

cranes & access

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September/October 2021 Vol.23 issue 5

**Top 30 rental
companies**

**All Terrain
cranes**

**Mastclimbers
and hoists**

**Used
equipment**

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On the cover:

The new 18 tonne J198HPA hydraulic luffing tower crane from Spanish manufacturer Jaso is one of the biggest hydraulic luffers on the market.



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Next generation Faresin, 25t Tadano RT for Japan, New electric Maeda, 18t luffer from Jaso, 31m Bluelift spider, 19m Klubb van mount, Two axle Tadano AT, Versalift pick up, JLG goes 360, Link-Belt truck crane, Dinolift adds hybrid truck, Electric Manitou telehandler, 20m GSR truck mount, new Boss push around - plus a roundup of the latest financials, acquisitions and news highlights.

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With the uncertainty and disruption of Covid-19 largely behind us, most companies are now busy investing in their fleets. Our annual Top 30 guide highlights how the leading crane, access and telehandler rental companies in the UK and Ireland fared last year in terms of fleet numbers and investment, and how they are positioned to cope with the extended lead times and staff shortages that lie in wait.

All Terrains 31

Will North reports on the 60 to 80 tonne All Terrain crane market. Forming the core of many crane rental fleets, the three and four axle cranes are designed with a close eye on roadability and flexible use.



In the next C&A

Scheduled for the end of October/early November, the next issue of Cranes & Access will include features on mini crawler, pick & carry and spider cranes. It will also feature spider lifts and glass handling equipment, plus a roundup of the highly successful Vertical Days event.

If you have any contributions or suggestions to make, or are interested in advertising in this issue, please contact us today.

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While smaller aerial lifts or telehandlers may not offer the same economic lifespan as large platforms or cranes, there can still be advantages to sourcing such used equipment both for a fleet top up and as a better investment for end users. Will North speaks



with independent used equipment companies Inteq, AJ Access and International Platforms to find out more.

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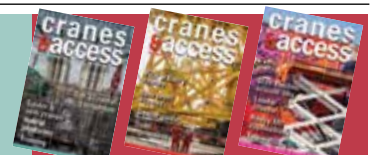
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Dealing with deadlines

You may have noticed that this issue is a little on the late side, to say the least. There are various reasons for that, but looking around for an excuse, a key factor was the forced shift of Vertikal Days from May to September this year. That meant that the Vertikal Days Guide needed to go into the July/August issue. The guide is a major piece of work and ate into time when we would have been working on our Annual UK/Ireland Top 30 Rental Company Survey, contained in this issue. Both the Guide and the Top 30 survey require maximum participation, in the first case from exhibitors and, in the second, from rental companies.

You would think that extracting this information would be easy. After all, in both cases the 'providers' - for want of a better word - have much to gain by taking two minutes or so to complete the simple forms. Many respondents are excellent and fire the information back by return, but others are a little slower, and then there is a 'rump', those that require reminders, final warnings, phone calls and more. You might imagine the laggards are smaller companies, where everyone already has two jobs to do, and the provision of information to a publication of low priority. But No! The smaller companies tend to be the speedy ones. At the risk of generalising, larger companies with their legions of middle managers tend to be the slowest.

Why is that? Well, it could be that smaller companies appreciate any opportunity to promote their businesses. It could be that everyone in a smaller company knows what they are exhibiting or their fleet composition and thus firing off the info is easy, while larger companies need to extract the info from databases or consult others. They may also feel that they have less to gain. Another factor is an apparent higher staff turnover at larger companies. The Top 30 forms are sent to those who completed them the previous year, if they have left the company, the emailed form disappears into a black hole because emails are not redirected.

The Vertikal Days Guide did get done and went out with the magazine - before the show - and received positive feedback for its content and usefulness to visitors. The event itself went exceptionally well, with near perfect weather, a great turnout, a positive attitude and, most important of all, plenty of orders were placed and people had a good time.

Jumping to the present, the Top 30 Report is now complete, and is probably our best ever in terms of responses. The bare minimum of fleets - less than five percent - had to be estimated and we managed to find several new participants.

One thing that the results seem to show, is a drift away from the 'consolidations' of recent years, with small to medium companies appearing to be in the ascendance. Might that be related to the lower staff turnover and faster reaction times that we experience?

Leigh Sparrow

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

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18t hydraulic luffer from Jaso

Spanish crane manufacturer Jaso launched its new 18 tonne J198HPA hydraulic luffing tower crane at Vertikal Days in September. The first five units have been ordered by UK rental company Falcon Tower Crane Services which worked closely with Jaso to develop the crane.

Similar to the Jaso J168HPA hydraulic luffer introduced in 2014, the J198HPA places the jib luffing cylinder behind the jib pivot point - so that it pulls rather than pushes the jib up. It also means that the cylinder is retracted when the jib is fully elevated, which the company claims is its 'strongest position' when left out of service. The crane has a maximum capacity of 18 tonnes in three fall operation, and a jib tip capacity of 1.6 tonnes at 55 metres. It can also handle up to 12 tonnes in a double line configuration or six tonnes in single line configuration thanks to a special slimline hook block, which also improves the jib tip capacity to 1.8 tonnes.

The jib can be built from 30 metres to 55 metres with five metre sections, while the crane has a minimum out of service radius of eight metres. The tail swing with concrete or optional steel framed counterweights is 8.2 metres, while a slim line steel counterweight reduces this to 7.9 metres. A maximum free standing height of 38.1 metres can be achieved using the company's standard 1.75 by 1.75 metre tower system.

For assembly, the hydraulic cylinder is pre-installed and part of a single module which includes the slew turret/ tower head and jib pivot/ foot assembly, with quick fit electrical and hydraulic connectors. The total sub assembly weighs 12.1 tonnes, although this can be reduced to 6.8 tonnes if required. The hoist winch is also integrated into the jib which allows the crane to be left fully reeved, a job that can be completed on the ground, rather than at height. All platforms are preinstalled and foldable, as are the handrails, while the company claims access to all control cabinets and main access points can be achieved without the need for safety harnesses.

The J198HPA can either be supplied with a 45kw hoist winch, providing a maximum speed of 154 metres a minute, or a high speed 65kw hoist with speeds of 227 metres a minute. Hoisting speeds can also be run at 100 percent, 75 percent in Eco-mode or 50 percent in Super Eco-mode to help on sites with restricted power supplies. When it comes to transporting the crane, the entire upper part of the crane can be moved in three truck loads, while the maximum free standing crane takes five loads. The first production units are expected to ship by year end.



Faresin unveils 'next gen' telehandlers

Faresin has launched the first model of a new generation of telehandlers in the form of the FS 7.32 Compact. The full specifications have yet to be released, but it offers a maximum capacity of 3.2 tonnes and a lift height of 7.1 metres, with a forward reach of around 3.65 metres. Overall width is 2.1 metres with an overall length of 4.6 metres, although these dimensions may change.

The company says that this new model is 'aimed at the top of the compact market' and has been designed from the ground up, with a focus on 'high performance, connectivity and sustainability'. The new model has been developed to appeal to the agricultural, construction and industrial market sectors with a single base model that can be specified for each sector.

The FS 7.32 transmission can either be supplied with a 45 percent self-locking limited slip differential or a hydraulically operated diff-lock. A choice of five Stage V engines are available, which combine with a new 'Ecodrive' dual range hydrostatic transmission, to provide a 25mph/40kph top road speed as well as slow creep speeds. A single range transmission is available as an option with a maximum speed of 30kph. An 'Auto Start-Stop' function - which cuts off the engine when the operator leaves the cab and restarts it when they return - comes as standard.

The company employed an industrial designer to give the new generation a 'distinctive and sophisticated look'. New side covers improve visibility from the cab, while also improving airflow into the engine compartment, while the cooling system incorporates a new integrated exchanger and electronically controlled fan with a reverse airflow mode to both reduce energy consumption and noise levels.

A choice of cabs are available - the standard one gives the machine and overall stowed height of 2.25 metres, while an optional low level cab reduces it to just over two metres. Other features include a seven inch touch screen display, pneumatic suspension seat with built in joy stick and full LED lighting. A range of auto detect attachments are available that can be installed or changed from the cab with a hydraulic locking cylinder.



New 25t Tadano Rough Terrain for Japan

Tadano has launched a new 25 tonne Rough Terrain crane - the GR-250N or Crevo 250 G5 - which is mainly targeted at the domestic Japanese market.

The new crane features a 30.5 metre four section main boom, with an 8.2 to 13 metre fully automatic telescopic jib, with optional power luffing function. Maximum tip height is 45 metres, while it offers a maximum radius of 34 metres with the jib installed, or 28 metres in the main boom. The crane is rated at 3.5 metres and can take four tonnes to its maximum lifting height.

The crane features a new Hino diesel engine which provides lower emissions and improved fuel consumption along with additional fuel saving features. These include an 'Automatic Acceleration' which adjusts the engine speed gradually according to the amount the crane controller is moved to meet the demand required, reducing both fuel consumption and noise. It also features an 'Automatic Pump Stop', which disconnects the hydraulic pump when the crane is not being operated.

On the road, visibility has been significantly improved, with a new cab and Tadano's View System with a new front left view chassis camera along with one on the superstructure. These are linked to a 12.1 inch LCD touch screen in the cab. Up to three camera selection patterns can be displayed with views for road, on site travel or crane operation. The overall width of the new crane is 2.62 metres, overall length is 11.53 metres and it has an overall height of 3.5 metres. The crane also features the latest telematics and connectivity in the form of Tadano's 'Lifting Solution', which supports the provision of digital data and services that include API and BIM modelling as well as regular telematics information.



The new Tadano GR-250N



The in cab display screen during road travel



The new all electric Maeda M305CB-3 makes its debut at Vertikal Days

New electric Maeda

Kranlyft launched the new 2.98 tonne Maeda MC305CB-3 electric powered spider crane at Vertikal Days in September.

The new crane joins the electric powered MC285C-3 launched last year and features a five section 12.5 metre main boom for a maximum tip height of 13.6 metres. It handle up to 790kg on the fully extended boom, or 260kg at its maximum radius of 12.16 metres.

Power comes from a 55 volt 180Ah lithium-titanate battery, which charges more rapidly than a typical lithium-ion battery pack, although it is less dense, but still provides up to 14 hours of typical lifting operations. It can be fully recharged in 4.5 hours, or to 80 percent in three hours on a 230 volt outlet. Overall width is 1.28 metres, with an overall stowed length of just under 4.2 metres. Overall height is just under 1.7 metres. Overall weight is 3,925kg.

Non-marking tracks come as standard while black tracks are an option. It can also be ordered with radio remote controls, a single fall hook as well as 850kg and 1,500kg searcher hooks.



The new all electric Maeda M305CB-3

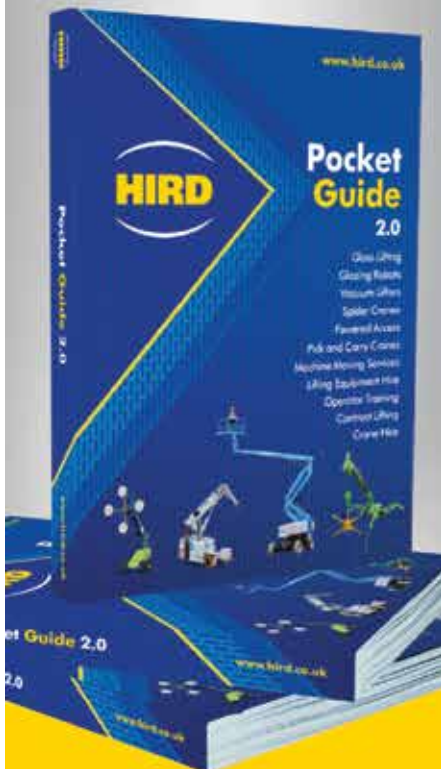
Hiab to expand US production



Hiab is setting up a second production facility for its truck mounted forklifts at its Waltco tail lift plant in Streetsboro, Ohio. It is also increasing its production capacity at its primary plant in Dundalk, Ireland. The move follows a spate of large orders in the USA, including Moffett truck mounted forklift orders worth €7.5 million, plus a €3.7 million order for higher capacity Hiab cranes, while a gas distributor is spending €1.7 million on Hiab X-HiDuo 072 and X-HiDuo 082 loader cranes.



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31m Bluelift spider

Ruthmann unveiled its new Bluelift ST31 telescopic spider lift at Platformers' Days in German in September. The new model is an alternative to Bluelift's 31 metre SA31 articulated spider lift, using the new five section multi-profile telescopic boom and articulated jib from Ruthmann's T 330 XS truck mounted lift.

The resulting unit offers up to 18 metres of outreach with a platform capacity of 100kg, 16 metres with 200kg and 15 metres with 320kg. Its maximum capacity of 400kg is available at 13 to 14 metres - depending on slew position. The new model has diesel or 230 volt mains electric power, with lithium and hybrid options likely to follow. A completely revised control system includes a new remote controller with full colour display screen, while basket options with 180 degrees rotation include a 1.3 metres by 700mm, or 1.8 metres by 800mm.

Weighing 4,695kg, the ST31 has overall track widths of 1.14 to 1.62 metres, an overall height of 1.99 metres and an overall length of 7.8 metres with basket, or 7.46 metres when removed. The variable outriggers can raise the machine to an under track height of 1.35 metres. The first production unit will go to German rental company Gerken.



The new Bluelift ST31

19m van mount from Klubb

Klubb has launched its highest working height van mounted platform to date with the 19 metre KT18PZ. Mounted on a five tonne Mercedes Sprinter van chassis, it has a maximum outreach of 9.5 metres and a maximum two person platform capacity of 200kg. It has been designed for utility companies and offers a high reaching platform on a compact van with a good cargo payload. The new machine has a four section telescopic boom, topped by a cranked articulating jib. The first unit went to Klubb's Belgian dealer /rental company Maes.

The Klubb KT18PZ offers a 19 metre working height



New two axle Tadano AT

Tadano held a series of small open days at the Demag production facility in Zweibrücken throughout September and October. The event highlighted the changes coming with the merger of the Tadano and Demag brands and its gradual move towards a new production set up with chassis built in Lauf and the rest of the crane in Zweibrücken. In addition to demonstrating the numerous new models launched over the past 18 months, the company provided a brief glimpse of its new 40 tonne AC 2.040-1. The two axle All Terrain crane features a four section 35.2 metre main boom and nine metre extension (See: page 38).



The new AC 2.040-1 makes its debut



The Tadano Zweibrücken event

New Versalift pick up

Versalift unveiled its new 13.9 metre VTA135-H pick up mounted platform at Vertical Days. Mounted on a Euro 6 Isuzu 4x4 chassis, it has national small series type approval and offers a 500kg cargo payload. The new machine has around 6.5 metres of outreach



The new Versalift VTA135-H E6 pick up mounted lift

with an unrestricted platform capacity of 230kg. Features include ground level access to the 1kV bucket, a 12 volt DC emergency lowering system, zero tail swing in working mode and A-frame front and rear outriggers.

JLG goes 360

JLG is to add 360 degree telehandlers manufactured by Dieci to its product range. Initially intended for the American market, the first three models will include the: 20 metre/6,000kg R1370, the 24.1 metre/6,000kg R1385 and the 30 metre/5,000kg R11100. Or for our readers in the USA the measurements are: 67.3ft/13,200lbs, 85ft/13,200lbs and 100ft/11,000lbs respectively.



JLG will badge Dieci 360 degree telehandlers for the American market

The JLG machines will be based on Dieci's latest Pegasus 60.21, 50.25 and 45.30 models -

although the JLG version of the 50.25 will have 1,000kg more capacity. JLG will offer a suite of 13 attachments for these new models, which are likely to include a variety of forks and carriages, a hoist or winch, several work platform attachments and several jib and hook options.

The three JLG machines will be available within the next two to three months, with deliveries beginning early next year.

New 26 metre JCB 360

As we went to press JCB announced the introduction of its second 360 degree telehandler, the 5,500kg/25.5 metre 555-260R. It joins the 5,500kg/20.5 metre 555-210R, which is now in full production after being unveiled mid-2019., that is now in full production. The new model has a similar four section synchronised boom, but the sections are longer to gain the additional five metres of reach.




The new JCB 555-260R

The full specifications have yet to be released, but the new model has a whole suite of energy saving features such as auto idle and auto stop to further reduce fuel consumption and emissions from the latest JCB Stage V diesel engine. A standard two range hydrostatic transmission with one touch selectable site gear mode provides a maximum road speed of 25mph/40kph. Automatic one button outrigger set up and levelling can be short rigged on one side or both. A compact remote controller is available to operate lift functions, while optional boom tip camera and lighting systems help improve safety. A wide range of attachments and accessories include large platforms, winches and jibs.


More details on this model, including a comparison will be published in the next issue.




JCB's new 555-250R is similar to its first 360 degree model, the 555-210R



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The new Link Belt 120|HT

120t truck crane from Link Belt

Link Belt has launched a new 120 ton/110 tonne four axle 120|HT truck crane, which will take over from the current HTC 86110.

It features a six section 50 metre pinned boom plus a 10.7 to 17.7 metre bi-fold extension, with two further 4.9 metre extensions taking the maximum tip height to just under 80 metres. All of which can be offset by up to 45 degrees. Maximum counterweight is 22,271kg, of which 7,257kg can be carried on board without trailing the boom.

The crane has an all new air suspension system with disc brakes, providing a 'smooth top road speed of 62mph/100kph'. The suspension and braking system is a result of a two year collaboration with suspension manufacturer Hendrickson. The overall width is 2.59 metres and it has overall length just over 14 metres. Both cabs are new with improved styling and additional comforts, including a 10 inch Pulse 2.0 display touch screen in the superstructure cab with intuitive, adaptable features and controls. The system also includes Link Belt's 'Smart Stack' counterweight detection system.

A wireless remote controller can be used to set the outriggers, and also operate boom elevation and winches to make setup quicker and easier. The first units are due to ship towards the end of the year.



The new drive train and suspension system

Dinolift hybrid truck mount

Finnish manufacturer Dinolift has launched a new 3.5 tonne hybrid truck mounted lift, the 23 metre 230VTH. The superstructure is powered by a 48v lithium iron phosphate (LiFePo) battery pack, said to be good for a full days work without recharging. The machine can also operate from the chassis engine, which recharges the battery pack at the same time.

The 230VTH features a four section telescopic boom and pedestal mounted platform with up to 15.1 metres outreach with 100kg in the platform, or 11.3 metres with the maximum 230kg.

180 degrees platform rotation is standard. The overall dimensions on a Mercedes Sprinter are 7.75 metres long by 2.26 metres wide with an overall height of 2.96 metres.



All electric Manitou MRT

Manitou unveiled its all new battery powered 22 metre/6,000kg MRT 2260E 360 degree telehandler at the Matexpo, Belgium last month. Announced in April, as part of the new MRT Vision and Vision+ line, the new MRT 2260E is available as a 'full electric',



equipped with a single lithium-ion battery that the company says can work continuously for up to four hours before needing a recharge. For those looking for more battery life it can be equipped with two batteries, doubling the time between recharges, for customers who need a machine for up to 1,000 hours a year. Finally, a hybrid 'Range Extender' version is available with a diesel engine to recharge or top up the battery to allow continuous use.



The Boss PA-lift

C&A

news

New BoSS

WernerCo launched the all new 11ft BoSS PA-lift push around scissor lift at Vertikal Days, replacing the BoSS X3 and BoSS X3X models.

The PA-lift offers a market leading working height of 5.4 metres with a platform capacity of 250kg. Weighing just 375kg, it has a stowed height of 1.76 metres, an overall length of 1.43 metres and an overall width of 760mm. Features include integrated fork lift pockets, both tilt and overload systems, and an overhead proximity sensor which provides the operator with an audible warning of an overhead obstruction. Other features include a built in tool box and remote diagnostics that can be accessed via a smart phone.

New 20m from GSR

GSR launched its all new 20.25 metre B210PXJ truck mounted platform at Vertikal Days. Mounted on a 3.5 tonne Mercedes chassis, the B210PXJ features a dual riser, two section telescopic boom and 2.4 metre jib with end mounted platform. It offers 10 metres of outreach at an up & over height of nine metres with a 250kg unrestricted platform capacity.

Features include 450 degrees slew, 140 degrees of jib articulation and extendable front and inline rear outriggers. The Mercedes chassis has a 3.66 metre wheelbase, an overall length of 7.55 metres and overall height of 2.79 metres. Shipments have already started.

GSR's new 21m B210PXJ



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Financials round-up

US based sales and rental company **Stafford Crane** has acquired Portuguese tower crane manufacturer **Soima Cranes**. The acquisition is intended to give family owned Stafford overall control of the design and production of tower cranes for its rental fleet, as well as provide a unique product for its sales department. Soima will continue to offer its cranes, which include flat top models and two self-erectors, and is in the process of significantly adding to its range with a line of hydraulic luffing jib models. The first model will be a four tonne SGT 4015 LTL with a 40 metre jib with a jib tip capacity of 1,500kg, while a 29 tonne 8041 flat top with an 80 metre jib is scheduled to follow. Designed specifically for the North American market, the company hopes to be ready to launch early next year.



Norwegian aerial lift distributor **Hybeko** has acquired **Rostek-Tekniikka**, the Genie distributor for Finland, in an all share deal from majority owner and founder Riisto Liiri, his wife Monica and chief executive Jarmo Koskinen. Rostek has been the Genie distributor for 26 years, while Hybeko has distributed Genie in Norway for more than three decades. This deal follows Hybeko's acquisition of Liftexperten Sverige, the Genie dealer for Sweden in 2019. Based between Espoo and Vantaa, on the north side of Helsinki, Rostek-Tekniikka is also the dealer for Latchways fall protection equipment. It has nine employees with revenues of €3.5 million, with a €150,000 loss.



Ashtead, owner of Sunbelt Rentals in the USA, UK and Canada, has reported total revenues for the quarter - now reported in dollars - of \$1.85 billion, a 21% increase on last year. Pre-tax profits jumped 74% to \$416 million. The **USA** contributed \$1.46 billion of the revenues, 14% up on last year. Operating profits were 33% higher at \$423 million. **Canada** saw revenues jump 64 percent to C\$148.7 million, while last year's marginal loss was turned into a C\$34.6 million profit this year. In the **UK**, total revenues jumped an eye watering 54% to £190.2 million, much of it down to sales to the Department of Health. Rental revenues were also up 24% to £99 million. Operating profit almost quadrupled to £31.5 million. Capital expenditure was \$551 million, compared to \$122 million last year. Slower deliveries of new equipment caused the company to reduce used sales from the fleet, taking the average age from 38 to 41 months. The company is forecasting a full year capex of \$2 to \$2.3 billion. Net debt was reduced from 6.3 billion to \$5.7 billion this year.



Alta Equipment has acquired **Gibson Machinery** of Cleveland, Ohio, for an enterprise value of \$14.3 million. The acquisition takes Alta's branch network to 32 locations across eight states. Family owned Gibson Machinery represents Doosan, Dynapac and Sennebogen material handlers, it also runs a rental operation. The company had revenues of around \$19 million, with an EBITDA of \$3.2 million for the period ending June 2021.



Californian rental company **Guy Rents**, which trades as **Rental Guys**, has acquired the assets of Nevada based **America Rents**, along with its two locations in Reno and Carson City. Both companies offer similar product lines including aerial lifts and telehandlers. The new locations extend the Rental Guys network to 11 outlets.



Trackunit has acquired the Industrial IoT division of US based **ZTR** for an undisclosed fee. The move follows Hg's acquisition of a majority stake in Trackunit in March, in which it hoped to 'accelerate the Danish company's expansion plans'. The deal includes 130 ZTR staff and two dedicated locations in Canada and one in the Netherlands. Once incorporated into Trackunit, the merged company will have 350 employees and 16 locations worldwide. The business will be headed by Trackunit chief executive Soeren Brogaard, while ZTR chief executive Sam Hassan will be head of strategy. The merger is expected to double Trackunit's revenues and take its connected assets to a million.



Blackwell Capital of Milwaukee has acquired a controlling interest in the Hartford, Wisconsin based used aerial lift equipment dealer **Stack Equipment** from Jim Lenahan, who retains a stake in the business. Lenahan acquire the business in 2018 through his Keystone Holdings business. No details of the transaction have been released.



UK based rental company **Vp** - owner of telehandler rental company UK Forks, spider lift specialist Higher Access, low level access company MEP Hire and general rental business Brandon Hire - has issued an optimistic trading update for the period to the end of September, with first half revenues running at 96 percent of pre-Covid levels.



Canadian auctioneer **Ritchie Bros.** is to acquire the **SmartEquip** service platform in an all share purchase for around \$175 million. SmartEquip works with multiple manufacturers to provide rental companies with real time service and diagnostic support for each machine in their fleet by serial number, and a one stop point for replacement parts orders. Representing more than 600 manufacturers, the company supports \$1 billion worth of transactions each year for fleet owners across North America, Europe, and the Asia Pacific, including Japan. It has 60 employees.



UK based manufacturer **JCB** has reported a 25% fall in 2020 revenues to £3.14 billion, while pre-tax profits dropped 53% to £131.1 million.



Haulotte has reported revenues to the end June up 9% to €243.2 million. New equipment sales were up 7% to €208.8 million, rental revenues were up 18% to €8 million, and services were 30% higher at €26.4 million. Pre-tax profit for the period was €9.3 million, compared to a loss last year of €8.2 million.



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

JLG self-leveller in production

After years of development, JLG's 67ft 670SJ self-levelling boom lift has finally reached the production stage. Launched in its most recent format at Conexpo last March, it will initially only be available in North America. In addition to its dynamic levelling on the move, the new model offers a working height of 22.3 metres, a maximum outreach of 17.5 metres with the unrestricted platform capacity of 250kg, or just over 15 metres with the 340kg maximum capacity. Overall width is 2.5 metres, with an overall length of 10.7 metres and a height of up to 2.77 metres, which can be lowered to 2.22 metres for transport. Overall weight is 11.5 tonnes.

The self-levelling technology automatically adapts to slopes of up to 10 degrees in any direction while driving at full height. Each wheel is mounted on an independent control arm, constantly adjusted by hydraulic cylinders that keep the base machine level. It also has two other operating modes, one to allow manual levelling and another to lower the overall height for travel on steeper slopes and transport.

JLG's 670SJ self-levelling boom is now in production



The machine's independent self-levelling system in action

Vertikal Days best yet

The first Vertikal Days event in almost two and half years went ahead in late September with near perfect weather. This helped bring out almost record numbers of visitors, all enthusiastic to meet up and check out the latest equipment 'in the iron'. The vast majority of exhibitors reported record order intake and a great deal of interest in the new products on display. We will publish a full review in the next issue of Cranes & Access, in the meantime, photo highlights can be found on: www.vertikal.net.



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Boom Lifts: 16m - 30.3m



Scissor Lifts: 5.9m - 22m



Vertical Lifts: 4.7m - 14m

• **Sandvik Mining** has appointed **Ronan Mac Lennan** as global used equipment manager



Ronan Mac Lennan

• **Mammoet's** 2,500 tonne class Focus30 crane has completed its first job

• Italian rental company **Up Rent** has taken delivery of a 41.4m **Easy Lift R420HY** spider lift

• Germany's **Mateco** has moved into its new corporate headquarters building



Scott Wilson

• US sales & rental company **CraneWorks** has appointed **Scott Wilson** as VP sales & marketing

• Italian rental company **Berti** has taken delivery of a 45m **Multitel MJ 450** truck mount

• UK's **ABA Crane Hire** is taking delivery of five new **Liebherr All Terrain** cranes

• **Hiab** is expanding its US production following several large crane and fork truck orders

• Hungarian rental company **Imre Kálmán** has taken the country's first 51m **Ruthmann T510 HF**



Sébastien Ferjault

• **Kiloutou** has appointed **Sébastien Ferjault** as MD for **Kiloutou Deutschland**

• US based **All Erection and Crane Rental** has taken a 700t **Liebherr LTM 1650-8.1 All Terrain** crane

• Dutch sales/rental company **Riwal** has added to its My Riwal Parts sales operation

• German rental company **Wörle** has taken the country's first 70m **Ruthmann T 700 HF**

• Germany's **Beyer-Mietservice** is taking a further 45 **Magni RTH 360** degree telehandlers

• UK's **Eastern Crane Hire** has taken its first Böcker cane, an AK 46/6000

• **Bryan Carlisle** and **Frank Bardonaro**, the CEO and COO of **Maxim Crane Works**, are leaving the company



Bryan Carlisle



Frank Bardonaro

• Finnish aerial lift manufacturer **Leguan Lifts** has appointed **Esa Vuorela** as managing director

• **Sangwin Plant Hire** has taken the first 18t **Galizia GF180** pick & carry crane in the UK

• **Magni Telehandlers** has acquired a new facility in Pasadena, South Houston, Texas

• **IPAF** has rolled out its new digital ePAL app in 26 countries with a further 20 to follow

• **East Cork Crane Hire** has taken Ireland's first 120t **Liebherr LTM 1120-4.1** and 700t **LTM 1650-8.1**

• **David Burns** of **Speedy Powered Access** has died



David Burns

• **Terex Cranes** has appointed **Modern Machinery Far East** as Rough Terrain crane dealer in far east of Russia

• **IPAF** has launched a new 'Safety Professional' member category

• **Sinoboom Europe** and **TVH** have agreed a spare parts supply partnership

• Dubai's **Urban Trading & Contracting** has taken four **Raimondi MRT159** tower cranes



Karel Verheul

• China's **Sinoboom** has appointed **Karel Verheul** as senior after sales manager for Europe

• UK's **Sutton Crane Hire** has taken a 13t **Kato CR-130Rf** city type All Terrain crane

• Telehandler pioneer **John Iles** of Manitou and Merlo UK has died



John Iles

• **Versalift** is to open a company store in Sweden to distribute its vehicle mounted lifts

• **CTE** launched the new 24m **MP 24 C** truck mounted lift a **Vertikal Days**

• Dutch rental company **Arentis** has ordered 80 **JLG** boom and scissor lifts

• **MCA** has been appointed **Grove** parts & service provider for Singapore

• The **US government** has ordered 60 **Snorkel 46ft A46JRT** articulated boom lifts

• Remote controlled lifting beam **Verton** has appointed **Dal-Lago** as distributor for GCC and India



Alec Boyle

• **Snorkel UK** has appointed **Alec Boyle** as sales & product manager Scotland and north east England

• **Ahern International** has opened its new distribution subsidiary, **Ahern Denmark**

• German trailer manufacturer **Goldhofer** has appointed three new distributors for North America

• Germany's **Grube & Steffien** has taken its first new crane, a 40t **Tadano HK 40**

• Germany's **Hofmann and Wasel** has taken the first 700t **Liebherr LR 1700-1.0** crawler crane

• UK based **WowNow Hire** has appointed **Anthony Pearlgood** as CEO



Anthony Pearlgood

• **Multitel Pagliero** has appointed **Liftruppen** as distributor for Sweden and Norway

• Belgium's **Goeyvaerts** has ordered two Generation 6 **Konecranes** Gottwald harbour cranes

• **Allied Crane Hire** has taken the first 230t **Liebherr LTM 1230-5.1** in Africa

• Germany's **System Lift** has reported increased revenues

• Germany's **Scholpp** has taken the first **Liebherr MK 73-3.1** mobile self-erecting tower crane

• Irish crane rental company **O'Carroll** is taking a 25t **Kato CR-250v** city crane

• UK sales company **Workplatform** has appointed **Stuart Parker** as regional account manager

• **Brian Blackburn**, previously chief principal engineer at **JLG** McConnellsburg, has died



Brian Blackburn

• **Palfinger Platforms** is to relocate production from its Krefeld facility to its plant in Löbau, Saxony

• Australia's **JM Tower Hire** has taken the country's first 47m **Bronto Skylift S47XR** truck mount

• **CMC** has updated its bulletin for S25/83HD+ / S28/92HD+ models asking owners to remove them from service if the previously announced retrofit has not been completed

• **Texas First Rentals/Holt Crane & Equipment** have been appointed **Magni** dealers for Texas

• German crane company **Wiesbauer** has taken the first 450t **Tadano AC 7.450-1 All Terrain** crane

• **Sany** has appointed **Foster Cranes** as its telescopic crawler crane distributor

• The UK based **Construction Equipment Association (CEA)** has appointed **Suneeta Johal** as its new chief executive



Suneeta Johal

• Italian spider lift manufacturer **CMC** has taken a stake in its UK distributor, which becomes **CMC UK**



Verania Costa

• China's **LGMG** has appointed **Verania Costa** as account manager S. Europe, France & Belgium

• **Potain** has appointed its Swiss distributor **Stirmann** as its distributor for Denmark

• Russian mining company **MMC Norilsk Nickel** has taken the country's first **Bobcat 360°** telehandlers

• **Genie** is building its '69' series of compact RT scissor lifts in Umbertide, Italy

• **Toledo-Lucas County Port Authority** in Ohio has taken a **Liebherr LHM 550** mobile harbour crane



Franz Schwaiger

• **Franz Schwaiger**, CFO of German crane company **BKL**, is retiring

• **Mediaco** has ordered the first **Spierings eLift** self-erecting mobile tower cranes in France

• **Zoomlion's** new 217ft **ZT68J** self-propelled boom lift has completed its first job in China

• **Cargotec** has entered into a partnership with **SSAB** to use fossil free steel

• UK's **Roadcraft Crane Hire** has taken an 80t **Terex RT1080L** Rough Terrain crane

• France's **Mediaco** has ordered four big **Ruthmann** truck mounts including a 90m **T 900 HF**

• **Merlo UK** has appointed **BH Plant Sales** as its dealer for Cumbria and north east England



Alan Shank

• **MEC Aerial Work Platforms** has appointed **Alan Shank** as parts customer service manager

• UK crane sales company **MV Commercial** has acquired trailer manufacturer **Fruehauf**

• France's **Sofranel** has taken the country's first 62ft **Genie Z-62/40 TraX** boom lift

• **CTE UK** has appointed **Eddie George** as sales manager for the north of the UK



Eddie George

• **Tadano** has recruited 27 new apprentices at its German production plants

• **Holland Lift** has appointed **Euraccess** as distributor for the UK & Ireland

• **Becker Arbeitsbühnen**, the German distributor for **Multitel**, has agreed a deal in which **Sahalift** will look after end user sales

• UK sales and service company **Euraccess** has appointed **Richard Onslow** as MD



Richard Onslow

• UK rental company **Hird** has taken the UK's first seven 59ft **Manitou 200 ATJ E** battery electric boom lifts

• **Palfinger** has built 16 special rail mounted work platforms for maintenance work on the channel tunnel

• German remote control specialist **HBC-Radiomatic** has formed a partnership with German autonomous control specialist **Reichardt Steuerungstechnik**

• **Terex** has appointed **Darryl Niven** as general manager of **Terex Utilities**



Darryl Niven

• Brazil's **Darcy Pacheco** has taken an 800t **Liebherr LTM 1750-9.1 All Terrain** crane

See www.Vertikal.net news archive for full versions of all these stories

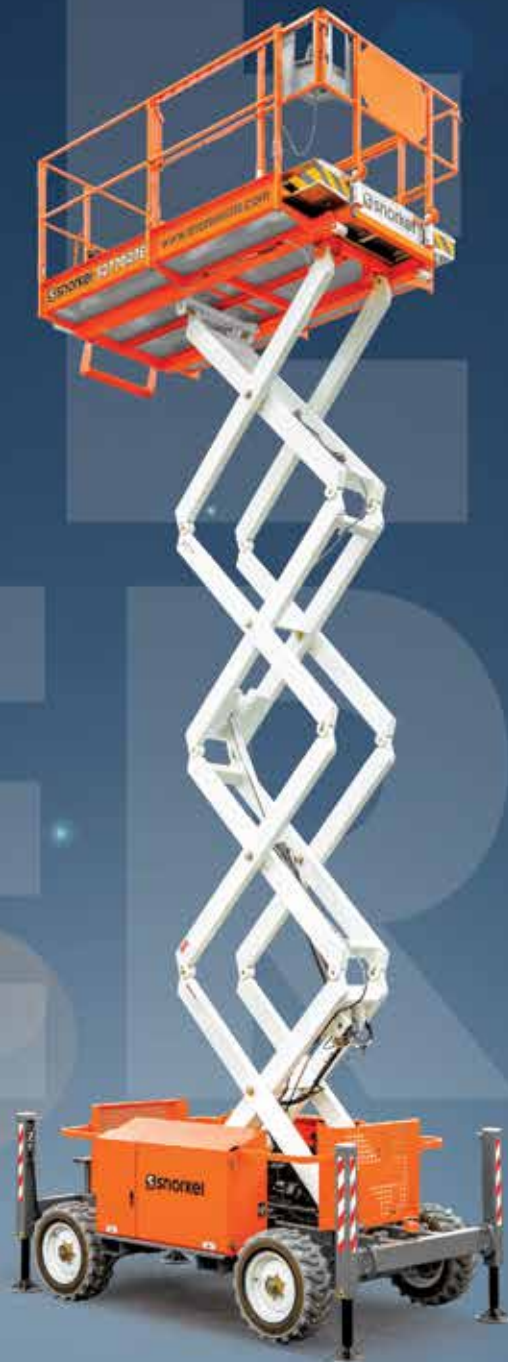
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UK & Ireland Top 30 rental companies

C&A

top 30

This time last year the UK lifting related rental industry was showing strong signs of bouncing back, with utilisation and rates beginning to pick up again after a dreadful second quarter, but uncertainty was high and sure enough Covid-19 came back with a vengeance, although not causing as much disruption as the first time around.

As we have moved through 2021 normality has returned – almost. Most companies are busy now and investing in their fleets, or at least placing orders for new machines, as manufacturer's lead times grow by the week. As we moved into September HGV driver shortages began to bite, as supermarkets lured crane or big truck mounted lift drivers away, with signing on bonuses and the promise of high hourly pay levels. Just one more challenge, particularly for the crane companies. So far this has not impacted fleet numbers, with most companies feeling that it will eventually sort itself out.

Last year we reported how most of the largest rental companies made substantial staff cut backs, and closed depots. We forecast then that this would play into the hands of the better regional and local companies, and that seems to be what has happened. Which means that some of the 'consolidation' that occurred in prior years has been rolled back – as all too often happens.

While the crane market has been a little more settled, all companies are struggling to manage with low rates, increasing staff shortages and the prospect of higher fuel costs next year. Combined with the absolute certainty that crane operator pay will have to increase, owners are being forced to consider future strategies. Meanwhile the tower crane rental business has bounced back more strongly than

for mobiles, with the future looking quite bright with the result that companies are adding to their fleets.

Acquisitions

In terms of acquisitions, this past year has been quiet, with just a few significant moves, including AER acquiring Mainline and adding it to its Mr Plant Hire and Drogheda Hire operations. Speedy formally merged all of its previous acquisitions - Prolift, Platform Sales & Hire and Lifterz - into a single entity, while Briggs continued its expansion adding Laois Hire to its stable of access rental companies. GT Access also took over Neon this summer, while last month telehandler rental company Morris Leslie purchased the equipment hire division of Selwood, which included its telehandler fleet.

Methodology

As in previous years, questionnaires were sent to every company that might qualify for any of the various categories or charts. We improved on last year's introduction of interactive online forms, resulting in the best participation ever, although it has taken a good deal of time to bring in the last dozen or two laggards. We also follow up on remaining companies with calls or emails, keeping the number of estimated fleets to a minimal. The number of companies asking not to be included dropped back to normal levels, although we did have at least one, which



obliges us to estimate the fleet, then cross checking with competitors or major customers. As always, some companies understate their fleets, while others exaggerated. We try and keep an eye out for these but, as always, some make it through. With the sheer volume of information received it is also almost certain that the occasionally error will creep in. So please inform us of any inaccuracies or

discrepancies you may notice, and we will do our best to update the online and digital magazine versions.

Thank You

Finally, and most importantly, a very big thank you to all of the companies that participated, especially those that supported our efforts as sponsors of what we hope will prove to be another useful and insightful report for our many end user readers.



TOP 30

Cranes

With a fair bit of uncertainty still lingering from the disruptions of Covid, crane rental companies have been refreshing and replenish their fleets. As a result, fleet numbers have generally remained the same, despite a collective spend more than £200 million on new cranes.

Where fleets have been slimmed down, it is mostly by just one or two machines. This year we separated crawler cranes from the mobile crane chart as the effect on the totals was negligible. The arrows indicating fleet size changes were therefore based on last year's mobile cranes figures only, and not the overall total.

Incredibly (we double checked to be sure) the number of tower cranes in the UK remains exactly the same as last year at 2,028, in spite of more than £62 million of new investment from just half of the respondents that disclosed their investment figures. Flat tops and hammerhead numbers remained the same at 685, while luffers increased a little and self-erector numbers were slightly lower.



TOP MOBILE CRANE COMPANIES

Company	Total	ATs/ RTs Trucks	Mobile Tower	Pick & Carry	Depots	Staff	
Ainscough	401	▲	391	10	0	30	890
King Lifting	126	▲	122	2	2	9	280
Bryn Thomas Cranes	63	▼	56	5	2	5	110
Emsley Crane Hire	63	▼	62	1	0	2	71
Baldwins*	61	▼	60	1	0	11	N/D
Emerson Crane Hire	59	▼	58	1	0	3	100
Bronzeshield	57	—	54	3	0	1	N/D
City Lifting	56	▼	36	20	0	4	170
Marsh Plant	56	▼	56	0	0	5	92
Davies Crane Hire	53	▲	50	2	1	4	78
Sparrow Crane	50	▲	49	1	0	2	81
NMT Crane Hire	49	▲	40	5	4	5	80
Kavanagh Crane Hire	48	▲	44	4	0	4	95
Sarens UK	47	▲	43	3	1	5	130
Mammoet*	46	—	44	1	1	3	400
Quinto Crane & Plant*	46	▲	45	1	0	5	105
Southern Cranes & Access	44	▼	40	3	1	6	96
John Sutch Cranes	42	—	42	0	0	3	110
ABA Cranes	41	▲	38	1	2	1	61
Forsyth of Denny	39	▲	36	1	2	4	97
Wm. O'Brien	38	▲	38	0	0	1	80
Crowland Cranes	37	▲	35	0	2	3	65
MacSalvors	33	▲	33	0	0	3	N/D
Dewsbury & Proud	32	—	30	0	2	4	50
East Cork Crane Hire	26	NEW ENTRY	24	2	0	1	30
Whyte Crane Services	25	▼	25	0	0	2	49
Crane Hire Ltd	24	▼	22	2	0	2	45
Bernard Hunter	24	—	20	4	0	2	55
PP Engineering	23	▲	21	0	2	1	N/D
Marsden Crane Services	22	▲	19	0	3	1	25
Steve Foster Cranes*	21	—	19	1	1	1	40
Tusker Crane Hire	21	▲	21	0	0	3	60
Cork Crane Hire	19	▼	14	5	0	1	35
Bob Francis Crane Hire*	18	▼	18	0	0	4	N/D
Windhoist	18	—	18	0	0	N/D	N/D
J. Hewitt Crane Hire*	17	▼	15	0	2	1	N/D
Cadman Cranes	17	▼	17	0	0	2	28
County Lifting	17	▼	13	0	4	1	31
Horizon Crane Hire	17	—	14	3	0	2	25
Thanet Crane	16	NEW ENTRY	16	0	0	1	27
AB2K	13	—	13	0	0	1	15
APH Crane Hire	13	—	13	0	0	1	16
Cramscene	12	—	12	0	0	2	25
Frank Barnes Crane Hire	11	NEW ENTRY	11	0	0	1	15



LARGEST MOBILE CRANES

Company	Cap.	Make & Model	# in Fleet
Sarens UK	1,200t	Gottwald AK 680-3	1
Windhoist	1,200t	Liebherr LTM 11200-9.1	1
Wm. O'Brien	1,200t	Liebherr LTM 11200-9.1	N/D
Mammoet	1,200t	Liebherr LTM 11200-9.1	N/D
Baldwins	1,000t	Liebherr LTM 11000D	N/D
Ainscough	1,000t	Liebherr LTM 11000D	1
Osprey Heavy Lift	800t	Liebherr LTM 1800D	1
East Cork Crane Hire	800t	Liebherr LTM 1750-9.1	1
Crane Hire Ltd	800t	Liebherr LTM 1750-9.1	1
King Lifting	750t	Liebherr LG 1750	1
Bernard Hunter	700t	Liebherr LTM 1650-8.1	1
Bronzeshield	500t	Liebherr LTM 1500-8.1	1
Forsyth of Denny	500t	Liebherr LTM 1500-8.1	2
Kavanagh Crane Hire	500t	Liebherr LTM 1500-8.1	1
NMT Crane Hire	500t	Liebherr LTM 1500-8.1	2
Whyte Crane Services	500t	Liebherr LTM 1500-8.2	1
City Lifting	450t	Liebherr LTM 1450-8.1	1
Cramscene	450t	Grove GMK7450	1
Emerson Crane Hire	450t	Liebherr LTM 1450-8.1	1
Davies Crane Hire	450t	Demag AC450-7	1
John Sutch Cranes	450t	Demag AC450-7	N/D
Tusker Crane Hire	350t	Terex AC350/6	1
Bryn Thomas Cranes	300t	Grove GMK 6300L	N/D
Quinto Crane & Plant	300t	Grove GMK 6300L	N/D
Steve Foster Cranes	300t	Grove GMK6300L	1
Wolffkran	300t	Grove GMK6300L	1
Sthern. Cranes & Access	300t	Liebherr LTM 1300-6.2	1

Fleet size in the past 12 months has: ▲ Increased ▼ Decreased — Remained the same * Estimated



TOP TOWER CRANE COMPANIES

LARGEST CRANE IN FLEET

Company	Total	Hammerhead /Flat Tops	Luffers	Self Erectors	Depots	Staff	Capacity	Model	# in Fleet
Falcon Tower Crane Services	430 ▲	121	239	70	5	406	64t	Jaso J780PA.64	5
London Tower Crane	265 ▼	100	150	15	3	250	24t	Jost 416.24	5
Wolffkran UK	204 ▼	73	131	0	1	280	60t	Wolff 1250B	1
Select Plant Hire	186 ▼	41	145	0	4	684	66t	Terex CTL 1600-66	3
City Lifting	177 ▲	65	86	26	4	170	50t	Comansa 21 LC 750	1
Mantis Cranes	129 ▲	36	0	93	3	48	12t	Saez TLS 75	5
Bennetts Cranes	109 —	22	87	0	1	N/D	32t	Comedil CTL 630	1
Uperio UK	94 ▲	32	57	5	3	35	18t	Terex CTL 260	2
Ladybird Crane Hire	81 —	31	0	50	1	21	5t	Potain MCT 88	20
Radius	63 ▼	20	43	0	1	92	32t	Potain MR608	3
Irish Crane & Lifting	60 ▲	59	1	0	2	N/D	16t	Terex CTT 331	5
Trident Lifting Solutions	59 ▲	17	42	0	1	N/D	24t	Comansa LCL500	5
Heathrow Cranes	57 ▲	14	43	0	2	N/D	20t	Moritsch RTL 325	3
Lewis Tower Crane Services	56 —	36	11	9	2	19	16t	Liebherr 280 EC-H-16	4
Sparrow Crane	42 —	2	0	40	2	81	6t	Liebherr 81K	4

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CRANE COMPANIES & INVESTMENT

Company	Investment	# Bought	# Sold
Ainscough	£30,000,000	41	12
Select Plant Hire	£24,500,000	N/D	N/D
Weldex	£16,000,000	N/D	N/D
Falcon Tower Crane Services	£14,500,000	27	27
Delden Cranes	£14,000,000	N/D	N/D
Forsyth Of Denny	£7,210,000	10	8
East Cork Crane Hire	£5,500,000	4	2
Bernard Hunter	£5,000,000	3	3
AGD Equipment	£5,000,000	17	0
Sparrow Crane Hire	£4,700,000	N/D	N/D
Kavanagh Crane Hire	£4,250,000	6	4
Crane Hire Ltd	£4,000,000	N/D	N/D
Davies Crane Hire	£3,750,000	N/D	N/D
Southern Cranes & Access	£3,500,000	11	12
ABA Cranes	£3,500,000	6	5
John Sutch Cranes	£3,500,000	8	6
Trident Lifting Solutions	£3,400,000	N/D	N/D
Cork Crane Hire	£3,000,000	3	5
Dewsbury & Proud	£3,000,000	9	3
Bryn Thomas Cranes	£2.5-4,000,000	4	6
Uperio UK	£2,500,000	4	11
G.H. Johnson Crane Hire	£2,500,000	6	2
Emsley Crane Hire	£2,100,000	N/D	N/D
AB2K	£2,000,000	4	3
Marsden Crane Services	£2,000,000	5	0
NMT Crane Hire	£2,000,000	N/D	N/D
Radius	£1,900,000	N/D	N/D
Horizon Crane Hire	£1,650,000	N/D	N/D
Cadman Cranes	£1,600,000	3	1
GGR Group	£1,500,000	22	16
Wolffkran UK	£1,350,000	N/D	N/D
Stoddart Crane Hire	£1,300,000	3	2
Hird	£1,250,000	7	0
Emerson Crane Hire	£1,000,000	1	8
Lewis Tower Crane Services	£1,000,000	4	0
Hawks Crane Hire	£1,000,000	3	1
Marsh Plant	£980,000	2	4
Thanet Crane Hire	£950,000	N/D	N/D
Berry Cranes	£900,000	2	2
John Taylor Crane Services	£706,000	34	20
APH Crane Hire	£525,000	1	1
Ellis Crane Hire	£500,000	N/D	N/D
Walsh Cranes	£425,000	1	1
County Lifting	£358,000	N/D	N/D
Ladybird Cranes	£300,000	4	2



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ABILITY

TOP CRAWLER CRANE COMPANIES

Company	Total	Full Size		Mini (<12t)	Depots	Staff
		Lattice	Telescopic			
Weldex	149	98	50	1	2	150
Select Plant Hire	81	38	39	4	4	684
AGD Equipment	71	11	50	10	1	50
NRC Plant*	70	30	15	25	1	N/D
Delden Cranes	58	44	14	0	1	N/D
Q Crane & Plant Hire*	50	42	6	2	1	N/D
G.H. Johnson Crane Hire	41	30	10	1	1	25
BPH Equipment*	35	25	10	0	2	50
GGR Group	34	0	0	34	3	145
Sarens UK	26	20	6	0	5	130
Jones Crawler Cranes*	20	8	10	2	1	N/D
Hawks Crane Hire	16	12	6	0	1	18
Sparrow Crane	9	0	0	9	2	81

LARGEST CRAWLER CRANES

Company	Capacity	Make & Model	# in Fleet
Sarens UK	1,600t	Demag CC8800 BB	1
Weldex	1,350t	Liebherr LR 11350	N/D
Wm. O'Brien	1,350	Liebherr LR 11350	1
Mammoet	1200t	Gottwald AK-912-1	N/D
Windhoist	750t	Liebherr LR 1750	1
Ainscough	600t	Terex CC2800	1
Delden Cranes	400t	Demag CC2400-1	1
Hawks Crane Hire	300t	Liebherr LR1300	1
Select Plant Hire	300t	Liebherr LR 1300	4
NRC Plant	275t	HSC SCX2800A-3	N/D
G.H. Johnson Crane Hire	250t	Kobelco CKE2500G	2
BPH Equipment	250t	Kobelco CKE2500-2	N/D

TOP MINI/SPIDER/PICK & CARRY COMPANIES

Company	Total	Mini Crawlers	Spider Cranes	Pick & Carry	Depots	Staff
GGR Group	253	34	154	65	3	145
Hird	159	0	83	76	4	100+
Lift Ltd	71	3	68	0	1	30
AMC Hire*	57	1	55	1	2	N/D
Coppard Plant Hire	54	1	45	8	4	N/D
TCA Lifting*	29	6	20	3	1	N/D
NRC Plant*	25	25	0	0	1	N/D
Sparrow Crane	17	9	8	0	2	81
City Lifting	12	3	5	4	4	170
AGD Equipment	10	10	0	0	1	50
John Taylor Crane Services	9	1	8	0	1	9
Emerson Crane Hire	7	4	3	0	3	100
Crowland Cranes	7	3	2	2	3	65
Marsden Crane Services	6	3	0	3	1	25
Southern Cranes & Access	6	0	5	1	6	96



THINK

- PLANT INSTALLATIONS
- TOWER CRANE HIRE
- LIFTING ASSURANCE & CONSULTANCY
- CONTRACT LIFT SOLUTIONS



ELECTRIC ROUGH TERRAIN SCISSORS

NEW HS15 E & HS18 E



WORK IN ELECTRIC IN THE ROUGHEST ENVIRONMENTS

- Up to 45% gradeability
- Oscillating axle for improved crossing capabilities

TOP 30 Access

The UK powered access market seems to have recovered well, with only 15 percent of companies reporting fleet reductions. Most companies used last year to update their fleets, however, there have been signs of significant growth in the middle market, from companies such as Aspire, Hire Safe Solutions, Star Platforms, Mainline, Powered Access Services and Media Access

Solutions which have collectively spent more than £40 million.

Another sector to report solid growth is the van mounted market, which is up 30 percent on last year. This included Access Hire Nationwide which broke through the 1,000 unit mark with the addition of 300 new machines. Another interesting area of growth was number of fleets topped by large Dingli scissor

lifts. Last year, this accounted for just two companies, however this year more than eight companies have them, with the 22 metre 2223/2212 electric/Rough Terrain models proving popular. This is not the case with the large boom lift market, where fleets have grown by close to 30 percent, and continues to be dominated by JLG and Genie.

TOP POWERED ACCESS COMPANIES

Company	Total	Booms articulated	Booms telescopic	Scissors lifts	Push arrounds	Mast booms	Spider lifts	Truck mounts	Van mounts	Trailer lifts
Nationwide Platforms	13,682 ▲	3,966	529	7,639	285	479	130	320	334	0
Speedy Powered Access	8,913 ▲	728	47	4,631	3,194	294	7	7	0	5
HSS Hire	7,809 ▲	0	115	3,606	3,570	518	0	0	0	0
AFI-Uplift	6,354 ▼	1,632	114	4,164	96	120	38	93	87	10
MEP Hire	4,900 ▲	0	0	200	4,700	0	0	0	0	0
Sunbelt Rentals	4,737 ▲	1,258	207	2,270	770	212	20	0	0	0
Aspire Platforms	3,184 ▲	1,634	0	801	637	112	0	0	0	0
Star Platforms AA	2,847 ▲	266	6	1,850	629	96	0	0	0	0
JMS Powered Access AL	2,796 ▲	330	36	1,250	1,100	30	46	2	1	1
Height For Hire	2,772 —	990	350	950	100	30	100	50	200	2
GT Access AA	2,745 ▲	685	42	1,620	205	125	30	2	26	10
CW Access Rental	1,707 ▲	467	79	780	350	25	4	0	0	2
Advanced Access Platforms AL	1,246 ▲	248	39	712	138	88	21	0	0	0
Riwal UK	1,213 ▲	297	139	651	36	90	0	0	0	0
Access Hire Nationwide	1,006 ▲	0	0	0	0	0	0	58	948	0
Elavation	988 ▲	428	0	406	112	12	24	0	0	6
Briggs Equipment	882 ▲ NEW ENTRY	197	108	512	10	51	1	3	0	0
Horizon Platforms	854 ▲	83	0	492	155	124	0	0	0	0
Hire Safe Solutions	848 ▲	349	113	327	30	10	19	0	0	0
Mainline Hire AL	820 ▲	211	40	455	98	0	8	0	0	8
Mr Plant Hire AA	817 ▲	70	2	210	465	65	5	0	0	0
KDM Hire AL	770 ▲	153	46	436	104	0	10	5	10	6
1 Up Access AA	627 ▲	240	25	350	0	10	0	0	0	2
UK Powered Access AA	602 ▲	107	8	356	40	31	1	17	39	3
JPS Platforms AL*	594 ▼	75	5	350	140	20	4	0	0	0
Powered Access Services	581 ▲	269	12	287	6	6	1	0	0	0
Hird AL	579 ▲	175	10	341	30	15	5	0	3	0
Media Access Solutions	571 ▲	198	35	315	4	15	0	4	0	0
Smiths Equipment Hire	547 ▲	102	0	304	105	31	2	0	0	3
Premier Platforms AA	489 ▲	145	13	301	14	14	0	1	0	1
Upward Powered Access AA	451 ▲ NEW ENTRY	120	10	270	10	35	6	0	0	0
Select Plant Hire	441 ▲	36	0	405	0	0	0	0	0	0
Access Plus AA*	435 ▼	90	5	340	0	0	0	0	0	0
OK Tool Hire AL	364 ▲	61	23	248	12	14	2	2	0	2
Bella Access	355 —	65	10	239	30	10	1	0	0	0
2 Cousins AL*	354 ▼	85	10	210	25	10	12	1	0	1
LTC Powered Access AL	324 ▲	91	31	164	15	8	5	0	8	2
Aerial Platform Hire	293 ▲	50	33	194	8	7	1	0	0	0
Manlift	276 ▲	64	17	151	15	21	4	4	0	0
One Stop Hire AA	271 ▼	0	0	45	226	0	0	0	0	0
Ashbrook AL	264 —	107	5	118	0	33	0	0	0	1
The Platform Hire Centre	218 ▲	29	2	132	25	30	0	0	0	0
United Powered Access	215 ▲	44	4	142	15	10	0	0	0	0
M & J Engineers	202 ▲ NEW ENTRY	57	0	125	2	18	0	0	0	0
Dromad Hire	200 ▲ NEW ENTRY	40	0	110	0	10	40	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same AL - Access Link AA - Access Alliance * Estimated



TOP TRUCK MOUNTED FLEETS

Company	Total	Truck	Van
Access Hire Nationwide	1,006	58	948
Nationwide Platforms	654	320	334
Height For Hire	250	50	200
Smart Platform	194	164	30
AFI-Uplift	180	93	87
Blade Access AA	76	67	9
Elev8 AL	66	41	25
UK Powered Access AA	56	17	39
Orion Access*	30	30	0
NSS Hire	32	15	17
GT Access AA	28	2	26
Maps Platforms	21	4	17
PG Platforms AA	20	12	8
Clearview Access*	15	15	0
KDM Hire AL	15	5	10

LARGEST SCISSOR LIFTS

Company	Height & Model	# in Fleet
JMS Powered Access	34m JLG Liftlux 320-30	N/D
AFI-Uplift	32m Holland Lift G320	3
Mainline	33.5m Holland Lift HL340D30	6
Riwal UK	33.5m Holland Lift HL340D30	3
Hire Safe Solutions	33.5m Holland Lift HL340D30	13
Nationwide Platforms	33.5m Holland Lift HL340D30	2
Advanced Access Platforms	32m Dingli JCPT3214	2
1 Up Access	32m Dingli JCPT3214DC	2
Powered Access Services	27.5m PB 275-24RT	2
KDM Hire	27m Holland Lift 275D25	N/D
Height For Hire	26m JLG Liftlux 245-25	11
Horizon Platforms	22.5m PB Lift 225-12	N/D
Speedy Powered Access	22.3m PB S225-24DS	N/D
CW Access Rental	22m Dingli JCPT2223DC	6
Upward Powered Access	22m Dingli 2223DC/RT	6
Star Platforms	22m Dingli 2212/2223DC	30
GT Access	22m Dingli 2223DC	4
Elavation	22m Dingli JCPT2223RT	8
Premier Platforms	22m Dingli JCPT2232B	2
Cannon Access	21.5m Holland Lift B195	N/D
Aerial Platform Hire	21m JLG SL210-25	N/D
OK Tool Hire	19.5m Holland Lift B195	2
Media Access Solutions	19m Airo XL19E	N/D
UK Powered Access	18m Skyjack SJ9258	4

LARGEST SPIDER LIFTS

Company	Height & Model	# in Fleet
JMS Powered Access	52m Falcon FS520C	N/D
TCA Lifting	52m Palazzani XTJ52	1
Hire Safe Solutions	50m Teupen Leo50GTX	2
Elite Access Rentals	43m Platform Basket 43T	1
VP Higher Access	42m Teupen Puma 42GTX	2
Clerkin Elevation	42m Ommelift 4200 RBDJ	1
Fletcher Access	42m Ommelift 4200 RBDJ	1
Height For Hire	42m Falcon FS420C	3
SPIDERLIFT	42m Falcon FS420C	N/D
Blade Access	36m Teupen Leo36T	4
Elev8	36m Teupen Leo36T	3
Orion Access	34m Palazzani TSJ 34	N/D
AFI-Uplift	33m Falcon FS330Z	1
PG Platforms	33m Hinowa 33.17	N/D
Rapid Platforms	31m Teupen Leo 31T	N/D
Nationwide Platforms	31m Teupen Leo31T	8
Acrolift	30m Teupen Leo30T	1
Cannon Access	26m Hinowa 26.14	1
KDM Hire	26m Hinowa 26.14	N/D
Advanced Access Platforms	26m Hinowa 26.14	4
Elavation	26m Hinowa 26.14	N/D
GT Access	26m Hinowa 26.14	N/D
Hird Ltd	26m Hinowa 26.14	1
Speedy Powered Access	36m Teupen Leo36T	N/D



LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	# in Fleet
Blade Access AA	102.5m Palfinger P1000	7
BMS	102.5m Palfinger P1000	1
Nationwide Platforms	90m Bronto S90HLA	1
Height For Hire	90m Bronto S90HLA	11
Clearview Access	90m Ruthmann T900-HF	1
Elev8 AL	90m Palfinger P900	2
Clerkin Elevation	90m Bronto S90HLA	2
AFI-Uplift	75m Palfinger P750	1
NSS Hire	70m Bronto S70XDT	3
ACS Access	70m Palfinger WT700	N/D
Orion Access	61m Wumag WT610	1
Media Access Solutions	56m Bronto S56XR	2
Palmer Access	56m Bronto S56XR	N/D
Smart Platform	56m Bronto S56XR	N/D



LARGEST BOOM LIFTS

Company	Height & Model	# in Fleet	Boom type
Hire Safe Solutions	58m JLG 1850SJ	7	S
Riwal UK	58m JLG 1850SJ	6	S
AFI-Uplift	58m JLG 1850SJ	2	S
JMS Powered Access	58m JLG 1850SJ	2	S
Nationwide Platforms	56m Genie SX180	4	S
Advanced Access Platforms	48m Genie SX150	1	S
KDM Hire	48m Genie SX150	N/D	S
Aerial Platform Hire	48m JLG 1500SJ	N/D	S
Height For Hire	47m JLG 1500SJ	6	S
Sunbelt Rentals	43m Genie ZX135	15	A
1 Up Access	43m Genie ZX135	10	A
APH Access	43m Genie ZX135	N/D	A
Blade Access	43m Genie ZX135	16	A
Mainline	43m Genie Z135	11	A
Media Access Solutions	43m Genie Z135	2	A
Powered Access Service	43m Genie Z135	3	A
Gwynedd Forklifts	43m Genie Z135	3	A
Speedy Powered Access	43m JLG 1350SJP	N/D	A
CW Access Rental	43m JLG 1350SJP	3	S
LTC Powered Access	40m JLG 1250AJP	2	A
GT Access	40m Genie S125	2	S
Manlift	28m Skyjack SJ63AJ	N/D	A
Bella Access	28m Genie S85	3	S
Elavation	28m Nifty HR28	22	A
Star Platforms	28m Nifty HR28	7	A
The Platform Hire Centre	27m Manitou 280TJ	2	S
OK Tool Hire	27m Manitou T280	3	S

S - straight A - articulated

FLEET SUSTAINABILITY

Company	Electric	Hybrid	Diesel	LPG
MEP Hire	100	0	0	0
One Stop Hire	100	0	0	0
Select Plant Hire	90	2	8	0
Aspire Platforms	89	9.9	1.1	0
Core Access Rentals	75	15	10	0
GT Access	74	4	22	0
The Platform Hire Centre	70	20	10	0
Star Platforms	65	17	18	0
AFI-Uplift	65	5	30	0
M & J Engineers	65	6	29	0
Riwal UK	60	4	36	0
Mainline Hire	60	15	25	0
Dromad Hire	59	29.5	11.5	0
LTC Powered Access	55	5	40	0
Hird	50	15	35	0
PG Platforms	50	20	30	0
Nationwide Platforms	48	8	43	1
Sunbelt Rentals	47	10	43	0
Premier Platforms	45.8	17	25.7	11.5
Media Access Solutions	45	40	10	5
Ashbrook	44	13	43	0
Advanced Access Platforms	42	56	2	0
Elavation	40	50	10	0
1 Up Access	40	20	40	0
Gwynedd Forklifts	40	10	50	0
United Powered Access	40	40	20	0
Powered Access Services	36	18	46	0
Southern Access & Cranes	30	25	45	0
Maps Platforms	20	0	80	0
Fletcher Access	20	40	40	0
Hire Safe Solutions	10	29	60	1



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COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Staff	# Bought	#Sold
Sunbelt Rentals	£17,000,000	185	3,800	1017	380
Access Hire Nationwide	£16,850,000	3	58	N/D	N/D
Hire Safe Solutions	£16,500,000	2	41	391	36
GT Access	£10,000,000	12	150	420	0
Star Platforms	£8,000,000	6	111	N/D	N/D
Powered Access Service	£7,800,000	2	33	217	76
Mainline	£5,900,000	1	40	213	1
Blade Access	£5,500,000	5	110	19	2
Advanced Access Platforms	£4,100,000	4	51	256	102
Gwynedd Forklifts Access	£4,000,000	2	40	134	19
Media Access Solutions	£3,500,000	3	21	134	11
MEP Hire	£3,000,000	10	170	50	0
Elavation	£2,800,000	2	44	205	90
Dromad Hire	£2,544,820	1	32	40	0
Elev8	£2,500,000	2	65	22	3
1 Up Access	£2,000,000	2	40	42	12
Hird Ltd	£2,000,000	4	95	62	9
Select Plant Hire	£1,200,000	3	14	150	101
United Powered Access	£1,085,000	1	11	N/D	N/D
PG Platforms	£1,000,000	1	16	4	0
The Platform Hire Centre Ltd	£700,000	1	13	49	2
Premier Platforms	£675,000	2	25	34	9
Dewsbury & Proud	£600,000	4	50	4	0
Upward Powered Access	£500,000	4	18	97	0
Core Access Rentals	£250,000	2	6	25	0
Southern Cranes & Access	£236,000	6	96	6	7
LTC Powered Access	£200,000	3	22	4	0
Maps Platforms	£200,000	1	4	5	2
One Stop Hire	£96,000	25	204	13	16
Nationwide Platforms	N/D	32	1,002	1,739	1,426
Speedy Powered Access	N/D	N/D	N/D	776	435
Riwal UK	N/D	3	72	100	4
Smiths Hire	N/D	17	170	73	43
Horizon Platforms	N/D	1	70	50	0
OK Tool Hire	N/D	2	20	28	15
Newmarket Plant Hire	N/D	6	60	24	3
AFI-Uplift	N/D	19	332	N/D	N/D
VP Higher Access	N/D	9	19	N/D	N/D
KDM Hire	N/D	5	165	N/D	N/D
ASHBROOK Ltd	N/D	2	102	N/D	N/D
M & J Engineers Ltd	N/D	12	145	N/D	N/D
Height For Hire	N/D	34	198	N/D	N/D
CW Plant	N/D	19	315	N/D	N/D
Smart Platform	N/D	7	66	N/D	N/D
Bella Access	N/D	2	18	N/D	N/D



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Telehandlers

Although anecdotal evidence suggests fleet numbers have remained static, particularly when it comes to investment, our survey shows a 37 percent increase in total fleet numbers. Part of this is due to a significantly better response from rental companies this year and a number of sizeable new entrants. However, several companies running smaller telehandler fleets have also increased the number of machines they offer.

This was without question our best ever in terms of the number of companies participating in the survey. But sadly, we have once again had to estimate more fleets than we feel comfortable with. In spite of the improving participation from

rental companies with telehandlers, it still falls well short of the response we typically get from crane and access rental companies.

We had originally asked how many all electric models companies had in their fleets and while one or two companies reported adding them, perhaps it remains too small to be meaningful. That could well change by this time next year? One positive area was the number of companies with 360 degree models joining in, while the market for heavy duty models seems pretty static, in spite of a wider choice of models available from manufacturers.



TOP TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	360°	Compact	Heavy duty	Largest fixed	Largest 360°	Depots	Staff	Investment
Ardent Hire Solutions	3,427 ▼	2,700	65	660	2	20m	32m	12	260	N/D
Sunbelt Rentals	2,285 ▲	1,987	0	298	0	20m	N/A	185	3,800	£18,300,000
Morris Leslie	1,828 ▼	1,575	0	253	0	20m	N/A	16	227	N/D
UK Forks	1,801 ▼	1,537	73	183	8	N/D	N/D	9	165	N/D
CW Plant Hire	1,172 ▲	845	12	315	0	20m	21m	19	315	N/D
Plant Hire UK*	875 —	850	0	25	0	20m	N/A	1	N/D	N/D
Plantforce	700 ▲	N/D	N/D	N/D	N/D	N/D	N/D	7	N/D	N/D
Hessle	640 ▲	528	38	48	26	18m	32m	4	54	£5,200,000
Greenwood Hire*	550 ▲	225	185	75	65	17m	35m	9	N/D	N/D
Briggs Equipment	483 ▲ NEW ENTRY	180	0	303	0	20m	N/A	27	1,600	N/D
Jarvie Plant	477 ▲	344	38	95	0	20m	30m	11	165	N/D
HE Services	426 ▲	298	0	128	0	20m	N/A	10	123	£1,800,000
B&T Plant Hire	365 ▲	300	0	65	0	18m	N/A	2	32	N/D
Boles Hire	354 ▲	200	70	83	1	51m	N/D	1	8	N/D
Nixon Hire	340 ▼	340	0	0	0	17m	N/A	13	300	£36,000,000
Ashbrook	303 —	263	0	40	0	20m	N/A	2	102	N/D
Chippindale Plant	271 ▲	205	0	66	0	N/D	N/A	8	122	£1,050,000
M & J Engineers	270 ▲	200	0	70	0	N/D	N/A	12	145	N/D
GT Lifting	220 ▲	28	150	0	42	20m	46m	2	20+	£7,500,000
GPT*	185 ▼	150	20	15	0	18m	21m	8	100	N/D
Hubbway Plant Hire	176 ▲ NEW ENTRY	135	12	29	0	18m	26m	1	N/D	N/D
L Lynch Plant Hire	152 ▲	97	4	51	0	20m	26m	5	720	£1,000,000
Mervyn Lambert Plant*	130 ▲	100	0	30	0	18m	N/A	4	250	N/D
AFI/Hampshire Plant	120 ▲	70	10	40	0	20m	30m	19	332	N/D
KDM Hire	91 —	67	0	24	0	N/D	N/A	5	165	N/D
Emmitt Plant*	90 ▼	70	0	20	0	17m	N/A	3	50	N/D
Fairfax Plant Hire*	80 ▼	60	0	20	0	20m	N/A	2	60	N/D
Newmarket Plant Hire	79 ▲	50	0	29	0	18m	N/A	6	60	N/D
Mainline Hire	77 ▲	66	0	11	0	N/D	N/A	1	40	£700,000
Rocket Rentals	72 ▲	54	0	18	0	20m	N/A	2	18	£2,200,000

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

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A crane for everybody

The 60 to 80 tonne All Terrain crane class forms the core of many crane rental fleets. The three and four axle cranes are designed with a close eye on roadability and flexible use. Will North reports.

Cranes in the 60 to 80 tonne capacity range are like opinions: everyone has one. Andrew Snow, business development manager at Tadano UK, says: "It's the bread and butter market, the 60 tonners, it is where the volume of machine sales are. All crane rental customers run that size of crane, but not all run 200 tonners. It's a very, very important market for us."

But while almost every rental fleet around the world will have a fair few cranes of this size in their fleets, not all are All Terrains. In fact, the market for this size of All Terrain is largely concentrated in Europe.

Andreas Cremer, product manager for Manitowoc which builds the mobile crane Grove range, sums it up when he says: "If you look at the smaller 40, 60 and 80 tonne segments, you will find that every market has different products to cover this part of the market. For example, if you go to South America, you will most likely find a lot of Chinese truck mounted cranes, while in other markets, like Italy, Rough Terrains were used for many, many years, although not so much anymore. But also in Africa, you see a lot of Rough Terrains as well as in the Middle East."

The same is true in the USA, but when it comes to day to day rental where road going cranes are required, truck cranes remain the dominant force in the sector - a

point we'll return to later - due to axle spacing and bridging formulas etc... all of which are tightly regulated and vary from state to state. Once on site there is often more space to work than on typically congested European sites, so the longer overall lengths of truck cranes is not a problem.

So, what do most customers in Europe look for from cranes in this class? Essentially, to be able to send the crane out on its own, to take on as many short jobs as possible - in other words classic taxi crane work. So, a long boom which can reach the tightest of job sites and handle the roads with ease, and the ability to carry as much counterweight on board as possible.

Booming out

As we saw when we looked at the 100 to 180 tonne All Terrain market last year (see: *Cranes & Access, October 2020 and November 2020*) boom lengths have increased markedly in recent years. This has been spurred in part by the availability of higher strength steels and the increasing experience crane engineers have in how to use the thinner, higher tensile material to create booms that are not only stronger but that also retain the rigidity of the previously used thicker, less flexible, lower tensile steels. The benefits are lighter weight and improved capacities.



Crane Maier used its new Liebherr LTM 1070-4.2 to replace aging high voltage pylons for Deutsche Bahn



In this class, we see boom lengths in the region of 50 metres, in fact, seven of the nine cranes in the class have boom lengths of between 48 metres - on the Tadano ATF 60G-3, Liebherr LTM 1060-3.1, and Grove GMK3060L-1 - and 51 metres on the Grove GMK4080-3. There are two outliers in the class of crane, the

Grove GMK3060-2 with its 40 metre main boom, and the Tadano (Demag) AC 80-4, announced earlier this year with its seven section 60 metre boom.

The benefits of a longer main boom are obvious, helping carry out more jobs without having to install a swingaway extension. Avoiding the



The new Tadano AC 4.070L-1 carries more counterweight within 12 tonne axle loads than any other 60 to 80 tonne AT





The latest Grove cranes, such as the new long boom GMK3060L-1 feature new carrier cabs, which meet the latest crash test requirements, and offer operators improved visibility and comfort

challenges, time and exertion of rigging them. It also means that the extension can be left in the yard, enabling the crane to travel with lower axle weights or with more counterweight on board.

That was the thinking behind Grove's GMK 3060L-1, which adds eight metres of boom to its smaller sister crane, the GMK3060-2, matching the 48 metres that is now the norm for cranes in this class. For those who still prefer the shorter five section boom, it can be extended, when necessary, with the bi-fold swingaway extension, taking the maximum tip height to 58 metres, bringing it up above the main booms of the 48 metre models which typically achieve a maximum main boom tip height of around 53 metres.

The question for buyers is how often do you need the longer reach? Even if the answer to that question is "only occasionally", which would seem to point towards taking the shorter boom plus the full extension, it would be wise to also take resale value into consideration. In five or 10 years time, might the short boomed model be tough to sell on? Or might it remain the preferred option for less developed markets where many used cranes end up? Some of the interviewees and other contacts I have spoken to have expressed the belief that there will remain a market for compact cranes with short booms; but my guess is that in Europe, at least, there will be little scope for sales of these cranes.

All on board

There's not much point having a 'turn up and lift' crane like this, if the actual reality is more turn up, wait for the counterweight to arrive, then set up, and lift. Being able to access as much of the load chart as possible, with the on board

counterweight is key requirement.

In most mainland European markets, the 12 tonne per axle rule holds sway. In most of Europe this allows cranes to run either without permits, or with ones that are routine and relatively easy to obtain. Meeting this criteria while carrying as much counterweight as possible is a challenge. As a result, there is considerable variation across the nine cranes in the class.

Two Tadano cranes bracket the class in terms of lower and upper limits of on-board counterweight. The 'legacy' Demag AC60-3 crane can carry a mere 4.7 tonnes of counterweight within the 12 tonne axle limit. However, this crane also has the longest boom among the three axle cranes, at 50 metres.

At the other end of the scale, and newest crane on the market, the four axle, 70 tonne Tadano/Demag AC 4.070L-1 can carry up to 12.2 tonnes of counterweight without exceeding the 12 tonne limit.

Manitowoc's Cremer says: "All too

often the additional counterweight that cannot travel onboard with the crane is very seldomly used. And it is not uncommon to find the original counterweight stack that's transported separately, left untouched at the back of a customer's yard waiting there until the time comes to resell the crane." Tadano's Snow points out: "In the UK market, where the rules allow such cranes to run with axle loads of up to 16.5 tonnes, on STGO rules, the 60 tonners run

fully counterweighted as do the 80 tonners. It's only with four axle cranes over 100 tonnes, that we see regular use of a separately transported counterweight."

Richard Everist of Liebherr GB points out that in the UK sales of Liebherr's 60 tonne, 48 metre boom, three axle LTM 1060-3.1, which can carry 14.8 tonnes of counterweight under local regulations, far outstrip sales of the four axle 70 tonne, LTM 1070-4.2, which has a 50 metre boom, but can only manage the same 14.5 tonnes of counterweight in spite of the extra axle. The four axle crane is of course less compact with a carrier length of 10.11 metres compared to the 9.44 metre carrier on the three axle unit.

"Prior to the launch of the 60 tonner we had the LTM 1055," says Everist. "This had a shorter boom, so the 70 tonner was then the bigger seller in the UK, but once the 60 tonner arrived with the capacity it has as well as the longer boom, it really took the work away from 70. It's a more compact and manoeuvrable crane on three axles rather than four."



An LTM 3060-3.1 from the BKL fleet travels by ferry to the Herrenchiemsee Palace, on an island in the Bavarian lake Chiemsee



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The importance of making the most of these two different axle load limits can be seen on the newest crane in this market sector, the Tadano AC 4.070L-1. It carries more counterweight – 12.2 tonnes of it – within the 12 tonne axle loads than any other crane in the 60 to 80 tonne class. On UK roads however it can manage 16.5 tonnes, while featuring the longest boom at 52 metres of any crane at this capacity or lower.

Across the pond

As noted above, a key consideration for buyers in the UK and EU is axle loadings. The same applies across the Atlantic, but here restrictions are different and more variable, with axle spacing being at the forefront of roading concerns, thanks to complex bridging formulas which generally speaking are much more strictly checked and enforced than most countries in Europe. Andrew Soper, product manager at Link-Belt, explains: "In

North America, the name of the game is 'How much counterweight can you carry on the crane and still road it?' While that might not be so different to other markets, we have to be able to do it across 50 states and seven Canadian provinces. With cranes in this class, we aim to be able to pretty much move anywhere, with all its counterweight on board."

The axle spacing requirements tend to rule out All Terrains from operating in this size range,

although they are of course increasingly popular the further up the capacity range you go. There are a few exceptions, Manitowoc's Cremer says: "There are some areas where you can also run with 12 tonnes an axle. Through the New England area for example, where the three axle crane is actually quite popular."

But as a rule, the smaller All Terrains are too heavy, and have the wrong axle spacings, to be easily roadable with onboard

Manufacturer	60-80t All Terrain Models	Lifting characteristics			Dimensions				Axle load / counterweight					
		Max cap.	Boom length	Max tip ht.	Axles	Carrier length	O/A length	O/A height	10t	12t	13t	14t	15.5	16.5t
Grove	GMK3060-2	60t	40m	58m	3	8.67m	12.19m	3.8m	-	8.5t	11.5t	13.5t	13.5t	13.5t
Tadano	ATF 60G-3	60t	48m	55m	3	9.73m	11.18m	3.68m	-	5.1t	7.2t	-	-	13t
Liebherr	LTM 1060-3.1	60t	48m	63m	3	9.44m	11.53m	3.75m	-	5.5t	-	-	12.8t	-
Grove	GMK3060L-1	60t	48m	65m	3	8.66m	11.59m	3.94m	-	7.5t	10.5t	13.5t	13.5t	13.5t
Tadano (Demag)	AC 60-3	60t	50m	64m	3	9.33m	11.67m	3.61m	-	4.7t	5.6t	-	12.1t	-
Liebherr	LTM 1070-4.2	70t	50m	65m	4	10.11m	12.51m	3.9m	3.8t	10.7t	-	14.5t	-	-
Tadano	AC 4.070L-1	70t	52m	70m	4	10.36m	12.55m	3.85m	4.4t	12.2t	-	-	-	16.5t
Grove	GMK4080-3	80t	51m	75m	4	11.1m	12.78m	3.8m	-	10.2t	12.5t	14.8t	14.8t	14.8t
Tadano (Demag)	AC 80-4	80t	60m	70m	4	10.6m	12.15m	3.95m	3.3t	9.3t	-	-	-	17.7t



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counterweight across North America. One alternative is the boom truck, the larger models being a truck crane superstructure mounted on a standard commercial truck chassis. More optimised than these are the classic truck cranes, which used to rule the roost in Europe until the All Terrain took over. They are still the preferred mobile crane choice in many parts of Asia, particularly China where

the 25 tonne truck cranes are still mass produced. The classic truck crane employs a purpose built crane chassis frame but utilises standard truck running gear in terms of axles, transmissions and suspension. All of which costs a great deal less than the specialist axles, transmissions and hydrogas suspension systems employed on All Terrains. They are also a good deal simpler and less costly to

repair and maintain. Traditionally, these cranes have a single person cab, with the boom stowing alongside. There are three main manufacturers of the traditional truck crane in the USA: Manitowoc/ Grove, Link-Belt, and LoadKing - the Custom Truck One Source subsidiary that acquired Terex's boom truck, crossover, and truck crane product lines in 2019. Tadano also offers a range of cranes

in this class, designed for the American market but built in Japan, which it also sells internationally.

Link-Belt recently launched a new truck crane in the 60 to 80 tonne class with its 65 ton (60 tonne) 65 | HT. Soper says: "The predecessor to this crane was the HTC 8660 Series II, which was a very successful crane for us for over the past 15 years. The main changes are a longer boom and improved capacities, while maintaining the efficient and flexible roadability of the 8660."

The new crane makes use of Link-Belt's boom forming capabilities at its Lexington facility, replacing the diamond box boom of its predecessor with a formed boom. Soper says: "There are significant capacity gains throughout the chart. The diamond box booms are strong up to about 110ft/33 metres. Beyond that, they lose out on weight to length ratio. So, the 115ft/35 metre formed boom on the new crane is both longer, stronger,



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and actually weighs less than the older shorter boom.”

Cranes like this face competition from boom trucks on one side and All Terrains on the other. Soper says: “There are advantages to a truck crane. It has lower operating costs, and higher travel speeds, than an All Terrain in the same class. We also compete against commercial chassis boom trucks in this class as well as three axle ATs and smaller four axle models. So, we have to have a really competitive offering, with an attractive price point, and we have to have attractive features to go against both concepts.”

“The carrier is optimised, you’re not bolting or welding on an upper structure to the truck chassis or mounting a superstructure to a commercial chassis that’s not designed for the longevity of a crane. Our customers expect to get 20 or 25 years out of these cranes. I don’t think you’re going to get that type of robustness and durability out of a commercial chassis boom truck.”

A European truck crane

Tadano has also unveiled a new commercial chassis mounted truck crane in this class, the HK 4.070-1. It has a five section 41 metre boom, to which a bi-fold swingaway extension, offsetable by up to 40 degrees, can be added to achieve a maximum tip height of 60 metres. The crane can lift up to 55.6 tonnes at a radius of three metres with a counterweight of 10.1 tonnes, and at eight metres it still manages 19.2 tonnes.

The 70 tonne crane is part of a two model line-up that includes the 50 tonne HK 4.050-1. “We use standard truck chassis from well-known manufacturers for our truck mounted cranes. This means that the drivetrain is less expensive and easier to maintain for our customers.” says Tadano product manager Michael Klein.

Both cranes can be configured within 10 tonne axle loads and 32 tonne gross vehicle weights, in most European countries this allows them to travel as freely as any road haulage truck without permits or restrictions. This means that if a crane needs to get to a work site for an urgent job, it can get going right away. Otherwise, the 70 tonne model can carry 10.1 tonnes of



Tadano HK 4.070-1 Castell - The VERY first
Tadano HK 4.070-1 was sold to Castell-Autokran of Koblenz

counterweight, while both models can be supplied with a trailer to tow behind the crane with the additional counterweight required.

Waiting times

All of these cranes are designed to get to work shortly after arrival on site, so that the customer does not have to wait for extended set up times, but if you want to buy one, you may be in for a long wait. Tadano’s Alec Bell says: “Supply chains are a problem at the moment. Right through the automotive industry and in our industry as well. We were finding problems sourcing microchips and steel.”

Manitowoc’s Cremer adds: “We do have quite an extensive order backlog. This year is pretty much gone, and deliveries are all already moving further into next year.”

Liebherr’s Everist says he hasn’t seen too many supply problems with Liebherr’s plant in Egingen. But there are limits to how many cranes even this facility can build, and demand has pushed it to the limit. “If I’m talking to customers about new orders, we are looking as far out as 2023 in some cases.”



The latest boom truck/ truck crane, the 60 ton (55 tonne) National Crane NBT 60XL with its 46 metre main boom



Tadano’s new HK 4.070-1 truck crane is mounted on a commercial chassis



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Quick and nimble

The replacement of a rooftop glazing panel in central Edinburgh, Scotland by Johnston Rigging Fife perfectly illustrates the versatility of the latest small All Terrain cranes.

Established as a steel erector in 2001, the Kirkcaldy based company now runs a small rental fleet of Liebherr All Terrain cranes from 40 to 70 tonnes for steel erection and contract hires. When local glazier Nu-Cairn - a regular contract lift client - consulted Johnston about the tricky window replacement in the city centre, director Guy Johnson decided to operate the crane himself: "I ended up on the job myself purely because we were busy, I had also

planned it and like to be on hands with these sorts of jobs."

The job involved first removing the old unit, before lifting the new one into place along with various materials and equipment. Planned on a Saturday, to ensure the building was clear as the work took place, additional consideration had to be given to ensure critical access to the car park remained open. Johnson decided to use his latest addition, a 60 tonne three axle Liebherr LTM 1060-3.1, with the

new crane's VarioBase outrigger system making it ideal for the job.

The outriggers were short rigged on both sides, while 1.2 metre square mats helped spread the outrigger loadings. The glazing unit was located at a height of 25 metres and at a radius of around 14 metres. This required the crane's fully extended six section 48 metre boom and 7.8 tonnes of counterweight, all of which was

carried on board.

A 300kg four pad battery powered vacuum lifter, supplied by Nu-Cairn, was used to handle the panels. The road remained open, the lift went well and in the shortest of time, without drama or incident.



The crane had to set up in the parking bay



The crane used its full boom at a 14 metre radius

Coming soon - two new All Terrains

At the start of October Tadano informed visitors at its Zweibrücken facility that it plans to launch a new two axle All Terrain at the end of the year, while Grove's new four axle 100 tonner made its debut at GIS in Italy.

Debut of 100t Grove

As we went to press, Manitowoc confirmed that its upgraded 100 tonne four axle Grove GMK 4100L-2 All Terrain crane would make its debut at the GIS in Italy. The lower weight GMK4100L-2 offers a 60 metre main boom and can carry up to 6.8 tonnes of counterweight within 12 tonne axle load limits. It also features a Euromot 5/Tier 4 final engine and the new Grove carrier cab.



The new Grove GMK4100L-2 made its debut at GIS



Tadano gave visitors to its plant a sneak preview of a new two axle AT



Sneak preview of new Tadano

Tadano gave visitors to its series of open days in late September a glimpse of a new two axle All Terrain, the AC 2.040-1. While we have no details, we know that it will have a four section 35.2 metre main boom and nine metre extension, along with a proper 40 tonne rating. Details are due in December.

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Mastclimbers on the rise

The mastclimber market is an interesting one, in that for most façade work it offers a better solution for working at height, in terms of safety, efficiency, and aesthetics to name a few. However, there is still untapped potential for their use. Nick Johnson highlights the latest products and an array of interesting applications.

The mast climbing work platform – mastclimber for short – is an increasingly versatile piece of kit for both the construction and repair of high rise buildings. Available in single, twin or even triple mast configurations with long platforms, they tend to be supplied by specialist companies which can provide the support required to get the most out of them, including selection advice, planning, installation expertise and technical back-up.

Having become an accepted alternative to scaffolding, a significant number of mastclimbers are now operational in markets such as the UK. The ability to raise the platform to a precise working height means that tradesmen can work at the most comfortable and

productive height without the need to bend or stretch, while taking materials and tools with them.

Where remedial work is being carried out on occupied apartment blocks, residents benefit from not having scaffolding obscuring their view. And, with the mastclimber platform left at ground level out of working hours, security is much improved compared to a block surrounded by scaffolding for months on end.

The modular nature of mastclimbers allows them to be easily tailored to all manner of façade shapes and angles. And, where ground space around the building is limited, the mastclimber's base can be located slightly higher up the structure using a cantilevered gallows bracket.

Bracket mounted mastclimbers have been installed by Apollo Cradles on a prominent job in Aldgate, London, where the RG Group is building high rise student accommodation. At its peak, there were 43 mastclimber drive units on site powering platforms on both single and twin masts.

Apollo Cradles has standardised its mastclimber fleet around the GP40 model from the Spanish manufacturer Goian, part of the Jaso tower crane group. Platform lengths from 2.8 to 13.4 metres with a maximum capacity



of 2,300kg are possible on a single mast, while the twin mast format provides platforms from 6.7 to 35.9 metres and increased capacities up to 4,550kg.

Options from Apollo include double stacked platforms on twin masts and the ability to angle back masts with special brackets to accommodate 80, 100 and 110 degree facades. To aid the manual handling of materials, masts can also be fitted with monorail lifting systems.

Apollo director Darren Brady says the UK market for mastclimbers is buoyant although it is now being affected by a slowdown in material supply to sites. His machines are involved in both new build and some recladding work although the latter has not increased dramatically, in spite of all the publicity over the

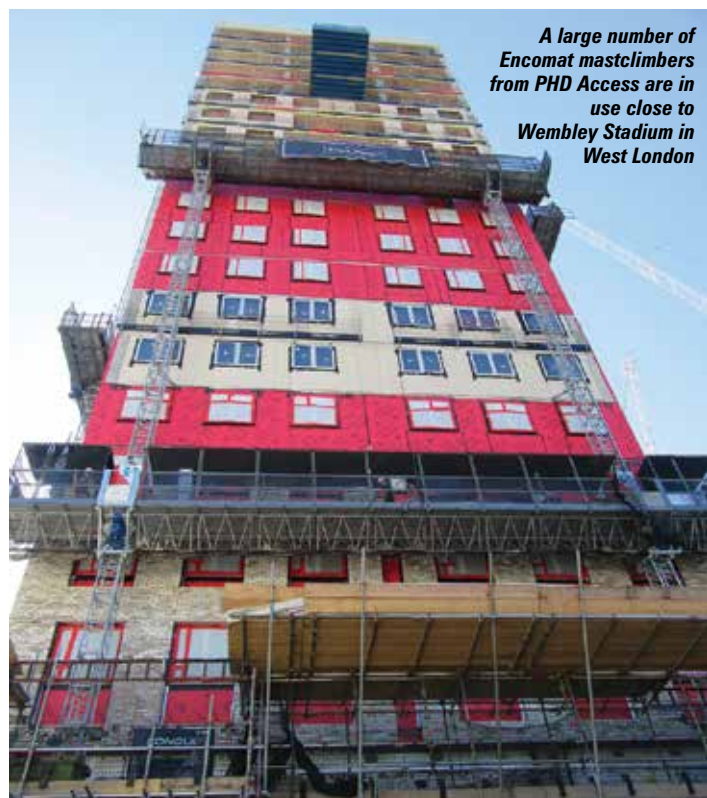
Grenfell tower fire tragedy, which highlighted the need to replace flammable cladding.

Brady is also chairman of the IPAF Working Group on Mastclimbers which has been developing a new 'Hoists and Mastclimbers for Managers' course. Due to be finalised by the end of this year, the course is intended to help construction site managers select the right equipment for their jobs.

Another prominent supplier of mastclimbers in London is PHD Access. It has multiple Encomat models, including single and double mast and double stacked units, working close to Wembley Stadium in West London. There are around 60 mastclimber drive units on the Wembley Park development being built by McLaren Construction.



Apollo Cradles has a multitude of Goian mastclimbers surrounding new student accommodation in London



A large number of Encomat mastclimbers from PHD Access are in use close to Wembley Stadium in West London



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Electroelsa used Vertikal Days for the UK launch of its single mast ELSA P40 mastclimber



Maber is updating its MBP mastclimbers to provide more capacity and longer decks



The special traveller produced by PHD Access to work inside the escalator shafts at the new Bond Street station

Peter Hoar, managing director of hoists and masts at PHD, says the company also has more than 70 drive units working on a big White City Living project in West London for the Berkeley Group. In addition to its Encomat fleet, PHD also runs Saeclimber and Alimak mastclimbers. The company says that while it is very busy at the moment, there is further 'pent up' demand for the expected surge in recladding work in the wake of Grenfell.

The big question is whether the UK market will have sufficient machines and the necessary experienced personnel to cope with such a surge. The government is under pressure to facilitate making such buildings safe, but getting the work done quickly could be problematic. Increasing demand in an already buoyant market could help increase rental rates. At present renting out hoists is often more profitable than running mastclimbers.

Meanwhile, prospective buyers who visited the Vertikal Days had several models to look at. Alimak had its well established twin mast MC450 mastclimber on show that offers platform lengths of between 8.6 and 30.2 metres. A standard platform width is 1.2 metres, or 2.2 metres with an extension. Maximum platform capacity is 4,500kg. Italian manufacturer Electroelsa

attended the event for the first time, with its ELSA P40 mastclimber. Platform lengths range from 4.2 to 13.2 metres with corresponding maximum capacities of 1,540kg to 640kg.

Electroelsa sales manager Said Shabana says that while the company has been manufacturing mastclimbers since 1995 it is only now starting to sell them in the UK. Machines can now be fitted with a GPS based monitoring system to diagnose faults and send information to a remote device such as a mobile phone. The system also has the ability to sound an alarm when the maximum capacity or wind speeds are reached.

Fellow Italian company Maber exhibited in the same area of the show, its models include the MBS 01/120 and MBP 01/150 single mast units and the MBS 02/120 and MBP 02/130 with twin masts. Sales director Diego Benetton confirmed that Maber is in the final stages of a redesign for its MBP mastclimbers with square masts. The new versions, available from February, will feature increased platform capacity and longer platform options.

Canadian heavy duty mastclimber manufacturer Hydro Mobile says that it has been working on improving the flexibility and productivity of its products, whilst simultaneously reducing the cost

of ownership. To increase machine versatility, it has introduced the swivel bridge concept along with 'mast sharing' and the ability to reconfigure mastclimbers into transport platforms.

A swivel bridge is a platform section which can 'swivel' or rotate through 180 degrees, allowing the platform to be easily adapted to different building façade profiles and provide access around corners. It was developed to add to its flexibility and the ability to adapt to different facades with fewer components, while improving a safer method of providing access to difficult areas.

The ability of mastclimbers to be configured for unusual applications is highlighted by the Spanish manufacturer Saeclimber. Its P40 equipment has been used successfully for demolition platforms around tall structures such as redundant chimneys, cooling towers and high motorway bridge piers.

In 2018, the 150 metre high Delimara Chimney in Malta was demolished using two rubber tracked Brokk 120 demolition robots, working from a special Penta Mastil Saeclimber P40 platform on five masts that surrounded the cylindrical structure. A PH15 service lift was also used.

The following year the same system was deployed to demolish several highway bridge piers in Tuscany, Italy. This contract utilised Quadri Mastil Saeclimber P40 platforms and a PH15 service lift. Demolition was carried out from the platform deck using two remote controlled Brokk 170 demolition robots.

In another unusual application, the UK's PHD Access brought its expertise to bear on the design, delivery and installation of what was effectively a very special inclined mast climbing platform for a Costain Skanska joint venture. This unique platform was used to help crews install the steel frame and cladding in Europe's largest escalator shaft at

the new Bond Street station on the Crossrail underground railway line in central London.

Whilst the platform capacity of a standard mastclimber is typically around 2,500kg, the Bond Street machine required a capacity of 7,500kg. It also had to be strong enough to support a Fassi F55 hydraulic loader crane and have each of its two decks large enough to carry a scissor lift.

PHD conceptualised and created a bespoke dual platform rack and pinion traveller able to travel on a 60 metre track on a 30 degree incline within the escalator shaft. PHD's engineers worked with mastclimber maker Encomat to build a special frame around suitable drive units. Once in operation, it proved to be much quicker than the conventional methods of scaffolding, chain hoists, slings and all the manual effort that was originally envisaged.



Hydro Mobile F platforms in use with the swivel bridge and mast sharing features



Safer demolition with Brokk demolition robots working from a Saeclimber P40 platform surrounding a bridge pier in Italy

Tower crane operator hoists

With greater use now being made of tower crane operator lifts - or elevators if you prefer - Nick Johnson takes a look at the latest developments.

Vertical Days proved the ideal opportunity to see several of the latest products, including, Alimak's TCL and Geda's 2PK. One notable exhibit was Electroelsa's A03 crane operator lift, but what really caught my eye were the prominent Select Plant Hire decals on its sides.

It turns out that this was just one of 21 units ordered by Select for use on its tower cranes, signalling a welcome move towards adding this equipment to higher free standing tower cranes in the UK. In spite of the intense national focus on health & safety, hardly any tower crane operator hoists have been installed in the UK - despite their widespread use across the Channel in France and in a growing number of other countries.

Leading the way

Whilst there appears to be no official plan to make operator lifts mandatory for cranes over a

certain height in the UK, there are clear benefits to their installation. And Select is to be congratulated in taking the lead. The provision of a lift enables tower crane operators to quickly and safely reach their lofty cabs without a slow and strenuous ladder climb. The availability of a lift also makes it easier to descend to the ground for comfort breaks - something that will surely be appreciated by the growing number of female operators. And, most importantly, it enables first responders with life saving equipment to quickly reach an operator who has suffered a medical emergency.

Having successfully trialled the Electroelsa A03 hoist, Select has ordered the hoists through its tower crane supplier Terex, a partner in the hoist's development. Dubbed the T-Lift by Select, the 1.42 metre by 1.05 metre lift provides a safe working capacity of 250kg and can travel at a speed of up to 24 metres

a minute, in wind speeds up to 20 metres a minute. Select is initially installing the T-Lifts externally on its cranes with one prominent example being its big Terex CTL 1600-66 luffing jib tower crane currently working in West London. The crane is one of a number employed on a £600 million Laing O'Rourke contract - part of the £1.3 billion Olympia regeneration project. The T-Lift can be installed during the installation of the tower crane or added later, when the crane is climbed to a greater height. With

Select Plant Hire is leading the way with tower crane lifts in the UK



Laing O'Rourke on board and other major contractors interested in the concept, Select is set to order at least another 20 units.

Select is also trialling the installation of the T-Lift internally within the tower sections. This entails the modification of rest platforms and a switch from inclined to vertical ladders.

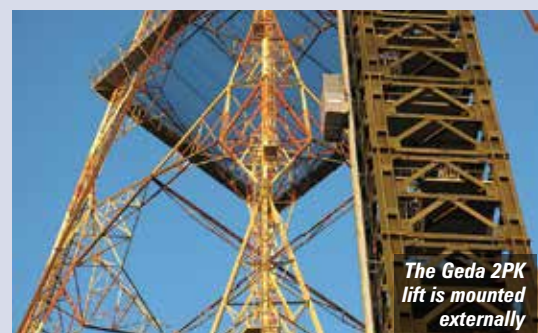
Ozzie mega tower

A particularly spectacular tower crane installation with operator lift can be seen in Sydney, Australia where a 60 year old TV transmission tower is being dismantled in Willoughby. Known locally as the "Eiffel Tower", the 233 metre high lattice structure is being removed to make way for a new residential development.

Marr Contracting - well known for its big Favelle Favco cranes - has been commissioned to provide the mechanical muscle needed to remove the structure, which is as high as a 77 storey building. Marr has installed one of its M310D luffing jib tower cranes on a 200 metre freestanding tower supported half way up by guy ropes.



Marr Contracting has installed a Geda crane operator hoist on the 200 metre high crane tower in Australia



The Geda 2PK lift is mounted externally

Once half the transmission tower has been brought the ground, Marr will reduce the tower height and swap the crane top for an even heavier duty M1280D to complete the demolition work. To enable the operator to reach the crane cab without having to face a 200 metre ladder climb, it has been equipped with a Geda 2PK operator lift, supplied by Geda dealer Hasemer Materials Handling and installed by Hoist & Lift Tec.

The externally mounted Geda 2PK lift travels at a speed of 24 metres a minute, however the ascent still takes more than eight minutes! This is still much quicker and easier than climbing - and particularly appreciated when the temperature rises.



Dismantling begins on the 233m transmission tower

Growing bigger



The Mace display at Vertical Days, with a variety of Geda hoists and transport platforms

Nick Johnson takes a look at the latest hoist developments and discovers a buoyant UK market for both construction hoists and mast climbing transport platforms with a growing trend towards bigger units.

Construction hoists come in a variety of types with an increasing choice of deck or car sizes and capacities. The different types include goods only hoists, transport platforms - able to move both goods and people - and passenger/goods hoists that come in single, twin or multi-car configurations.

Whilst the smallest goods hoists are supplied by some general rental companies, the majority are provided by specialist hoist rental businesses that claim that their expertise is essential for the optimum use of these machines. In the UK where construction continued apace even during the lockdowns, demand for hoists has remained strong with many owners adding new units.

Strong showing at Vertical Days

This year's Vertical Days had an unusually strong hoist and mastclimber sector with a wide variety of new products on show.

Mace Industries - the UK dealer for Geda - had a particularly impressive line-up, including the 200kg capacity 200Z goods hoist, alongside 300kg

and 500kg transport platforms, the 300Z ZP and 500Z ZP, and a P12, 1,500kg 12 person passenger/goods hoist. The company also displayed a Geda 2PK crane operator hoist, while Luke Mace revealed that a modified version of this 200kg capacity/ two person rack and pinion hoist has been used with slipform concrete construction.

Next door, CLM had two Maber rack and pinion transport platforms on display. The first was the 2,000kg capacity MBC 2000 with a 3.2 metre by 1.5 metre platform and a fully opening three metre wide C-Door, to allow the loading of large building components at ground level. The display unit was sold to Hoist Hire Services.

CLM also had a larger transport platform on its stand in the form of a 2,000kg MBC 2300, complete with larger 4.4 metre by 2.2 metre platform. The basic hoist structure with the drive motor is only 2.3 metres wide for easier transportation. The show machine was purchased by Scottish company Scot Hoist.

Maber has also shipped the first of its new 2,000kg capacity

MBA2000-EU passenger/goods hoists with a 1.5 by 3.2 metre car and 2.6 metre C-Door. Travel speed is up to 54 metres a minute and utilises the company's MBC 2000 transport platform mast, ties and landing gates - a modular advantage for fleet owners.

German manufacturer Böcker kept its Vertical Days display focused on aluminium boom truck cranes but was also promoting its range of hoists as part of a push to increase its UK hoist sales. Peterborough based rental company NTP has recently taken delivery of five transport platforms - three 1,000kg capacity MX 1024s and two 2,000kg MX2024s.

New industry developments

Kirsty Archbold-Lambing is a director of Southern Hoist Services and a prominent authority in the UK construction hoist market. She chairs CPA's Construction Hoist Interest Group and is a member of IPAF's Mast Climbing Work Platform & Hoist Committee.

Southern Hoist runs a wide range of goods hoists, transport platforms and passenger/goods hoists with recent additions to the fleet including Geda 1200 Z/ZP transport platforms and P22 passenger/goods hoists as well as Maber MBC 2000 dual prose machines. The MBC 2000 can be supplied without a roof as a goods only hoist or with a roof as a transport platform.

Keen to promote better understanding of hoists in the construction industry Archbold-Lambing highlighted the fact that IPAF is working on a new 'Hoists and Mast Climbers for Managers' course which will follow a similar format to the 'MEWPs for Managers' course. She also highlights the usefulness of the recently published CPA publications - 1101: Maintenance, Inspection

and Thorough Examination of Construction Hoists and 0501: Transporting Scaffolding in Construction Hoists (including Transport Platforms). Both publications can be downloaded free of charge from the CPA website.

Penny the Pink Hoist

A very visible unit in the Southern Hoist fleet is 'Penny the Pink Hoist', a Geda 300Z goods hoist resplendent in a bright pink livery. It was commissioned late last year as part of Breast Cancer Awareness month and 20 percent of the rental revenue is donated to the Breast Cancer Research charity.

The 'Penny the Pink Hoist' in the SHS hire fleet is raising money for the Breast Cancer Research charity



This 2,000kg capacity Maber MBC 2000 transport platform was bought by Hoist Hire Services

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Good use was made of the common tower system to help construct the Landmark Pinnacle in east London



Common Towers

Another specialist hoist hire company based in southern England is Plantire. Operating from Ashford, Middlesex, it has the distinction of being the oldest member of the CPA, having joined in 1941. It originally focused on excavator rental, before adding hoist rental in 1970. Today it supplies goods hoists and transport platforms to the construction industry. The company was also instrumental in the introduction of the 1,000kg capacity Maber MBC 1000 transport platform, its fleet of which are currently fully utilised.

Market leader Alimak displayed a 2,300kg capacity Scando M Combi 25 goods hoist, alongside a TPL 500/300 transport platform, and two high capacity passenger/goods hoists, a 2,400kg/ 24 passenger Scando 650FC and 2,500kg/ 31 passenger Scando 650XL.

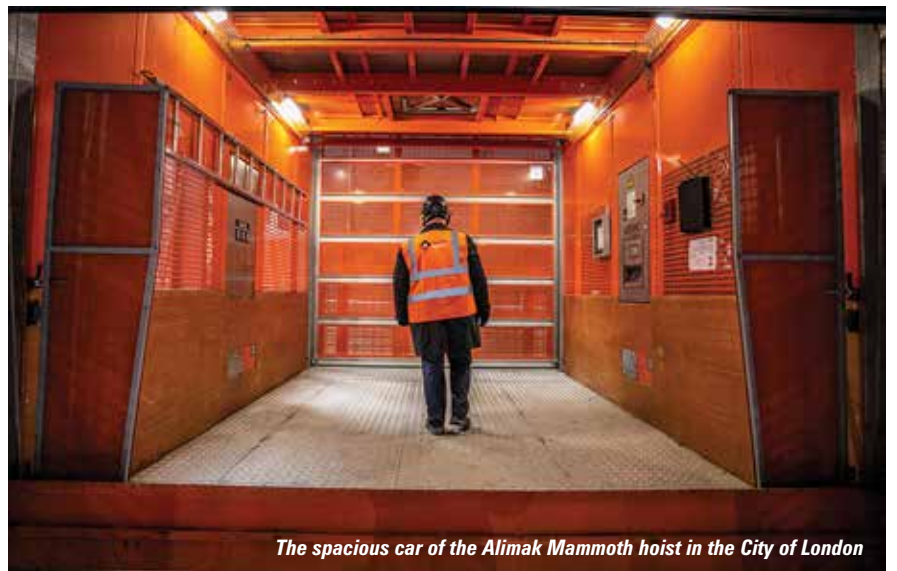
Alimak's Francis Harris says that whilst the 2,000kg Scando 20/32, with its 1.5 metre by 3.2 metre car, used to be very popular, there is an increasing preference for the 2,400 to 3,000kg Scando 650XL with a two or 2.5 metre by 3.2 to five metre car. The larger car size is driven by the desire to transport larger cladding units.

Harris also highlighted the greater use of common tower systems in order to maximise the number of big passenger/goods hoists within a small space alongside tall buildings on congested city centre sites. Up to six cars have been used on a common tower with a twin hoist attached to each of the three outside faces of the common tower.

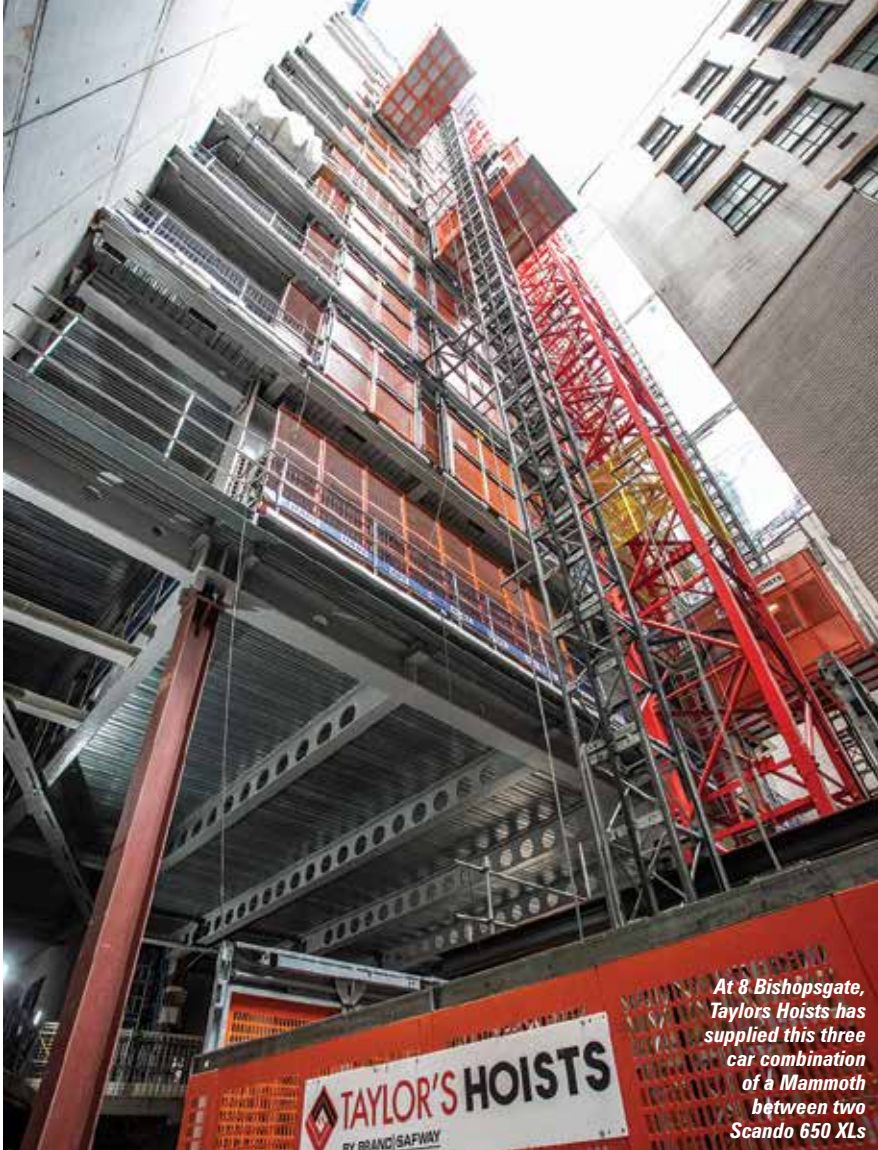
Common towers score by providing centralised loading and unloading, maximising hoist capacity and requiring fewer openings in the facade during construction.

A good example of common tower usage is the construction of the recently completed 233 metre high Landmark Pinnacle residential tower on the Isle of Dogs in East London. The project made use of one five metre square Reco common tower and four Alimak hoists. The hoists comprised one high speed Scando 650FCS XL 25/39 twinned with a 3,000kg Scando FCS 30/39, a 5,500kg TM Mammoth 55/50 and a 3,200kg Scando 650FC 32/39.

A number of Alimak's Mammoth hoists are now being used in London. Taylors Hoists has supplied a new 4,000kg capacity



The spacious car of the Alimak Mammoth hoist in the City of London



At 8 Bishopsgate, Taylors Hoists has supplied this three car combination of a Mammoth between two Scando 650 XLs

Mammoth with a 4.6 metre by 3.5 metre car for use by Stanhope on the 50 storey tower block now being built at 8 Bishopsgate in the City of London. The big Mammoth has a speed of 30 metres a minute and it has been specially designed to transport wide and bulky loads. On this contract managed by Lend Lease, the Mammoth is operated on masts also carrying two 2,500kg Scando 650XLs with a two metre by 4.6 metre cars.

Taylors Hoists also supplied two Scando 650XL cars running either side of a separate mast on another face of this building. Director Lisa Price of Taylors Hoists says that the big XL cars score by being able to carry pods of materials up the building, saving valuable tower crane hook time.

Geda in Budapest

In another interesting project in Budapest, Hungary, Geda hoists are being used to help construct a 28 storey headquarters for the MOL Group, a global oil and gas company. Construction company Market Építő Zrt has installed a 3700 Z/ZP transport platform, a 2,000kg capacity/23 passenger BL 2000 twin car passenger/goods hoist and a 2PK operator lift on a Kroll tower crane.

The 3,700kg capacity 3700 Z/ZP is particularly interesting because it has been installed with a five metre long 'D platform', which enables the transport platform to safely carry the many glass panels that make up most of the façade of the distinctive building that will be known as the MOL Campus.

The 3,700kg capacity Geda 3700 Z/ZP with its five metre long 'D platform' working in Budapest, Hungary



NEW

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Skyjack's new SJ3014 micro DC scissor lift represents a significant new presence in the low level access arena.

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Why buy used?

While smaller aerial lifts or telehandlers may not have the same economic lifespan as say a crane, truck mounted platform, or large boom lift, there can still be advantages to sourcing such used equipment as part of a fleet replenishment programme, especially as lead times for new machines continues to grow. Will North reports.

The case for a buoyant market in used cranes is clear: both mobile and tower cranes have lifespans stretching into decades, depending on how they are used and maintained. Even after 10 years, a machine will retain a high residual value and still have plenty of trouble free service in it, as long as it is maintained of course. New cranes are often financed by the sale of an older model, with some of the proceeds paying off any residual finance and covering any deposit required. The purchasers then cover the interest payments from the rental revenue the new crane generates.

There is of course a division between primary markets for new cranes (mostly in the global north) and secondary markets for cheaper, but still effective, used cranes (often in the global south). These days moving machines between the two can be exacerbated by differences in engine emissions regulations, including the availability of suitable fuel. It also means that a crane that performs its job perfectly well can't be used in mature markets with the tightest regulations, but can still be used elsewhere, where, in fact, older simpler models are often preferred. The solid trade in used equipment is driven by the ever increasing cost of new models, compounded, at the

moment, by increased lead times for new equipment.

The market for used aerial lifts is far more nuanced, especially at the smaller end of the market, where commercially viable lifespans rarely stretch beyond 10 years, although some models can maintain relatively high residual values. While finance may be used for large packages of used equipment, individual items tend to be cash transactions. With most smaller lifts being electric powered, emission concerns have little relevance.

I spoke to three experienced equipment traders:

- Access industry veteran Paul Richards, now owner of Inteq - or International Equipment. Based in Oxford, with a base in Dubai, the company buys and sells new and used equipment around the world.
- Stephen Wright, national sales manager for AJ Access, the well-established UK aerial lift dealer, which works closely with sister hire company AFI-Uplift.
- Vicki Allen, who has more than a decade of experience as used equipment manager for Genie Europe, and who recently started her own used equipment business, International Platforms, during lockdown. (see: page 53).



Cranes retain high resale values over a long period



Small lifts may not have the same lifespan, but can still retain decent resale values

Intermittent and project use

For a one off or occasional user of powered access, there's a clear best path to finding the equipment you need: rent it! A rental company can offer a wide range of equipment makes, types, and models to suit different jobs that may arise. Trying to buy a machine that does everything is a challenge and usually ends up with the inexperienced buyer getting something that does not work particularly well for any of the jobs that might arise. Leaving a rental company to worry about keeping the

machine maintained, repaired and certified is another benefit.

Having said that, once an end user has their own machine, they tend to find all manner of other jobs for it, which were previously done with ladders or left to sub-contractors and before too long they wonder how they managed without one. "Rather than having to rent in on numerous short contracts from hire companies where the cost can be quite expensive, purchasing a used machine can enable the end user who has sporadic use to acquire a piece of equipment as an asset on their on their books while being able



Renting a platform as needed is still the best option for most end users



Inspecting an overhead crane is ideal for a used lift



A refurbished machine from Inteq for a recycling company

to utilise that equipment through a period of time rather than having to do expensive short spot hires," says Wright.

A good example of this approach might be a factory owner who needs to have LOLER inspections carried out regularly on overhead cranes. Having their own platform suitable for these inspections may save money, compared with hiring in a platform each time. It will also mean that, if an overhead crane breaks down, they can get it fixed and back to work without having to organise and wait on rental machine delivery.

For these buyers, who likely know exactly what they need, but who will not be running up long hours each year, buying the right piece of used equipment can often be a much better option than buying new. "It's much more cost effective on the initial investment than a new machine," says Allen. "A lot of small industrial, or light industrial, users just need to change a light bulb etc... and might only use it once a month, maybe a dozen times a year. They don't want to tie up thousands and thousands of pounds of capex on a machine that's going to have such low usage. So, a piece of used equipment is a much more cost effective way to provide a safe working environment for their maintenance guys."

Not just a simple price comparison

The cost of buying used equipment can be more cost effective than a simple analysis of previous hire spending, or than used equipment prices would suggest.

"Many users who hire in access equipment will question whether financially they are better-off purchasing, whether new or used, rather than renting," says Richards. "Many think it is simply a mathematical calculation, but there may be grants available, and capital allowances to offset against profits. It is always worth engaging with a company such as ours that understands corporate tax positions on every level of the scale, and can give good advice in this area, which can be hugely beneficial financially to businesses large and small. We would calculate for both new and used equipment and, in reality, depending on the type of work, financial and other circumstances, we would advise accordingly and could recommend either new or used - or to continue renting."

Stephen Wright cites another example of how customers without regular

requirements might benefit from buying used, on long, but fixed, term projects. "We sold a machine just the other day to a particular customer that is refurbishing office units, where he needs to replace gutters, drains and roof equipment, windows, painting and things like that. Rather than having to hire a machine over what could be a six to 12 month period, which can be costly, it proved better to purchase a piece of equipment that gives them the lifespan they need, and then write that machine off over the refurbishment period. At then end they will still have an asset on hand to use or resell."

Filling a gap?

Buying used equipment is not just for intermittent or project buyers. It can also offer benefits to more regular equipment users, whether they are using the kit themselves, renting it out, or both.

Allen sums up the best case here: "Used equipment is more cost effective on initial outlay, it offers an improved return on investment, is currently more available and provides more flexibility in both busy and slower times, given its lower financial burden and can be traded or swapped for another machine more profitably if fleet mix needs to change."

That flexibility may become increasingly important over the coming months. The construction sector worldwide has been more resilient through the Covid crisis than most companies expected. Rental companies slashed their capital expenditure and even cancelled orders in order to preserve cash, leaving manufacturers in a rush to cut capacity and cut off supplies of components, forcing their suppliers to cut back. Once rental companies realised that not only would business return to and exceed pre-Covid levels sooner, rather than later, they started placing large catch up orders for new equipment. Manufacturers are now struggling to meet the demand, thanks to capacity cuts throughout the supply chain compounded by shipping delays. The net effect are major backlogs.



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With these changes, rental companies can quickly improve their return on investment.

So far though, this has not fully translated into increased demand for used equipment, but it has made sourcing good used equipment harder, as rental companies hold onto their best machines while waiting for replacements. Here, the experiences of Richards, Wright and Allen are somewhat divided.

“Logically we would expect increased demand, but in Europe - where most of our sales stock is of recent build and current specification - we are not seeing a corresponding increase in enquiries. It doesn’t make sense, but it could be that companies are waiting out this period of uncertainty and ‘holding fire’ on capex purchases,” says Richards.

“Lead time issues have certainly had an effect on the used equipment market both in terms of demand and supply. Supply is more limited as new deliveries are delayed, limiting release of older machines for resale. Demand is increased as companies need to add or change their model mix to suit customer needs,” says Allen.

Peace of mind

As well as getting the latest equipment, buying new equipment offers a certain peace of mind. Knowing that the equipment meets the latest standards and regulations, while incorporating the latest technology, as well as the manufacturer’s warranty. “For a lot of the industry at the moment,

customers want new equipment in terms of looking for guarantees, and limited downtime,” says Wright.

How can used equipment sellers match that? Wright says that typically AJ Access will look to buy LOLER certified equipment. There however can be potential value in machines that will clearly fail an inspection but be worth refurbishing or even rebuilding. “We can check on everything from the wiring looms/harness to hydraulic cylinders and structural elements such as booms, replacing or refurbishing them where necessary. Everything we sell will of course carry a six month LOLER inspection certificate. So, we make sure that machine is safe to work.”

Allen works with a network of service engineers. “We service and LOLER inspect many of our machines and sometimes choose to fully refurbish and repaint units before offering them for sale. We work with a small number of carefully selected partners for repair and refurbishment work required and monitor the work closely to ensure that every element is addressed to achieve maximum customer satisfaction,” she says. “We also work with a network of independent engineers should a machine need attention in or out of warranty to support the customer quickly and cost effectively.”

As well as certifying machines, and offering warranties, some used



A used Snorkel A 38 sold by AJ Access

equipment companies offer longer term support. “We can also offer the peace of mind of looking after their equipment for as long as they own it via a service agreement, coupled with regular inspections,” says Wright. “So, they’ve got a safety net around them that ensures they always have a machine that is operating correctly and safely.”

Sourcing equipment

Supplying used equipment is only one half of the dealer’s role, the other is providing owners with a way to easily release the value of older equipment for fleet renewal. That can be a direct trade. “We will trade in any pieces of equipment against new, or recent, used machines,” says Richards.

Or it can be a question of timing sales so owners can release old machines as the new ones arrive,

“Once or twice a month, we take a package off somebody that has their orders for new equipment in place,” says Allen, taking delivery as the new machines arrive. “So, we are an easy mechanism for them to use to offload that equipment and get the money in, which they generally use to pay deposits on the new finance. Sellers can choose between taking cash or trading old for new. When we are contacted by a customer looking to refresh their fleet, we value the machines that they are looking to sell, usually in terms of a straight purchase, so they can put cash back into the company. But we can also purchase used equipment, combined with the supply of new equipment. For example, they might look to take 10 to 15 units and replace them with five new ones.”



Before and after photos of refurbished equipment at AJ Access



Two Genie scissiors being charged at International Platforms before shipping to their new owner in northern Europe

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A time for renewal

What does it take to start up your own used equipment business? That's a question UK based Vicki Allen faced when she struck out on her own, at the start of the Covid crisis. Will North reports.

At the start of the Covid crisis in the UK, with the country entering its first lockdown, Vicki Allen and her daughter Jade were both on furlough from roles in the access market. Vicki had worked for Genie for 12 years as a used equipment manager, covering Europe, Africa and the Middle East, followed by four years at AJ Access Platforms. Jade had spent more than two years on the hire desk with AFI Uplift.

The idea was to bring together Vicki's contact base and industry experience, with the insights Jade had gained in customer service with

AFI: Vicki would find the machines, and Jade would handle sales and support. They decided on the name International Platforms.



The new office is ready



International Platforms' first machine hand over



Jade (L) and Vicki Allen checking out machines at the Niftylift factory



A delivery from Bella Access for International Platforms to check over and sell

Jade was first to join the new business, with Vicki joining after serving her notice period. They started without a bank loan, or outside investment, so keeping cash in the business was important. As Vicki was planning a house move, they each chose to find somewhere small and affordable.

Building trust and confidence

The network and reputation Vicki had built while working with Genie was key. "For most of that time, I was working in Europe managing used equipment for Genie throughout the region," she says. "I was responsible for both valuing and reselling all the trade in machines offered to Genie. I had to build a dealer network, in order offload those machines throughout the region. So that enabled me to build a really good customer and contacts base, and I am still in contact with most of them today."

"One way to build trust is by being a reliable business partner, over many years, another is to fix any problem that might arise promptly and reliably. That's where Jade comes in, at AFI she had been dealing with transport drivers, engineers, and getting breakdowns fixed."

"It was an extremely fast paced environment, but I loved it," adds Jade.

"You must always have to plan for the occasional 'nightmare' machine when selling equipment: There's always gonna' be one or two over the course of a year, we just have to just bite the bullet and get it fixed. It's going to cost money. But the customer needs to maintain use of that machine," says Vicki.

"We've only had one absolute nightmare this year that has just gone on, and on, and on. It has evaded three or four engineers who have tried to find a solution. That machine is now fixed and back on the job." In cases like that, the Allens send out a spare machine from stock, or arrange to re-hire from another supplier.

"We've not had a complaint yet," says Jade. "Even the customer that had a nightmare with his machine. He's not said a bad word as long as we do what's right by him."

Spotting what and how to buy

Part of the skill of equipment dealing is spotting what to buy and when, as well as having the funds to take advantage of it. For a start-up, that doesn't rely on debt or have a big



"Our small yard is often full, this might be a good thing: it stops me buying more kit, and tying up more money," said Vicki Allen.

initial investment that can be a challenge. A high level of trust helps too. But starting a business in the middle of a global crisis adds a whole new level of stress.

"You think to yourself, are people actually going to buy anything? My gut instinct is that they're going to

have to buy something. But who's to say we're not going to just keep bouncing in and out of lockdowns, leaving companies with little to no money?"

"I was really fortunate to have some goodwill from certain people that enabled me to have payment

terms saving me from having to pay for machines up front, before I shipped them and then got the money in. The main way we work is somebody comes to me wanting to sell a package of machines, I value them and then we negotiate and agree a deal."

"So sometimes the rental company keeps the machines in their fleet whilst I find buyers for them. And then, as and when the buyer is found we buy it at the agreed price. And anything I can get over and above that is my margin of course."

"Other companies just want to get rid of a block of machines in one go. So that's when it's trickier for me at the moment, because that can mean £50,000 or £100,000 outlay. So, I to try to negotiate and say, 'Okay, I'll take this block this month, and then I'll take that block next month' and because people know that I do what I say, once they are sold, I will pay for them, and then come back for the next batch, they're happy to work like that."

A new crisis

At the end of 2020, an end was in sight for the Covid crisis in the

UK, although a new lockdown in England ran from Christmas through until the spring, but the vaccination programme was on the horizon. And then another crisis loomed: the delayed implementation of border controls between the UK and the EU, and of the Northern Ireland protocol.

The used equipment business is by its nature international. Finding the right equipment, and customers for it, requires the open border crossings that Allen was used to while at Genie and AJ Access. From the outset, International Platforms has traded international, but buying outside the UK has become harder with covid travel restrictions.

"Buying at a distance is risky, thankfully I do know some people, that I trust enough to buy from them 'blind', but normally you want to go and see the equipment first hand. But as we are still in the early stages of our business and it's an added financial commitment to travel abroad to buy a package of equipment and then have to sit on it until it's all sold."



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The reintroduction of customs controls has also made selling equipment overseas harder. "When we first started, it was 50/50 sales in the UK and overseas. But then Brexit hit, and all of our overseas business vanished overnight. That was a frightening moment. Nobody knew how to get anything across the border. Nobody knew how to import or export. The costs involved in transporting equipment went through the roof. And it took three to four months before that started to come back on any level.

"We fought hard to find a system to get through the customs mess. Nobody knew what terms to put on anything. They didn't know what custom commodity codes to use. The transport companies were hiking the prices because of the delays it was taking to get through the ports, with paperwork mismatches and stuff like that. So, I think after we'd done the first few, which were particularly painful, we began to get some confidence in what we were doing and that the paperwork we were issuing was



Three fully refurbished Skyjack 6832RTs sold



The machines can be refurbished to as high a standard as the customer wants

correct." In the last quarter, around 60 percent of sales were overseas. So, is the business meeting or exceeding the Allen's expectations? "I would never ever have expected it to be this busy. In the first year alone, we did just shy of £3 million

in turnover. And I think this month alone, we have, topped £350,000, it is just incredible. It's just going from strength to strength. Our approach and systems work, and both our suppliers and customers are using us repeatedly."



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BIM graphics reveal HS2 bridge build sequence



Following our look at Building Information Modelling (BIM) in the last issue, Nick Johnson reports on the plans for what will be the UK's longest railway bridge.

Construction of the new HS2 high speed railway line in the UK is now well underway. It is said to be largest infrastructure project in Europe and, to aid construction, its contractors are making good use of the latest computer modelling techniques.

The first phase between London and Birmingham involves the construction of more than 300 bridges and 70 viaducts. The largest of which is the Colne Valley Viaduct (CVV) that will carry trains at speeds of up to 200mph for 3.4km across waterways, four lakes, two roads and four footpaths.

Straddling the environmentally sensitive border between London and Buckinghamshire on the northwest outskirts of the capital, it will be almost a kilometre longer than the Forth Rail Bridge, and as such is set to become the longest railway bridge in the UK. It will weigh some 116,000 tonnes and have a total of 57 spans ranging in length from 45 to 80 metres. The concrete structure will be supported by 56 piers, with the widest spans reserved for where the viaduct crosses the lakes, and narrower

spans for the approaches.

Set low in the landscape, its design was apparently inspired by the flight of a stone skipping across the water, with a series of elegant spans carrying the railway around 10 metres above the surface of the lakes, the River Colne and the Grand Union Canal. As the railway passes through the picturesque Colne Valley Regional Park, the structure will incorporate sound absorbing, two metre high acrylic panels either side of the tracks.

The original concept design was produced by Knight Architects, working with Atkins, in consultation with the Colne Valley Regional Park panel, as well as members of the independent HS2 design panel. This design formed the basis for the HS2 C1 contract that was won by joint venture consortium Align JV - comprising the contractors Bouygues Travaux Publics, Sir Robert McAlpine and VolkerFitzpatrick.

Align's project director Daniel Altier says: "Once complete the viaduct will become one, if not the, most striking element of HS2 Phase 1.



The way it will be constructed is going to be equally fascinating for engineers young and old. The sections for the deck will be fabricated at our main construction site to the west of London just inside the M25 and using a huge launching girder/gantry/crane, the deck will be formed from north to south, along the line of the route, thereby keeping unnecessary construction traffic off the roads."

To help plan the work and to show interested parties such as local residents how the CVV will be built, good use has been made of the latest computer modelling techniques. Clever animations and digital images reveal the construction sequence and

provide an indication of the type of equipment that will be used.

Construction animations were provided by Sigma Bear, working in close cooperation with Align's construction methods team. The CAD models came from a variety of authoring tools including Autodesk and Bentley. They were then integrated into a game engine called Unity to add the cranes and other equipment, along with the animations.

The digital illustrations accompanying this article show how the CVV will be built across the lakes. An important preliminary job is to construct a steel jetty across the water along the route of the viaduct to provide a temporary



road for equipment and materials. The jetty will have 12 metre spans made up of four longitudinal beams carried by piers of driven tubular steel piles. It will also incorporate side extensions to create working areas either side of the sites of the viaduct piers.

Once the jetty is complete, construction of the main bridge piers will commence by installing a steel pile cofferdam around the base of each pier location. Excavators will then dig out the internal area to the base foundation level, with the excavated material removed by trucks travelling along the jetty. Vibratory bored piling rigs will then drive cylindrical steel castings into the lake bed which will be filled by tremie concreting using equipment on the jetty.

After the base of each pier has been completed, tower cranes will be used to help construct the 11 V shaped piers. A number of tower cranes will be progressively erected and dismantled along the line of the viaduct along the lakes. The BIM illustrations show a saddle

jib tower crane but Align has also been evaluating the use of luffing jib tower cranes, because they will take up less space in the air above the jetty, thus aiding the use of other cranes in the vicinity. The land based piers on either side of the lakes will be constructed with crawler cranes due to their flexibility to move heavy loads further distances.

As piers are completed, the concrete deck sections above them will be progressively installed using a launching girder or crane (dubbed The Traveller). It will be 160 metres long, 18 metres wide and weigh 700 tonnes. It will be able to lift and install two deck segments weighing up to 133 tonnes simultaneously. The precast deck segments will be constructed in a temporary factory nearby before being assembled on the viaduct from north to south starting in the Spring of next year.

This specialised lifting machine is being supplied by Italian company Deal, which has provided equipment on prestigious projects around the world, including the East Tsing Yi



Viaduct in Hong Kong, viaducts on the Messina to Palermo motorway in Italy, the Confederation Bridge in Canada and the Chung San Bridge in South Korea.

Work is now progressing with the jetty construction and the first piles. As the project progresses we plan to bring you reports highlighting the actual equipment in use.

(All other photos courtesy of Align JV - unless mentioned)



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Ultra-realistic VR training scenarios

Tadano has started using high definition 8K videos to deliver a more realistic and immersive Virtual Reality training experience for its cranes and aerial platforms. This level of realism is said to heighten the senses as users become fully immersed in their scenarios, creating the truest of life reactions.

"I was scared," said one trainee. "I felt like I was actually working on the top of a really tall crane and my hand was caught in a wire, it felt quite realistic. I knew it was safe but still had cold sweat. I felt like I was at the scene of the accident, and my hands were involved in a wire rope. It was an easy to understand and valuable experience. This method gives a more realistic experience than ones through traditional video and documents."

Another trainee added: "I had experience of working on site, but it still had an unexpected and lasting impact on me. The simulated accident remained in my head, which is why I think it can work greatly with our pursuit of safety."



Wrong access equipment costs £22k

Grayton Building Contractors has been fined £15,000, plus costs of £3,742, after an employee fell from a ladder while descending from a scaffold. In June 2018, the man was fitting fascia boards on a single storey home, in preparation for roofers employed by Thomas Dean to begin work. The man stepped across a gap to the ladder that slipped sideways causing him to fall. He was off work for eight weeks.

An HSE investigation found that both Grayton and Thomas Dean failed to properly plan the work, assess the risks or provide appropriate supervision. The access equipment used was also not suitable for the job. Dean was fined £400 and ordered to pay costs of £3,000.

HSE inspector Andy McGrory said: "This incident could have easily been prevented with simple precautions including properly planning the work, undertaking a suitable risk assessment and by selecting, erecting and using suitable work at height equipment for the job."

Sydney blitz highlights unsafe practices

A building site 'blitz' by SafeWork in New South Wales, Australia, last month, revealed that more than 20 percent of sites visited had working at height risks, while two thirds required intervention on unsafe practices. The blitz followed a case in which solar energy installer, PV Solar Pro, was fined \$300,000 for failing to comply with its duties after a 19 year old apprentice fell 6.5 metres through a skylight. An investigation found his harness fall arrest system was incorrectly set to arrest the fall. He suffered a severe brain injury, dying from the injury two weeks later.

SafeWork executive director, Tony Williams, said: "In last month's blitz, SafeWork inspectors visited 165 construction sites and issued 273 notices and 16 fines relating to unsafe workplaces. Falls from heights are the number one killer on NSW construction sites and most people who are seriously injured or killed fall from a height of four metres or less."

"In May an apprentice carpenter fell three metres while installing roof trusses in Moama, while this month a man fell from a second storey roof in Woodcroft. Both were airlifted to hospital with suspected spinal injuries. Sooner or later SafeWork will be in your area and I'm urging you to take action in order to remove these risks – not just because you are facing fines but so that everyone on your site goes home safely at the end of the day."

Tower error costs £23k

UK based TA Knox Shopfitters has been fined £18,000, plus costs of £4,623, after an employee fell five metres from a scaffold tower while working at the Trafford Centre, Manchester in October 2019. The employee was working from the tower when it shifted and threw him off balance, causing him to fall backwards against an improperly fitted guardrail, which gave way leaving him to fall to the ground. He fractured 10 ribs and his shoulder, as well as suffering a collapsed lung. An investigation found that the tower had not been erected by someone with the appropriate skills, knowledge and training.

HSE inspector Seve Gomez-Aspron said: "The risks associated with work at height are well known. This incident could easily have been avoided by ensuring suitable and sufficient edge protection had been used and qualified people had been on site to erect the tower."

Who trained him?

Spotted somewhere in France earlier this year – it really speaks for itself.



Thinking of selling or buying
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With the recent sale of Neon Hire Services to GT Access we have now completed six successful transactions in our first year. And, with five new clients on the books and over thirty interested buyers, we seem to be getting it right.

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It might also be that our mission is to optimise value for the seller and make the process more efficient but we also help the buyer, because we know what they want and what information they need to make a decision.

Or perhaps it's because we ensure that sellers are properly prepared with a compelling business case and that we find exactly the **right** buyer, for whom the 'strategic fit' represents real value, so the deal gets done?

Whatever it is, it's definitely working. So, if you are thinking of selling or acquiring a hire business talk to the specialists, we would love to hear from you.

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UKCA marking - update

ALLMI has informed its members of a delay to the phasing in of UKCA marking, which commenced on 1st January this year. The Government's 12 month postponement to various stages of the process now means that the following timeframes will apply:

- 1st January 2021 to 1st January 2023: CE marking can still be used.
- From 1st January 2023: a product bearing the CE marking will still be valid for sale in the UK, so long as it is also UKCA marked.
- Until 1st January 2024: option to affix the UKCA marking via a label affixed to the product or an accompanying document.
- From 1st January 2024: UKCA marking must be affixed directly to the product.

ALLMI is in the process of producing a Guidance Note covering the implications of UKCA marking for the lorry loader industry. Look out for updates in future issues of ALLMI Focus.



Attachment Working Groups

ALLMI is carrying out a significant revision to its lorry loader operator course. As part of the process, the association will be reviewing its training content for the various attachment types covered by the ALLMI scheme, which will involve the formation of several specialist working groups.

Jon Kenyon, ALLMI training & project officer, said: "We have been seeking volunteers by reaching out to members and training providers, and the response has been excellent. Whilst we have a huge amount of experience and knowledge within the ALLMI team, drawing upon the considerable expertise from within the membership and training provider network is a crucial part of revising any ALLMI course, and it supports our ethos of providing training and guidance which is very much developed by the industry, for the industry."

Working Group meetings will commence shortly, so please look out for further updates, and if you require additional information on this project then please contact ALLMI.



Strong Industry Recovery

ALLMI has released its loader crane industry sales figures for the first half of 2021. The statistics show an impressive industry performance, demonstrating a healthy recovery from the events of last year and even exceeding 2019 sales for the same period. Demand for remote controls continues to be strong, with over 50 percent of invoiced sales relating to lorry loaders with control units of this type, and the figure reaching 100 percent in certain segments of the market.

Safe Use of Remote Controls

ALLMI's market statistics demonstrate the increasing popularity of remote controls, which bring many benefits to lorry loader operation. However, it is important to remember that they can create potential hazards if used incorrectly and so those responsible for lorry loader operations are encouraged to adopt the association's freely available 'Safe Use of Remote Controls' campaign material. This includes a web based video, an information leaflet aimed at operators and their immediate supervisors, and a ready-made toolbox talk template.

To access these resources, please visit: www.allmi.com/safe-use-of-remote-controls or download the ALLMI app from the Apple or Google Play store.



Virtual membership meetings

ALLMI has announced the dates of its 2021 membership meetings.

Taking place online, the meeting for manufacturers, service companies and ancillary equipment suppliers will be held on 4th November, with an Operators' Forum (fleet owner) meeting scheduled for 8th November.

ALLMI chief executive Tom Wakefield said: "Having used the online format in 2020, we know the platform works very well and that, as always, the meetings will provide an excellent basis upon which to update members concerning a wide range of topical issues affecting the lorry loader industry, as well as numerous projects and activities being undertaken by ALLMI throughout 2021. We will also facilitate further engagement via a Q&A session. Of course, we very much look forward to engaging with members in person via physical meetings. We currently have this planned for March next year and look forward to communicating further details in due course."

For further information on the Association's membership meetings, please contact ALLMI.



New ALLMI e-Newsletter

ALLMI has released a new look e-Newsletter. Redesigned along the lines of the association's new website and produced in a responsive format for improved viewing on mobile devices, the quarterly e-Newsletter will continue to provide updates on lorry loader industry issues and association activities. Subscribe at: <https://mailchi.mp/allmi/newsletter-sign-up>.



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

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Tower standard changes in November

If you're responsible for the safety of tower users, you must provide equipment that's safe and reliable. A simple way to do that is to choose towers that are certified to design standard EN 1004-1.

EN 1004-1 tells us what materials, dimensions, design loads, safety and performance requirements mobile access towers should conform to. The standard has been around since 2004, but a new version is now available - EN 1004-1:2020.

We are currently in a transition period where designers, manufacturers and suppliers are switching to towers that comply with, and are certified to, EN 1004-1:2020. This transition period ends on the 30th November.

PASMA is here to support you through the changes. Its experts have written a free, comprehensive guide to the revision, covering:

- The new definition of a mobile access tower
- The four main areas of change
- A timeline for the rollout
- How, and when, to start preparing
- Choosing safe towers for work and home
- FAQs



It's a must read for anyone who buys, rents, owns or uses mobile access towers, or is responsible for safety in the workplace. For more details visit: pasma.co.uk/en1004.

Towers in bad weather

Autumn brings more rain, wind and eventually, frost and snow. Stay safe on scaffold towers by following these tips:

- Don't work on towers during snowy or frosty weather or in heavy rain - you could slip and fall.
- If the average wind speed reaches 17mph, stop work and dismantle the tower. Use a hand-held anemometer to monitor the wind speed while you're working.
- Be cautious - wind speed can increase significantly in certain locations, such as between high buildings or at the top of a hill.
- During risk assessments, check the weather forecast to make sure conditions are expected to be suitable for the work you'll be doing.
- Check the instruction manual for guidance. Remember you must follow the manual when you build the tower and have it on site - that's a legal requirement.
- When working near overhead electrical cables, rain is an added complication. Whatever the weather, consult the appropriate national guidance on working safely near electricity and your local power company for advice on safe distances. Always be aware of the flash factor (arcing), but especially in wet conditions.

- After wind, rain, snow or frost, re-inspect your tower and the ground conditions. Ensure the stability and structural integrity of the tower haven't been affecting before re-starting work.



PASMA Conference 2022

After a two year absence, the PASMA Annual Conference will return on 28th & 29th September 2022 at the Delta by Marriott Nottingham Belfry Hotel. It will be an opportunity to hear the latest insights and guidance on scaffold tower safety and see the variety of ways that they can be used.

Tickets will be released nearer the time for members and anyone with an interest in towers – including those who select access equipment for their organisation or have responsibility for the health and safety of people who work at height.

Safety Practitioner Zone

Helping workers stay safe on scaffold towers is easier than ever with PASMA's Safety Practitioner



Zone. This resource library helps safety professionals update their tower knowledge and share good practice. It includes toolbox talks, tower reference guides, bitesize safety videos and details of upcoming changes to EN 1004, the design standard for mobile access towers.

The PASMA Safety Practitioner Zone is reserved for members of leading safety associations, who are helping PASMA get these resources into the hands of people who will make best use of them.

Easy access to 70+ scaffold tower instruction manuals

PASMA maintains a free online library of scaffold tower instruction manuals, which includes a comprehensive range of assembly guides from all PASMA's manufacturing members. For easier access, the library of more than 70 manuals is divided by tower type and then by manufacturer. It includes instructions for:

- Mobile access towers
- Cantilever towers
- Towers with bridges
- Towers on stairs
- Low level work platforms

PASMA recommends that anyone assembling a mobile access tower, prefabricated tower scaffold or low level work platform follows the instruction manual. No manual should mean no tower.

Visit: www.pasma.co.uk/manuals



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

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IPAF invites members to join International Safety Committee

IPAF has formed a new International Safety Committee to assist with the development and implementation of global standards as well as the promotion of safe practice within the industry.

The new committee is born out of the existing IPAF Accident Work Group of the IPAF UK Country Council, which has been instrumental in compiling and analysing incident statistics via IPAF's Accident Reporting Portal, leading to the annual IPAF Global Safety Report.

The current members of the Accident Work Group will form the core of the new committee, under chairman Mark Keily of Sunbelt Rentals UK. Following the first meeting, which was held during Vertical Days, IPAF is now inviting others to join the committee which will meet three to four times a year, mostly virtually, but with one physical meeting in conjunction with a major industry event.

IPAF's head of safety & technical Brian Parker, said: "The IPAF Accident Work Group has long worked hard behind the scenes to produce safety guidance based on the accident reporting data we have been collecting and analysing since 2013, with the vast majority of reporting coming from our UK membership. The accident reporting portal now receives reports from more than 20 countries, while IPAF prepares and promotes technical guidance and safety campaigns in almost 80 countries. We felt therefore that it was appropriate to expand the remit and outlook of the group, by creating the International Safety Committee."

Chief executive Peter Douglas, added: "It is clear from the latest IPAF Global Safety Report, and the new standards being developed and implemented in places such as the USA, Canada, the Middle East and South East Asia, that powered access as whole will benefit from clear, consistent and independent leadership in safety globally. If any IPAF member wishes to be represented on the new committee I urge them to get in touch. In the meantime, I urge people to review the latest online Global Safety Report and that all powered access operators, managers and users report any accidents and near misses in their businesses."



Mark Keily of Sunbelt Rentals UK

Two new Toolbox Talks and Andy Access posters

'Safe Workshop Servicing & Repair of MEWPs' and 'Travelling in a MEWP as an Occupant' are the latest additions to IPAF's Toolbox Talk series. Both are accompanied by a new Andy Access poster underlining the primary safety messages.

Moving, testing, servicing or repairing aerial platforms exposes workshop employees to hazards and risks depending on the machine type and service, or repair being carried out. The IPAF accident reporting portal has also highlighted a number of entrapment incidents involving occupants of scissor lifts in particular. The Toolbox Talks and posters are aimed at reminding operators of their responsibilities to safeguard all occupants and offer guidance to platform occupants to remain vigilant and not distract the operator.

Brian Parker, IPAF's head of safety & technical, said: "These two new messages continue to build on the range of safety briefings and Andy Access posters already produced and available free of charge."

For more details, visit:
www.ipaf.org/toolboxtalks and
www.ipaf.org/AndyAccess



IPAF appoints IPAF Rental+ manager

Martin Wraith has been appointed IPAF Rental+ manager, a new role at IPAF to oversee the development, implementation, and ongoing audit of the IPAF Rental+ standard.

Reporting to operations director Giles Council, he is well known in the UK powered access industry, having served as an IPAF Auditor for a number of years and being a qualified IPAF senior instructor.

Martin Wraith said: "I have long had a close association in a variety of roles with IPAF and have supported the federation at events around the world, developing training, giving presentations online and in person, delivering the audit programme of IPAF training centres and instructors, and as a qualified IPAF instructor in my own right. When this new role within IPAF was advertised I knew it represented a really interesting challenge and felt it would be a great fit for me. I already know the IPAF team very well and also many of the members with whom I have had the pleasure of interacting over the years as an auditor or at industry events and the like."

"I really look forward to this next chapter of my career and can't wait to get out and about meeting members, helping them fulfil and maintain the requirements of the IPAF Rental+ audit and expanding awareness and engagement with the standard both in the UK and further afield."

Visit www.ipaf.org/rental for more details about the IPAF Rental+ standard.



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Future Stars

The Construction Plant-hire Association (CPA) announced the future stars of the UK construction equipment sector at a live awards ceremony attended by 220 people in mid-September.



In spite of the challenges that employers, training providers and apprentices have faced during the pandemic, there were almost 70 nominations this year, one of the highest in the programme's nine year history.

The top awards were won by:

- **National Plant Mechanic of the Year (Level 2)** - Dean Johnston, Liebherr
- **National Plant Technician of the Year (Level 3)** - Luke Thornton, GGR
- **Plant Operative of the Year** - Jim Baraclough, L Lynch Plant Hire
- **Plant Installer of the Year** - Liam Basson, Falcon Tower Crane Services
- **Hire Controller of the Year** - Amy Wicks, L Lynch Plant Hire
- **Best Personal Statement** - Beth Doel, HSS
- **Judges' Special Award** - Lucy O'Rourke, Sunbelt Rentals

CPA chief executive Kevin Minton, said: "The standard of entries for this year's Stars of the Future awards was exceptional and we were delighted to welcome the nominees and winners and congratulate them in person. The judges really had a difficult task choosing the winners, and it was reassuring to see that the future of the sector really is in safe hands."

The awards are intended to recognise and reward outstanding apprentices and trainees who not only bring ability and commitment to their learning and work, but also possess those extra capabilities which mark them out as potential leaders - the Stars of the Future.

The award categories reflect the key occupations in the equipment industry, and correspond with apprenticeships available, including

new 'Trailblazer' apprenticeships in England. A new category for 2021 was Plant Installer of the Year.

This year, Stars of the Future had a two tier judging process - the CPA selection panel and a panel of external judges who decided the eventual winners of each category.

The external judges included Martyn Price of O'Halloran & O'Brien, Kirsty Archbold-Laming of Southern Hoist Services, Graham Black of Earthmovers Magazine, Siôn Morgan Jones of ACOP Group, Katie Kelleher of Select Plant Hire, Gary Barnes of Costain, Leigh Sparrow of the Vertical Press and Arran Willis of Liebherr.

The winners also won prizes, such as snap-on tool kits, training courses, iPads, vouchers and a trip to Liebherr's crane plant in Ehingen, Germany.

The complete list of winners is as follows:

Plant Mechanic of the Year - North

Ben Thomas, Brandon Hire Station, Myerscough College
Highly Commended
George Johnson, Bachy Soletanche, Reaseheath College
Jake Dyer, Warwick Ward Machinery, Askham Bryan College

Plant Mechanic of the Year - Midlands

Jason Pritchard, Focus Environmental/Edg-Tec, NSCG Stafford College
Highly Commended
Kyle Pollard, UK Tool Hire, NCC East

Plant Mechanic of the Year - South

Dean Johnston, Liebherr, NSCG Stafford College
Highly Commended
Billy Mitchell, Amey Briggs, Wiltshire College

Michael Coulson, Sunbelt Rentals, Reaseheath College

Plant Mechanic of the Year - Wales

Lochlan Lewis, Fitzgerald Plant Services, Bridgend College

Plant Mechanic of the Year - Scotland

Calum MacKenzie, A & L Stronach, NCC Scotland

Highly Commended

Jay Whitefield, GAP Group, NCC Scotland

Plant Technician of the Year - North

Thomas Sealeaf, Brandon Hire Station, Myerscough College

Highly Commended

Jack Martin, Asphalt Grid Systems, Reaseheath College

Steven Behn, SMT GB, Reaseheath College

Plant Technician of the Year - Midlands

Tom Willgoose, Traction Equipment (Stafford), NSCG Stafford College

Highly Commended

Jack Coupland, Babcock International, NCC East

Tyler Pearson, Wirtgen, NCC East

Plant Technician of the Year - South

Luke Thornton, GGR Group, Activate Apprenticeships

Highly Commended

Beth Doel, HSS, Reaseheath College

Oliver Vickery, GAP Group, Bridgend College

Plant Technician of the Year - Scotland

Angus MacDonald, Briggs Equipment, NSCG Stafford College

Highly Commended

Regan Dunn, Brandon Hire Station, Myerscough College

National Plant Mechanic of the Year (Level 2)

Dean Johnston, Liebherr, NSCG Stafford College

Highly Commended

Jason Pritchard, Focus

Environmental/Edg-Tec, NSCG Stafford College

Lochlan Lewis, Fitzgerald Plant Services, Bridgend College

National Plant Technician of the Year (Level 3)

Luke Thornton, GGR Group, Activate Apprenticeships

Highly Commended

Tom Willgoose, Traction Equipment (Stafford), NSCG Stafford College

Highly Commended

Plant Operative of the Year

Jim Baraclough, L Lynch Plant Hire

Highly Commended

Sid Verrill, L Lynch Plant Hire

Plant Installer of the Year

Liam Basson, Falcon Tower Crane Services

Highly Commended

Danny Walden, L Lynch Plant Hire

Hire Controller of the Year

Amy Wicks, L Lynch Plant Hire

Highly Commended

Lucy Adams, GAP Group

College of the Year

Askham Bryan College

Highly Commended

Reaseheath College

Best Personal Statement Award

Beth Doel, HSS, Reaseheath College

Highly Commended

Young Business of the Year Award

Grasmere Plant Hire owner:

Joseph Rollitt

Joseph Rollitt

Judges' Special Award

Lucy O'Rourke, Sunbelt Rentals, Reaseheath College



(L-R) Luke Thornton, Lucy O'Rourke, Amy Wicks, Liam Basson, Beth Doel, Jim Baraclough and Dean Johnston

IN THE NEXT ISSUE OF **C&A**



Place your products in front of 17,000 crane, telehandler and access buyers & users who will be reading the next issue of **Cranes & Access...**

Spider and mini crawler cranes

The versatile spider crane as well as the mini crawler crane have earned their reputation as a 'go-to' solution for a wide range of challenging lifting applications. Compact and lightweight, smaller models can travel through single doorways, fit into lifts, manoeuvre into the tightest of spaces, including rooftops, often doing the work of much larger cranes. We take a look at some of the latest developments.



Spider & atrium lifts

Staying with the spider theme, we'll look at the latest developments in these compact and lightweight platforms designed specifically to allow working in tight spaces where access is restricted and on rugged sloping terrain.

Glass handling products

We look at some of the latest innovations in what is becoming a fast growing market as even domestic glazing panels grow in bulk and weight to meet products higher insulation criteria.



Pick & carry cranes

An overview of the latest products and developments in what has become a rapidly changing market sector.

Vertikal Days review

The UK's Vertikal Days event was held at its new East of England Showground & Arena venue in Peterborough last month with plenty of new machines on display. After a 30 month absence, the lifting industry was clearly ready to meet up and check out the latest new products 'in the iron'. The weather helped generate a very high turnout from rental companies, major contractors and all manner of end users. Our review will include photos along with personal 'takes' from Nick Johnson and Will North.



Send any information, news, photographs or ideas on these subjects to editor@vertikal.net

Every issue of **C&A** is also packed with our **regular columns**, news plus **reader's letters**, books, models, **training**, along with the latest news from the **CPA**, **ALLMI**, **IPAF** and **PASMA**.

Ask us about our **Special Advertising Packages** advertising@vertikal.net or call us on UK +44(0)8448 155900 or mobile +44(0)7989 970862

Thank you for supporting Vertikal Days 2021

The Vertikal Days team and its exhibitors would like to thank you for supporting the show in what have been challenging times. We hope that your visit proved enjoyable, valuable, educational, stimulating and that you had the chance to meet with plenty of old friends and new contacts.

Save the date - Vertikal Days 2022.

Make sure to add the 2022 dates to your calendar.

Vertikal Days 2022 will return to the East of England Showground in Peterborough on ... **May 11th and 12th 2022.**



For a full
2021 review
see the next
issue of Cranes
& Access

We'd like to extend a big thank you to our event sponsors:

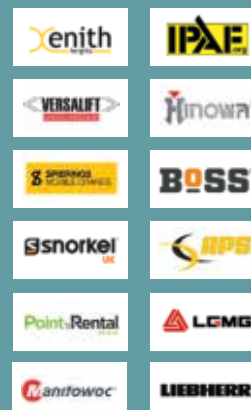
Show Information

Show times and dates:

Wednesday 11th May 10:00 to 17.30

Thursday 12th May 10:00 to 16.00

Venue: East of England Arena and Events Centre, Peterborough, PE2 6XE, UK



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Zoomlion ZCC9800W

The Zoomlion ZCC9800W crawler crane can lift a maximum of 800 tonnes and is aimed at the wind turbine market. This model is in 1:50 scale and made by Keng Fai. Assembly instructions are included, but they are not all in a logical order and a few errors might challenge a beginner.

The metal track pads have detailing, although there are no rollers on the bottom of the frames. The tracks can be rolled by hand, and the self-erection jacks rotate out, but cannot be lowered.

The operator's cab is very detailed with a good interior. The superstructure frame is modelled well, with reasonably discreet holes to allow the winch drums to be operated. The rear counterweight trays are permanently fixed, but the counterweight blocks are very nicely made with very good graphics.

However, not enough blocks are supplied with the model to provide a realistic heavy lifting configuration.

The boom and jib sections are relatively heavy and good quality with mesh walkways secured by tiny screws. The sections are joined by tiny brass nuts and bolts.

Two hooks are provided. One is a metal single line hook which seems extremely large. The second is a heavy lift double block hook. However, the blocks cannot be split which is a problem as it cannot be hung to look realistic from either the main boom or the luffing jib.

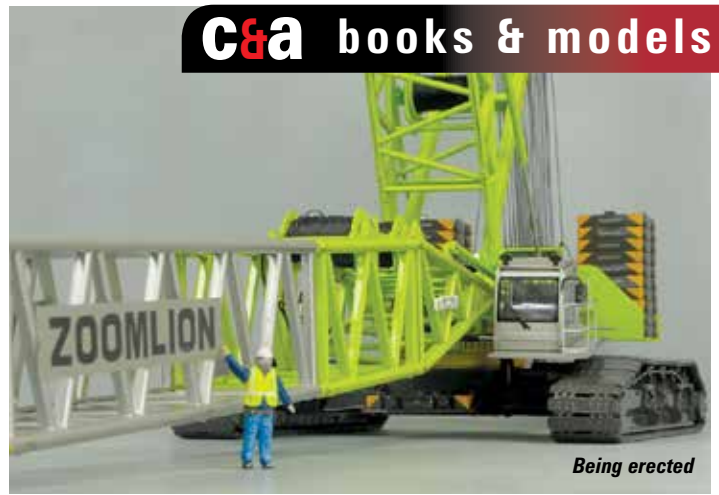
The design of the model means that the tracks and body cannot be split down to make realistic transport loads, although the boom and jib sections can be posed on trucks. The model is designed to be built and displayed in its maximum configuration, although it is easy to display it without the luffing jib. Other configurations are rendered more difficult by the riveted full length guy rods.

This is a good quality model which looks attractive, but there is the feeling that the model maker has not fully understood the real crane and it is a pity that a few simple options were not taken to make the model more flexible and realistic in terms of configurability. However, it is large and impressive, and costs around €600 at dealers.

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

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	22
Features (max 20)	14
Quality (max 25)	19
Price (max 15)	10
Overall (max 100)	73%



Being erected

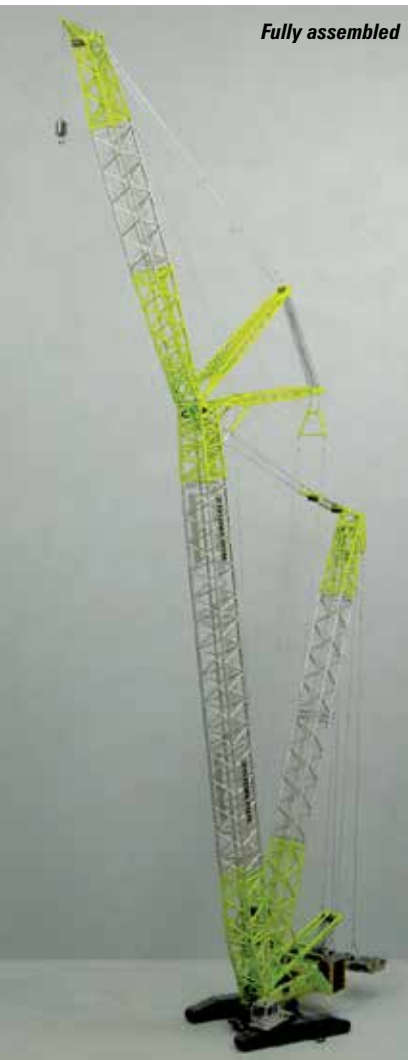


Nice detailing

Double block hook



Detailed cab



Fully assembled

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John Leslie Iles 1937- 2021

John Iles, a pioneer of the telehandler industry, passed away at the end August aged 83. He began his material handling career in 1973 when he joined Manitou Site Lift - as the manufacturer's UK subsidiary was then called - as its manager. His arrival came just six months after the UK company had been established following the sudden death of its original manager.



John Iles

In those days the company was based on an industrial site near Southampton, where the Manitou Rough Terrain forklifts arrived from France. He relocated the business twice during his time at the helm in order to cope with ongoing expansion, and in 1979 was instrumental in moving the UK company to its current home town of Verwood.

Most importantly he played a key and critical role in Manitou's entry into the telehandler market. It was still in its infancy when in 1980, he told Manitou owner Marcel Braud that he would rather see a telescopic forklift, than the Italian built off-centre machine that Manitou had just introduced. Braud listened and then gave his engineers 12 months to develop a new two tonne telescopic machine. When Iles saw the original prototype, the MT25, he asked that a number of improvements and changes be made and also coined the name 'Maniscopic', which is still in use today. It has also gone on to spawn a number of derivative brand names based on Mani...

In the words of John Cottineau, Manitou product development director at the time: "It was our English friends, John Iles and his team at Manitou Site Lift, who found the name Maniscopic and with his agreement we grabbed this name at Ancenis and used this label on all the range. The English also found some interesting improvements. For example, they designed the system of attaching the tooling. I understood it was a good principle and we thus standardised all attaching devices."

Iles left Manitou in 1993, at the age of 56, in order to set up his own business and agreed a 50/50 joint venture with Italian telehandler manufacturer Merlo to establish Merlo UK, which he based in Ringwood, not far from the Manitou UK base. The new premises were small, so he rented a storage and machine preparation space at the nearby Chandlers Ford depot of rental company Selwood.

A few years later, he said: "I wanted to run my own business, but I didn't want to just be an importer because in that case often the manufacturer doesn't want you to be too successful. By having a joint venture, Merlo shares in any success I have and as a result we have a close working relationship because we are equal partners."

He built the business into the leading competitor with the two market leaders - Manitou and JCB - grabbing around 12 percent of the market by the end of the decade.

He was also credited with never being afraid to speak out against malpractice, safety violations and the like. For example, he was reportedly responsible for lifting the lid on an alleged fraud at UK telehandler manufacturer Matbro, which ultimately led to a £50 million write off by its parent company at the time, Powerscreen.

John Iles finally retired from Merlo in 2011 at the age of 74.



John Iles (L) in his days with Manitou travelling with co-worker Pietro Cappelletti

A tribute from the Merlo headquarters said:

"Merlo UK founder John Iles passed away recently, we thought it an appropriate point to acknowledge John's contribution to the materials handling industry in the UK."

"It's fair to say that John probably did more to progress the development of the UK materials handling industry during the 1970's, 80's & 90's than just about anyone else. His career spanned long periods working with both Manitou and Merlo, him positioning him at the forefront of driving the developments that saw a seismic shift from the use of rough terrain masted forklifts to what was then a new concept of the telescopic handler."

"Indeed, as many people might be considering taking it easy and putting their feet up, John upon retiring from Manitou in 1993 embarked into a 50/50 joint venture with Merlo Group to establish Merlo UK."

"Starting out from offices in Christchurch Road, Ringwood with storage and machine preparation located at the Chandlers Ford depot of Selwoods, the interest in these innovative green Merlo machines from Italy soon flourished. Utilising John's extensive knowledge of the UK market, comprehensive agricultural and construction networks were promptly established. The Merlo products quickly found favour with many operators in the UK and with the introduction of the slewing ROTO models a new chapter in materials handling was started."

"There is no denying John's efforts and actions in those formative years laid the groundwork that has paved the way for what Merlo UK looks like today. John retired from Merlo UK in 2011, having spent the previous 18 years putting Merlo on the map in the UK."



The first Maniscopic - the MT425 - which John Iles named and helped develop

Norman Issitt 1951 - 2021

Norman Issitt, founder and previous owner of Crowland Cranes, passed away suddenly on September 29th. He began his crane career in 1973 as the low loader driver at used crane sales company Thorney Machinery, then owned by Glynn Rose. He soon established himself as a man who would tackle any job within the company.



Norman Issitt

In the mid-1980s Glynn Rose increasingly suffered from bouts of ill health and began looking for a potential buyer for the business. He took the decision in 1989 to sell the company to Rik's Noorman of Dutch trading firm Noorman BV, with which he had been working since 1981, trading used cranes between the UK and the Netherlands. This proved to be an opportunity for Norman Issitt, who was left to run the UK operation, with the support of Noorman.

In 1993, Issitt and his wife Anne took over full control of the company from Noorman and went on to develop Crowland Cranes, stepping up the crane sales efforts both in the UK and overseas. One memorable deal concerned the sale of a Coles Krannen HLT 4200 Mobile Port Tower Crane to a port in Cyprus, the deal included the transport and on site installation, quite a challenge at the time.

In August 1993, Norman's son Peter left his job at Leverton's Caterpillar to join the growing family business, and together they went on to expand the company still further by moving into other areas of the industry, gradually adding crane hire, new crane sales and services to their portfolio.

Peter and his wife Jenny took the company over from Norman and Anne in 2008, allowing Norman to take a back seat, while giving his full support when necessary to his son and the Crowland team.

This provided Norman with more time to dabble in a number of his other passions, one of which was collecting vintage tractors and renovating them, another was spending time on his boat in Norfolk with wife Anne.

He died as he lived, servicing his Land-Rover. Speaking of his parting on behalf of the whole family, Pete said: "He has left a massive gap in our lives."

The funeral service shall be held at 1pm at Crowland Abbey on Thursday 28th October.



David Burns R.I.P

David Burns began his career with a Saturday job working for Enigma Retail at a shopping centre. He joined the company full time and worked his way up through the ranks over a three year period to become a restaurant manager. He moved to Martin McColl's as a cost controller in 2004, and then three years later entered the powered access industry working with AFI, initially as a depot operations/hire controller, but promoted six years later to regional operations manager for the London region.



David Burns

Last June he left AFI after more than 13 years to join Speedy Powered Access as regional manager for the Southeast Region. A company announcement said: "It is with great sadness that we are announcing the passing of powered access regional manager David Burns. Whilst David has only been with Speedy for just over 12 months, he has many a friend among us both from his previous working life and since joining us."

"We will continue to support his family through this sad time. Please keep David's family in your thoughts as they go through this difficult time."

He leaves behind wife Helen and four daughters.

Brian Ross Blackburn 1952 – 2021

Brian Blackburn, a previous chief principal engineer at JLG in McConnellsburg, has died aged 69. He passed away at his home with his family around him on September 8th following a long battle with cancer.



Brian Ross Blackburn

Blackburn graduated from the University of Pittsburgh in 1974 with a Bachelor of Science degree in mechanical engineering and a Master of Science degree in manufacturing systems engineering. Later that year he began his career as a programme engineer with cooling and ventilation company Miller-Picking/ York International. After almost 24 years with the company, he left for JLG, starting with the company at the end of 1997 and staying there until he retired in May 2019.

His family obituary said: "Brian was an avid motorhead, proudly rebuilding a 1968 Camaro, rode Blackwater and Pikes Peak on his Bultaco motorcycle, a handyman extraordinaire, able to fix anything, a true beach mechanic, and a fan of all things Pittsburgh, especially supporting Pitt Panther football as a season ticket holder. He was always eager to lend a helping hand to others and his kind soul has blessed and enriched our lives and he will be missed immensely."

He is survived by his wife of 45 years Delores, children Brian and Natalie and two grandchildren.

Memories of Arthur Arundel 1924-2021

The following letter was received following the obituary we ran in the last issue of Cranes & Access regarding the passing of Arthur Arundel of Priestman Cranes and Excavators and Coles Cranes.

Leigh,

I was deeply saddened to read of dear Arthur's passing. Arthur was my first mentor as a 17-year old during my early days in Priestman's Export Dept. In the open plan office Arthur worked across the parapet in the home sales dept. Everyone loved Arthur's quiet good humour even though he wasn't well treated by the company and was long frustrated before belatedly being offered a field sales position. One Saturday morning he invited me to join him to witness two Priestman hydraulic excavators - a Beaver II and Mustang 90 - on demonstration to Swire W Swift, a local drainage contractor. That field trip together with some excavator operating experience imparted to me by Priestman's senior demonstrator Ted Naylor, gave me my first real taste for the business.

When Coles bought Priestman, managing director David Steel visited Hull to interview the eight members of our export dept. I was one of three offered a job at Coles, based in London. That evening Arthur drove me home in his Morris Minor (I biked to work each day). I was uncertain whether to leave excavators behind and get involved in mobile cranes which - at the time - seemed relatively boring products! Arthur came into our kitchen and talked with my mother, gently persuading her that I'd be okay and that a move to London would be good for me.

Mam took Arthur's advice, and the rest is history. Once ensconced at Coles Eastcote, Pinner headquarters, Arthur would sometimes invite me to join him and his wife Mary for dinner at their home in Birkhampstead where we'd share memories and laughs at some of the quirky characters back at PBL in Hull. A lovely man.

God bless and RIP Arthur

Stuart Anderson

What's on

2021

GIS

October 07-09, 2021
Italian crane, access and heavy transport exhibition Piacenza, Italy
Tel: +39 010/5704948
www.gisexpo.it



The ARA Show 2021

October 18-20 2021
ARA convention and rental show Las Vegas, Nevada, USA
Tel: +1 800 334 2177
www.arashow.org



SC&RA Annual Conference

October 25-29, 2021 Annual Conference of the US crane and heavy transport association including the Jobs of the Year awards. La Cantera Resort, San Antonio, Texas, USA
Tel: +1(703) 698-0291
www.scranet.org



CICA Conference 2021

November 3-5, 2021 - to be confirmed
The annual conference of the Australian crane association - possibly the best crane conference in the world.
Perth, Australia
Tel: +61 03 8320 0411
www.cica.com.au



Smopyc 2021

November 17-20, 2021
Spanish construction equipment exhibition Zaragoza, Spain
Tel: +34 976 764 700
www.feriazaragoza.es/smopyc-2020



IPAF Elevation

November 18, 2021
IPAF's UK conference and dinner
Location: To be determined, UK
Tel: +44 (0)15395 66700
www.ipaf.org/web/elevation-2019



2022

Baumag

1 January 13-16, 2022
Swiss construction equipment show Lucerne, Switzerland
+41 56 204 20 20
www.baumaschinen-messe.ch



Swissbau

18.-21. January 2022
Swiss construction and building show Basel, Switzerland
Tel: +41 58 200 20 20
www.swissbau.ch



Executive Hire Show

February 09-10, 2022
UK tool and small rental equipment show Ricoh Arena Coventry, UK
Tel: 0207 973 4630
www.executivehireshow.co.uk



The IPAF Summit and awards

March 10, 2022
Annual Summit and IAPAs awards ceremony of the International Powered Access Federation London, UK
Tel: +44(0)15395 66700
www.ipaf.org



Conexpo-Con/Agg 2023

March 14-18, 2023
The leading US construction show Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com



LiftEx Middle East

March 21-22, 2022. The first Mid East conference of the Lifting Equipment Engineers Association Manama, Bahrain
Tel: +44 (0) 203 488 2865
www.liftex.org



Vertikal Days 2022

May 11-12 UK/Ireland Crane, access and telehandler event. East of England showground, Peterborough
Tel: +44 (0) 8448 155900
www.vertikaldays.net



Hire 22

May 25-26, 2022
Annual convention and exhibition of the Hire and Rental Association of Australia and the Elevating Work Platform Association Adelaide, Australia
Tel: +61 (0)2 9998 2255
www.hire21.com.au



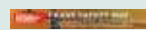
Interschutz 2022

June 20 -25 2022
International fire and rescue show Hannover, Germany
Tel: +49 511 89-0
www.interschutz.de



Crane Safety 2022

Date to be confirmed
Crane safety conference organised by the Institution of Mechanical Engineers & supported by the Vertikal Press Virtual, UK
Tel: +44 (0)207 973 1251
www.events.imeche.org



Liftex conference

October 5-6 2022
Annual conference of LEEA Lifting Equipment Engineers Association Aberden, UK
Tel: +44 (0) 203 488 2865
www.liftex.org



Bauma 2022

October 24 -30th 2022 World's largest construction equipment exhibition, Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de



Bauma China 2022

November 24-27, 2022
SNIIEC Shanghai, China
Tel: +49 (0)89-9492051
www.bauma-china.com



Bauma Conexpo India

December 06-09, 2022
The bauma/Conexpo exhibition in India Delhi, India
Tel: +49 89 949-20255
www.bcindia.com



2023

Baumag

January 26-29, 2023
Swiss construction equipment show Lucerne, Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch/html/home.htm



The ARA Show 2023

February 12-15, 2023
The American Rental Association's annual conference and exhibition Orlando, Florida, USA
Tel: +1800 334 2177
www.arashow.org



Samoter

March, 2023
International earthmoving and building equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it



Apex 2023

June 06-08, 2023
International powered access trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Platformers' Days 2023

September 8-9 German access and lifting show Karlsruhe, Germany
Tel: +49 721 3720 5096
www.platformers-days.de



The Utility Expo

Date to be confirmed
Previously The International Construction & Utility Equipment Exposition /Demo Expo - is the US utility industry's largest show Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.theutilityexpo.com



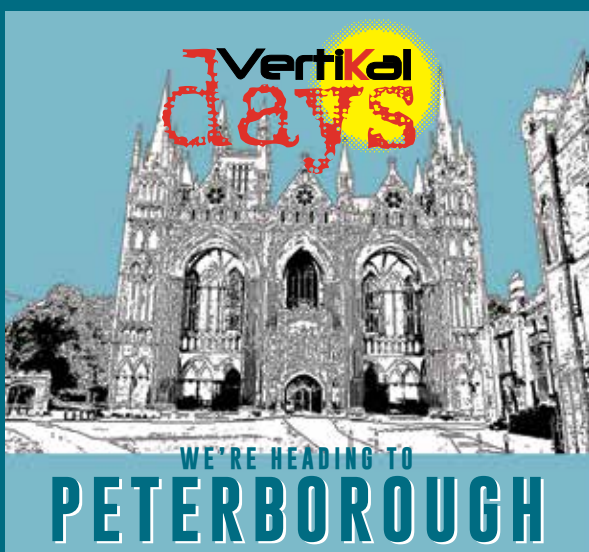
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Intermat 2024

April 22-27 2024 The big French international construction equipment show Paris, France
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www.paris.intermatconstruction.com



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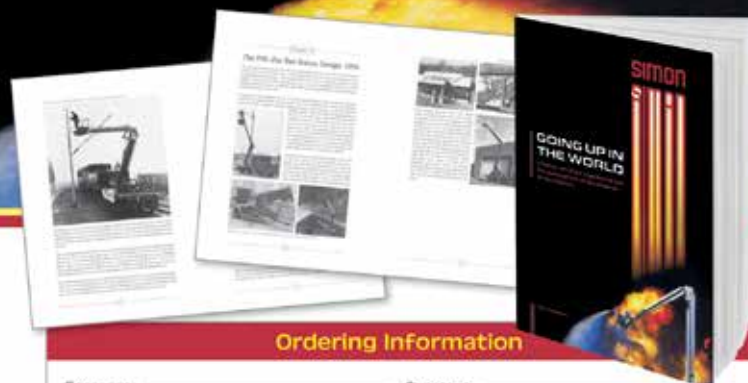
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