge them into supplying figures. As a last resort, as always, we have to estimate a small proportion of fleet numbers after carrying out a reality check with those who should know. As always, the

aim is to keep the number of fleets we have to estimate to a minimum, about a couple of companies per chart. The response by telehandler companies is improving but still has some way to go to be complete.

While most companies treat the exercise seriously, there are several companies which refuse to 'partake in these sort of surveys' while others cannot help but exaggerate or understate their fleets, depending on their mentality or strategy. Should we spot figures that clearly do not make sense we do try and check them with third parties or challenge the company and may tweak them with our own estimates where necessary but only as a last resort.

Of course, with this number of companies and the sheer volume of information involved it is almost certain that the odd error will creep in. So please inform us of any inaccuracies or discrepancies.

Finally, and most importantly, a very big thank you to all the companies that participated, especially those that supported the survey as sponsors of what we hope proves to be another very useful and insightful report.



# TOP 30

## Cranes

This year has seen more of a mixed bag when it comes to the leading crane companies, with more companies either maintaining or reducing their fleets compared with last year. However, whichever way the company moved it was

generally only by small numbers, apart from market leader Ainscough which saw the fleet continue to decline - this year by a further 22 All Terrains to 443 - and City Lifting which oddly dropped to fifth place, reporting that its fleet decreased by 31 to 71 as it cut the number of All Terrain, spiders and pick & carry cranes. It still has the largest fleet of mobile tower cranes in the UK, if not Europe.

Investment of the top 10 companies is down by about 10 percent this year but the biggest spenders are once again Select, Falcon Tower Crane Services and Weldex. Overall spider crane numbers were lower, however mobile tower cranes continue to increase. All in all another interesting year.



### TOP 30 MOBILE CRANE HIRERS

Company	Total	ATs/RTs Trucks	Crawlers Over 12t	Crawlers Under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes	Trailer Cranes
Ainscough	443 ▼	425	4	0	8	6	0	0
King Lifting	107 ▲	98	0	2	1	4	2	0
Emerson Crane Hire	87 ▲	74	1	8	1	0	3	0
Baldwins	80 —	80	0	0	0	0	0	0
City Lifting	71 ▼	36	1	4	21	0	9	0
Sarens UK	70 ▲	41	26	0	3	0	0	0
Bryn Thomas Cranes	65 ▲	59	0	0	4	2	0	0
Sparrow Crane	65 ▲	49	0	10	1	0	5	0
Marsh Plant	62 —	62	0	0	0	0	0	0
Emsley	61 —	60	0	0	1	0	0	0
Bronzeshield	59 —	54	0	0	3	0	2	0
Mammoet	48 —	46	2	0	0	0	0	0
Davies Crane Hire	48 ▲	45	1	0	2	0	0	0
Southern Cranes & Access	48 ▲	44	0	0	3	1	0	0
NMT Crane Hire	46 —	36	0	0	5	5	0	0
Kavanagh Crane Hire	45 —	44	0	0	1	0	0	0
J. Hewitt Crane Hire	40 ▲	38	0	0	0	2	0	0
John Sutch Cranes	40 ▼	36	0	0	4	0	0	0
Dewsbury & Proud	39 ▲	35	0	1	0	2	1	0
Windhoist	39 ▲	34	5	0	0	0	0	0
Crowland Cranes	38 ▲	35	0	0	0	2	1	0
Quinto Crane & Plant	38 ▼	35	0	0	2	0	1	0
ABA Cranes	36 ▲	36	0	0	0	0	0	0
Crane Hire	34 —	32	0	0	1	0	1	0
Forsyth Of Denny	34 <small>NEW ENTRY</small>	33	0	1	0	0	0	0
MacSalvors	27 —	27	0	0	0	0	0	0
Whyte Crane Hire	27 —	27	0	0	0	0	0	0
Bernard Hunter	24 ▲	17	0	1	4	0	2	0
Cadman Cranes	24 ▼	20	0	4	0	0	0	0
PP Engineering	23 ▼	21	0	0	0	2	0	0
WM O'Brien	23 —	23	0	0	0	0	0	0
Bob Francis Crane Hire	20 —	20	0	0	0	0	0	0
Steve Foster Cranes	19 —	18	0	0	0	1	0	0
Millennium	18 —	18	0	0	0	0	0	0
County Lifting	17 ▲	12	1	0	0	3	0	1
Horizon Crane Hire	17 ▼	14	0	0	2	0	1	0
Cork Crane Hire	15 ▲	12	0	0	3	0	0	0
AB2000	14 —	14	0	0	0	0	0	0
Berry Cranes	14 ▲	14	0	0	0	0	0	0
Cramscene	11 —	11	0	0	0	0	0	0
Ellis Crane Hire	11 ▲	11	0	0	0	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

### LARGEST MOBILE CRANES

Company	Cap. tonnes	Make & model	Units in fleet
Mammoet	1,200	Liebherr LTM11200-9.1	1
Sarens UK	1,200	Gottwald AK680/3	1
WM O'Brien	1,200	Liebherr LTM11200-9.1	1
Baldwins	1,000	Liebherr LTM11000D	1
Ainscough	800	Liebherr LTM1800	1
Windhoist	750	Liebherr LTM1750-9.1	3
Crane Hire	750	Liebherr LTM1750-9.1	1
King Lifting	750	Liebherr LTM1750-9.1	1
Whyte	750	Liebherr LTM1750-9.1	1
Osprey Heavy Lift	750	Liebherr LG1750	1
Bernard Hunter	500	Liebherr LTM1500-8.1	1
Bronzeshield	500	Liebherr LTM1500-8.1	1
Bryn Thomas Cranes	500	Liebherr LTM1500-8.1	1
Kavanagh Crane Hire	500	Liebherr LTM1500-8.1	1
NMT Crane Hire	500	Liebherr LTM1500-8.1	2
PSG Marine & Logistics	500	Demag TC3200	1
City Lifting	450	Liebherr LTM1450-8.1	1
Emerson Crane Hire	450	Liebherr LTM1450-8.1	1
Southern Cranes & Access	450	Liebherr LTM1450-8.1	1
Cramscene	450	Grove GMK7450	1
Davies Crane Hire	400	Tadano ATF 400G-6	1
John Sutch Cranes	350	Liebherr LTM1350-6.1	1
Horizon Crane Hire	300	Grove GMK6300L	1
HTC Wolffkran	300	Grove GMK6300L	1
Quinto Crane & Plant	300	Grove GMK6300L	1
Walsh Crane	250	Liebherr LTM1250-5.1	7
Sparrow Crane	250	Grove GMK6250L	1
J. Hewitt Crane Hire	250	Grove GMK5250L	1
Bob Francis Crane Hire	220	Tadano ATF 220G-5	1
Cork Crane Hire	220	Terex Demag AC220-5	2
Crowland Cranes	220	Tadano ATF 220G-5	2
Dewsbury & Proud	220	Terex Explorer 5800	1
Forsyth Of Denny	220	Tadano ATF 220G-5	1
PP Engineering	220	Tadano ATF 220G-5	1
Steve Foster Cranes	220	Tadano ATF 220G-5	1
AB2000	200	Liebherr 1200-5.1	1
Emsley	200	Liebherr LTM 1200-5.1	2
Aba Cranes	160	Terex Explorer 5600	1
Cadman Cranes	160	Liebherr LTM1160	1
County Lifting	130	Liebherr LTM1130-5.1	1
Marsh Plant	130	Liebherr LTM1130-5.1	1
Waterford Crane Hire	130	Liebherr LTM1130-5.1	1
Millennium	120	Terex AC120-1	1
Dorset Crane Hire	100	Liebherr LTM1100-5.2	1
Hird Ltd	100	Grove GMK4100L	1
Berry Cranes	90	Liebherr LTM1090-4.2	1
Ellis Crane Hire	80	Grove GMK4080-1	1

## LARGEST TOWER CRANES

Company	Capacity	Model	Units in fleet
Select Plant Hire	66t	Terex CTL1600	2
City Lifting	50t	Comansa 21 LC 750	1
HTC Wolffkran	50t	Wolff WK 700B	2
Bennetts Cranes	32t	Comedil CTL 630	1
Falcon Tower Crane Services	24t	Jaso J700	1
London Tower Crane	24t	Jost JL416	10
Trident Lifting Solutions	24t	Comansa LCL500	1
Heathrow Tower Cranes	20t	Recom RTL 315	1
Irish Crane & Lifting	16t	Terex CTT 331	3
Lewis Tower Cranes	16t	Liebherr 280 EC-H	45
Mantis Cranes	6t	Saez TLS65	2
Sparrow Crane	6t	Liebherr 81K	3
Ladybird Cranes	5t	Potain MCT 88	16
Coppard Plant Hire	4t	Comidil CBR40	1



C&a

top 30



## TOP 10 TOWER CRANE COMPANIES

Company	Total	Hammerhead/ flat tops	Luffers	Normal self erectors
Falcon Tower Crane Services	410	147	205	58
HTC Wolffkran	250	80	170	0
Select Plant Hire	208	58	150	0
London Tower Crane	200	60	130	10
City Lifting	146	56	70	20
Bennetts Cranes	101	25	76	0
Mantis Cranes	99	20	0	79
Ladybird Cranes	91	36	0	55
Skyline Tower Cranes	64	14	50	0
Radius Crane	48	N/D	N/D	N/D
Heathrow Tower Cranes	44	13	31	0
Sparrow Crane	42	0	4	38
Irish Crane & Lifting	35	32	0	3
Trident Lifting Solutions	23	5	18	0

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CRANE COMPANIES & INVESTMENT



LARGEST CRAWLER CRANES

Company	Capacity(t)	Make & model	Units in fleet
WVWeldex	1,350	Liebherr LR1350	N/D
Sarens UK	750	Liebherr LR1750	1
Windhoist	750	Liebherr LR1750	1
Ainscough	600	Terex CC2800	1
Mammoet	600	Liebherr LR1600	1
Delden	300	Liebherr LR1300SX	1
Select Plant Hire	300	Liebherr LR1300	4
Hawks Hire	250	Kobelco CKE2500G-2	2
BPH Equipment	250	Kobelco CKE2500	1
G.H. Johnson Crane Hire	250	Kobelco CKE2500G	2
NRC Plant	150	Hitachi Sumitomo SCX1500A-3	2
Q Crane & Plant Hire	135	Kobelco CKE1350G	3
AGD Equipment	100	Sennebogen 6100HD	2
Bennetts Cranes	100	Kobelco CKE900G	2
Emerson Crane Hire	100	Liebherr LTR1100	1
Jones Crawler Cranes	100	Hitachi SCX1000	1
City Lifting	90	Liebherr LR 853	1
Davies Crane Hire	60	Terex TCC60	1



Company	Investment	Depots	Employees	Units Bought	Units Sold
Select Plant Hire	£24,000,000	3	660	N/D	N/D
Falcon Tower Crane Services	£14,250,000	3	460	N/D	N/D
Weldex	£13,000,000	2	145	N/D	N/D
Osprey Heavy Lift	£9,500,000	1	18	1	0
NMT Crane Hire	£8,800,000	4	80	7	7
Crane Hire	£8,183,000	3	52	9	0
Windhoist	£7,000,000	6	350	2	1
Mammoet	£7,000,000	3	207	8	10
Davies Crane Hire	£6,500,000	4	65	10	3
Emerson Crane Hire	£6,500,000	3	115	5	2
Bryn Thomas Cranes	£6,000,000	6	120	9	2
HTC Wolffkran	£6,000,000	1	370	1	1
City Lifting	£5,000,000	3	170	6	2
Delden	£5,000,000	N/D	40	10	6
King Lifting	£4,800,000	8	298	N/D	N/D
Southern Cranes & Access	£4,750,000	4	99	4	2
Marsh Plant	£4,320,000	5	102	12	12
John Sutch Cranes	£4,000,000	3	85	4	9
Forsyth Of Denny	£3,770,000	2	71	10	8
Kavanagh Crane Hire	£3,580,000	4	80	3	3
Bennetts Cranes	£3,500,000	1	N/D	0	0
BPH Equipment	£3,400,000	1	40	6	6
Cork Crane Hire	£3,200,000	2	25	3	0
Bernard Hunter	£3,000,000	2	44	3	1
Quinto Crane & Plant	£3,000,000	7	110	4	2
Dewsbury & Proud	£3,000,000	4	70	7	3
Trident Lifting Solutions	£3,000,000	1	15	18	0
PSG Marine & Logistics	£2,900,000	1	25	3	0
Horizon Crane Hire	£2,700,000	2	25	7	2
Q Crane & Plant Hire	£2,500,000	1	48	5	2
AGD Equipment	£2,000,000	1	80	9	11
NRC Plant	£2,000,000	1	27	3	2
ABA Cranes	£2,000,000	1	52	5	0
GGR Group	£1,500,000	3	144	0	0
G.H. Johnson Crane Hire	£1,500,000	1	20	4	2
Berry Cranes	£1,400,000	1	20	4	2
J. Hewitt Crane Hire	£1,300,000	1	62	2	2
Ellis Crane Hire	£1,200,000	2	21	3	1
Millennium	£1,100,000	1	25	2	2
Walsh Crane	£1,070,000	3	17	1	0
Jones Crawler Cranes	£1,000,000	1	10	9	3
Ladybird Cranes	£1,000,000	1	25	0	0
Dorset Crane Hire	£900,000	1	9	2	1
Hird Ltd	£900,000	3	100+	18	6
Mantis Cranes	£900,000	2	N/D	0	0
Steve Foster Cranes	£800,000	1	34	4	4
County Lifting	£600,000	1	32	3	0
PP Engineering	£600,000	1	30	2	1
Coppard Plant Hire	£500,000	4	120	9	0
Lift Minicranes	£500,000	1	30	7	0
JT Cranes	£250,000	1	13	3	1
Cramscene	£50,000	2	25	0	0
Hawks Hire	N/D	1	17	3	2
AB2000	N/D	1	300	0	0
Emsley	N/D	2	85	0	0
TCA Lifting	N/D	1	6	0	0
Waterford Crane Hire	N/D	1	6	0	1
Ainscough	N/D	30	950	0	0
Bob Francis Crane Hire	N/D	4	30	5	3
Bronzeshield	N/D	2	76	0	0
Cadman Cranes	N/D	2	30	4	2
Crowland Cranes	N/D	N/D	N/D	7	2
Heathrow Tower Cranes	N/D	2	55	N/D	N/D
Irish Crane & Lifting	N/D	N/D	N/D	0	0
Sparrow Crane	N/D	N/D	N/D	10	0
WM O'Brien	N/D	3	51	N/D	N/D
Sarens UK	N/D	N/D	N/D	N/D	N/D



## TOP CRAWLER CRANE HIRERS

Company	Total	Full Size		Under 12t
		Lattice	Tele	
Weldex	136	92	43	1
NRC Plant	63	28	13	22
Select Plant Hire	54	39	11	4
Delden	55	49	5	0
AGD Equipment	51	11	28	12
Q Crane & Plant Hire	47	41	0	6
G.H. Johnson Crane Hire	40	32	8	0
BPH Equipment	32	26	6	0
Sarens UK	26	21	5	0
Jones Crawler Cranes	22	10	10	2
Hawks Hire	12	9	3	0
Sparrow Crane	10	0	0	10
City Lifting	5	1	0	4
Windhoist	5	2	3	0
Ainscough	4	4	0	0
Cadman Cranes	4	0	0	4

## MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Under 12t	Pick & Carry	Spider Crane
GGR Group	237	23	61	153
Hird Ltd	118	0	58	60
A Mini Crane Company	74	4	5	65
Coppard Plant Hire	54	1	8	45
Lift Minicranes	49	0	7	42
TCA Lifting	36	3	3	30
NRC Plant	22	22	0	0
JT Cranes	19	2	0	17
Sparrow Crane	15	10	0	5
City Lifting	13	4	0	9
AGD Equipment	12	12	0	0
Emerson Crane Hire	11	8	0	3
King Lifting	8	2	4	2
Ainscough	6	0	6	0
NMT Crane Hire	5	0	5	0



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# TOP 30

## Access

The past year has been a very interesting one for the powered access rental market, with most companies adding to their fleets. Biggest gain came from Speedy through the acquisition of the 16th largest and 20th largest companies Platform Sales & Hire and Prolift respectively. This has more than doubled its fleet to 6,257 making it the fourth largest fleet in the UK. Nationwide Platforms increased

its lead as market leader by merging the Loxam UK fleet into its operations. It is set to increase this figure further with the impending takeover of the HSS' UK Platforms operation.

Niche sectors continue to do well including spider lifts which have increased by about seven percent. Higher Access continues to lead the field although its numbers reduced slightly, but Nationwide Platforms added a further 32 machines giving it the second largest fleet in the UK. This year we have added a table on mast booms, but we noticed that several companies clearly mistook them for mast type lifts such as the 12ft TM12 or SJ12 which should be in the scissor lift category. Mast booms are Toucan-type products with a boom or jib and slew. We have adjusted the numbers of those that clearly made the mistake, but we will do better next year.



### TOP TRUCK MOUNTED FLEETS

Company	Total	Truck	Van
Nationwide Platforms	638	342	296
Access Hire Nationwide	575	40	535
Height For Hire	251	45	206
Facelift	165	85	80
Smart Platform	156	140	16
AFI-Uplift	53	53	0
Orion Access	53	53	0
Blade Access	52	52	0
AA Access	31	13	18
Warren Access	30	12	18
UK Powered Access	26	13	13
Elev8	25	25	0
PG Platforms	22	10	12
Manlift	20	20	0
Outreach Access	20	16	4
Maps Platforms	19	1	18
UK Tool Hire	16	8	8
KDM Hire	12	4	8
RKP	12	10	2

### TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms articulated	Booms straight telescopic	Scissors	Spider lifts	Push arrounds	Truck mounts	Van mounts	Trailer lifts	Mast booms
Nationwide Platforms	12,568	3,752	602	6,304	131	1,081	342	296	0	60
HSS Hire Group*	9,122	1,584	1,010	4,533	0	1,995	0	0	0	N/D
AFI-Uplift	6,306	1,668	339	3,969	43	179	53	0	0	55
Speedy	6,257	448	32	3,224	10	2,519	7	0	3	14
MEP Hire	4,600	0	0	0	0	4,600	0	0	0	0
A-Plant	4,550	1,450	250	2,550	0	300	0	0	0	0
Height For Hire	2,754	1,405 booms in total		898	105	95	45	206	0	0
JMS Powered Access	2,365	294	30	975	25	995	0	0	0	46
GT Access AA	1,710	423	116	1,042	28	0	6	0	13	82
CW Access Rental	1,652	480	90	630	6	420	0	0	6	20
Star Platforms AA	1,487	156	4	1088	0	206	0	0	0	33
Lifterz AL	1,323	220	2	717	18	195	1	0	4	166
Riwal UK	1,049	242	59	645	0	93	0	0	0	10
Horizon Platforms AA	948	109	0	687	0	107	0	0	1	44
Advanced Access Platforms AL	824	167	29	411	17	73	0	0	6	121
Facelift AL	757	210	2	305	25	2	85	80	24	24
Neon Hire Services AL	710	86	0	480	0	117	0	0	0	27
Mr Plant Hire AA	678	64	4	191	2	391	0	0	0	26
Elavation	674	362	0	182	12	106	0	0	2	10
Access Hire Nationwide	575	0	0	0	0	0	40	535	0	0
Mainline AL	570	164	34	242	8	87	0	0	16	19
Access Plus AA	550	135	15	400	0	0	0	0	0	N/D
Smiths Equipment Hire	509	108	2	267	2	120	0	0	3	7
JPS Platforms AL	465	44	2	262	0	149	0	0	0	8
1 Up Access	460	165	16	252	0	20	0	0	2	5
Premier Platforms AA	455	131	10	288	0	14	1	0	1	10
Hird Ltd AL	453	145	9	266	5	20	0	0	0	8
Highway Plant AL*	445	125	25	250	5	25	0	0	15	N/D
KDM Hire AA	431	92	39	242	8	30	4	8	8	0
Powered Access Services	420	160	26	231	0	0	0	0	0	3
2 Cousins AL	392	110	11	223	8	26	1	0	1	12
UK Powered Access AA	362	78	5	176	0	56	13	13	3	18
Manlift	358	121	20	185	7	5	20	0	0	0
One Stop Hire	355	0	0	55	3	327	0	0	0	0
LTS Powered Access AA	353	80	0	191	1	77	0	0	4	N/D
Bella Access	300	62	10	200	1	26	1	0	0	N/D
Aerial Platform Hire	292	49	33	198	1	11	0	0	0	0
Hire Safe Solutions	270	140	12	112	0	0	0	0	0	6
Ashbrook Plant	256	109	0	113	0	0	0	0	0	34
Extreme Powered Platforms	250	95	35	90	10	10	7	3	0	0
VP Higher Access	194	0	0	0	194	0	0	0	0	0
United Powered Access	183	38	0	140	0	5	0	0	0	N/D
Orion Access	162	41	12	38	14	4	53	0	0	2
Smart Platform	156	0	0	0	0	0	140	16	0	0
Sky High	141	57	0	81	2	0	0	0	1	N/D
SHB Vehicle Hire & Management	133	0	0	0	0	0	0	133	0	0
PG Platforms	130	17	0	84	4	0	10	12	0	3
Cannon Access AL	89	26	2	34	5	10	1	0	1	10

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same  
AL - Access Link AA - Access Alliance \* Includes UK Platforms due to move to Nationwide

**LARGEST SCISSOR LIFTS**

Company	Platform height & Model	Units in fleet
AFI-Uplift	32m Holland Lift G320	5
Mainline	32m Holland Lift 320	2
Rival UK	32m Holland Lift G320 Megastar	3
Hire Safe Solutions	31.5m Holland Lift HL340	7
Nationwide Platforms	31.5m Holland Lift HL340	1
Advanced Access Platforms	26m Liftlux LL26X	1
Height For Hire	26m Liftlux 260-25	8
JMS Powered Access	26m Liftlux 260-25	1
HSS Hire Group	25m Holland Lift HL275	2
Powered Access Services	25m PB S270-24D	3
Manlift	21m Liftlux 2312	1
1 Up Access	20.5m HAB 225-12	3
Horizon Platforms	20.5m PB 225-12E	2
KDM Hire	20.5m PB S225-24DS	N/D
Lifterz	20.5m PB 225-12	3
Quick Reach	20.5m PB 225-12ES	N/D
Star Platforms	20.5m AB Lift S225-12	2
Elavation	20m Dingli JCPT2223RT	4
Cannon Access	19.5m Holland Lift B195	1
Premier Platforms	19.5m Holland Lift 195/25	1
Aerial Platform Hire	19m JLG SL210-25	2
CW Access Rental	17m Airo X19LE	2
Speedy	16.5m Holland Lift N-165	2
2 Cousins	16m Genie GS-5390	N/D
Access Plus	16m Genie GS-5390	26
GT Access	16m Genie GS-5390	N/D
Hird Ltd	16m Genie GS-5390	6
Mr Plant Hire	16m Genie GS-5390	3
PG Platforms	16m Genie GS-5390	2

**LARGEST TRUCK MOUNTED LIFTS**

Company	Height & Model	Units in fleet
Blade Access	100m Palfinger P1000	4
Elev8	88m Palfinger P900	1
Height For Hire	88m Bronto S90HLA	10
Nationwide Platforms	88m Bronto S90HLA	1
Clerkin Elevation	70m Ruthmann T720	1
Outreach Access	68m Palfinger P700	1
AA Access	68m Bronto S70XDT	3
Orion Access	59m Wumag WT610	1
Facelift	59m Bronto S61XDT	2
AFI-Uplift	55m Palfinger P570	2
Smart Platform	49m Ruthmann T510 HF	1
Extreme Powered Platforms	46m Ruthmann T480	1
UK Powered Access	46m Ruthmann T480	1
Manlift	43m Wumag WT450	1
PG Platforms	43m Wumag WT450	1
Rapid Platforms	43m Wumag WT450	1
L&N Platforms	42m Bronto S44XDT	1
RKP	36m Bronto S38XDT	1
Acrolift	31m Ruthmann T330	1
Speedy	31m Ruthmann T330	1
Warren Access	31m Ruthmann T330	1



**LARGEST SPIDER LIFTS**

Company	Height & Model	Units in fleet
TCA Lifting	50m Palazzani XTJ52	1
Total Solutions High Access	50m Teupen 50GT	2
VP Higher Access	41m Teupen Puma 42GTX	2
Clerkin Elevation	40m Ommelift 4200 RBDJ	1
Height For Hire	40m Falcon FS420C	4
Advanced Access Platforms	37.5 Teupen Leo40GTX	1
Facelift	35m Worldlift FS370	1
Blade Access	34m Teupen Leo36T	2
JMS	34m Teupen Leo36T	1
Lifterz	34m Teupen Leo36T	1
MBS Access	34m Teupen Leo36T	1
Elev8	34m Teupen Leo36GT	1
Manlift	32m Palazzani TSJ34	2
Orion Access	32m Palazzani TSJ34	1
AFI-Uplift	29m Teupen Leo31T	1
Nationwide Platforms	29m Teupen Leo31T	8
Acrolift	28m Teupen Leo30T	1
Rapid Platforms	28m Teupen Leo30T	1
Highway Plant	28m Ommelift 3000	1
Cannon Access	24m Hinowa 26.14	2
Elavation	24m Hinowa 26.14	6
Extreme Powered Platforms	24m Hinowa 26.14	1
GT Access	24m Hinowa 26.14	N/D
Hird Ltd	24m Hinowa 26.14	1
PG Platforms	24m JLG X26J	1



**TOP SPIDER LIFT FLEETS**

Company	Units in fleet
VP Higher Access	194
Nationwide Platforms	131
Height For Hire	105
AFI-Uplift	43
MBS Access	34
GT Access	28
TCA Lifting	27
Facelift	25
JMS	25
Lifterz	18
Advanced Access Platforms	17





### LARGEST BOOM LIFTS

Company	Height & Model	Units in fleet	Boom type
AFI-Uplift	56m JLG 1850SJ	2	S
Hire Safe Solutions	56m JLG 1850SJ	4	S
JMS	56m JLG 1850SJ	2	S
Kardon Contractors	56m JLG 1850SJ	10	S
Riwal UK	56m JLG 1850SJ	6	S
Nationwide Platforms	55m Genie SX180	4	S
Quick Reach	55m Genie SX180	1	S
Advanced Access Platforms	46m Genie SX150	1	S
Height For Hire	46m JLG 1500SJ	N/D	S
Aerial Platform Hire	41m JLG 1350SJP	4	S
CW Access Rental	41m JLG 1350SJP	6	S
HSS Hire Group	41m JLG 1350SJP	2	S
Manlift	41m JLG 1350AJP	2	A
Speedy	41m JLG 1350AJP	1	A
1 Up Access	41m Genie ZX135/70	5	A
KDM Hire	41m Genie Z135	N/D	A
Mainline	41m Genie Z135	9	A
Powered Access Services	41m Genie Z135	4	A
TCA Lifting	38m JLG 1250AJP	1	A
GT Access	38m Genie S125	N/D	S
Highway Plant	38m Genie S125	N/D	S
Platform Sales	38m Genie S125	1	S
2 Cousins	28m Genie S85	N/D	S
Bella Access	28m Genie S85	1	S
Clerkin Elevation	28m Genie S85	1	S
Elavation	26m Nifty HR28	18	A
Lifterz	26m Nifty HR28	2	A
LTC Powered Access	26m Nifty HR28	2	A
LTS Powered Access	26m Nifty HR28	2	A
Premier Platforms	26m Nifty HR28	1	A
Star Platforms	26m Nifty HR28	7	A
UK Powered Access	26m Nifty HR28	2	A
Ashbrook Plant	26m Manitou 280TJ	26	A
Mr Plant Hire	26m Manitou 280TJ	2	A
United Powered Access	26m Manitou 280TJ	3	A
Access Plus	26m JLG 860SJ	3	S

S - straight A - articulated

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COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees	Units bought	Units sold
Nationwide Platforms	£28,210,055	30	934	1,075	1,347
CW Access Rental	£8,500,000	18	330	300	100
Access Hire Nationwide	£6,260,000	3	32	N/D	N/D
Star Platforms	£5,503,113	5	70	496	0
Hire Safe Solutions	£4,500,000	1	15	74	7
Lifterz	£3,585,800	4	95	354	108
GT Access	£3,150,000	6	100	160	120
MEP Hire	£3,000,000	10	140	1,000	75
Advanced Access Platforms	£2,927,000	3	31	269	164
Neon Hire Services	£2,350,000	3	37	204	35
Powered Access Services	£2,134,000	2	28	52	17
SHB Vehicle Hire & Management	£2,000,000	17	800	0	0
Smart Platform	£1,566,000	6	47	21	5
Hird Ltd	£1,320,000	3	98	0	0
Elavation	£1,200,000	2	38	38	134
Orion Access	£1,103,000	2	50	15	10
AA Access	£1,000,000	5	26	3	1
Blade Access	£540,000	5	N/D	1	0
Newmarket Plant Hire	£462,000	6	60	28	2
Manlift	£420,000	3	12	28	22
Premier Platforms	£379,989	2	20	17	6
PG Platforms	£350,000	1	15	10	0
JPS Platforms	£280,000	1	12	40	5
1 Up Access	£235,000	2	37	0	0
Acrolift	£130,000	1	3	1	0
Cannon Access	£130,000	1	6	12	1
Maps Platforms	£70,000	1	4	2	0
2 Cousins	N/D	2	18	0	0
Facelift	N/D	6	125	0	0
Horizon Platforms	N/D	2	78	0	0
JMS Powered Access	N/D	3	60	0	0
KDM Hire	N/D	3	130	0	0
Mainline	N/D	1	38	0	0
VP Higher Access	N/D	9	39	0	0
TCA Lifting	N/D	1	6	0	0
A-Plant	N/D	187	3,571	N/D	N/D
Aerial Platform Hire	N/D	N/D	N/D	N/D	N/D
AFI-Uplift	N/D	26	600	N/D	N/D
Ashbrook Plant	N/D	4	135	N/D	N/D
Height For Hire	N/D	34	204	N/D	N/D
Mr Plant Hire	N/D	3	70	N/D	N/D
Riwal UK	N/D	N/D	N/D	N/D	N/D
Smiths Equipment Hire	N/D	N/D	N/D	0	0
Speedy	N/D	N/D	N/D	0	0
UK Powered Access	N/D	4	50	0	0



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# Telehandlers



There has been good growth in the market over the past 12 months, particularly among the leading telehandler rental companies. Market leader Ardent Hire Solutions has only increased its 3,500 strong fleet by 20 units, but has spent around £37 million on new equipment as part of its recently secured £120 million asset-based lending facility earlier this year to support further fleet expansion. Morris Leslie is continuing its growth, building on the gains it made last year following the demise of Hewden when it added 800 telehandlers. This year it has added a more modest 221 machines. JCB appears to have tightened its hold on the major fleet purchases with several large deals throughout the past year including 350 machines to Plant Hire UK.

Small gains have been made in the numbers of compacts although 360 degree and heavy duty telehandlers appear to have stabilised.

## TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	Largest fixed	360°	Largest 360°	Compact	Heavy duty	Main brand	Depots	Employees	Investment	Units bought	Units sold
Ardent Hire Solutions	3,486 ▲	2,811	20m	20	32m	654	1	JCB/Manitou	13	264	£36,993,071	821	834
A-Plant	2,000 ▲	N/D	N/D	N/D	N/D	N/D	N/D	JCB	187	3,571	N/D	0	0
Morris Leslie	1,949 ▲	1,707	20m	0	N/A	242	0	JCB/Manitou	13	191	£37,300,000	557	N/D
UK Forks	1,832 ▲	1,523	20m	73	30m	229	7	N/D	9	168	N/D	0	0
CW Plant Hire	991 ▲	761	20m	0	0	230	0	JCB	18	330	£10,650,000	250	100
Plant Hire UK	925 ▲	900	20m	0	N/A	25	0	JCB	1	N/D	N/D	350	N/D
Hessle	552 ▼	466	18m	33	32m	29	24	Manitou	4	55	£0	0	0
GAP Group	450 ▲	380	18m	0	N/A	70	0	JCB/Manitou	160	1,800	£2,960,000	65	0
Nixon Hire	410 —	348	17m	0	N/A	62	0	JCB	13	475	N/D	163	N/D
B&T Plant Hire	390 —	338	20m	0	N/A	52	0	JCB/Manitou	2	32	N/D	48	18
Hawk	385 —	360	20m	0	N/A	25	0	JCB	5	500	N/D	N/D	N/D
Jarvie Plant	360 —	250	20m	25	30m	80	5	Manitou	6	140	N/D	N/D	N/D
HE Services	320 —	250	20m	0	N/A	70	0	JCB	10	150	N/D	195	27
Ashbrook Plant	307 <small>NEW ENTRY</small>	265	17.5m	0	N/A	42	0	JCB	4	135	N/D	N/D	N/D
Chippindale Plant	269 —	269	18m	0	N/A	0	0	JCB	9	115	£0	0	0
Boles Hire	265 ▲	172	20m	38	30m	55	0	Manitou	1	10	£0	0	0
Selwood	235 —	185	17m	0	N/A	50	0	Merlo	29	420	N/D	N/D	N/D
Greenwood	210 —	125	17m	75	30m	10	0	Merlo	4	N/D	N/D	N/D	N/D
GPT	195 —	170	17m	25	21m	0	0	Manitou	10	100	N/D	N/D	N/D
Huntley Plant	176 —	142	18m	15	35m	8	11	Manitou	2	22	£523,000	5	0
M&J Engineers	176 ▲	140	18m	0	N/A	36	0	JCB/Manitou	12	145	£2,300,000	57	14
AFC	150 —	150	17m	0	N/A	0	0	JLG/JCB/Genie	1	20	N/D	N/D	N/D
Lynch Plant	135 —	85	20m	1	26m	49	0	JCB	5	500	£300,000	57	42
Mervyn Lambert Plant Hire	100 —	80	17m	0	N/A	20	0	JCB	4	250	£2,000,000	40	N/D
Emmitt Plant	99 —	80	17m	9	16m	10	0	JCB	9	25	N/D	N/D	N/D
Hampshire Plant and Access	87 —	2	N/D	0	N/A	85	0	JCB/Manitou	3	39	N/D	N/D	N/D
AFI-Uplift	80 <small>NEW ENTRY</small> total		N/D		N/D			N/D	N/D	N/D	N/D	N/D	N/D
GT Lifting	73 <small>NEW ENTRY</small>	0	N/A	56	46m	0	17	Merlo/Magni	2	N/D	N/D	N/D	N/D
Newmarket Plant Hire	63 <small>NEW ENTRY</small>	25	9.5m	0	N/A	22	16	JCB/Manitou	6	60	£654,250	17	2
Mainline	55 ▲	46	17m	0	N/A	9	0	Bobcat	1	37	£0	0	0
Aerial Platform Hire	26 ▲	13	17m	0	N/A	2	11	JLG	2	25	N/D	N/D	N/D
Prolift Access	24 <small>NEW ENTRY</small>	21	17m	0	N/A	3	0	JLG	4	50	£0	0	0
Plantforce	20 <small>NEW ENTRY</small>	20	17m	0	N/A	N/A	0	JCB	4	N/D	N/D	N/D	N/D

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same N/A Non applicable N/D Not disclosed





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# A broader spider crane sector

The 'flavour of the month' when it comes to smaller tracked cranes appears to be the heavy duty articulated crawler crane - a variation on the spider crane - which looks set to be a popular addition to the compact lifting sector. We take a look at the latest launches and developments.

In last year's spider crane feature we asked if the traditional spider crane produced by market leaders Maeda and Unic was coming under threat from the articulated crawler crane - essentially loader cranes mounted on tracked chassis. Given the increased activity in this sector over the past year, the answer must be a resounding yes!

One-off custom-built models have been around for some time - for example Wemotec teamed up with Palfinger in 2010 to produce the SMK320.67 long boom specialist spider crane - while Kegiom and others have put smaller articulated cranes on tracks. The recent upsurge however can be tracked to Brennero's launch of the BG Lift range at Bauma 2016, which included two articulated crawler cranes. Since then Fassi has become a joint owner of spider crane manufacturer Jekko which produced its first articulated crawler crane - the Fassi-based Jekko

JF535 - taking the concept into the mainstream market. As with all good ideas - and the resulting interest and sales - other manufacturers are starting to follow suit. The latest is Palfinger which is set to launch a three model range at the IAA Hannover show later this month.

### What to call them?

Over the years there have been many companies with variations on the original Unic/Maeda type of spider crane. Larger models substituted the spider leg design with telescopic fold down or beam and jack outriggers, while others added long telescopic jibs to create articulated boom models. The latest derivation uses a large standard articulated loader crane top, mounted on crawler chassis with regular beam and jack outriggers, creating quite a different beast to the original spider crane. Perhaps they deserve a separate category - 'articulated crawler cranes'?

The fact is that the major loader crane manufacturers are behind the

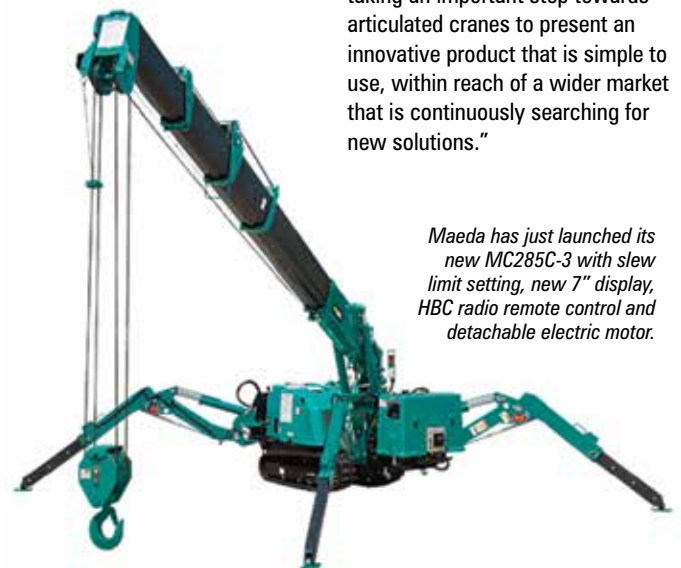


BG Lift delivered its first CWL 525 in the UK to specialist lifting, moving and installation company Country Lifting

new machines, mounting existing crane models on tracks rather than designing a crane from the ground up.

With Brennero, Jekko/Fassi and now Palfinger entering the market

this is obviously a product that looks as though it is here to stay. Jekko says this design is the future and that it will take over from the traditional spider crane design saying: "The mini crane culture is taking an important step towards articulated cranes to present an innovative product that is simple to use, within reach of a wider market that is continuously searching for new solutions."



Maeda has just launched its new MC285C-3 with slew limit setting, new 7" display, HBC radio remote control and detachable electric motor.

Should the new breed of machines be called articulated crawler cranes?





*The Jekko JF545 a six section main boom and six section jib giving a maximum reach of 28.1 metres with 600kg capacity*

**Brennero BG Lift**

The company's first two models, the CWE 525 and the CWE 465 have evolved into a single model available in two variations - the original CWE 525 and the newer CWE 525 RT. The main difference is the RT version has a wider 2.07 metre overall width rather than 1.85 metres, with the resulting heavier chassis giving increased stability. Both currently use an Effer articulated loader crane, so the recent acquisition of Effer by Hiab brings a third major manufacturer into the sector. BG Lift delivered its first CWE 525 in the UK to specialist lifting, moving and installation company Country Lifting. The CWE 525 has a six section articulated boom and six section jib. Maximum capacity is 14.4 tonnes at three metres and can take loads to almost 30 metres.

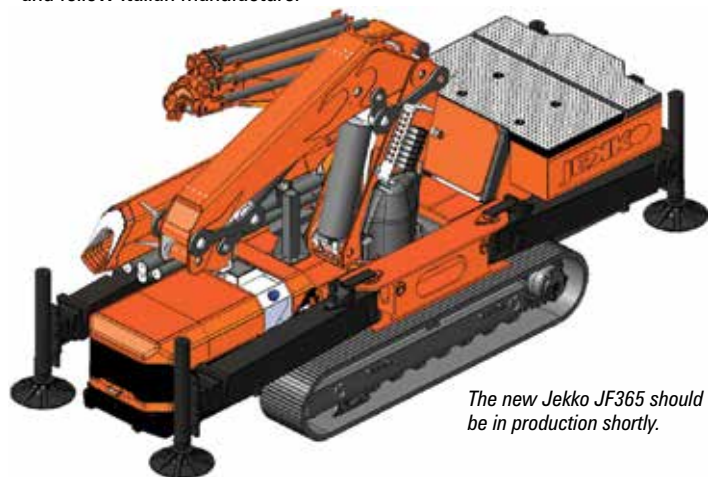
BG Lift also has two more traditional spider cranes - the 2.7 tonne, 5.7 metre tip height M300 and 2.5 tonne/11 metre M250. However, unlike the Unic and Maeda cranes which have the slew ring positioned at one end of the chassis, BG Lift - and fellow Italian manufacturer

Jekko - place the slew ring in the centre of the chassis, integral with the star-shaped spread of the outrigger legs.

Jekko currently has three articulated crawler cranes - the 15.5 tonne JF545 and the much smaller JF30 and JF40 - however it will be unveiling its new 11.5 tonne JF 365 later this month. The larger JF545 is selling particularly well in Germany with 17 units delivered by May of this year.

If you hadn't guessed by now, the model numbers of the Jekko machines tie in directly to the nomenclature of the Fassi loader cranes. So rumours that Jekko will be launching a JF990 sometime next year, possibly at Bauma, means that it will be using the 84.3 tonne metre Fassi F990 crane which with jib has about a 32 metre maximum lift height.

The JF545 also has a six section main boom and six section jib giving a maximum reach of 28.1 metres with 600kg capacity at full reach while maximum lift height is 30 metres with 500kg. In transport mode the unit has an overall width



*The new Jekko JF365 should be in production shortly.*



*Palfinger is set to unveil three new heavy duty, high capacity PCC tracked articulated boom spider cranes later this month*



*Hoeflon C6*

of 1.84 metres, is 5.45 metres long, and 2.75 metres high - slightly longer and higher than the BG Lift CWE 525, but it does have a higher nominal capacity.

The JF545 also uses a simplified lifting moment limiter, although it can still automatically calculate load charts based on outrigger and boom position, displayed to the operator via a very simple graphic. Up to 3,500kg of counterweight can be added or alternatively the space can be used to carry loads.

Jekko's new JF365 is slightly narrower at 1.79 metres and lower at 2.66 metres than the JF545 and it weighs in at 13.2 tonnes. Maximum tip height with the optional L214

jib is 29 metres while maximum horizontal reach of 26.9 metres at which it can lift 356kg. The crane has 360 degrees slew and 45 degree swing out beam and jack outriggers with a maximum footprint of 6.7 metres square. The unit can be half rigged reducing the spread to 4.2 by 4.2 metres.

**Palfinger enters market**

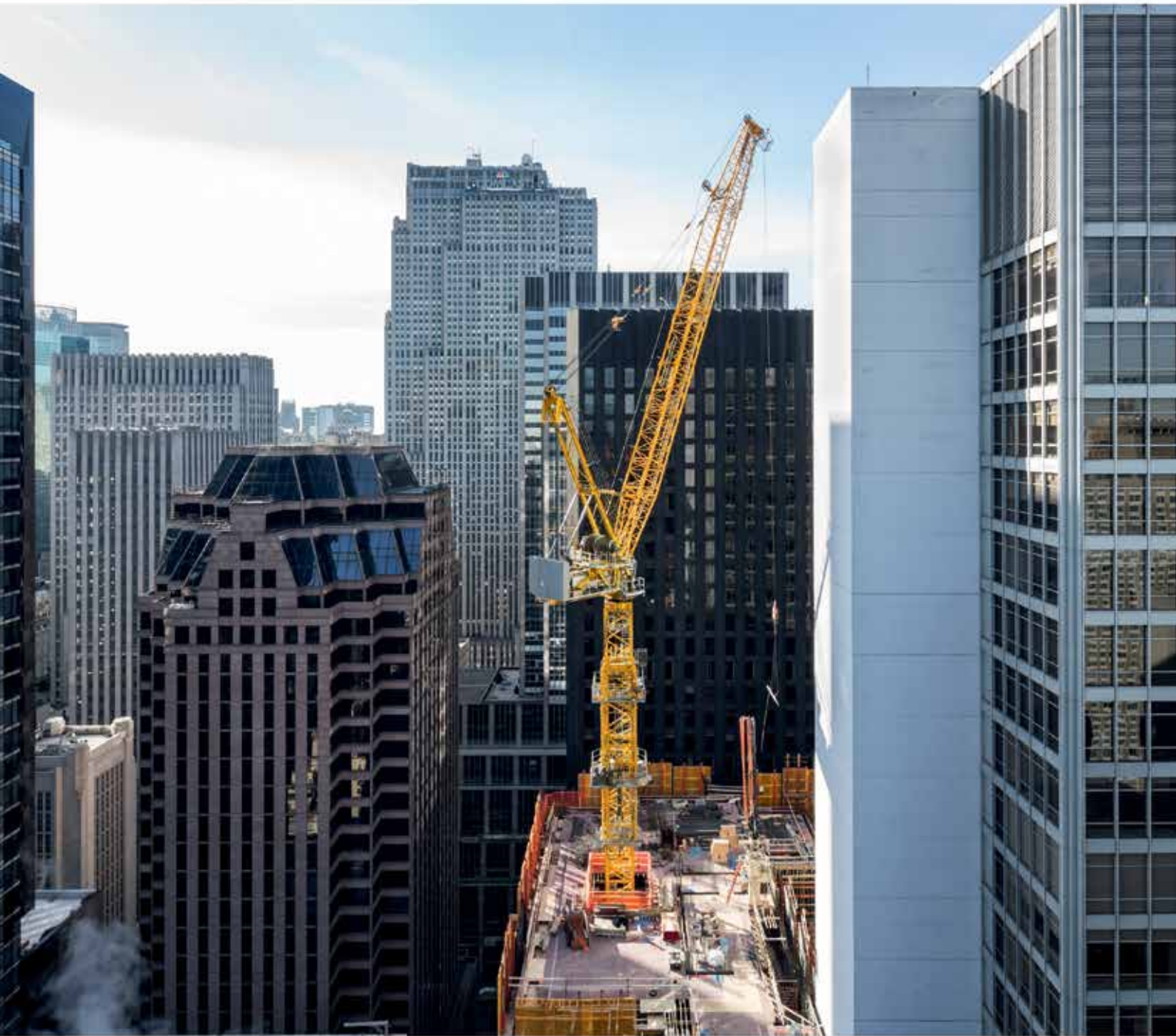
The advantage of being late into a sector is that it is easier to see what is required to compete with the market leader. Palfinger is set to unveil three new heavy duty, high capacity PCC tracked articulated boom spider cranes at the IAA show in Hannover - the 18.2 tonne PCC 57.002, the 22 tonne PCC 71.002

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*Each Palfinger PCC crane can be separated into three modules for easier transportation and to gain access into restricted areas*

and 30 tonne PCC 115.002. The two larger models will be ready from launch, while the PCC 57.002 will be available in the spring.

Each crane can be separated into three modules - the crawler chassis, the main crane and the counterweight - for easier transportation and to gain access into restricted areas. The crane module can also self load onto a truck using its outriggers and be operated in this position without its chassis. It can also be truck mounted.

Palfinger says the crane is highly adaptable, offers a compact design and the ability to cross all manner of terrain. The crane is also able to 'shuffle' forwards and backwards and by using its outrigger beams allow it to pass through openings without its chassis when headroom is limited or to load itself into a container.

The cranes have overall widths from 1.9 to 2.1 metres and overall heights of between 2.8 and 3.66 metres or 2.1 to 2.36 metres without the chassis. Overall length ranges from 5.9 to 7.45 metres. All models can handle their maximum capacity through 360 degrees and there is some pick & carry capacity. Maximum lift height of the outriggers is just under two metres which allows the crane to level on slopes of up to eight degrees.

A winch is available with a 3.5 tonne capacity on the PK 115.002. Ground clearance is between 200 and 275mm while gradeability is 30 percent with the option of 60 percent with a 17 degree approach and departure angle. Working indoors is helped with a separate battery power pack and additional plastic outrigger pads.

The 30 tonne 103.9 tonne/metre PCC 115.002 has a maximum reach without jib of 23.1 metres, reaching 33 metres with jib at which it can handle 820kg. Outrigger footprint is 7.6 x 9.0 metres and overall weight is about 33 tonnes. The 67.8 tonne/metre PCC 71.002 has a maximum capacity of 22 tonnes. Maximum reach without jib of 21.4 metres or 31.6 metres with jib at which it can lift 470kg. Outrigger footprint is the same as the PCC 115.002, but overall weight is 31.5 tonnes. Smallest is the 18.2 tonne, 52.6 tonne/metre PCC 57.002 which offers 21.5 metres reach without jib and 29.5 metres at which it can lift 470kg. Overall length is 5,900mm, width 1,900mm and total weight about 20 tonnes.

### Biggest spiders

The majority of the new articulated crawler cranes have capacities way above regular spider cranes. The 10 tonne Unic URW 1006 and Maeda's eight tonne MC815C remain the two largest traditional spiders.



*The compact Maeda CC423 has a 2.93 tonne capacity and 9.46 metre hook height*

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The tracked version of the 2.9 tonne Eco 295 has lower ground bearing pressures.



The C10 has a 15 metre five section boom. A larger C30 is due to be launched shortly



Maeda also has its mini crawler crane range topped by the six tonne/16.7 metre lift height CC1485. At last year's Vertikal Days it unveiled the new five tonne CC985S-1 model which can pick & carry two tonnes and has a 16.5 metre pentagonal five-section boom. Powered by an EU Stage 3B/4B compliant engine maximum lift height with jib is 20.2 metres. Features include fully enclosed air conditioned cab, minimal tail swing, two speed winch, hydrostatic transmission, tilt sensor/alarm, rear view camera and seven inch multi-monitor.

At this year's show the company launched its latest model - the CC423 with Stage 3B diesel. A Stage V version available next year. The compact CC423 has a 2.93 tonne capacity and 9.46 metre hook height at which it can lift 1,190kg and a maximum radius of 8.38 metres at which it can lift 200kg, its pick & carry capacity is 1,450kg and the unit has the option of an 850kg searcher hook. The crane has an overall width of 1.66 metres and an overall height of 2.49 metres. Total weight is 4,400kg.

**Eco spider crane**

Five years ago GGR/Unic launched the green, battery powered Eco 095 and Eco 295 models however they were only available on wheels becoming its first non tracked cranes. Ideal for working indoors they were originally developed for use in environmentally sensitive areas such as food processing plants, but the company has seen growing demand for battery powered and hybrid options for other applications. So a few months ago the company launched a tracked version of the larger 2.9 tonne Eco 295, with the benefits of lower ground bearing pressures and the ability to handle rough ground. As with the wheeled model it employs most of the crane componentry from the standard Unic URW 295.

The tracked crane has a slightly wider overall stowed width but can still easily fit through standard double doors. It is powered by a large 48 volt battery pack, while its standard five section boom offers a maximum tip height of around 9.5 metres which can be extended by

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almost a metre with the offsetting jib. Capacity on full boom is 550kg at up to 4.1 metres radius.

### More European alternatives

While the Japanese dominate the market, the number of European spider crane producers has been growing, led of course by Jekko and including Hoeflon, Kegiom, Reedyk, Riebsammen and Van Bouwel.

Business is obviously going well for Dutch spider crane manufacturer Hoeflon Compactkranen which recently opened a new 3,200 square metre headquarters in Barneveld replacing the original 500 square metre building. The company currently has a range of four spider cranes - the C1, C4, C6 and C10. It is also launching its largest crane to date - the C30 - in the near future. It has recently sold two of its four tonne C10's to Mammoet. The C10 has a 15 metre five section boom, topped by a five metre three section hydraulic luffing jib which offsets up to 65 degrees, allowing it to luff to horizontal with the main boom fully elevated providing a radius of six metres at a height of 16.3 metres with a capacity of 317kg. Capacity at maximum tip height of 22

metres is 748kg, while capacity at the maximum radius of 19.8 metres - with boom and jib horizontal - is 209kg. Total weight is 4,700kg fully equipped and overall width is 800mm.

Italian manufacturer Kegiom also has a sizeable range of mini cranes with the largest being its 5000 Cobra. The crane weighs just 2,550kg yet has a maximum capacity of 5,000kg. The optional jib provides a maximum tip height of 16 metres and maximum radius of 14.9 metres at which it can manage 100kg. Outrigger spread is just over five metres although it can be half rigged at 3.8 by 3.7 metres. Transport width is 1.1 metres.

Another Dutch manufacturer Van Bouwel is set to launch the VB-A8010, a larger version of its VB-A5010/3S2 which has a capacity of 1,350kg at 3.1 metres. No load charts are yet available for the 8010 but it is a metre longer at 4.4 metres and 110mm higher at 2.1 metres. Overall width is 990mm while it weighs more than 3,500kg, is available in battery and hybrid formats and can be charged by the engine or a mains socket.



The 5000 Cobra is the largest crane produced by Kegiom



Van Bouwel is set to launch the VB-A8010 - a larger version of the 1,350kg capacity VB-A5010

# Coventry water park Lift

The new £36.7 million water park and leisure centre in Coventry, UK has used several spider cranes during its construction. The project is scheduled to open next spring and includes a 25 metre pool, day spa and the main attraction, a maze of nine water slides with features including a mini tsunami, uphill flying boats, a black hole, sphere, looping rocket and space shuttle. Construction of the slides was particularly difficult because of the low ground bearing capacity of the floors and the ceiling height needed to accommodate the leisure structures.

Two spider cranes - an eight tonne Maeda 815C and a 2.9 tonne Unic 376 with jib - have been supplied by rental company Lift Mini Cranes to help with the construction over the past three months. The water park complex is set on three floor levels. The Maeda was lifted by a 60 tonne mobile crane onto a floor six metres up just above the main swimming pool and gym and used to lift the main bulk materials onto the upper floors. Large mats and timbers under the outriggers kept the loadings on the floors to a minimum.

The Maeda was later used to lift the Unic up to the same level and they worked together around the structure lifting and positioning steel brackets and suspended columns - weighing up to 1,000kg - into the roof structure in order to hang each 500kg flume section. The 815C also had to lift the smaller and lighter Unic URW-376 into other constricted positions such as when working on the upper balcony.

Kevin Concepcion of Lift Mini Cranes said: "Both of these cranes used remote control and because of the nature of the work both slinger and operator had to be positioned all over the place. The 815C has a jib and searcher hook stowed on the side of the boom with quick hitch facility so the operator can alternate between them which came in very handy on this project - we don't know how else we could have achieved this result."

The spider cranes were used to hang each 500kg flume section as well as lift and position steel brackets and suspended columns weighing up to 1,000kg



Work was carried out at various levels within the water park



The project includes a maze of nine water slides



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# Curtain wall installation

One of the more popular applications for spider cranes is the installation of curtain walling on new build projects. One crane that is often used for the task is the Maeda MC283C which is compact and light enough to fit into a construction elevator and manoeuvring in between columns and walls on the newly constructed floors.

The unit is positioned near the edge of the completed slabs two floors above where the curtain walling is to be fitted. On the floor below are the stack of curtain walling panels. The panels - often weighing up to 800kg - are stored flat and near the edge of the building so that they can be easily lifted into the vertical position on the outside of the building structure.

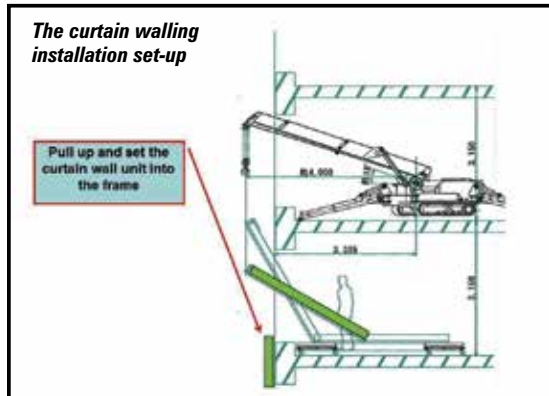
While the crane supports the load, the workers below connect the panel to the building structure. When securely fastened the crane releases the panel and the cycle repeats itself around the building perimeter until the whole floor is completed. The crane then moves up a floor, lifts up the next set of panels onto the floor below and the whole process repeats.



The curtain walling panels are stacked on the floor below the spider crane



The Maeda MC283C is able to set up within the compact space



The curtain walling installation set-up

Pull up and set the curtain wall unit into the frame



The panel being lifted into the vertical position outside of the building and ready to slot into the frame



The curtain walling panel almost in place

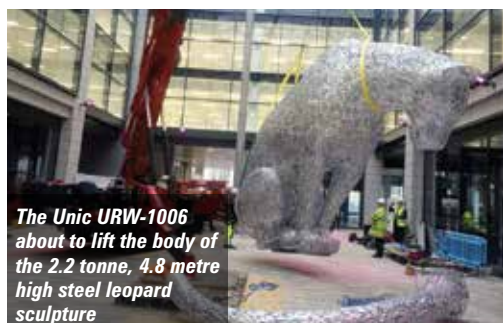
# The Poised leopard

A steel leopard sculpture created by sculptor Andy Scott has been lifted into position by a 10 tonne Unic URW-1006 spider crane at the new Marischal Square office, leisure and hotel development in Aberdeen, Scotland. Measuring 4.8 metres high and weighing 2.2 tonnes, the leopard sits on top of a 10 metre high column within the building's atrium.

Named 'Poised', the sculpture is made from small galvanised steel

pieces welded together to create a shimmering mosaic effect. Scott is best known for the Kelpies, the two 30 metre tall horse heads made of steel beside the Forth and Clyde Canal near Falkirk. Muse Developments and Aviva Investors commissioned the sculpture as a centrepiece for the city centre regeneration project inspired by symbols and leopards on Aberdeen City Council's historic coat of arms. Legend says the leopards

were a gift from King James I for underwriting his expenses while he was held captive in England. After 12 months of work in the artist's studio, the sculpture - delivered in three separate pieces



The Unic URW-1006 about to lift the body of the 2.2 tonne, 4.8 metre high steel leopard sculpture



The leopard sits on top of a 10 metre high column within the new Marischal Square office in Aberdeen

- took just two days to install. The Unic 1006 lifted each piece of the leopard into position before lifting the complete sculpture onto the column. At just two metres wide, the Unic was able to move through tight areas and doorways and make

its way to the lift position. The crane features radio remote control with feedback that displays safe working load, actual load, radius and boom length. With a newly revised load chart it can also pick & carry up to 1.5 tonnes.

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The crawler crane stands out in particular with the mechanical separability of crane and crawler unit, its compact dimensions, as well as with its exceptional off-road capability. The fields of application of this all-rounder start where the access possibilities of conventional trucks with cranes end.

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# All electric booms

We are already seeing the repercussions of tighter emission regulations in Europe - particularly in Scandinavia, Switzerland, the UK and Netherlands - regarding trucks and cars in cities, but also in the use of construction equipment. Although constraints differ between individual countries they have given rise to a massive interest and growth in cleaner, quieter machines including full electric, lithium and hybrid platforms. This month we feature a new start-up rental company in the Netherlands - Hoogwerkt - and its totally different business model. However we start with big all-electric booms from Dutch rental company Riwal and fellow rental company Collé Rental & Sales which recently introduced an 86ft all electric boom.

Riwal began converting JLG diesel telescopic booms to all-electric more than four years ago starting with the 80ft 800AJ, adding the 86ft 860SJ the following year, the 120ft 1200SJP in 2017 and a few months ago the 135ft 1350SJP - the first of which has been sold to Steiness Liftcenter in Denmark.

"We like to be an innovation leader in the industry," says Riwal chief executive Norty Turner. "However innovation needs to be customer driven and the development of the

all electric boom came from our customer - Dutch airline KLM which required emission free booms for aircraft maintenance. At the time an all electric boom with a 26 metre working height was not available from any manufacturer, but we made it happen."

Riwal has now built many large all-electric booms, some of which have been sold, while others have been added to its rental fleet.

"We are fortunate to have the in-house capability to convert



Riwal built its first all-electric boom for Dutch airline KLM



these machines. Demand is growing because more and more environmental machine regulations are coming forward. Companies are now incorporating environmental sustainability as part of their strategy with values and mission statements reflecting eco-friendly intentions."

## How it started

"Converting any big boom has its complications," said Nico den Ouden, Riwal's Technical Specialist. "Following discussions with component manufacturers we first had to establish the power of the electric motor and the capacity of the battery pack. About 80 percent of these questions can be calculated before assembly, however many can only be answered by building and testing the machine. Fortunately, for the first 800AJ we started with about the right power - about 24kW nominal 28kW peak - using an 80 volt system. We wanted to use standard batteries but had we placed the batteries in the chassis the 800AJ's 360 degree continuous slew would have required a complicated rotary coupling, so we decided to mount them in

the superstructure, together with the electric motor, charger and hydraulics which are retained for the drive and boom functions. Removing the diesel engine saved some weight but the additional bulk of the electric motor and battery pack meant the counterweight needed to be redesigned to accommodate them or the total machine would have been too heavy. The end result was a machine that weighed just 200-300kg more than the standard diesel boom."

"If we had placed the batteries in the chassis the overall weight would have increased by about 2,500kg. This wouldn't affect the structure or performance of the boom but would affect transportation and ground pressures etc when working on site."

Riwal opted for an integrated high quality Fronius charger available as one 400 volt or two 230 volt options. "These are expensive but worth it as it first diagnoses the state of the battery pack and then creates a battery charging programme which remains under the voltage at which the battery water evaporates. This means we



The JLG 860SJ installation including the Fronius charger

only have to top up the battery water level every two months or so via the automatic refill system. If a high quality charger and batteries are used then we have found they have a life of at least 10 years if correctly maintained."

### Battery life?

"From tests carried out we found that the machines can run for five hours continuously on one full battery charge," he says. "Our telematics data on diesel 800/860 booms suggests that during an eight hour shift, the diesel engine

is running up to four hours but the time operating the machine - driving/boom operation etc - is typically only two and a half hours. So, the ability of the all electric boom to run five hours before needing a charge is effectively the equivalent of two full day shifts."

"When the battery has discharged 70 percent a warning light alerts the operator that he has 10 percent usable charge remaining and has to find a recharging point. If the battery is fully empty, recharging the 80 volt system takes between seven and nine hours, the larger booms use a 96 volt battery pack which takes eight to 10 hours to fully charge, so overnight is more than enough time. The 96 volt machines use two 48 volt chargers because a single 96 volt charger is very expensive."

The telematics data also revealed some other interesting information.

"We were surprised that customers left the engines on the booms idling every day



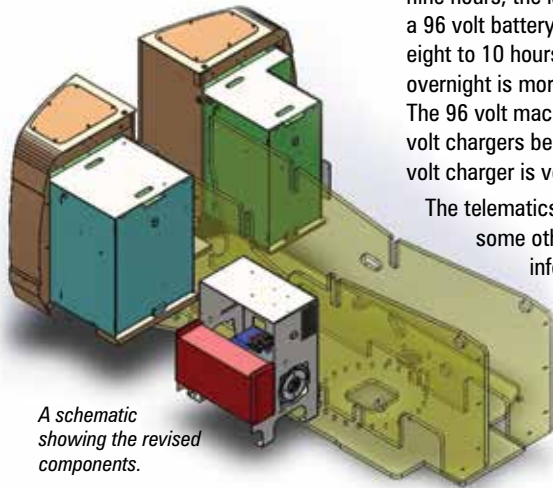
for up to two hours and longer on larger machines. Travelling is also a big consumer of battery power, however this is not necessarily the case on level ground, but quickly changes as the gradient increases. The power of the electric motor has to be limited when driving up inclines to protect it from overheating. This also helps to extend battery life."

"It is almost impossible to notice the difference between the performance of the diesel and electric booms during operations. On level ground we have reduced the all electric travel speeds slightly however this also helps to extend the battery pack life. We have looked into electric drive but I don't think it

is worthwhile at the moment. The hydraulic system is reliable and much cheaper and the only advantage would be a greater drive speed and longer battery life but it is more than adequate at the moment."

### Future models

"We have just launched the 1350 model with its 43 metres of working height, so we will see how that fits in the market," says Turner. "As the need arises we will develop new models if they are not available from the major manufacturers. However I think we will get a good idea of the rate of development of electric and hybrid platforms at upcoming trade shows such as Bauma."



A schematic showing the revised components.

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## Collé launches all-electric boom

Fellow Dutch company Collé Rental & Sales recently launched its 86ft fully electric SPS E-280TJ straight boom lift - developed and built jointly with Smart Platform Solutions. The Manitou based boom with articulating jib has a working height of 27.75 metres, four wheel steer and 350kg platform capacity. It is also available with four and five metre wide baskets.

Collé says that cutting CO2 emissions, fuel consumption and

noise were the driving issues and it is "investing strongly in the electrification of its range of machines for rental to meet this 'green' market demand."

"As a partner for innovation, we are constantly working on ways to make working at height smarter, more efficient and more sustainable," says Collé sales director Michiel Kokkermans. "Our innovation team works closely with specialists such as SPS. The new boom is powered by an electric

motor with a battery capacity for one to three days depending on the work. The machine performs better than the diesel version and its 400 volt/16 amp charger connection is enough to recharge a fully discharged battery pack within 10 hours. Another advantage is that the

noise level is well below 80 dBA. It also contributes to the structural reduction of our CO2 emissions."

There has also been several hybrid boom developments and new models from Genie, Niftylift and JLG and these will be featured in a future issue of C&A.



The SPS E-280TJ was developed and built jointly by Smart Platform Solutions and Collé Rental & Sales.



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# A totally different rental model

Earlier this year Netherlands start-up rental company Hoogwerkt raised a few eyebrows in the industry when it purchased 800 lithium powered booms and scissor lifts and outlined a totally different rental model involving high specification equipment, on-line booking, customer collection and full telematics. Mark Darwin visited the company to find out more.

Hoogwerkt is the brainchild of its two partners - Arnold Grootveld and Jan Vriesinga - who have been friends for more than 20 years. Vriesinga's background was in shipbuilding and shipping as well as in investor relations, gaining finance to fund and manage projects for clients.

Grootveld has 17 years equipment rental and sales experience working for several companies in the Netherlands. His first job was fleet manager with Reisiger Verhuur an eight branch company in the north of the country. The business was merged into 2Rent in 2005 and he became involved in purchasing, service and maintenance. He then became managing director of the Bobcat/Ingersoll Rand distributor. When the company was sold in 2009 he moved to the Komatsu distributor Bia as managing director. The financial crisis had hit the business hard, so he switched strategy towards a focus on large service contracts with rental companies such as Boels which helped the company return to profitability in 16 months.

"Other companies were not



Jan Vriesinga (L) and Arnold Grootveld

interested in looking after fleets with multiple brands such as Caterpillar, Komatsu and Hitachi etc... however my thinking was to be a partner with my customers for all their equipment marques. That company still looks after that part of the Boels fleet."

When the company was sold at the end of 2010, Grootveld left and Boels approached him to manage a small company it had just purchased and was running separately to the main business. Over the next two years Grootveld focussed completely on customers, renewed the fleet and upgraded the marketing. Boels then decided



C&a

Hoogwerkt



One of the Sorage Hybrid truck mounted platforms.

to integrate the business into the main Boels operation. Grootveld had a different approach to customer service so it was time for another move.

Over the next two years he took consulting jobs and studied for an MBA, writing his thesis on 'The sustainability process within construction sector'.

"All the major contractors say they are into sustainability but there is very little from the supplier's side," he says. "If contractors source 90 percent of their revenues from suppliers/sub contractors I would say they are not sustainable. This mismatch between demand and supply made me realise that there will be a point when the Government steps in and forces

contractors to make purchasing sustainable. This was the starting point of the new rental company."

At that time Vriesinga was renting out electric Sloops (small recreational boats) with on-line booking purchasing, sustainable high specification boats with full telematics.

"This model of sustainable high specification equipment with telematics connection, on-line booking and picking up the equipment appealed to me and I was also interested in how he financed the €4.5 million project," says Grootveld.

The partners began working together in May 2016 and in September pitched the Hoogwerkt business plan to a small group of investors - some already involved in the electric Sloop business. In December the equity was in place and by May 2017 they agreed the leasing deal with ABN Amro Lease and the company was formed.

A total of €20 million enabled them to purchase 800 lithium powered machines eventually choosing equipment from JCB, Niftylift and Hinowa. The order included 420 JCB scissors ranging from 6.6 to 10



Part of the 420 lithium scissor order placed with JCB

metres, 150 Hinowa spider lifts and 230 Niftylifts including 150 trailer mounts and 80 articulated booms.

"We both saw the enormous sustainability benefits of lithium power, but the machines also had to be light enough to be trailered so that the customers could collect them."

Hoogwerkt also purchased 650 two axle trailers - each platform having its own trailer - from Dutch manufacturer Henra which worked with them on a compact trailer specifically engineered for each of the machines to reduce the risk of roading and loading incidents.

### High spec machines

"When we spoke with manufacturers about starting a new rental company they all pointed us in the direction of the low cost, basic rental spec machines," says Grootveld. "We wanted high spec machines that the end customer would want if they were buying them - machines that would give high productivity, ease of use and increased safety etc with options such as auto levelling stabilisers, traction drive on the trailer mounts, power and air to the platform and multiple drive speeds where possible. All our machines have all the options included helping customers do their job."

"Rental is not just about pricing, the trends we see include greater specialisation, because you need to add value for the customer which is very difficult if you have a very broad machine portfolio. Other trends include local availability and reducing transport costs. Rental is about machine specifications that



A Hinowa lightlift 17.75 on its two axle trailer

the customers want. It is crazy why we still have low spec machines. While extra options may increase the cost by 30 percent we believe we can increase productivity with more."

### Why JCB scissors?

"We talked to around 14 different manufacturers and only two did not quote us for the lithium machines," said Grootveld. "Most wanted to make that next step in machine development. We did not want to be involved in the design or the manufacturing of the equipment, we just want to buy the fully sorted end product."

"Everyone knows JCB sources its scissors from China - as do other manufacturers - however they control the quality, take responsibility for the product design and for solving problems in the field or at the factory. They were keen for the order but also had the team onboard which understood what we wanted to do. Our relationship with JCB is brilliant - we see them as a very loyal partner."

"We also wanted a self-propelled articulated boom and asked if it was possible to produce a lithium powered machine below 2,500kg. Niftylift said they already had ideas about such a machine and came back to us within a few months with the design for the new lightweight HR12 essentially

increasing the existing 1.5 metre width to 1.8 metres to offset the weight reduction."

"If you talk to engineers they all love lithium. Firstly, the performance is far superior to lead acid batteries which start to drain as soon as the machine is turned on. Lithium keeps performing until about 90 percent of capacity has been used. The other advantage of lithium is zero maintenance - we don't need to change battery packs if damaged during a charging cycle. And customers can run the machine until the low battery warning light and if not charged at that point it cuts off without damaging the battery."

"A lithium battery last three times longer than lead acid - i.e. about 15 years - so resale values of machines after five years will still be good because their value is based on the quality and replacement cost of the battery pack. We don't mind spending more on lithium machines because they have higher residual values. We take the Total Cost of Ownership approach and this is the investment to make. On the sustainability side no new batteries are needed during the life of the machine and when charging a lead acid battery 30 percent of the charge is lost with heat, while virtually all the charge goes into a lithium battery and charging time is



One of 150 Hinowa lithium spiders

only two hours compared to up to 12 hours for lead acid. We choose lithium because it is the best power source not just because of the 'green' advantages. Sustainability for customers includes no fuelling costs or time etc, reduced charging times, lower transport costs, higher performance and productivity. We don't expect customers to pay more for our machines, but in the future we can see customers will want to rent clean and quiet machines that offer higher productivity and ease of use."

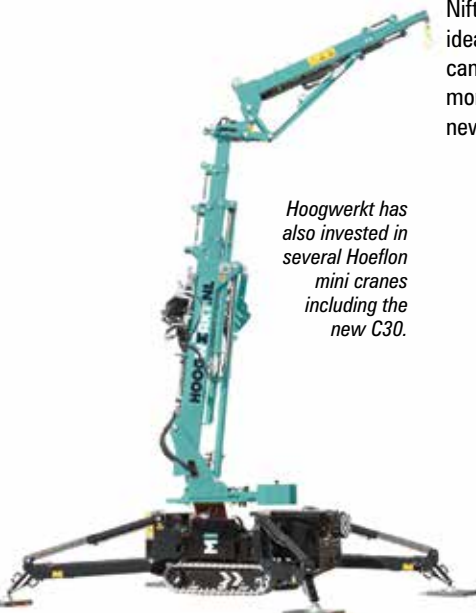
### Essential telematics

Another important element of the Hoogwerkt rental model is the inclusion of telematics on every platform so that they can be tracked and monitor to save costs.

"Once the new system is fully up and running we will be happy to share this information with customers," says Grootveld. "The data allows us improve our customer care and work more efficiently and safer. Currently we have several telematics systems - JCB Livelink, Track Unit etc - but they do not give us all the information we need. We therefore decided to develop our own system in cooperation with specialist company AMS - Advanced Mobility Services - which is compatible with all types of equipment. We need to be able to see and control the machine to integrate it into the on-line booking process which gives customers instant availability. We are a very small team - today just five people - and believe it is beneficial for us to work with partners and specialists, especially because these partners add value and increase quality within their specialism."

### Will self collection work?

Because we wanted to design a rental booking platform - which was only finalised in April - before we started marketing, we do not yet



Hoogwerkt has also invested in several Hoeflon mini cranes including the new C30.



The fleet includes 150 Niftylift trailer mounted platforms.

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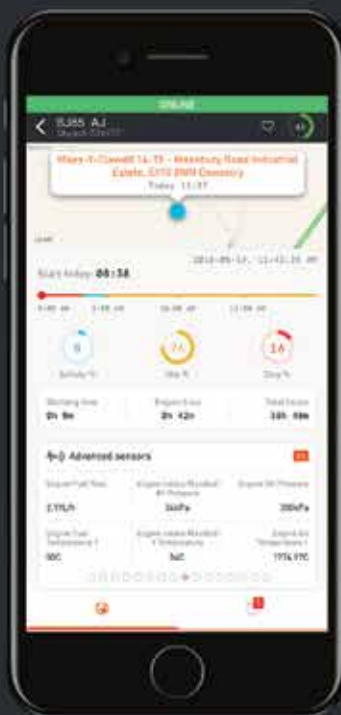
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## More than Telematics.







Hoogwerkt has purchased 80 Nifty HR12 lithium booms

have many machines out on hire. However, every day customers are applying for an account, so the model is beginning to prove itself. We have a special 50 percent introductory price discount for new customers for the first three months with us," says Grootveld. "Why? Because we think we have the best product in the market and want them to experience it. We are not competing on price but on productivity."

Hoogwerkt currently is currently operating from six locations each with around 10 machines and has in the region of 80 platforms out on rent. A look at the Hoogwerkt website and online booking pages indicates that the company also supplies other equipment, but this is re-rented from other rental companies.

"For the larger access rental companies, the customer pickup model is now rare however for other items - such as building materials



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and tool hire - it is quite common for the smaller builders and sub-contractors. We think our model of easy ordering and pickup, combined with being charged by the hour, will appeal to these companies. In the Netherlands seven million houses need to be made sustainable over the next 20 years so there will be huge demand from smaller companies carrying out the work."

"We are in this venture for the long haul, but we expect to be cash positive in the next nine to 12 months - partly because we have a very cost effective structure and partly because there is no pressure to achieve a quick payback to the bank or investors."

### Future expansion

Hoogwerkt believes that its model could work in other countries, however that possibility is not even being discussed. The company is however planning to expand its fleet and move into larger equipment of its own and is talking to its current suppliers to source larger platforms having secured an additional €32 million, taking the total investment to €52 million.

"The second round of investment was finalised in July and we will be looking to add a further 600 machines making a total of 1,400 in the fleet. We have gone back JCB, Niftylift and Hinowa but the struggle was to find an all electric telescopic boom lift. There are a few around such as the JLG based machine from Riwal or the 28 metre Manitou based unit from Collé/ Smart Platform Solutions. However, we want the volume market for these machines so are looking

up to 33 metres for the spiders, articulated booms up to 28 metres and 28 to 38 metre telescopics - all of them lithium or hybrid powered. Obviously the customer pickup model no longer applies, and machines would have to be delivered to site with outsourced transport."

It has also been looking at industrial forklifts/telehandlers and has purchased several Hoeflon mini cranes, including a C6 and a C10 as well as one of the first new eight tonne capacity C30. It is also purchasing 3.5 tonne Sorage hybrid truck mounts - 21 metre articulated and 23 metre telescopic units. From the sustainability angle, the hybrid lifts will use a CO2 neutral special diesel that is available in the Netherlands.

### More locations

Hoogwerkt is hoping to expand to 80 locations by the end of 2019. This will be done by working with outlets such as builders' merchants which are present in most towns and already work with the type of customers that Hoogwerkt is looking for.

"Last year we became an IPAF member and everyone involved in the supply of access equipment at each of our six locations - between two and five people - are IPAF trained. These partners are paid part of the rental revenue and also benefit by offering a new service and being introduced to new customers."

### How it works?

Marketing is carried out by a specialist company experienced in online and website work - Google for example is currently the biggest source of customers. Creating an account can be done at a location or easier still - online. The process is said to take about a minute with financial checks carried out automatically. Working with existing business databases, customer input is minimal to trigger the registration process which automatically checks financial details and takes a small payment to establish the identity of the person renting the machine. Machine availability is visible online so the whole rental process is quick and efficient.

"The staff at the locations spend minimal time on our equipment, just booking the machines out and in and checking for damage. If you look at the model the only

cost if we don't have machines on rent is depreciation and interest. Machine servicing is outsourced to our service to specialist company Mastwin - run by the ex-technical manager of Loxam, Netherlands who set up the service and maintenance company two years ago. He also helps us set up the locations. We don't expect to have a lot of costs on the maintenance side, but machines still need to be checked and certified etc."

### On location

This rental model is ideal for large construction projects, factories or airports where there is a lot of demand for certain machines. Hoogwerkt is in the process of setting up its first multi machine onsite compound so that the customer can take and use machines at any time of day or night - paying for the platforms only when needed and with no transport cost.

"Machines can be activated by the operator once the appropriate procedure has been carried out using his smartphone," says Grootveld. "This is already the process in the Sloop rental business. There needs to be a process of reporting and checking for damage etc and checks such as if the operator is fully trained can easily be added into the process."

### Summary

"In the future we may expand internationally, but for now we know and like the market and customers in the Netherlands, which with 22,000 access platforms is big enough to grow. My belief is that if you build a company around smaller customers then the quality will be better and more appreciated. If you supply a good service then they will be loyal and build a long term relationship. It is still early days and the company is still just a business model - we feel modest and haven't proven ourselves yet. We currently have a low utilisation, so we are still learning from our customers and still need to prove our ideas every day."

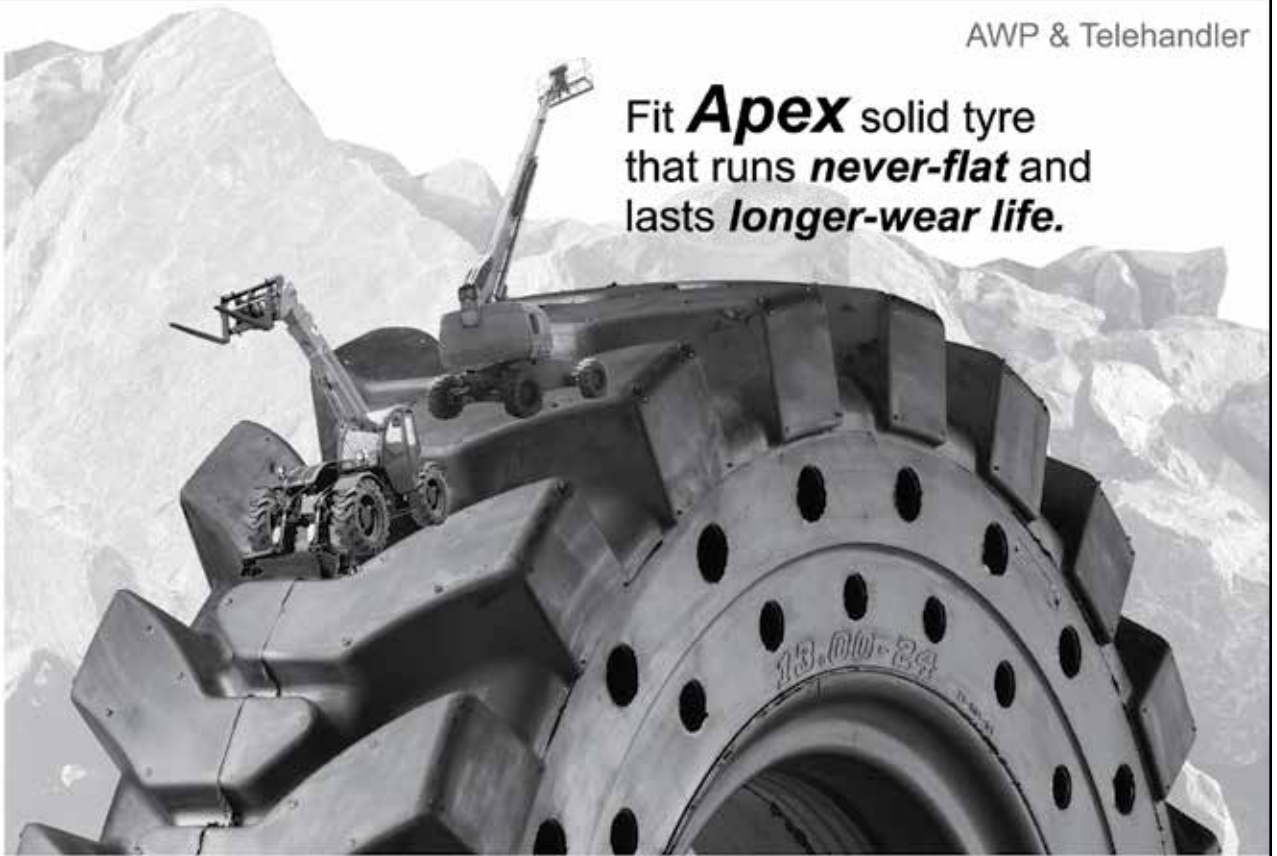


The new lithium powered Nifty HR12 weighs just 2,500kg.

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# Why isn't my website on page 1 of Google?

As an SEO consultant this is a frequent question prospects ask of me. "What's wrong with my site! I've slaved over it creating engaging content, used breath taking photography and I keep the news or blogs updated daily and yet I just can't seem to get on the first page!"

At this point, I ask the all-important question: "What are you trying to rank for?" Frequently I receive either a single word or phrase answer. Often the single phrase will be a 'vanity' phrase, for instance 'powered access'

or 'cherry picker'. The reason I say vanity is there is no certainty what someone wants when they type a generic phrase like this into their browser. Do they want powered access training or to hire a cherry picker, maybe purchase a platform or possibly they just want to know a definition of what powered access means. The fact of the matter is there is no way of knowing from the general nature of the phrase what that person actually wants.

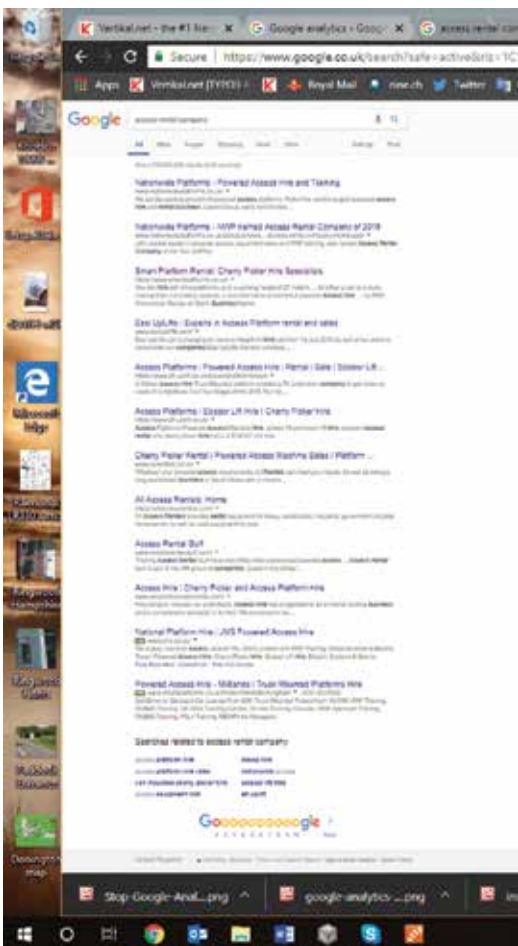


### Intent is everything

So instead of worrying about your ranking for vague phrases it's worthwhile backtracking a little and spending some time thinking more precisely what someone who is looking for your service may type in to the search box. So, if you're involved in rental maybe you want to consider 'powered access rental' or 'cherry picker hire'. Of course, the greater the qualification then the closer you are to a sale. So, if someone types in 'cherry picker hire Watford', this long tail enquiry (a search with three or more keywords) is much more likely to be someone on your doorstep who is looking to rent.

So how do you determine the

right keywords and phrases in the first place? Initially, it's well worth asking all of your clients and prospects how they found you. If it was through a search engine, then what did they type. This is a great way to determine what it is you are already gaining valuable enquiries from. You can take this one step further. If you have access to your Google Analytics you can find further information on what people typed into search engines to find you. Even better, if you have access to your Google Search Console then you will find even richer information on the search terms you are already ranking for, as well as some great data on the volume of searches for these terms. If you don't have access to these tools, then ask your



Google Analytics console

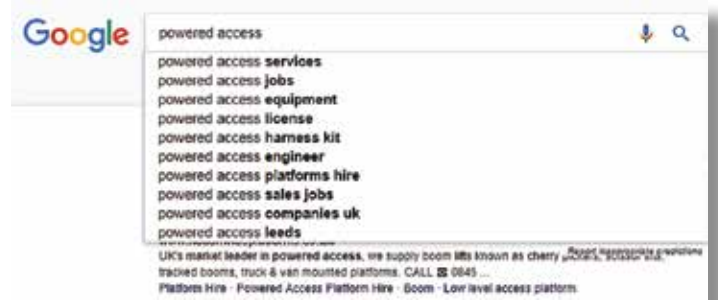


website designer for access which is very easy for them to do.

So now you will have some rough ideas on what you would like to rank for or rank better for you, you will need to start determining what volumes of searches are being made using these terms for the area you cover. There are a number of tools available, some paid and some free. A good starting point is using Google's Keyword Planner which used to be a 'no strings' solution, though now you are required to set up an Adwords account. Once you have done this you can start generating some very general volumes for the keywords you have in mind, but it will also generate a lot of other possible keyword ideas that you had not even considered.

**Don't underestimate your current position**

It's easy to think that you're not getting any traffic from the web. However, you may well find that once you start looking at these search terms, say in Google Search Console, in greater depth you may find that for some high volume high intent phrases you are only just off the first page. Without taking this into account it can be easy to find yourself trying to rank a page for a new search term which could take an eternity, whilst missing out on the opportunity that you were on the brink of being able to exploit! Additionally, it's important to see exactly which of your pages are ranking for these terms, since with some tweaking they may be able



to make their way on to the first page. There are tools to check your ranking, but a simple way is to use your search engine on your browser. So, if you're using Chrome go into Incognito mode and you'll be able to see your real rank from your location without any of your past history affecting the result.

**How much is enough volume?**

Again, people can become obsessed with high volume search terms and not take into account the likely intent of that phrase. There maybe some low volume terms that are much more likely to convert into sales. So yes, it very much depends on how competitive your marketplace is and also your relevant existing rank is for higher volume phrases. For instance, if you are a single location business, you may ideally want to snag lower volume county or city based terms over the non-geographic form for that term, given your ability to fulfil that work. By the same token, if you are a multi site organisation you might want to create dedicated pages to snag location specific traffic near these sites.

**Don't let your Home page be your magic bullet**

It's easy to obsess about your Home page at the expense of all the other pages on your site. Practically any page might have a keyword opportunity available to it. Say a model page for a specific scissor lift. Admittedly, there may be very few searches for that specific model but those that there are maybe highly informed prospects close to converting that want that very specific platform.

Moreover, it is frequently obvious to your prospects when a Home page has been 'keyword stuffed' - just a long list of keywords, making very little grammatical sense and appearing to have been written with the sole intent of ranking on search engines. Additionally, this is a very dubious and old practice that can lead you to gaining a penalty from Google so another reason not to try

and focus all your efforts on just one page!

**Don't underestimate your brand**

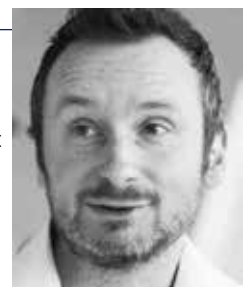
For websites that haven't had any search engine optimisation undertaken on them, it can come as quite a surprise that over three quarters of their search engine traffic that is clicking through to their web site, are coming from company name or brand name searches. So, they were looking for you anyway! It is well worth remembering this and keeping your company name prominent and not forsaking this for a number of keywords you're looking to rank.

**Page one isn't enough!**

Finally, you may of course think that getting onto page one is the end point and your goal has been accomplished. In fact, it's just the start. Why? If you're in the bottom quarter of the page, you'll likely still only be seeing a single digit percentage of that traffic generated from that search term. So, the bad news is you need to refine this on an ongoing basis. In future articles I look forward to showing you the steps you can take to help you make the first page of Google a reality.

**About the author:**

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



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# Schools Experience Day debut

The CPA hosted its first Schools Experience Day to give secondary school pupils an insight into the construction equipment sector and the career opportunities available. The 'Can U Dig It? Yes U Can' event, which was hosted at the Heart of England Conference Centre near Coventry, was attended by more than 100 students, teachers and careers advisors from schools in the Coventry, Birmingham, Warwick and surrounding areas.

Attractions included a 40 tonne Liebherr All Terrain crane provided by Berry Cranes, an AK46-6000 truck crane from Böcker UK, a tower crane cab simulator and loader crane from Falcon Cranes and an aerial work platform virtual reality simulator provided by IPAF. Operators were on hand to demonstrate the equipment and supporters of the event also

brought along current and former apprentices so students could talk to them about their experiences in the industry. The event concluded with a 'Meet the Professional' Q&A session where students and teachers had the opportunity to address those working in the industry.

Chief executive Kevin Minton said: "Our research has highlighted the difficulties associated with recruiting young people to the construction plant sector and this event is one of the ways in which we are looking to address this. The event presented an exciting opportunity for us to increase knowledge and understanding of the construction plant sector amongst local schools and to help influence future employment and career choices.



"This was an initial taster event and our intention is to explore how we can replicate it, expand it even further and carry out future schools events in conjunction with CPA members in other parts of the

country. Our aim is to become more outward facing and visible to the young people who will become the operators, engineers and controllers of the future and occupy other roles in the industry.

## GLA to remove Block Exemption for cranes

The Greater London Authority (GLA) has required construction sites to control emissions from diesel engine construction equipment since 2015. There has been a block exemption for All Terrain cranes from the requirement for stage IIIB engines in central London and Canary Wharf. The block exemption was allowed from 2015 because the GLA agreed that cranes equipped with Stage IIIB engines were not available in large numbers in the UK supply chain, and the FEM had advised against retrofit on mobile cranes. It now says that it has evidence to suggest that this block exemption is no longer required, and that sufficient cranes with stage IIIB engines are now available to meet demand. When the CPA surveyed its members, the evidence showed that the supply of stage IIIB and more recent cranes would be sufficient to meet the demand from 2019.

The GLA therefore plans to remove the block exemption, initially it said that this would take effect from 2019, however the change has now been brought forward. The GLA will still allow sites to apply for exemption for individual cranes on a case by case basis, so the revised policy effectively only changes the procedure for applying for exemption - at least for now. Further changes are proposed in 2020, and CPA will be meeting with the GLA to discuss and agree the Exemption Policy in advance of implementation.



## Helping raise safety standards for crane and lifting operations

The CPA supported the Institution of Mechanical Engineers (IMechE) Crane Safety 2018 seminar in London on 12th September while the CPA's technical consultant Tim Watson chaired this year's event which is designed to help raise safety standards for crane and lifting operations. The seminar presents the opportunity to learn industry best practice and how organisations can address the challenges of risk and incident reduction, cost savings versus maintenance and compliance with safety legislation.



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# Amey challenges schoolgirls to consider alternatives

A team of school girls from Staffordshire, UK has won the first Amey regional Challenge Cup, a competition organised by the UK contractor aimed at inspiring young girls aged 13 to 15, to take a look at a STEM (science, technology, engineering and maths) career and show how many different roles are available within the technology and engineering sectors encouraging them to consider alternatives to the usual career offerings.

The cup involves teams of six girls completing tasks that included designing and building a scale model of a replacement bridge following a bridge collapse, while the final required the teams to design a section of smart motorway.

Challenge Cup creator Lisa Ingram said: "We have a social responsibility to build hopes and aspirations for the communities we work in, and Amey encourages its staff to get involved in enabling young people, especially girls, to take part in the cutting edge industries we work in."



The winning team from Clayton Hall Academy

# Keltbray sets mental health first aiders target

UK contractor Keltbray's occupational health division - 'KML Occupational Health' - has set itself a target to train one in every 10 staff members as mental health first aiders. The company has been working with Mental Health First Aid England to provide training for its employees so they can be effective first respondents to an emergency, until professional help can be found.

KML health and wellbeing manager Mark Newns said: "We now have 19 qualified mental health first aiders, with more to come."



# £65k fine for fall risk

UK construction company Awad has been fined £37,500 plus costs of £10,000, while director Andrzej Wilk was fined £7,500 plus costs of £10,000, for failing to comply with a prohibition and improvement notice. In March 2016, Awad was found to be putting employees and others at serious risk of falls and injuries from unprotected edges. It was issued with an improvement notice for this issue and the following month another for failing to provide suitable welfare facilities at the site.

An investigation found that Awad and Wilk had made no attempt to comply with the prohibition notice, which prevented any working near the open edges where there was a risk of falls. They had also ignored the second improvement notice.

# ALS Safety simulator

Riwal UK's training division ALS Safety has taken delivery of a new virtual reality aerial lift training simulator.

Developed by Serious Labs of Canada, the simulator combines scissor and boom lift modules to provide operator skills training. The simulator has 18 scissor lift training modules and 16 boom lift modules with scenarios that include flat and rough terrain. Detailed feedback is provided on the operator's performance, highlighting their strengths and weaknesses.

ALS managing director Darren Verschuren said: "The quality of the VR simulations is impressive and the operational detail, in terms of how a platform moves and behaves, is very realistic. VR will add exciting new options to the training we can offer and is already generating a lot of interest from our clients. As such, we believe VR has a strong future in working at height training."



Training taking place on the simulator

# Fines and community service for fall

UK double glazing company Brewsters (Poole) has been fined £2,700, plus costs of £1,000 and a victim surcharge of £125, and principal contractor Jeff Payne has been handed a 60 hour community service order and ordered to pay costs of £1,000 with a £125 victim surcharge after an employee fell from scaffolding whilst at work.

In September 2016, Jamie Butler, who was contracted by Brewsters, was refurbishing an apartment block when he fell more than two metres from unsecured scaffold boards onto a concrete floor. He suffered a broken wrist, collarbone and head injuries, and also lower back injuries that required an operation. An investigation found the work wasn't properly planned, nor appropriately supervised or carried out in a safe manner. Payne had a duty to control how the work was carried out and to ensure that the scaffolding would be correctly erected and maintained.

# Who trained him then?

Spotted by a reader in the UK, a man using an excavator arm to work on a chimney. He has been lifted on the bucket and is now leaning on the wall for extra stability while he figures his order of work.





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# Elevation programme

The programme has been finalised for the inaugural IPAF Elevation conference on 25th September in Coventry, UK. The afternoon programme is as follows:

- Mark Noonan of CITB: - CITB Engagement and future plans
- Jo Fautley of Build UK: Catalyst for change: Transforming construction
- Malcolm Bowers of Lifterz: The changing dynamics of platform rental
- Nigel Taylor of Serious Labs: VR today, tomorrow and the future
- Angel Ibañez, of IPAF on the New IPAF hoist course
- Paul Lindup of Network Rail on MEWPs vs drones
- Jan-Willem van Weir of JLG: JLG site of the future
- Ray Cooke of HSE: Work at height – the importance of planning it right
- Giles Councill, IPAF Update

IPAF's Richard Whiting will then host a general Q&A session.

In the morning IPAF will host a meeting of the Access Link, while IPAF's UK Country Council and Mast Climber committee will hold meetings and UK rental members can attend a workshop on the mandatory transition to IPAF Rental+ standards. These will be followed by a UK Open Meeting.

A dinner will then be held in the evening with a chance to try out the latest simulator, as part of IPAF's virtual reality consultation. The person who completes a specific challenge with the fewest faults and closest to the target time will win IPAF's "Smooth Operator 2018" award. There will also be a competition to choose the best marketing video for IPAF training, with attendees able to vote for their favourite among the shortlisted finalists.



Paul Lindup



Mark Noonan

## UK PDS events now open for booking

The next swathe of Professional Development Seminars (PDS) for IPAF instructors is now open for booking in the UK. This year there are three events for representatives of UK based training providers to choose from: 24th October at the Westerwood Hotel & Golf Resort, Cumbernauld, Scotland, 30th October at Needham House Hotel, Little Wymondley, Hertfordshire and 6th November at Weetwood Hall Estate, Otley Road, Leeds. More details can be found at [www.ipaf.org/events](http://www.ipaf.org/events)

## IPAF Summit/awards dinner in Dubai

The next IPAF Summit and awards dinner will be held at the Radisson Blu Dubai Deira Creek Hotel, in Dubai on 6th March 2019. Special early bird rates are available, check details on [www.ipaf-summit.info](http://www.ipaf-summit.info).



c&a

IPAF focus

## Progress on new service technician framework

IPAF has made significant progress formulating a new aerial work platform service technician framework, with a new apprenticeship standard accepted for consultation. The first IPAF-recognised service technician training now available with TVH offering advanced engineering courses linked to IPAF's Service Technician/Engineer career pathway.

At the same time, Training for Hire is now offering IPAF members special rates on six modules that can lead to a level two NVQ service technician qualification, as well as earning five points towards IPAF's Competent Assessed Person (CAP) qualification.

Meanwhile a new Lift Truck and Powered Access Engineering Standard has been accepted and uploaded to the [www.IFA.org/apprenticeship-standard-consultations](http://www.IFA.org/apprenticeship-standard-consultations) website to ensure it is appropriate before working on the end point assessment at a meeting planned for the 18th September. There is also a Hire Controller apprenticeship that is now at the End-Point Assessment Stage.

## Further IPAF Rental+ workshops planned

IPAF is hosting a series of special workshops aimed at helping rental members in the UK make the transition to the minimum audit standard in line with IPAF Rental+ requirements, which has been mandatory since 1st September 2017. The first workshop was held at Spanset's offices in Cheshire, with around 15 rental companies represented, while two more have been hosted in Newcastle and in London.

The next workshop is confirmed to take place on the morning of IPAF's Elevation in Coventry on 25 September, with two more workshops to be hosted in Scotland in December and at IPAF's UK head office in Cumbria in March. For a full list of IPAF Rental+ workshops and to book your place please see [ipaf.org/events](http://ipaf.org/events)



## Europlatform 2018

Europlatform 2018 will be held at the Europa Hotel in Belfast, Northern Ireland, on 11th October. Don Kenny of Loxam Powered Access Division will speak, along with Nina Aasland of Naboen, Brad Boehler of Skyjack, Ian Cameron of Diesel Progress International, Andrew Delahunt of IPAF, Julie Smyth of Highway Plant.

Booking is open for the event at [www.europlatform.info](http://www.europlatform.info).



## IPAF Middle East Convention

The fourth IPAF Middle East Convention will be held on 7 November at the Meydan Hotel, Dubai, and IPAF members are eligible for two free places, while additional delegates are \$50. See [www.ipaf.org/meconvention](http://www.ipaf.org/meconvention) for details.

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# Membership Event update

Momentum continues to build for ALLMI's 2018 Membership Event and 40th Anniversary Celebrations, being held on 11th October at the Belfry Hotel & Resort, Sutton Coldfield.

ALLMI chairman, Mark Rigby, said: "We are experiencing high demand from all corners of the industry and expect the 2018 event to be the most

popular to date, due to the increasingly informative and topical content that members have come to expect, but also because we are using the occasion to celebrate ALLMI's success in raising standards for 40 years. Event features will include looking at the history of lorry loaders and how the industry has progressed since our founding year of 1978, as well as creating a celebratory feel to the occasion, with a strong focus on networking and evening entertainment."



Mind Reader, Graham Jolley



Magicians, Chicks 'N' Tricks

## The ALLMI Membership Event 2018 will include:

- A working lunch for all delegates.
- Meetings for manufacturers/importers, service companies, ancillary equipment suppliers, fleet owners and site operators.
- A speech from/Q & A with political commentator, Steve Richards, concerning the impact of Brexit on the lorry loader and allied industries.
- Pre-dinner drinks.
- A three course dinner.
- Fundraising activities, with proceeds going to the Lighthouse Club.
- Entertainment from mind reader, Graham Jolley; close-up magicians, Chicks 'N' Tricks; and stand-up comedian, Rod Woodward.
- Luxury accommodation and leisure facilities at the Belfry Hotel & Resort.
- A wide range of complimentary ALLMI branded giveaways for all overnight delegates.
- An opportunity on 12th October to take in a round of golf on some of the UK's leading courses.

The Belfry, ALLMI's Membership Event Venue



## Management Training - Are you complying with PUWER 9.2?

ALLMI's range of one day manager courses continues to be sought after, with companies across the lorry loader industry looking to bolster their compliance with the requirements of PUWER 9.2.

PUWER 9.2 "Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

ALLMI technical manager, Keith Silvester said: "The manager courses are abbreviated, attendance based (i.e. no assessments) versions of our standard training programmes, covering all of the same topics and, in many cases, also including a practical element. We are very pleased to have experienced strong demand for this training in recent months, as the provision of manager courses has a direct impact on the level of knowledge, awareness and competency within the lorry loader industry. It enables managers and supervisors to gain an improved understanding of the technical, legislative and operational issues relating to areas of the business for which they are responsible, and form a greater empathy of the challenges faced by front line staff. This then plays a crucial role in the ongoing review of best practice, and leads to standards being raised through the development of safer and more efficient working practices."

ALLMI provides the following courses for managers:

- Lorry Loader Operator
- Slinger/Signaller
- Crane Supervisor
- Appointed Person
- Thorough Examiner



## Driver CPC guidance

Further to consultation with the Joint Approvals Unit for Periodic Training (JAUPT), ALLMI has issued a Bulletin to its Training Provider network, containing guidance on how to achieve Driver CPC registration for Lorry Loader Operator and Slinger/Signaller courses.

Chief executive Tom Wakefield said: "The application process for Driver CPC course approval evolved in the second half of 2017, which meant the approach historically taken by ALLMI training providers was no longer suitable. Since that time, we have been engaging with JAUPT on this issue in order to establish a pathway that suits all parties, and to ensure that operators can continue to register Driver CPC hours against their ALLMI training, should they wish to do so. We are pleased to say that this process has recently been concluded, and the guidance issued to training providers has been very well received."



## EN12999 revision

Through its membership of CEN Working Group 'WG18', ALLMI continues to have input into the latest revision of EN12999, the European Standard for Loader Cranes, which is due for publication in 2020. With the Draft for Public Comment scheduled for release in quarter four of this year, proposed amendments cover a range of areas, including safety systems on remote controls, stability testing, and improved mapping against the Essential Health and Safety Requirements of the Machinery Directive.

Look out for further information in future editions of ALLMI Focus.



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

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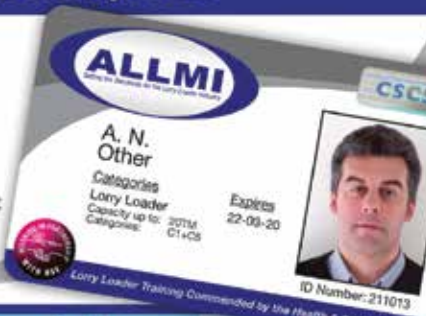
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 [office@tower-crane.co.uk](mailto:office@tower-crane.co.uk)

# Wake up call

PASMA is urging those responsible for safety in the workplace to demand the highest standards for low-level access now that podiums meeting BS 8620 are readily available.

BS 8620 was published towards the end of 2016 and sets the benchmark for strength, stability, rigidity and access in low-level work platforms - often referred to as podiums and pulpits. Building upon the previous work of the Publicly Available Specification PAS 250 - which introduced design criteria for podiums for the first time - it provides added protection for users when working at low-level heights.

Whatever the sector, whatever the job, PASMA advises that users should not use podiums that don't, as a minimum, meet PAS 250 or preferably BS 8620.

PASMA recommends:

- If you are using podiums that meet neither PAS 250 or BS 8620, you should update your fleet at the earliest opportunity.
- Standards are not retrospective, so if you have PAS 250 podiums that are still in good working condition, you can still use them.
- Replace your PAS 250 podiums with products certified to BS 8620 from a reputable supplier when they are no longer in good working condition.
- Update your purchasing policy to specify BS 8620 products.

Visit [www.pasma.co.uk/bs8620](http://www.pasma.co.uk/bs8620) for more information.



BS 8620 podium in use

## UK instructor events scheduled

PASMA is to hold a series of Continuing Professional Development (CPD) events this autumn at venues across the UK. They are intended to inform and prepare instructors in advance of the revised Towers for Users course being introduced. Instructors will learn about the updates, revisions and

enhancements to PASMA's flagship course first-hand and will have the chance to ask questions of lead instructors and other PASMA representatives.

News on the revised course, including the launch date, will be released shortly.



## Tower Safety Week 2018 announced

The annual campaign promoting tower safety and good practice internationally returns for 2018 and will run from the 11th to the 18th of November.

Throughout Tower Safety Week, PASMA, its member organisations, and kindred safety organisations, will be campaigning for the safe use of mobile access towers via a series of events, safety led initiatives and educational resources covering everything from safety and competence to guidance and product standards.

Mobile access towers are used in many different industry sectors - construction, building maintenance, cleaning, facilities management and utilities to name just a few - for which they provide a safe, flexible and effective means of gaining access to work at height.

PASMA chairman Gillian Rutter said: "PASMA Tower Safety Week is a unique opportunity for PASMA members to share their knowledge and expertise - not only with tower users, but with anyone responsible for specifying towers and overseeing their safe use in the workplace."

Information on how organisations can participate and what activities are planned for the week will be announced shortly.



Last year's Tower Safety Week activity

## Diary dates

As a leading member of the Access Industry Forum (AIF), PASMA will be represented at the following events:

- Health & Safety Scotland, 12-13th September, SEC, Glasgow
- Health & Safety North, 9-10th October, Event City, Manchester
- UK Construction Week, 10th October, NEC, Birmingham



PASMA held its 2018 Conference at the Aviator Hotel in Farnborough on 13th July. Video highlights will be released shortly on the PASMA website. Visit: [www.pasma.co.uk/conference](http://www.pasma.co.uk/conference)



# NASC

NATIONAL ACCESS AND  
SCAFFOLDING CONFEDERATION

## SETTING THE STANDARD FOR SCAFFOLDING

NASC full contracting members operating across the UK are audited and accredited every year – so you can rest assured that their operatives

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[www.nasc.org.uk](http://www.nasc.org.uk)



## STAY ON SITE WITH SCAFFOLDER CPD

# CISRS

CONSTRUCTION INDUSTRY  
SCAFFOLDERS RECORD SCHEME



The **CISRS Continuing Professional Development (CPD)** course is a mandatory requirement prior to the renewal of all CISRS Scaffolder / Advanced cards. Operatives whose cards expire in the next six months should look to **book a course now** to ensure they do not lapse.

For more information visit [www.cisrs.org.uk](http://www.cisrs.org.uk)



# CISRS CPD one year on

Since the introduction of Scaffolder CPD into the Construction Industry Scaffolders Record Scheme (CISRS) on July 1st 2017, more than 2,500 scaffolders have completed the two day programme.

CISRS announced its intention to introduce the CPD requirement around 12 months ahead of the launch date and not all within the sector welcomed the news with open arms. However, feedback from those who have completed CISRS CPD to date has been overwhelmingly positive, with the vast majority of attendees stating that it was constructive and beneficial.

Joe Freaney, contracts manager at GKR Scaffolding said: "Before attending the course to renew my advanced ticket, I thought it was going to be two wasted days of my week. How wrong was I. I found the course to be very informative and learned many things about TG20:13 that I thought I already knew but didn't. It's always good to refresh the massive amount of technical data that we use on a day to day basis."

CISRS will conduct an in-depth review of the current CPD programme in due course, during which feedback from the industry will act as a main focus. Comments will be taken on board and the next cycle of CPD will look to address any common themes raised.

David Mosley, CISRS scheme manager, said: "Despite some reticence it has been a very busy and successful 12 months for CISRS CPD, courses are full and feedback is positive. There will always be some resistance to changes, when the card renewal and Health and Safety Test requirement was introduced into Industry training schemes in 2000, there was a much bigger backlash from the sector. However, the majority of people involved in scaffolding accept that the introduction of CPD was the right thing to do."

For more information about CISRS CPD visit [www.cisrs.org.uk](http://www.cisrs.org.uk)



## New Safety Guidance

A new safety guidance note has been published as part of the NASC's ongoing efforts to ensure all reference materials are both current and streamlined. SG5:18 Overhead Power Sources and Earthing of Scaffold Structures includes updated content derived from SG3:14 Earthing of Scaffold Structures and SG5:11 Overhead Power Sources, both of which have been discontinued.

It is available to purchase via the NASC online shop: [www.nasc.org.uk/shop/](http://www.nasc.org.uk/shop/)

Adrian Rooney, chairman of the NASC Health and Safety Committee and managing director of Midland Scaffolding Services said: "SG5:18 combines two existing guidance notes covering similar topics into one, making it easier for contractors to source information relating to electrical issues. We are constantly looking at ways to improve and expand the range of safety guidance notes and plan to publish two further notes in the coming months."

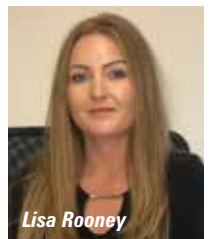


## New regional vice chairmen

The NASC has appointed four regional vice chairmen as part of its efforts to improve succession planning and ensure members across the UK always have a local representative to contact for guidance and support. They are: Mike Lloyd - managing Director of LTC Scaffolding for London/South East region, Matthew Cousins - director of Apex Scaffolding (Exeter) for the South West region, Lisa Rooney - financial director of Midlands Scaffolding Services for the Midlands region and Darren Maratty - managing director of Interlink Scaffolding for the Northern and North Wales region.

Expressions of interest will be sought from NASC Scotland/NI members with a view to securing the full set of regional vice chairmen by the autumn.

NASC managing director Robin James said: "The new vice chairmen will replace the current regional chairmen at the end of their respective tenures. Having them in place now allows them to prepare for the role well in advance as well as ensuring members know who will be representing them in the future."



## CISRS adds Saudi Arabia centre

The CISRS Overseas Scaffolders Training Scheme is now available in Saudi Arabia, with the launch of the first CISRS approved training centre in the kingdom. The new training facility, located in Dammam, has been launched by Technical and Further Education (TAFE) Arabia in partnership with Simian Skill. Trainees will be able to undertake CISRS OSTs Level 1 and 2, Basic Inspection, Scaffolding Supervisor and OSTs CPD courses. David Mosley, CISRS scheme manager, and Ian Fyall - operations director at Simian Skill - carried out the full accreditation audit at the new training centre. And whilst there, participated in Scaffold Safety Awareness Workshop organised by Saudi Aramco and attended by more than 100 delegates.



(L-R) Ian Fyall of Simian Skill, David Mosley of CISRS and Abdulghani Alrumaih of TAFE Arabia

### NASC

Established in 1945 NASC is the national trade body for access and scaffolding in the UK comprising over 240 leading contractors and scaffolding manufacturers. [www.nasc.org.uk](http://www.nasc.org.uk)

### CISRS

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

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**Let's Change Things Together**

# Altec AT40G

This is a model of truck mounted/service body aerial lift by the American manufacturing company Altec. The AT40G has a maximum platform height 40ft for a working height of 14.2 metres, and is mounted on a Ford F550 chassis. It is manufactured by the Chinese company Sunraise Classic Models and it is in the unusual scale of 1:34.

The Ford F550 chassis and cab are reasonably detailed and at the front the distinctive grille mounted Ford emblem is modelled well, and the headlights look good. The wheels are nicely detailed, and there are soft mud flaps behind the rear wheels.

The model rolls well but has a fairly shallow steering angle, although when the wheels are steered, the steering wheel also turns a little. The fully sprung suspension works very well.

The cab doors open revealing the interior which has a detailed console, and the engine hood also opens. The service body decking has nice texturing, and there are plastic grab rails at the back. Detailed graphics/decals surround the model.

The aerial lift has a metal boom and it is reasonably detailed, with a hydraulic hose crossing the pivot point, while small graphics add detail.

The basket is metal with a modelled control lever. In terms of functionality, two stabilisers can be extended and lowered, although they need some spreader plates to land on.

The boom sections are operated by hydraulic cylinders which rely on friction to hold a pose, and they generally work well. There is also a telescopic boom section, and the whole aerial lift slews smoothly. The basket rotation works well and it can also be tilted although the connections were slightly loose on the review model.

This is an interesting model

of an unusual access platform, and the larger scale of 1:34 produces an impressive model. It has been ordered by Altec for promotional purposes and is not generally available for purchase at the time of writing.

If any manufacturer would like some advice on getting a model made for promotional or merchandising purposes, please contact [CranesEtc@gmail.com](mailto:CranesEtc@gmail.com).

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

Cranes Etc Model Rating	
Packaging (max 10)	7
Detail (max 30)	24
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	79%



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Software



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WEBSITES

2004

DISPATCH CENTER  
RELEASED

2008

INDUSTRY FIRST  
DEVELOPED  
WIRELESS ALERTS

2010

GPS INTEGRATION  
RELEASED

2011

RENTAL ESSENTIALS  
RELEASED

2014

CONTRACT  
FULFILMENT  
RELEASED

2015

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RENTAL ELITE  
SYRINX

2016

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2017

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# Readers Letters



## Is 2018 the time to consider stopping the use of 'Fork Mounted Work Platforms' for telehandlers and industrial fork lifts?

With the impending changes in 2018 in the USA, ANSI A92.20 Standards will incorporate more of the 'state of knowledge' safety features that are already incorporated in ISO16368 and AS/NZS1418.10 2011. Aerial work platform fleets will eventually be closer in functionality and have similar safety-critical features. With a larger global population of work platforms - 1.35 million rental and approximately 150,000 end user owned platforms - and the global manufacturing plants being able to supply all types and sizes of platforms, is it time to consider stopping the use of Fork Mounted Work Platforms? This does not include telehandler carriage mounted 'Integrated Platforms' with interlocks.

There have been too many incidents - NO, they cannot be classified as accidents - with fork mounted platforms on forklifts and telehandlers. Homemade pallet platforms are even worse. In industrialised countries, where there are many elevating work platforms available to own and rent, why do operators, users, supervisors and owners take the risk and put persons on the platform and persons in the vicinity, in danger from injury and fatality.

The Internet - Verikal.net, YouTube etc... have articles, videos and photos of incidents and failures to help your company understand the consequences of using 'fork mounted platforms'. None of them are pretty, there is always a potential for an incident or even worse injury and fatality.

The reasons for asking the global safety and regulatory persons and entities to stop the use of 'Fork Mounted Platforms' are:

1. The global supply of aerial work platforms exceeded 1.5 million in mid 2018. There are enough work platforms available in all markets to replace the use of fork mounted platforms. [www.ipaf.org/en/news/2018/06/ipaf-report-shows-continuing-boom-mewp-rental-market](http://www.ipaf.org/en/news/2018/06/ipaf-report-shows-continuing-boom-mewp-rental-market)
2. Forklift operators require training and in some countries, a high risk work license. Forklifts need to have compliance plates showing forklift manufacturers' approval of use with work platforms and fitted with a flow restrictor in the lift cylinder to prevent uncontrolled lowering. [www.safework.sa.gov.au/news/forklift-work-platforms](http://www.safework.sa.gov.au/news/forklift-work-platforms)
3. The cost of a battery or engine powered forklift, plus a trained operator to sit at the controls, outweighs the cost of a platform that would be able to reach the roller door, overhead crane or lighting systems etc in a building. If a forklift can fit in the

space, a proper work platform will easily fit in the same space and most models are able to travel while elevated.

4. Forklifts and telehandlers normally do not have level sensors to cut out lift functions and do not have automatic applied brakes when the lift functions are operated.

5. Forklifts and 'man cage' combinations have 'harness system' attachment points. What type of harness systems are worn by those in the platform? Is it a restraint harness or a fall-arrest harness? Has the forklift/man cage (Work platform) combination been tested for fall arrest overturning test or does the harness anchor point have rating labels?

6. Major construction sites working under and around structures ask for compliant 'secondary guarding systems' on the platform. A 'Man Cage' mounted on the tines of a forklift or telehandler does not have these specialised secondary guarding systems and relies on the operator sitting in the forklift seat to control all the movements.

7. Industrial forklifts that have mast tilt can usually only tilt the mast forward/backward several degrees, and this has some risk of tipping the fork mounted platform off the forks. There are normally NO interlock systems on the attachment systems on forklifts.

8. On telehandlers, the fork tilt can be up to 75 degrees and the speed for tipping when used in bucket function can be fast enough to tip operators out of the man cages. If the fork mounted platforms are not attached correctly, the platform can slide off.

9. ANSI A92.20 draft shows the different Types and Groups of aerial work platforms as used in EN280, ISO16368 and AS/NZS1418.10 2011. Interestingly as an example of Type 2, Group A MEWP, a Straddle Stacker with a fork mounted platform is shown. Does this 'straddle stacker' include all the safety critical devices required in ANSI A92.20 Draft. So, can this device be regarded as a 'forklift' or a platform?

10. Would your Insurance company regard the use of a 'Fork Mounted Work Platform' as not being 'Best Practice' and the latest 'State of Knowledge' for the safety outcomes required on an Industrial, Maintenance or Construction work site. Is your company prepared to defend the use of a fork mounted work platform, when aerial work platforms are easily available to complete the required task. Where is the recognised training for the 'use, inspection and maintenance' of fork mounted platforms.

Yours

**David Single**

*Mr Single provided links to dozens of examples in his letter which is now hosted in the online library of [www.vertikal.net](http://www.vertikal.net)*

## Open letter to ESTA members

### Outrigger mat incidents

During our April 2018 meeting we discussed among other things the safety topic 'Incidents with outrigger pads'.

Each year multiple incidents happen with outrigger pads. Crushed fingers while moving pads from transport to operating position and vice versa and damages due to loosening outrigger pads during transportation. Manuals have clear steps on how to operate, risk of crushing is described, handgrips are available. However, handling of outrigger pads is still a delicate activity and awareness is needed as wrong handling can lead to dropping or losing the pad. An improved design can prevent injuries by having a clear one way of usage, prevent pads falling off and perhaps a clear marking of grips and/or possible pinch points.

The next question was asked to FEM: "May we invite FEM to come up with a proposal for improved and standardised safer design?" The FEM is open to this, however, it asked the attendees to formulate the more solid question.

Agreed action: The attendees were asked to keep an inventory among their members. The inventory must be sent to the ESTA secretariat, then the central question will be posted to the FEM. To date we have received very little response, may I ask you again to share your findings with us and please send these to the ESTA Office manager [Officemanager@estaeurope.eu](mailto:Officemanager@estaeurope.eu)

Thank you very much in advance,  
Kind regards,

Wouter van Noort, Mammoet managing director - EU/R/ESTA president Crane section

# The **VertiK**al guide

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Dear Leigh,

I have to say I was disappointed to see the post regarding our restructuring go up after we said we would comment the next morning. However, once I calmed down and read your article, it had been put together very well. Here is my input.

"It was with a heavy heart that I made the decision to place Extreme Powered Platforms Ltd into administration on Friday 27th July. After starting the business in 2004 and putting in 100% commitment, hard work and financial investment, myself and the team were very proud of the reputation we quickly gained as a first class and safe service provider for our customers. After nearly 14 years of trading and having come through a major recession between 2007 and 2012, the business was going from strength to strength and last year, we had our best year of trading. In January 2018, as everyone knows, Carillion collapsed. We supplied one of their subsidiary companies and took a direct hit with the Carillion group collapse. What we didn't know at the time was that many of our customers also supplied and worked for the Carillion Group. Sadly, many of these companies fell victims to the collapse and therefore, our cash flow took another pounding. To top off this situation, one of the national companies approached our best customer and beat our rates by 30%, resulting in us losing a customer and therefore, having another catastrophic effect on our cash flow, as this customer made up a quarter of our annual turnover.

In a time where equipment and running costs etc. are all going up, sadly, the industry hire rates seem to be on a continuous, downward trend. Although many of our customers will pay the correct hire rate for our service levels, some companies will unfortunately go for the 'stack them high, sell them cheap' option. I am pleased to say that as we managed the administration situation with the appointed administrator, we were able to buy all of the assets and novate finance agreements across to our new company, Extreme Hire Ltd. I am also very pleased to have kept all of our team together, all of whom have been right behind me. It is my intention to do the decent thing by our suppliers and pay them up to date from Extreme Hire Ltd. I would also like to add, I have been blown away by the support from the industry. I have had very supportive and positive letters, emails, texts and phone calls from finance companies, manufacturers, customers, suppliers and most importantly, from other access company owners and managers. All of whom are prepared to help and support us, moving forward.

Although our name has changed, it is our aim to continue to provide a first class service from all three of our locations. Thank you all for your ongoing support and patience.

Best Regards

**Stuart Bond**

Managing Director

*We posted the report having taken some time to verify the facts beyond all doubt, and understand that few companies can survive such a perfect storm intact. We wish Stuart Bond and the Extreme team the very best for the future.*

**Dirk Theyskens 1960 - 2018**

**Dirk Theyskens, the former owner and chief executive of Belgian tower crane company Arcomet sadly passed away on 27th July at the St Elisabeth Hospital in Turnhout, Belgium after losing a battle with cancer. He was 57.**



The following tribute was received from his immediate family:

"Dirk Theyskens was born the third child in a family of five sons. He spent his youth in Beringen, where his parents founded the Arcomet construction crane company in 1956. He attended the grammar school in Beringen and went on to study economics in Antwerp.

In 1989, the five Theyskens brothers took over management of the company from their parents, but Dirk was the only one who stayed at Arcomet in the long run. He led Arcomet to expansion, helping it grow into an international and eventually global company. In 1999, with Dirk at the helm, Arcomet received the prestigious Ambiorix Award from the VKW (an association of Belgian employers). The economic crisis in 2008 marked the start of difficult times for Arcomet and at the end of 2014, Dirk decided to leave the company.

Dirk and his wife, Ingrid Voeten, married in 1987 and had three children. As a devoted family man, He enjoyed heading out on adventures with his children on the weekends. He was very knowledgeable and especially interested in history, an avid and voracious reader with a gift for languages, he spoke fluent German, French and English. Dirk was also very athletic, he was a good volleyball player in his youth, and later enjoyed cycling, golf and skiing.

In June 2016, Dirk was diagnosed with cancer. Although his recovery initially seemed promising, the disease began to take its toll at the start of 2018, he passed away surrounded by his family.

**Bill Newman 1943 - 2018**

**We have received the sad news that ex Grove/Manitowoc European service manager Bill Newman passed away on Friday 3rd August, following a long illness. He was 75.**



He began his career working on the production line at John Allen & Sons the Oxford based crane and equipment manufacturer which was building truck cranes under licence from up and coming telescopic crane manufacturer Grove, which they sold under the Allen Grove brand name.

John Allen was acquired by Grove in 1972 changing the name to Grove Allen and then Grove Cranes Ltd. Newman stayed with the company becoming production manager and then service manager. After Grove acquired Coles in late 1984 and integrated it with Grove's European business, he joined a few others who moved to Krupp Cranes' new operation in the UK. Grove acquired Krupp in 1995 and he was appointed as European customer service manager of the merged business, a job he held until his retirement in 2008.

Bill Newman was a thoroughly decent, honest and professional individual, he was well-liked and well-known throughout the UK crane industry.

Many tributes were received, here are just two:

*I met Bill when he was at Krupp. He was very helpful and a true gent. Sincere condolences to his family and friends. He will surely be sorely missed (Robert Law MD AGD Equipment)*

*I first met Bill in the Oxford days at Grove Allen in the 70's and then thru the Sunderland days. Always knowledgeable, professional, gentleman. Sincere condolences to the family and Rest In Peace old friend. (John Bittner Former VP Manitowoc Crane)*

**David Henry George 1943 - 2018**

**Crane and access industry veteran Dave George sadly passed away on Saturday 1st September. He was 74.**

He had been suffering from prostate cancer for a number of years, and after a number of partial remissions came off the treatment earlier this year. He was admitted to the Royal Gwent hospital in Newport hospital last month following a fall and developed further complications, but passed away peacefully surrounded by his family. He leaves behind wife Margot and two sons, Paul and Andrew. He was a highly valued member of the Vertikal Days team as safety manager, while helping with traffic and marshalling for many years, the last being the highly complex arrangements at Silverstone in 2017.

Dave George grew up in Bristol and after school took an apprenticeship as a hydraulics engineer. He joined local crane rental company GW Sparrows & Sons and sometime later moved to Grove Cranes where he started to expand his range of skills into training, safety and the like. Later moves took

him to Lansing Linde as warranty manager - where he met Margot - and then Simon Gloster Saro which gave him his first taste of the access industry. From there he joined Nationwide Access where he really established his access career. When it came time to retire he decided to set up his own safety consulting company Access Quality Solutions and mostly worked with AFI and joined the Vertikal Days team.

He also worked with the RAF Charitable Trust's Royal Air Tattoo/Fairford air show where he helped out, particularly organising a platform each year for high level photography and filming. In addition to all this he was registered as a sports Anti-doping agent, called on from time to time to turn up unannounced at the homes of athletes with his 'little pee bottles', as he would put it, to carry out random drug tests.

He was a special character, even if you did not know too much about him, you felt you knew him well. If there had been an Olympic sport for talking, chatting and anecdotes he would

have taken the gold every time. He loved his time at Vertikal Days mostly because it got him involved with his first love of cranes and provided a perfect opportunity to catch up with former colleagues. Many is the time he would come back to the organiser's office and say "you won't guess who I have just seen!"

He also continued to learn and soaked up new ideas like a sponge. Another favourite statement on returning to the office was "have you seen that gizmo that xyz is showing? That would be perfect for ....."

The problem was that there was never a shortage of good conversation in his company - a problem because it rarely included



anything much about himself and his life. Having felt that I have known him forever and knew him exceptionally well, when I sat down to detail his career in this obituary I found myself struggling on the detail. Dave was a special character - a much loved larger than life character - and he will be missed by many in both the crane and access industries.

I know for certain that I speak for all of us at Vertikal when I say we have lost a much loved colleague.

Rest in peace Dave

**Leigh Sparrow**

***Dozens of readers commented on Dave George's passing here are a few:***

An absolute gentleman I for one remain very grateful for all his assistance.

*A true gent a great ambassador for our industry. R.I.P Dave.*

Sad news indeed, had the honour to work with and alongside Dave several times and always a pleasure. Condolences to his family

*Dave was a genuine guy and a pleasure to work with for many years at Nationwide, his knowledge and enthusiasm were infectious and he will be greatly missed.*

Extremely knowledgeable in his vast field of expertise, the mould was broken when they made him. The industry is a poorer place with his passing.

*A true gent and I will certainly miss our annual catch up and reminiscing at Vertikal Days.*

My sincerest condolences to Margot and his family David and I were great mates, were regularly in contact and he was a true friend. A very special man, great ambassador for the access industry who made a massive impression inside and outside the workplace. Will miss you lots. Rest peacefully Mike Evans

*if there was ever a man in our industry that deserved a reward or to be recognised for his professionalism in our industry it was Dave. He had a world of knowledge in cranes and powered access and always had time for everybody, much liked was Dave. He will be sadly missed by many and Vertikal Days will not be the same without him taking care of us all in Dave's professional way. R.I.P. Dave and condolences to the family. I will miss our reminiscing chats.*





# Whats on?

2018

## IPAF Elevation

September 25, 2018  
IPAF's inaugural Elevation conference and dinner  
Coventry, UK  
+44 (0)15395 66700  
www.ipaf.org/elevation



## Europlatform 2018

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



## Verticaaldagen Benelux

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



## M&T Expo

November 26-29, 2018  
Shanghai, China  
Tel: +49(0)89 94920251  
www.bauma-china.com



## Bauma China 2018

November 27-30, 2018  
The biggest equipment show in South America  
Sao Paulo, Brazil  
+55 11 3259 6688  
www.mtexpo.com.br



2019

## The Rental Show 2019

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



## Executive Hire Show

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



## IPAF Summit 2019

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



## Bauma 2019

April 8 -14th  
World's largest construction equipment exhibition, April Munich, Germany  
Tel: +49 (0) 89 51070  
www.bauma.de



## Vertikal Days 2019

UK/Ireland crane and access event.  
May 2019  
Tel: +44 (0) 8448 155900  
www.vertikaldays.net



## HIRE19

May 19, 2019  
Hire and Rental Industry Association annual convention, Melbourne, Australia.  
Tel: +61 (0)2 9998 2255  
www.hireandrental.com.au



## JDL Beaune 2019

September 25-27, 2019 French cranes and access exhibition/event Beaune, France  
Tel: +33 (0)1 45 63 68 22  
jdlvents.cluster1.easy-hebergement.net/jdl2019



## GIS 2019

October 3-5, 2019  
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SCX900



SCX800

90t

2008

80t

2009

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



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Make	Working Height	Year	Make	Working Height	Year	Make	Working Height	Year
Bronto S46XDT	46m	2005	Haulotte H21TX	21m	2006	Skyjack SJ3219	7.8m	2009
Bronto S52XDT	52m	2006-2008	Haulotte H23TPX	23m	2006	Skyjack SJ3219	7.8m	2010
12.5m Vans 3.5t Cat	12.5m	2012-2013	Haulotte H25TPX	25m	2006-2008	Skyjack SJ3219	7.8m	2011
15m Vans 5.2t Cat	15m	2010	Nifty HR12NDE	12.2m	2007	Skyjack SJ3226	9.9m	2009
16m Trucks 3.5t Cat	16m	2003-2013	Nifty HR12NDE	12.2m	2010	Skyjack SJ3226	9.9m	2010
17m Trucks 3.5t Cat	17m	2007-2009	Nifty HR12NDE	12.2m	2012	Skyjack SJ3226	9.9m	2011
22m Trucks 7.5t Cat	22m	2006-2010	Nifty HR15NDE	15.6m	2007	Skyjack SJ4632	11.8m	2010
29m Trucks 7.5t Cat	29m	2008	Nifty HR15NDE	15.6m	2012	Skyjack SJ4632	11.8m	2012
			Nifty HR21D 4x4	21.2m	2007	Skyjack SJ8831	11.4m	2006
			Haulotte Star 10	10m	2012	Skyjack SJ8831	11.4m	2007
						Skyjack SJ9250	17.3m	2008
Low Level			Trailer Mounted & Narrow Access			Haulotte Op 8	7.8m	2006
Skyjack SJ12	5.6m	2012	Nifty 90ME	9.5m	2013	Haulotte C14	13.8m	2017
Skyjack SJ16	6.7m	2012	Nifty 120TPET	12.2m	2015	Genie GS1932	7.6m	2017
Snorkel TM12	5.8m	2012	Denka DL22N	22m	2005	Genie GS2632	9.8m	2017
Power Tower Nano	4.5m	2017	Palazzani 20/22	20-22m	1996			
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<p>V25105</p>  <p><b>Haulotte</b> C10DX € 7.950</p> <p>2006 ■ 1076 Hrs Diesel 4x4 ■ 10,2 Mtr.</p>	<p>V23977</p>  <p><b>JLG</b> 3394RT € 14.950</p> <p>2008 ■ 1410 Hrs Diesel 4x4 ■ 12,06 Mtr.</p>	<p>V24975</p>  <p><b>JLG</b> 4394RT € 16.950</p> <p>2007 ■ 2260 Hrs Diesel 4x4 ■ 15,11 Mtr.</p>	<p>V25262</p>  <p><b>Skyjack</b> SJ9250 € 9.500</p> <p>2005 ■ 2623 Hrs Diesel 4x4 ■ 17,2 Mtr.</p>	<p>V25132</p>  <p><b>Genie</b> GS5390RT € 17.950</p> <p>2006 ■ 3339 Hrs Diesel 4x4 ■ 18,15 Mtr.</p>
<p>V21930</p>  <p><b>Niftylift</b> HR10E € 5.950</p> <p>2002 ■ Hrs Electric ■ 10 Mtr.</p>	<p>V25495</p>  <p><b>Haulotte</b> HA12IP € 12.500</p> <p>2005 ■ 2316 Hrs Electric ■ 12 Mtr.</p>	<p>V25303</p>  <p><b>JLG</b> E400AJPN € 14.950</p> <p>2007 ■ 990 Hrs Electric ■ 14,19 Mtr.</p>	<p>V25437</p>  <p><b>Manitou</b> 150AETJC € 21.000</p> <p>2011 ■ 184 Hrs Electric ■ 14,8 Mtr.</p>	<p>V25330</p>  <p><b>Genie</b> Z45-25JDC € 15.950</p> <p>2007 ■ 670 Hrs Electric ■ 15,92 Mtr.</p>
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METRE

**500**  
HOURS

**6**  
UNITS AVAILABLE

**BATTERY**

Genie GS-2032 €4850

2004



**9.75**  
METRE

**500**  
HOURS

**4**  
UNITS AVAILABLE

**BATTERY**

Genie GS-2646 €4850

2005



**11.58**  
METRE

**400**  
HOURS

**8**  
UNITS AVAILABLE

**BATTERY**

Genie GS-3246 €7900

2007



**11.50**  
METRE

**2000**  
HOURS

**4**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

Skyjack SJ-6832 RT €11500

2007



**12.50**  
METRE

**1500**  
HOURS

**20+**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

Skyjack SJ-7135 RT €8950

2007



**17.07**  
METRE

**2000**  
HOURS

**12**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

Skyjack SJ-9250 RT €15950

2007



**15.90**  
METRE

**3000**  
HOURS

**15+**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

Genie Z-45/25 JRT €22500

2005



**12.52**  
METRE

**650**  
HOURS

**6**  
UNITS AVAILABLE

**BATTERY**

Genie Z-34/22N €11500

2006



**20.22**  
METRE

**3000**  
HOURS

**6**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

Genie Z-60/34 JRT €26950

2014



**14.00**  
METRE

**400**  
HOURS

**6**  
UNITS AVAILABLE

**TRACKED**

**D BATTERY BI-ENERGY**

Hinowa 14.70 III S €25950

2005



**13.4**  
METRE

**2**  
UNITS AVAILABLE

**BATTERY**

Upright AB 38 €11950

2008



**21.97**  
METRE

**3500**  
HOURS

**5**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

JLG 660 SJ €33000

2008



**28.00**  
METRE

**4000**  
HOURS

**6**  
UNITS AVAILABLE

**4WD**

**D DIESEL**

JLG 860 SJ €49000

2008



**40.00**  
METRE

**4000**  
HOURS

**6**  
UNITS AVAILABLE

**4WD**

**D DIESEL POA**

JLG 1250 AJP

2008



**42.90**  
METRE

**4000**  
HOURS

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