

# cranes & access



November/December 2022 Vol.24 issue 7

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**PICK &  
CARRY  
CRANES**

**TRUCK  
MOUNTED  
LIFTS**

**OUTRIGGER MATS**

**BAUMA REVIEW**

# DINGLI

Exceed. New Height

## HEAVY LOADING 363kg - 1000kg

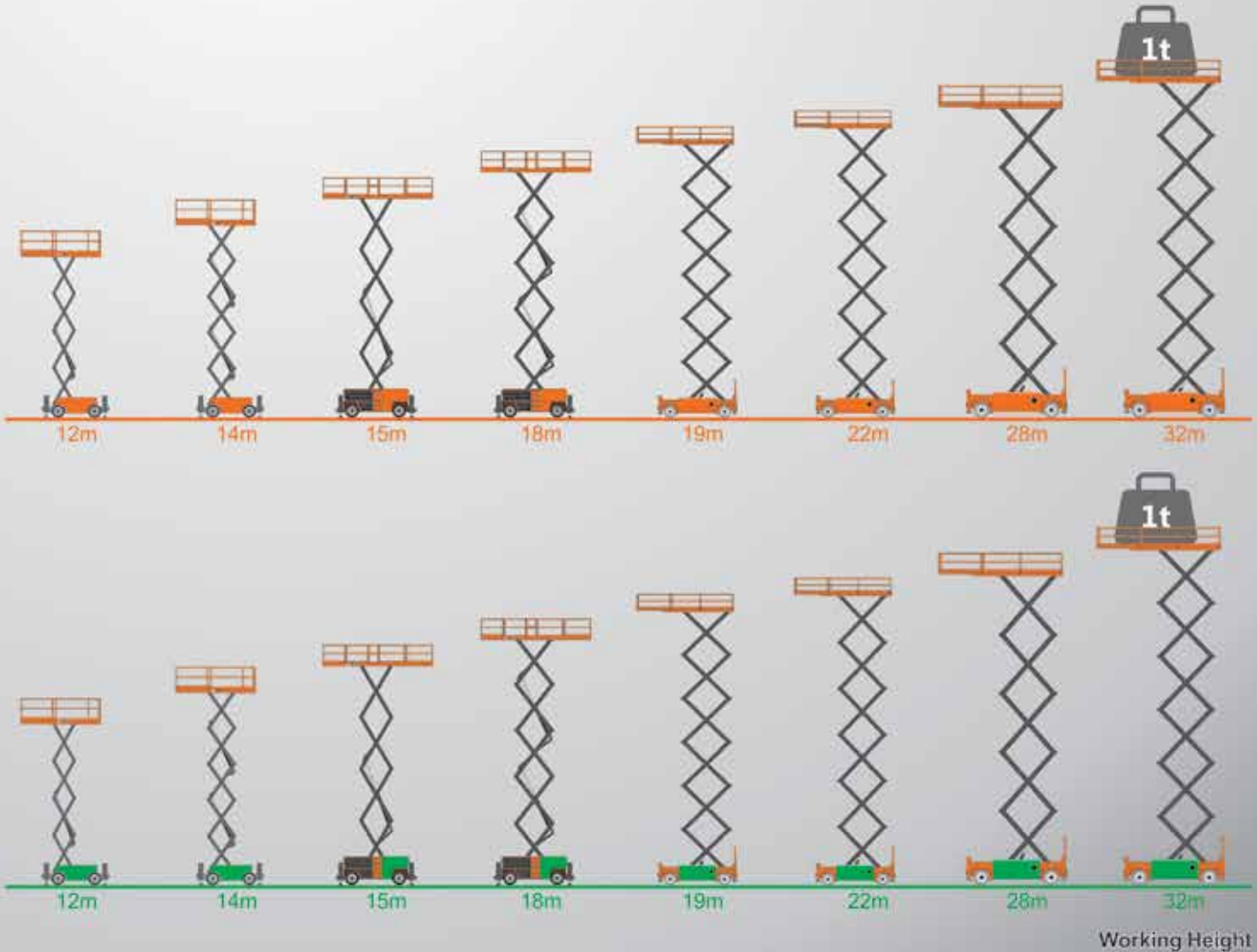
 Engine  Electric

**In recovery**

access **M20** MANUFACTURERS

1	JLG
2	Terex A
3	Dingli
4	Skyj

**Global TOP3**  
2021 Industry Global Manufacturers Sales Ranking  
\*Data source: (Access International)



## Large Scissor Lifts Series

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have been avoided had the outrigger mats or tracking been specified and used. Unfortunately, the availability of concise, easily understood information regarding outrigger or wheel loadings/ground bearing pressures is not as readily available as it might be. We take a look at the challenges when trying to correctly size mats.

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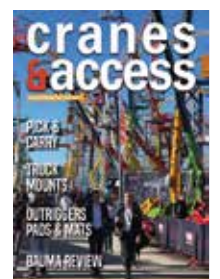
Liebherr announced its apparent late arrival into the hydraulic luffing jib tower crane market at Bauma. However, the company was in fact a pioneer of the concept in the late 1950s with its innovative HB cranes. Nick Johnson reports.

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## ON THE COVER

The sun was shining at the end of October on Bauma, the world's largest trade show held in Munich which attracted almost half a million visitors from 200 countries.



**IN THE NEXT ISSUE** Scheduled for publication in early January, the next issue of Cranes & Access will include features on Truck mounted aluminium cranes, Access in the aviation sector, the C&A annual rental rate guide and a Look back at 2022. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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# COMMENT

## UNDERSTANDING TECHNOLOGY

Until about 10 years ago, I used to take my car to a very experienced local mechanic who had served time working on Formula One cars. However, when I took my latest car to him for a regular service he had to refuse, saying that the car now needed a computer and particular software to diagnose and reset any problems which a) would have cost a fortune to purchase and b) required training in something he didn't have any interest. "Anything mechanical - brakes, suspension etc - is fine, otherwise forget it." He retired a year or so later, primarily because most of his regulars had cars with similar levels of technology and simply become too complex.

Equipment is also becoming increasingly complex with cranes, aerial work platforms and telehandlers right up there.

At Bauma some of the new technology on show was as mind blowing as walking on the moon was 50 odd years ago. But no matter how advanced these systems, they all need power and knowledge to run correctly.

This fact was brought home recently when the platform of a large scissor lift working at a height of around 20 metres on firm but gently sloping ground, started to move away from the building's façade as one of the levelling jacks partially retracted, seemingly the result of a leak within the system or a seal.

Thankfully, those stranded in the platform were eventually brought down safely but the incident seems to have highlighted the misuse of the Emergency Stop button. The scissor lift - a modern Dingly machine - had been levelled on the

sloping ground using its levelling jacks, which on this unit are equipped with pressure sensors in addition to level indicators, thus providing an early warning if a jack 'goes light' or the machine moves out of level.

However, as with many, if not most machines of this type, when the 'E-Stop' is activated, all the electrical systems are also shut off. In the past this was rarely, if ever, an issue as safety systems such as this were less common. And while the reliability of hydraulic circuits and seals have improved beyond all measure, cylinders still leak down from time to time.

I am told that most operator manuals, including this one, highlight the fact that the key or engine stop button should be used to cut the engine while working, not the Emergency Stop. In the case above it would not have prevented the leak, but a 'light leg' alarm might well have allowed a more orderly descent to check the issue, before it became more dramatic.

The advent of more technology and sophistication has changed things for the better but that also means it is more important to understand it, by reading operator's manual and proper familiarisation hand overs - both are now more important than ever.

#### Mark Darwin

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

## JLG TO ACQUIRE HINOWA

JLG is to acquire Italian spider lift manufacturer Hinowa from the Fracca family. Once the deal completes Hinowa will become the JLG centre for lithium ion powered platform development.

Based near Verona, Hinowa was established in 1987 by Dante Fracca and has become the world's leading spider lift manufacturer, while also producing a range of other track mounted equipment such as dumpers and tracked carriers.

Hinowa has worked with JLG since 2010, producing JLG branded versions of its spider lifts, for JLG dealers. It also pioneered lithium ion battery power for aerial lifts, launching its first model in 2009. More recently it began building JLG lithium ion articulated boom lifts for the company.



## ALL ELECTRIC BÖCKER CRANE

Böcker has launched an all-electric version of its six tonne AK48 - the AK48e. Mounted on a 27 tonne, battery powered Mercedes eActros chassis, three lithium-ion battery packs provide a range of around 300km. Recharging from 20 to 80 percent is said to take 75 minutes. Once on site the crane's own battery pack and electric motor power the pumps, and it can also operate while plugged into a charging point.

The AK48 offers an additional benefit, in that the main boom can elevate to 90 degrees, while the upper boom can luff through 180 degrees and operate in the horizontal position, providing a tower crane like configuration, with an up & over clearance of 34.7 metres, a radius of up to 14.4 metres and a 1,000kg capacity. Maximum tip height is 52 metres and maximum radius 41 metres.



## NEW 70 TONNE TADANO AT

Tadano has launched a new four axle 70 tonne All Terrain - the AC 4.070.2. It features a 50 metre six section main boom topped by an 8.5 to 16 metre bi-fold swingaway extension with up to 40 degrees of offset for a 70 metre maximum tip height. A 6.5 metre heavy duty extension offsets by up to 50 degrees

The AC 4.070-2 can travel with its maximum 11.9 tonnes of counterweight and full 16 metre extension on board within 12 tonne axle loads or manage 4.4 tonnes within 10 tonne axle loads. The crane has an overall width of 2.55 metres, an overall length of 11.7 metres, and stowed height of 3.8 metres.

Standard equipment includes IC 1 Plus system, Flex Base variable outrigger set up, remote telematics with 'Tadano Support', as well as the Tadano Surround View System. It can also be equipped to take the E-Pack electric power pack.



## SUB COMPACT JCB TELEHANDLER

JCB has announced a new sub compact telehandler - the 1,400kg/four metre 514-40 - its smallest telehandler to date.

Based on the current 516-40 it can take 1,300kg to its full height and handle 525kg at a maximum forward reach of 2.5 metres. It can also extend a tonne to 1.5 metres. The 514-40 is 1.56 metres wide, 1.8 metres high and less than three metres long. Operating weight is 2,915kg. Features include a full width cab - claimed to be 200mm wider than competitors - while power comes from a low maintenance 1.1 litre three cylinder diesel.



## XCMG'S HYBRID EUROPEAN AT

Chinese crane manufacturer XCMG has launched a three axle, 60 tonne hybrid All Terrain crane, the XCA60 E, which has been designed specifically for the European market.

The crane's hydraulics are powered by a large 170kW electric motor, providing three operating modes: 1. Full electric from its built-in 115kWh high capacity lithium ion battery pack which gives up to four hours of crane operation. 2. From a generator on the diesel engine or 3. Plugged into a 32 or 64 amp AC power outlet. The batteries can also be recharged from an AC outlet or the diesel engine - even when travelling - with the excess power generated topping up the battery pack.

On the chassis, its 'Dual-Power' drive concept can combine the diesel and the electric motor, for both on and off road travel. According to XCMG the combination provides up to 400kW of power and reduces fuel consumption by around 40 percent. Regenerative brakes and coasting also tops up the battery.



## TWO NEW GROVE CRANES

Two new Grove cranes were unveiled at Bauma, the 100 tonne GRT8100-1 Rough Terrain 70 tonne four axle GMK4070L All Terrain.

### GRT8100-1

The GRT8100-1 Rough Terrain is an upgrade of the GRT8100 with a number of enhancements from sharing chassis componentry with the 120 tonne GRT8120, including an updated engine and transmission. It maintains the same overall dimensions, counterweight and five section 47 metre full power boom, but now features a new cab and offers the option of the MAXbase variable outrigger system. It will be available next year.

### GMK4070L

The four axle, 70 tonne GMK4070L features a 60 metre main boom - one of the longest in its class. It can handle 4.4 tonnes on full boom or 8.3 tonnes on 49 metres. It can also manage a tonne at its maximum radius of 46 metres. A 15 metre bi-fold swingaway extension takes the maximum tip height to 78 metres.

The GMK4070L can travel with up to 13.3 tonnes of counterweight with 12 tonne axle loads, or 5.3 tonnes at 10 tonnes. In markets such as the UK, it can manage 17.8 tonnes, just shy of its 19 tonnes maximum. Power comes from a single Mercedes Stage V diesel with ECO mode and Telma retarder within the driveline. It also includes the new Grove ConnectTTM digital platform with real-time access to fleet data and the option of MAXbase variable outrigger set up.



## POTAIN MDT 159

Also new from the Manitowoc group is the Potain MDT 159 with maximum jib length of 60 metres. It slots between the MDT 139 and MDT 189 and is aimed at small to midsize building projects up to 10 storeys. The new model is easier to transport and install with the entire upper section fitting into three containers.

The Manitowoc Crane Control System (CCS) improves communication with on-site staff and also enables the lifting and distribution ropes to be set at ground level, reducing assembly work required in the air. The MDT 159 features two new trolley systems and is one of the first models equipped with the new Potain Connect telematics system.



## LGMG MAST DUO

LGMG has introduced two new lifts, the first is the 10 metre M0810JE mast boom with a 3.2 metre jib and 200kg platform capacity. Overall width is one metre, with an overall stowed length of 2.6 metres. Total weight is 2,720kg.

The second is the 12ft M0407TE mast type lift with a 5.7 metre working height, platform capacity of 230kg and an overall width of 760mm. The overall length is 1.36 metres, closed height 1.69 metres and overall weight 835kg.



## NEW LIEBHERR RT

Liebherr has launched its third Rough Terrain crane - the 130 tonne, two axle LRT 1130-2.1 - featuring a seven section 60 metre main boom, claimed to be the longest on a two axle Rough Terrain crane.

Overall width is 3.4 metres, and overall height 3.85 metres, while the chassis length is 9.4 metres. The optimum transport weight is 48 tonnes with swingaway and hook block, but none of the 20 tonne counterweight. The high standard specification, includes tilting cab and Variobase variable outrigger set up.



## FIRST FARESIN 17M FULL ELECTRIC TELEHANDLER

UK rental company Flannery Plant Hire purchased the world's first 17 metre/4,500kg Faresin 17.45 Full Electric telehandler at Bauma.

The unit is powered by a 45.36 kWh 435v lithium-ion battery pack powering two electric motors - a

51 kW for the drive transmission and a 23 kW dedicated to the hydraulics. The new models can travel at speeds of 25kph with batteries topped up by the regenerative braking system.



## PALAZZANI 58M

Palazzani surprised everyone at Bauma with its 58 metre Ragno TTZJ 58 prototype, the highest reaching spider lift in the world. The lift is a completely new design with a four section lower and five section upper boom with jib offering a maximum outreach of 20 metres. Maximum platform capacity is 400kg. Palazzani also launched a 35 metre Ragno TSJ 35.1 with 15 metres outreach lithium battery and plug in AC power and an overall height of two metres.



# TADANO ALL TERRAIN CONCEPTS

Tadano showed new All Terrain crane concepts and prototypes at Bauma, they included:

## AC 3.050-1

Details on the AC 3.050-1 are limited, although it will use the same chassis as the new 60 tonne AC3.060-2 but it will have a full power 50 metre boom and will be able to travel within 12 tonne axle loads with its counterweight. Features include Flex Base variable automatic outriggers, Surround View camera system and is designed for Tadano's E-Pack electric power pack. The main boom can also be lowered to five degrees below horizontal for easy reeving. The crane is scheduled for production late next year.



Tadano  
AC3.050-1

## AC 3.060-2

Like its smaller sibling, the 60 tonne AC 3.060-2 is due to be launched in the second half of 2023. It has a 50 metre pinned main boom, with optional 6.5 metre or 16 metre extension. It can travel with full counterweight or 16 metre



Tadano  
AC3.060-2

extension on board within 12 tonne axle loads or both full counterweight and full extension within 13 tonne axle loads. The AC 3.060-2 has similar features to the 50 tonner including being equipped to take the E-Pack, the Flex Base system, Tadano Surround View camera system.

## TADANO HYBRID CONCEPT

Tadano's Hybrid concept is at a very early stage of development and was displayed on a four axle chassis. It is likely to feature an integrated battery pack powering an electric motor which drives dedicated hydraulic pumps. Recharging can also come from a plug in connection, a small onboard generator or the crane's engine and alternator. The crane will have the same performance as the straight diesel. The final product is likely to be developed further based on feedback at the show.



# CMC'S NEW 27 AND 30M SPIDERS

Italian spider lift manufacturer CMC unveiled two new mid-range spider lifts at Bauma - the 27 metre S27 and sister machine the 30 metre S30. Available shortly they will replace the current S25 and S28 models. The two machines are essentially the same apart from the lower boom/telescopic riser, the S27 has a two section lower boom, while the S30

has three sections. Both models share the same three section top boom and articulated jib. Both have an overall stowed width of 890mm with the tracks extending to 1.4 metres for extra stability, while overall length is 6.8 metres, with more than a metre of outrigger levelling.

The S27 has a maximum working height of 27.3 metres, 15.4 metres outreach with 80kg in the platform, or 12.4 metres with the maximum platform capacity of 230kg with an up & over height of 10 metres. Overall weight is 4,100kg.

The S30 has a maximum working height of 30.3 metres, with the same outreach and capacity as the S27 but at an up & over height of 14.5 metres thanks to the longer riser. The S30 is also marginally heavier at 4,270kg.



CMC S27



CMC S30

# MANITOU LAUNCHES MID-RANGE TELEHANDLERS

Manitou has launched a line of four new telehandlers - the MT735, MT935, MT1135 and MT1335 - for Europe and North America. All four have a maximum capacity of 3,500kg with lift heights of seven, nine, 11 and 13 metres respectively. Overall width is 2.28 metres making them easier to load on a truck, or transport in a standard container without having to remove the wheels.

Initially they will only be built with diesel power - expect electric versions to follow - but most importantly they employ Manitou's latest technology platform which enables features such as automatic parking brakes, engine Start & Stop, more efficient hydraulics with load sensing pump and flow sharing for multifunction operation, along with the latest telematics, in cab information and operational display screen. All four feature a new

wider cab with increased glazed area, including a windscreen cut out for a better view of the load at low boom angles.

The seven metre MT735, offers 3.4 metres of forward reach at which it can handle 1,190kg, while capacity at full height is 2,800kg, or handle the maximum 3,500kg at almost six metres. The nine metre MT 935 can take 1,500kg to its full height and manage 450kg at its maximum forward reach of 6.4 metres.

The two larger models handle 3,500kg at full height, while the MT1135 has a maximum forward reach of 7.2 metres with 950kg capacity, whereas the MT1335 reaches 8.65 metres with a capacity of 1,050kg.

All four benefit from a narrower, sturdier floating forks carriage designed to improve visibility when the boom is lowered while being compatible with Manitou's 14 and 18 metre models. Shipments are expected to begin late next year.



MT1135



## NEW BOOM LIFT TYRE

Specialist tyre company Trident has launched a brand new non-directional Rough Terrain tyre for boom lifts - the SSK-04.

The patented high traction tyre claims to reduce vibration and provide even tyre wear irrespective of the direction of travel, with the same tractive performance in both directions. The tyres have also been designed to reduce the volume of 'poly fill' required, thanks to an 'optimised inner tyre profile'. All sizes are available in standard black or non-marking formats.

*Trident's new non directional RT tyre for booms*



## COMANSA HYDRAULIC LUFFER AT BAUMA

Spanish tower crane company Comansa unveiled its first hydraulic luffing jib tower crane - the 16 tonne LCH300 - at Bauma.

The LCH300 features a single lift cylinder and dynamic counter jib and can handle 16 tonnes on a two fall hook. The crane has a minimum working radius of four metres and a minimum out of service radius of nine metres. The first three units will ship to the UK, while the company is developing a smaller unit for Thailand, Hong Kong and Korea.

## SCISSOR LIFT BULLETIN AND E-STOPS

UK contractor Multiplex issued a safety bulletin concerning an incident in Glasgow involving a levelling jack on an elevated big Dingli scissor lift.

It appears a leaking seal caused one of the fully extended jack cylinders to drop, causing the machine to tilt away from the building façade.

Dingli worked with the contractor and rental company Summit to discover the cause and has contacted all of its UK customers to confirm the issue, stating that the machines remain safe to use. Dingli does in fact install low pressure sensors on the levelling jacks of this machine as standard, which would have warned the operator before the machine started to tilt however, the machine's engine had been cut off with the emergency stop button, thus turning off all the electrical circuits. IPAF has highlighted this as an issue on many machines and reiterated the need to use the ignition key rather than the stop button to cut the engine.



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## BIG WHEELS FOR DINGLI 'OIL-FREE' MICROS

Dingli has announced two larger wheeled versions of its two 'Oil-Free' micro scissors, the 12ft JCPT0607PAH and 18ft JCPT0708PAH.

The new machines use a similar chassis design to the larger Oil-Free models announced in October and specifications remain pretty much the same as the original models including the working heights of 5.6 and 7.6 metres, with capacities of 240kg and 230kg respectively. Stowed heights increase by 80mm to 1.69 and 1.73 metres, while the overall weight has gained 30 and 40kg taking them to 950kg and 1,340kg.

The larger wheels make them more practical for ground conditions not ideal for small diameter wheels or where small obstacles such as cables are present. The rest of the running gear remains the same with electric motors or screw type actuators instead of hydraulic cylinders and motors, making them cleaner and more efficient. The small wheel versions will remain in the product line.



## FALCON SPIDERS FOR SINOBOOM

Chinese aerial lift manufacturer Sinoboom and Danish spider lift specialist Falcon have confirmed a new OEM partnership agreement. The deal follows a trial period during which Falcon has supplied a number of its larger spider lifts 'badged' as Sinobooms for sale in China. Sinoboom 'dipped its toe' into the spider lift several years ago with its own machines, but soon realised that a partnership with an experienced manufacturer was a more practical solution.

Sinoboom has already sold at least 10 Sinoboom Falcons - mostly 43 and 52 metre models - to rental companies in China, encouraging the two partners to extend the agreement worldwide apart from North America and Denmark. The machines will initially continue as standard Falcon models in Sinoboom livery, but that could change with Sinoboom models gaining additional features or points of difference.

Sinoboom chief executive Susan Xu said: "This agreement is part of our commitment to provide customers with a complete range of aerial work platforms. We expect the combination of Falcon's high quality design with Sinoboom's worldwide customer base and after sales support will make this a great success."



*Sinoboom badged Falcons*



## ALL-ELECTRIC TRUCK MOUNT FROM CTE

CTE launched the MP 20Ev, an all new 20 metre fully electric truck mounted platform at Bauma.

The single fixed riser, two section telescopic boom and articulating jib proves 13 metres of outreach and 250kg platform capacity. Power comes from a lithium ion battery pack capable of 70km travel and 25 full work cycles on a single charge.



## AVEZAAT AND CROWLAND TEAM UP

Dutch crane structural repair company Avezaat Cranes and UK based crane service and repair company Crowland Cranes have signed a joint 'Service Partner' agreement.

Based in Schiedam, Avezaat Cranes repairs and manufactures lattice booms and jibs as well as telescopic booms. The company is certified by DNV-GL for the fabrication, repair and overhaul of all lifting equipment and works for companies throughout Europe, Africa, the Americas, and the Middle East, where Avezaat Cranes Middle East operates from a facility in Dubai. It also has distribution agreements in Norway with A-Maskin in Norway and HCM Cranes in Turkey.

Crowland Cranes - based in Peterborough - provides a full range of major crane repair, service, overhaul and rebuilds, while also offering more routine maintenance and repair services along with providing replacement parts.

Bert Avezaat of Avezaat Cranes said: "We have worked with Crowland for many years and are very happy to have them as our service partner and we are looking forward to expanding our working relationship in the future."

Pete Issitt of Crowland Cranes added: "Avezaat Cranes are one of the most respected, structural, crane repairers in the industry, with increasing skill and experience required for structural repairs on modern cranes. Having Avezaat as our service partner will provide our team, clients and UK insurers with even greater confidence when completing major crane repairs."



## RAIMONDI'S NEW CRANES

Bauma saw Italian tower crane company Raimondi launch two new flat top cranes - the 10 tonne T187 and the 16 tonne T357 - along with a larger more luxurious Lumina X cab.

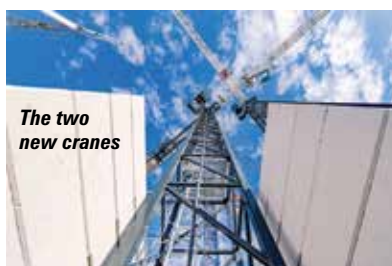
The T187 has a maximum jib length of 67.5 metres and a jib tip capacity of 1.6 tonnes. The first two T187s have been purchased by customers in Italy and Belgium.

The T357 joins Raimondi's 150 Class and manages a maximum radius of 77.5 metres with a jib tip capacity of 2.67 tonnes in its 'UltraLift' set up.

Commercial director Cristian Badin said: "The T357 like all Class 150 models can be equipped with Lumina X, the extended version of the new crane cab, with a length of 3.88 metres and a height of 2.14 metres. It is one of the largest and most comfortable cabins in today's marketplace."



The new Lumina X cab



The two new cranes

## NEW REGIONAL SALES PARTNER FOR SINOBOOM EUROPE

Sinoboom Europe's current vice president business development Erik Geene is to set up a new business - EG Equipment - to sell Sinoboom aerial work platforms across nine smaller European markets - Luxembourg, Belgium, Greece, Austria, Switzerland, Israel, Iceland, Norway and Finland - and report into Sinoboom Europe as a freelance sales and support operation.

Geene said: "Three years ago Susan Xu and Tim Whiteman asked me to develop the distribution network for the larger regions and key accounts across Europe. That structure is now in place, and I am proud to pass this to Sinoboom Europe's general manager José Peña and look forward to focusing on the smaller regions in Europe to build up the support and sales networks they need."



José Peña (L) and Erik Geene

## FEWER VISITORS FOR BAUMA

Bauma claims that over the seven days it was open a total of 495,000 visitors attended, more than 25 percent below that seen in 2019. It says visitors came from 200 countries and that half of the attendees were international. A total of 3,200 companies from 60 countries exhibited this year, down from 3,684 exhibitors and 64 countries at the last event.

Most cranes, access and telehandler exhibitors rated the exhibition as a success, adding that it exceeded their expectations in terms of the level of business. The big question now, however is whether those manufacturers that did not attend this year change their mind for Bauma 2025?



# FINANCIALS ROUND-UP

**Ashtead** owned **Sunbelt Rentals USA** has acquired general rental company **Wagner Rental & Supply**. Based in Jackson, Ohio, family-owned Wagner operates from four locations in Ohio and Kentucky.



**Alimak** has completed its acquisition of **Tractel** and announced a major reorganisation into five divisions.



Telehandler manufacturer **Wacker Neuson** boosted nine month revenues by 18% to €1.64 billion with growth across all regions led by the Americas and Asia/Pacific. Pre-tax profits edged up 3% to €144.3 million. Third quarter broke records at €568.5 million - up 23.2%.



Telehandler and aerial lift manufacturer **Manitou** reported nine month revenues of €1.63 billion, up 16% on last year, it has yet to publish profits. Third quarter sales were 33% higher at €575 million.



US based **United Rentals** has agreed the acquisition of **Ahern Rentals** from Don Ahern for \$2 billion in cash.



Italian private equity firm **Metrika SGR** has acquired a majority stake in Italian spider lift manufacturer **CMC**.



**Manitowoc**, which owns **Grove** and **Potain**, increased its year to date revenues by 15.5% to \$1.41 billion, although pre-tax profits slipped 10% to \$19.6 million. In the third quarter sales improved 12.4% to \$454.7 million, with a pre-tax profit of \$2 million compared to \$1.1 million loss in the same quarter last year.



Aerial lift and telehandler manufacturer **JLG** achieved nine month revenues up 18% to \$2.9 billion. Platform sales grew by 18% to \$1.4 billion, while telehandler shipments increased 32% to \$855.5 million. Operating profits were 15% lower at \$190 million. Third quarter sales increase 23% to \$1.04 billion with platform sales improving 34% to \$517.1 million and telehandlers 33% to \$316 million. Operating profits for the period more than tripled to \$113.2 million.



**Cargotec** has completed its strategic evaluation of **MacGregor** and concluded it does not fit in with its long-term plans but will not look for an immediate disposal.



Swedish mastclimber and hoist manufacturer **Alimak** has reported nine month revenues of SK3.4 billion (\$317 million), with Construction, Façade and Industrial divisions posting strong growth, while the Wind division sales declined 23%. Third quarter revenues were 21.3% higher at SK1.09 billion, (\$99.5 million), while pre-tax profits declined 3% to SK98 million (\$8.9 million).

**Oshkosh** also announced the acquisition of Italian spider lift manufacturer **Hinowa** from the Fracca family, when completed it will become part of JLG



**Tadano** reported an 8.8% rise in total revenues to ¥131.3 billion (\$929.2 million) for its half year to the end of September. Mobile crane sales were 13.4% higher at ¥86.9 billion (\$614.9 million) driven by a North America up 41% and Europe up 6%. Pre-tax profits declined 60% to ¥5.3 billion (\$37.5 million) due to an exceptional gain of ¥11 billion (\$78.1 million) last year. Without this they increased 90 percent to ¥4.2 billion (\$29.7 million).



**Palfinger** has reported another record quarter with nine month revenues of €1.58 billion, up 18%, with a strong performance from the Americas. Pre-tax profits were 5% lower at €105.1 million. Third quarter sales were €540 million up 19%, while pre-tax profits slipped 10% to €30 million. It remains on track for full year revenues of €2 billion.



Aerial lift and telehandler manufacturer **Genie** saw nine month revenues increase 10.5% to \$1.81 billion with an operating profit 12% higher at \$142.2 million. Third quarter sales increased 16% to \$662.6 million, while operating profits leapt 82% to \$63.5 million. It also has nudged its full year forecasts to the top end of its original estimates at \$2.4 billion.



**Snorkel** has reported nine month revenues of \$131 million, up 15 percent on the same period last year. However, it lost \$12.7 million, substantially higher than last year. Third quarter sales were roughly flat, with a loss of \$3.8 million.



US based **United Rentals** achieved strong revenue growth this year with nine month revenues of \$8.35 billion - a 20% increase on last year. Pre-tax profit jumped 58% to \$1.91 billion. Third quarter revenues improved 18% to \$3.05 billion, with pre-tax profits 48% higher at \$816 million.



UK rental group **Vp** - owner of **UK Forks**, **MEP** and **Brandon Hire** - reported revenues up 6% to £186.5 million, while pre-tax profits slipped four percent to £17.9 million, but this includes £1.87 million mostly associated with its formal sale process that it abandoned in August. Without that pre-tax profit was 6% higher at £19.7 million.



# UNIC 'POP UP' SPIDER

Unic's distributor GGR unveiled the 3.2 tonne URW 345 Eco spider lift at Bauma, marketing it as a 'Pop Up' crane. The crane has a five section 10.1 metre telescopic boom, topped by a 5.74 metre four section telescopic luffing jib.

The 'pop up' comes from the fact that it has an extra linkage that elevates the boom pivot point to two metres while moving it forward to the centre of the chassis. With the boom fully telescoped and elevated and the jib horizontal, the crane has a capacity of 200kg at a radius of seven metres and an up & over height of 12 metres.

Maximum tip height is almost 18 metres with a capacity of 400kg, while maximum radius is close to 16 metres. The crane has an overall width of 790mm, with tracks extending to 1.1 metres for extra stability. Overall length is 3.13 metres, with a height of 1.95 metres and total weight of 3.67 tonnes. Variable outrigger set up, radio remote controls and a full load moment indicator with high resolution colour screen are standard. Power comes from a lithium ion battery pack and the 345 Eco can operate while plugged in.



# SKYJACK SJ20 E FOR EUROPE

The 20ft Skyjack SJ20 E mast type lift will be available with CE - European - certification in the new year. The SJ20 was launched for North America last February and offers a working height of just under eight metres, with a platform capacity of 159kg.

The machine also includes direct electric wheel motor drive, a five section mast extended by a single multi-stage hydraulic cylinder, while the platform includes a traversing deck with up to 410mm of overreach. An optional one person outdoor rating offers a working height of six metres. Overall weight is 1,170kg.



# CE ACCEPTANCE IN UK EXTENDED

The UK government has extended its acceptance of CE marked products again, this time for a further two years to the end of December 2024.



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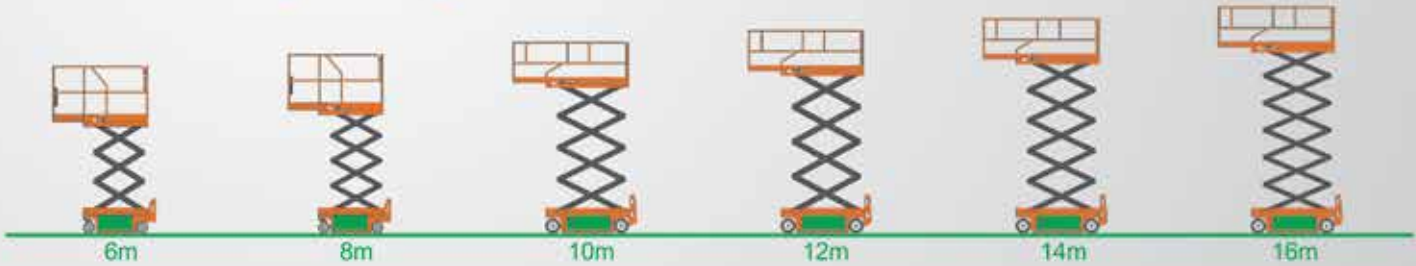
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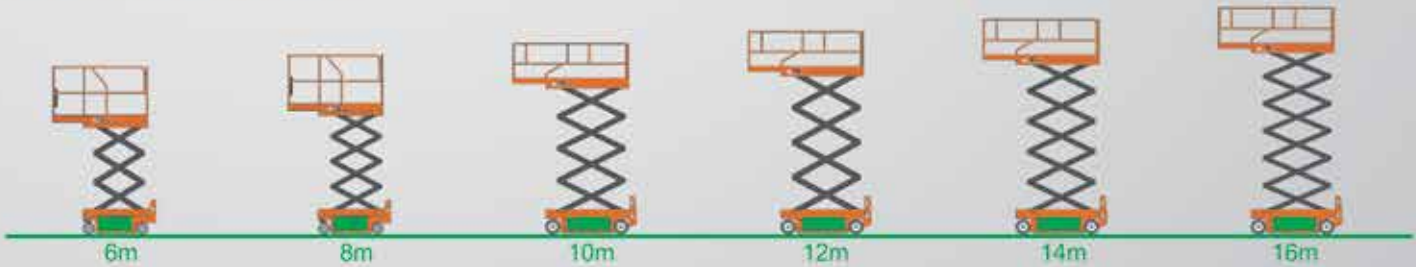
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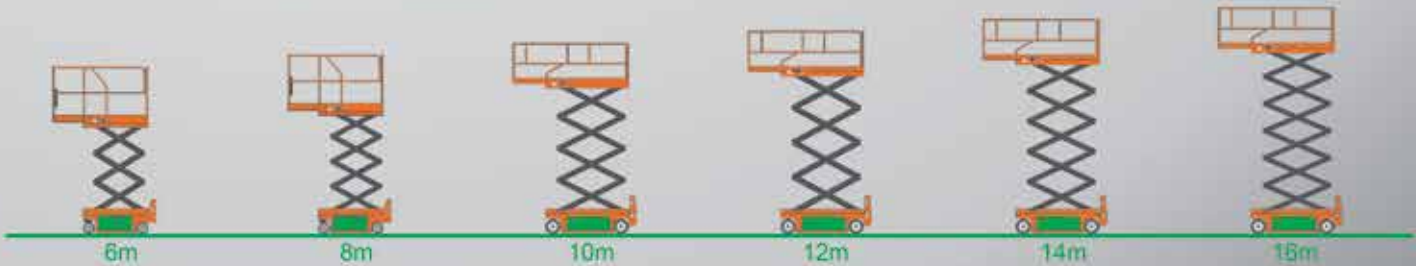
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## NEWS HIGHLIGHTS

- Chinese manufacturer **LGMG** has appointed **Antony Chalissery** as regional sales manager for the Middle East and Africa
- Mexican company **ESEASA** has taken five more **Liebherr** RTs and two ATs
- Faresin** has appointed **Schuler & Schuler** as its telehandler distributor for Switzerland
- UK's **Bronzeshield Lifting** has taken its second 60 tonne **Liebherr** LTM 1060-3.1 this year
- Dutch tracked boom lift manufacturer **Hyrax** has appointed **Schuler & Schuler** as its distributor for Switzerland
- Sinoboom Europe** has appointed **Sergio Cerdans** as regional manager for Spain and Portugal and **Ronald Donders** for sales finance
- Haulotte** has announced a sustainable parts packaging initiative
- UK crane rental company **City Lifting** has taken a new 150 tonne **Grove** GMK 5150XL
- Derek Gow** - until recently commercial director at UK crane rental company **Ainscough** - has died
- Klubb** has appointed **Hematec** as exclusive distributor for Germany
- United Rentals** has appointed **Ted Grace** as chief financial officer
- German rental company **Maxikraft** has placed a €100 million order with **Liebherr** for new cranes.
- Heavy lift specialist **Sarens** has ordered 24 new **Tadano** All Terrain cranes
- Scotland's **Global Crane Services** has taken the first two of an order for 11 big **Liebherr** cranes
- Canada's **Discover Battery** has appointed **BBL Batteries** as its distributor for the UK and Northern Ireland
- SPT** spider crane master distributor **Uplifter** has appointed **Heli** as its dealer for Belgium
- A new UK aerial lift rental company - **Peak Platforms** - has been formed by the directors of **Pulse Hire**.
- Manitowoc** has appointed **Pier Domenico Ravera** as MD of its UK sales and distribution business
- Multitel Pagliero** has appointed **Hydrotest** as end user distributor for its truck mounted lifts in Hungary
- US rental company **CraneWorks** has ordered 22 new **Tadano** cranes ranging from 80 to 700 tonnes
- UK rental company **Bryn Thomas Cranes** has taken three new 150t **Grove** GMK 5150XL
- Italian manufacturer **Barin** has delivered an AB 12 Combi underbridge platform to Czech rail network **České Dráhy**
- Tractel** CFO **Sylvain Grange**, has been appointed CFO of **Alimak**, replacing **Thomas Hendel** who leaves "to pursue other opportunities"



Antony Chalissery



Sergio Cerdans



Ronald Donders



Ted Grace



Pier Domenico Ravera



Sylvain Grange

- UK crane company **Osprey** has appointed **Alan Faulds** as a senior project manager
- Briggs Equipment** has taken its first **Sinoboom** electric boom lifts in Lisburn, Northern Ireland
- Maeda** cranes European master distributor **Kranlyft** has appointed **Lift Polska** as its dealer for Poland
- UK fire and maintenance company **Target Maintenance GB** has taken a new 25m **Multitel** MZ250
- Turkish rental company **Dekas Makina** has set up a new online rental conglomeration site - **Makina Kolay**.
- Terex Cranes** has appointed South African **Goscor Access Solutions** as an official dealer
- LGMG Europe** has added four new managers: **Vincent Vercaemst** as sales director, **Scott Wilkins** as sales director for UK & Ireland, **Adalberto Baena** as service manager Spain & Portugal and **Paul Maccall** as service manager for UK & Ireland



Alan Faulds



Vincent Vercaemst



Scott Wilkins



Adalberto Baena



Paul Maccall

- UKs **Baldwins Crane Hire** has taken a second 450t **Liebherr** LTM 1450-8.1
- UK based **Nationwide Platforms** has ordered 16 more **CTE** truck mounted lifts
- Mammoet USA** and New York based **Bay Crane** have announced a strategic partnership
- UK-based **Wilson Access**, part of **AFI**, has ordered 14 **CTE** truck mounted lifts.
- UK crane company **Marsh Plant Hire** has taken two new 60t **Liebherr** LTM 1060-3.1
- Iraq's **North Refineries Company** has added three 30t **Tadano** GR-300EX-3 RTs
- Ireland's **Dromad Hire** has purchased 20 all-electric and hybrid platforms **Skyjack**, **Niftylift**, **Snorkel** and **Hinowa**
- US outrigger mat specialist **Dica** has acquired the **SlatTrax** ground protection system
- UK's **Access Platform Sales** has promoted **Hannah Treggalles** to internal sales and marketing director and **Daniel Leyshon** to service director.



Hannah Treggalles



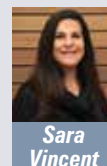
Daniel Leyshon

- Belgian crane company **Gheysens** has taken three new **Tadano** ATs
- UK rental company **Smart Platforms** has ordered 90 **CTE** truck mounted lifts in a deal worth £7 million
- Dubai **Liftek International** and **Modulift**, **Green Pin Shackles** and **Load Monitoring Systems** carried out a 2,420 tonne test lift
- Amilcare Merlo**, founder of Italian telehandler manufacturer **Merlo**, has died
- European transport and logistics equipment leasing group **TIP** has taken delivery of 10 new **Atlas** 170.2 V loader cranes



Amilcare Merlo

- Manitou** has acquired one of its Italian service and repair companies - **Gi.Erre**
- Brazilian company **Locar** has taken an 800t **Liebherr** LTM 1750-9.1
- Liebherr** has appointed Greece's **Stagakis** as a rental/service partner for tower cranes
- Rental company **Bultena Verhuur** has taken the first **Liebherr** LR 1160.1 Unplugged in the Netherlands
- Germany's **Luibl Rental & Sales** has taken 20 **Magni** 360° telehandlers
- Italian rental group **Venpa 3** has purchased three 27m **Multitel** MTE 270EX
- Canada's **Lou-Tec** has acquired Quebec based **YEP Location d'équipements**
- JLG** has appointed **Sara Vincent** as marketing director - **JLG** and **Jerr-Dan** in the Americas
- Mammoet Brazil** has taken a 650 tonne **Tadano** CC 38.650 crawler crane for onshore wind
- Access Link** met at **TVH** headquarters in Waregem, Belgium
- Haulotte** has appointed rental company **Avi Cranes** as distributor for Israel
- Ohio sales and rental company **Leppo Rents** has acquired **Rent Equip** of Medina, Ohio
- Tractel** CEO **Philippe Gastineau** has been appointed senior executive vice president of **Alimak's** **Facade Access** and new **Height Safety & Productivity Solutions** divisions.



Sara Vincent

- UK contractor **Multiplex Plant and Equipment** has purchased three **Wolff** tower cranes
- Skyjack** has appointed **Mark Trowman** as product development manager Europe, Africa and Middle East
- Swiss rental company **Maltech** has purchased a 57m **Bronto** 570XR and a 70m **S70XR**.
- US crane company **Bigge** placed a large order for big **Tadano** cranes at Bauma
- Potain** has appointed **Falcon** tower cranes as UK distributor for self-erecting tower cranes
- Jekko Deutschland** has appointed two new regional dealers **Pfalzlift** and **Therso**
- Germany's **BSI** has taken one of the first 80ft **Genie** S-80 J TraX boom lifts in the country
- Australian rental company **Coates** has taken 'several batches' of **Sinoboom** electric scissor lifts



Mark Trowman

- Belgium's **Vertimac** has appointed **Frank Beernaert** as business unit director for its growing replacement parts division
- UK rental company **Platform Hire** has succumbed to a winding up order
- Swedish rental company **Kranpunkten** has placed an order for 130 **Dingli** electric scissor lifts
- UK rental group **Vp** has appointed **Anna Bielby** as CFO, replacing **Allison Bainbridge** who is retiring. It has also appointed **Stuart Watson** and **Mark Bottomley** as non-executive directors



Frank Beernaert



Anna Bielby



Allison Bainbridge



Stuart Watson



Mark Bottomley

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# CLASSIC INDUSTRIAL PICK & CARRY CRANES

Traditional industrial pick & carry cranes have been popular although relatively niche lifting products that have basically remained unchanged for more than 60 years. Globally sales have had their good years and bad but have hardly changed in the past few decades at around 500 units. However, there may be signs of a resurgence.

**This is in spite of a growing range of other types of machines capable of lifting and carrying a load. However, none offer the same range of benefits and versatility offered by the classic industrial cranes produced by Italian manufacturers including Valla, JMG, Galizia and Ormig.**

## SO, WHAT IS A CLASSIC INDUSTRIAL PICK & CARRY CRANE?

The pick & carry or yard crane as it was sometime known can be credited with kicking off the mobile crane revolution during and after the second world war. The simple concept involves the ability to lift a heavy load, possibly from a delivery truck and travel some distance with it to the point where it is needed.

The traditional models are now built mostly in Italy although they first took off in the USA with companies like Grove building them initially to handle components around its factory and then finding there was a substantial market for them with other manufacturers. This resulted in a transformation of its business from farm wagons to cranes.

The North American market soon began to shift towards carry deck versions that allow a load to be placed or rested on its deck for travel pioneered by Drott.

In Europe the history is different. The UK for example was always a major market for yard

cranes with Coles, Jones and others building swing cab, solid or cantilever lattice boomed industrial cranes for material handling, while in Germany, Demag and later Krupp began making products similar in concept to what Grove was doing in the USA, followed by Ormig in Italy and later Valla. In Japan Kyoei Kaihatsu - which morphed into Unic and later Tadano - was instrumental in building such cranes in the late 1950s.



*A Broderson carry deck crane*



*An early Grove pick & carry crane*



*A typical industrial pick & carry crane application*

The UK market took a significant turn in the 1960s with the introduction of the transformative Iron Fairy followed by the Coles Speedcrane. The general concept of these machines had a different

interpretation in Australia where articulated 'Franna' type cranes took off while the Indian subcontinent adopted a cost effective articulated tractor based alternative.

But that is all history. Massive changes in industrial material handling saw the fork lifts take off as the wooden pallet became popular in the 1960s along with overhead cranes. Today we see robotic transporters and other automated systems, while outside telehandlers and off slab forklifts do much of the material handling. This has tended to push the pick & carry crane towards construction or big yard related applications.

Over the years the industrial yard crane or rather pick & carry crane has evolved into a more versatile compact lifting machine, with a range of attachments such as forks and jibs. The have also become simpler to operate, and increasingly have dispensed with the cab to become pedestrian controlled machines, that do not require a dedicated operator.

**ITALIAN MANUFACTURERS**

As we have touched on the late 1940s and early 1950s post war Europe faced a massive rebuilding programme, which helped spur mobile crane development. In Italy this saw the establishment of Valla in 1945 and Ormig in 1949.

Valla however didn't introduce its first industrial type pick & carry crane until 1961 however since then the company has been involved with some key developments including the first all-electric pick & carry crane - the 30E - in 1972 and the first hybrid crane in 1999.

Over the years it has developed a full range of mobile cranes from two to 90 tonnes including electric, diesel, hybrid, wheeled and tracked fixed frame or full slew. In late 2013 it was acquired by Manitex International which launched its own product for the USA in 2018, for the USA, the 10 tonne CD110 carry deck crane with 10.7 metre boom. The crane includes two position out and down outriggers and has been designed with refineries and more regular manufacturing facilities. The crane compliments the existing line up of Italian built Valla cranes and appears to share components.

The Valla range currently includes 11 models from the 1.8 tonne 18E through to the 40 tonne 400E. However, it is the five model V range - the first of which launched in 2020 - that is creating most interest. It now includes models with capacities of three, six, eight, 11, and 21 tonnes.

One of its key distributors is UK based sales and rental company Hird.



*A 1957 three tonne Coles Speedcrane*



*Manitex International launched the 10 tonne CD110 carry deck crane in 2018 for the USA market*



*An early Ormig 75m industrial pick and carry crane*

Carl Cooper, Hird's sales and aftersales manager said: "The new V range delivers the maximum lifting power in the most compact space and designed to handle dynamic loading with the capabilities that help control the additional risk involved with a suspended load."

There is however a view that pick & carry cranes lack versatility, but Cooper disagrees. "The Valla V range cranes have a range of options, with forks, hydraulic luffing fly jibs, winches and specialist hook blocks to handle different types of lift and maximise productivity. All models apart from the 21 tonne V210R are designed without cabs, using wireless remotes for drive and lifting functions, although they can be supplied with a wired remote if preferred. Full wireless control allows the operator to stand away from the crane, giving the very best view of the lift from a safe location

while taking a more active role with rigging etc." "One important factor of the V range is that they are second skill machines and don't have to be operated by a dedicated crane operator, but rather by a fitter or a forklift driver. A key attribute of these units are their compact dimensions, for example, the V210R is just 4.49 metres long, 1.98 metres wide and two metres high, and yet can lift eight tonnes to a height of 12 metres, or 3.6 tonnes 8.1 metres out from the front axle. In fact, its footprint is 14 percent smaller than 18 tonne 180ES."



*Three models in the Valla V range - the V36R, the V80R and the V110R*



*The largest in the Valla V range - the 21t V210R*

**FIRST V210R IN UK**

Hird sold the first V210R into the UK late last year to industrial services company AIS Vanguard. It features a 12 metre three section boom plus a three metre hydraulic swingaway extension which can handle three tonnes at a height of 15.2 metres. It can handle 21 tonnes 1.35 metres in front of the machine or a height of 7.5 metres. Features include remote controls, non-marking tyres, a hydraulic winch and self-levelling forks, and optional front stabiliser bar.



*UK-based AIS opted for the optional front outrigger bar, operators cab and remote controls. (L-R) Carl Cooper of Hird with Ian Hargreaves and Stephen Edge of AIS*

Based in Wigan, Ainscough Industrial Services (AIS) Vanguard specialises in machinery moving and installation as well as wind turbine installation and maintenance. It operates a fleet of Valla pick & carry cranes from five locations across the UK. Hird itself runs 78 Valla cranes in its rental fleet and is adding more as demand increases. It is currently waiting delivery of an 11 tonne V110R

with full remote control and a 25 tonne 250E with fork attachment. Its most popular units are between two and 12 tonnes although the company is seeing growing demand for larger models.

“Pick & carry cranes over 50 tonnes may be useful for specific contracts but are just too big for general rental,” says managing director Phil Hird. “And for those looking for something like a Versa-Lift machine, we can offer a Valla with fork attachment.”

**LOW RENTAL RATES**

“The main problem with the crane rental market is the low rates,” says Hird. “For example, in



*A Valla 120E lifting a vessel in a brewery*

2013 we were getting £473 a week for a two tonne Valla, today it is £475 - just £2 more after 13 years!”

The company has also added eight tonne Valla V80Rs into its rental fleet, which features a three section boom plus a short hydraulic swingaway extension with a three tonne rating. As with the V110R, it can extend the distance between the counterweight and front axle by up to 600mm for extra capacity and stability, while the stabiliser bar boosts capacities by up to 40 percent.

In its normal configuration the V80R can take two tonnes to a height of nine metres and 1.3 tonnes to a forward reach of 5.5 metres. With the counterweight extended and stabiliser bar deployed, this increases to 2.5 and 1.9 tonnes respectively. Features include remote control, non-marking wheels, front wheel drive with 180 degree rear steering, removable counterweights and a self-levelling fork attachment. Power comes from an 80 volt/640Ah battery with an onboard charger.

**COMPACT**

Launched last year the 3.6 tonne V36R can handle 800kg at a height of 7.5 metres and 500kg at a forward reach of 4.75 metres. An optional hydraulic swingaway extension provides a tip height of 8.6 metres with a 450kg capacity up to six metres forward reach with 250kg. Powered by an 80 volt/300Ah battery pack, it features remote controls, 180 degree rear steering, front wheel drive, electro-hydraulic brakes and removable counterweight. Unlike the V80R and V11R however the V36R has a fixed chassis. Weighing

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*Launched last year the 3.6 tonne V36R can handle 800kg at a height of 7.5 metres*



*The Valla V110R*

*The JMG MC 250.09 FL can lift eight tonnes to a height of 7.5 metres and has a maximum reach beyond the front of the machine of 3.5 metres*



*JMG delivered this 16 tonne MC 160 to UK heavy moving company Joseph Merritt group*

3,650kg, it has an overall width of 900mm, an overall height of 1.56 metres and a chassis length of 2.46 metres giving a three metre overall length.

Valla said: "The primary goal that we set ourselves in the design of the V36R was to combine maximum performance and versatility of use while keeping it as compact as possible. This new model is our latest solution to the growing need to handle loads in confined spaces, that meets safety and performance expectations while respecting the environment."

Dutch aerial lift and telehandler group Collé Rental & Sales distributes Valla cranes for Germany, the Netherlands and Belgium. When appointed at the end of 2020 it placed a €2.5 million order for 30 electric pick & carry cranes including V80Rs, V110Rs, V36Rs and V200Rs. It remains the largest single order in Valla's history.

General manager Frits Collé said: "We believe that market demand for industrial electric pick & carry cranes will remain strong in the years to come, and our partnership with Manitex Valla will enable us to provide a product line that is well known throughout our customer base and meets their increasing demand for electric equipment. It is one of the several investments we are making to offer lifting solutions which are both productive

and help them achieve their environmental and sustainability objectives."

**JMG CRANES**

A more recent addition to the industrial pick & carry sector was JMG, which was founded in 2007 by former Valla general manager Maurizio Manzini and Emilio Berti. A legal battle kicked off in 2010 with Valla seeking to protect its business and goodwill in respect of unfair competition, with JMG countering. The battle was resolved with the help of arbitration in 2012. JMG went on to acquire Lige, a pick & carry crane manufacturer with 70 years of history in 2015. In 2019 JMG opened a new 16,000 square metre facility in Cremona which is home to the only pick & carry



*The 25 tonne JMG MC 250.09 FL forklift type crane was launched last year*

crane museum in Europe. More recently the company has completed another 8,000 square metre production facility in Sarmato (Piacenza) costing €10 million with the first crane - an MC100S - coming off line in October and delivered to Vecchiato Autotrasporti.

JMG has the widest line up of pick & carry cranes with 40 models ranging from the 2.5 tonne MC25S to the 70 tonne MC700MT. In a relatively short space of time the company has become one of the world's leading pick & carry crane manufacturers with a distribution network covering most of Europe and a good many countries around the world.

Its latest product, launched last spring, is the all-new forklift type crane - the 25 tonne MC 250.09 FL. The unit is similar in concept to the American built Versa-Lift industrial forklift/lifting machine - such as the 40/60 - and features a choice of 2.49 metre forks and/or a four section telescopic boom mounted horizontally to the top of a three section vertical box section mast which sits within the mast between the forks. It can lift eight tonnes to a height of 7.5 metres and has a maximum reach beyond the front of the machine of 3.5 metres. Tilting the mast forward extends the horizontal reach to five metres with a capacity of 5.6 tonnes, although the lift height is reduced to just over seven metres. The maximum 25 tonnes capacity is available at up half a metre in front of the machine and, as with all capacities, is available at full height.

The capacities referred to above are with the telescopic chassis extended by its maximum of 1.2 metres giving it an overall length of 5.3 metres, when retracted to 4.1 metres it has a maximum capacity of 17 tonnes at 500mm and up to 5.7 tonnes at the 3.55 metre forward reach.

The mast offers a forward tilt of 12 degrees and rearward tilt of eight degrees, while the horizontal boom can luff from five degrees below horizontal to 15 degrees above. When used as a heavy duty forklift the unit is equipped with 2.5 metre forks which can remain in place along with the boom. Lift height on the forks is 2.7 metres.

Weighing 25 tonnes, the MC 250 has a stowed overall height of 2.78 metres and an overall width of 1.8 metres. We understand there are plans for a 35 tonne version.

**16 TONNE CAB CRANE**

JMG has delivered a 16 tonne MC 160 to UK based heavy moving company Joseph Merritt group, which has previously taken a 58 tonne JMG MC 580 as well as a 27 tonne Versa-Lift 40/60 heavy duty forklift.

Director Richard Merritt said: "Over recent months, we have experienced a significant increase in demand for heavy machinery moving services in 'clean' industries such as food and pharmaceutical manufacturing where hygiene and cleanliness are of paramount importance. JMG's electric pick & carry cranes are state of the art. The crane's unique componentry enables it to perform tasks which would otherwise require larger and more expensive lifting equipment, and its compact dimensions allow access to congested factory sites with ease."

The MC 160 offers a maximum tip height of 12 metres at which it can handle seven tonnes. It

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# LIEBHERR

Mobile and crawler cranes





The 58 tonne JMG MC 580 sold to Merritts

can also lift 3.4 tonnes at its maximum forward reach of 7.5 metres. Power comes from a 96 volt/1035Ah battery pack, while features include a two section telescopic hydraulic luffing jib, non-marking tyres and 180 degree rear steering for a near zero turning radius. The crane weighs 19.7 tonnes, although 4.96 tonnes of counterweight can be removed.

**GALIZIA**

Located in Castello di Annone, near Asti, Galizia began making pick & carry cranes at the end of the 1980s although the company dates back more than 100 years. The current line up runs from 2.5 to 60 tonnes and includes the six tonne Multi 636, pick & carry crane/telehandler/work platform, the two tonne G20 available as a three wheeler or on tracks - the GK20. Features include a twin electric motor front drive system that can counter-rotate through an electronic differential gear and an electronic joystick coupled with proportional distributor allowing precise, gradual and simultaneous movements of the boom. The cranes also feature radio remote controls, brushless AC motors, a very low centre of gravity for improved stability and reduced overall height, a modern cab with sliding door and customised booms and jibs.

The unusual Multi 636 can lift six tonnes on its main hook or 3.5 tonnes with its fork or bucket

attachments making it a real multifunction machine. What makes it different from other cranes with fork attachments is its overall height at just two metres and more importantly its low boom pivot point.

The unit has a chassis length of 3.3 metres and an overall width of 1.73 metres with a turning circle that matches three wheeled cranes - thanks to the 90 degree crank angle steering on the rear axle. Drive is via twin AC electric wheel motors on the front axle that can counter rotate for tight turns. A separate AC motor is used to drive the crane hydraulics.

The telehandler tool bar can take a wide variety of attachments including forks, with or without side-shift, buckets, an integrated work platform, winch, searcher hooks and jibs etc.

**42 TONNE GF 420**

A recent product launch is the 42 tonne battery electric GF 420 which features a four section main boom and can handle 25 tonnes at a height of 13.8 metres and 5.5 tonnes at its maximum forward reach of 9.6 metres. The crane can pick & carry its maximum capacity at a distance of 1.5 metres from the front bumper and take it to a height of five metres. Optional outriggers provide a 30 percent boost to the load chart.

Features include 180 degree rear steer, one metre



A Valla 90E helping install cladding



A Valla 250E working on a construction project in Battersea, London



The Galizia rear wheel steering



A Galizia GF 420 at Bauma



The unusual Multi 636 can lift six tonnes on its main hook or 3.5 tonnes with its fork or bucket attachments making it a real multifunction machine

of chassis/counterweight extension and a choice of cabs. The boom nose can pivot from 90 to minus 30 degrees for greater clearance height when lifting in low head room environments. Optional features include radio remote controls, front outriggers plus a range of attachments, including a 3.8 metre hydraulic luffing swingaway extension, auto-levelling forks and a winch.

Overall length is 4.6 metres with a width of just over two metres and a height of 2.2 metres. Total weight is 32 tonnes, however 10.5 tonnes of counterweight can be removed for transport. Power comes from a 96v 1395Ah battery pack, powering two 12kW motors. ■



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# NEW ELECTRIC MODELS DOMINATE

The growing truck mounted platform market is increasingly dominated by the current preoccupation with electrification. While seen as a short rather than long term solution in some quarters, manufacturers are embracing it whole-heartedly, offering a variety of solutions from hybrid, part electric and more recently full electric lifts.

**The cost of the chassis has always been a major problem with all electric truck mounted lifts, however developments in battery technology, cost savings due to increased production volumes and improving availability - coupled with the increasing pressure to go 'green' - has resulted in chassis that are beginning to reach acceptable price points.**

Obvious target markets for 'green' machines include municipalities, internal work on airports and large public buildings, green maintenance companies and large rental companies looking to offer a product for clean operation in residential areas, construction sites or night time jobs. However, while most truck mounted lift manufacturers have at least one electric or hybrid model in their range, demand is still restrained by the cost and ease of charging and travel range.

Italian truck mounted and spider lift manufacturer CTE is the latest to launch a new 20 metre all-

electric truck mounted platform. The MP 20 Ev - said to be 100 percent Italian made - was formally launched at Bauma, created in partnership with Green-G Electric Vehicles of Gorizia which produces zero emission electric commercial vehicles under the 'ecarry' name.

Power for the MP 20Ev comes from a 35 kWh Webasto lithium ion battery pack, which is Li-ion NMC, R100 certified giving a range of up to 70km along with 25 full work cycles. The power supply system offers the advantage of being able to work entirely on battery or 'plugged-in' mode, connected to a 220/380 volt AC outlet with the supplied charging device. There is a 7.5KW electric PTO, coupled to a 380V motor and a Smart inverter which powers the functions of the platform.

The unit features a single fixed section riser/lower boom topped by a two section telescopic boom and articulating jib, offering up to 13 metres of



*The Italian-made all-electric CTE MP 20 Ev*

outreach and 250kg platform capacity.

The MP 20 Ev has an overall width of just under 1.6 metres is 5.2 metres long with an overall height of just 1.96 metres, while managing to keep within the overall weight limit of 3,500kg. The lower control console is linked to a wireless remote with integrated display, while the upper



**Bronto showed its battery/hydraulic Hybrid Pack concept at Bauma mounted on its new compact 35 metre S35EM**

controls have the same look and feel of the ground controls with integrated display for easy learning and familiarisation for the operator. It is also equipped with CTE's S3 EVO management and control system.

Marco Govoni of CTE says: "This agreement is the natural consequence of our green vision of the future. We chose 'ecarry' and Green-G because it is a vehicle entirely designed and manufactured in Italy and we believe in the value of Italian excellence."

Antonio Chiello of Green-G - Electric Vehicles adds: "With its compact dimensions and 3.5 tonne weight, the ecarry is the most advanced vehicle in its category, with performances clearly above the standard. It has been designed specifically for service companies and public bodies operating in metropolitan areas, carrying out repetitive activities with frequent stop/starts."

## POWER PACKS

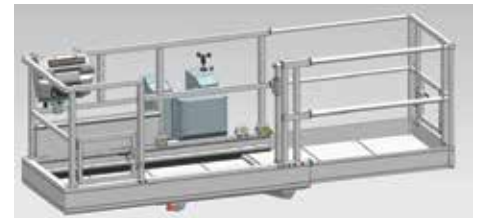
While there are very few all-electric truck mounted lifts available, several manufacturers including Bronto and Palfinger are developing electric power packs particularly on the larger truck mounts so that at least the platform operation is all electric. The packs fall into two categories - battery/electric and battery/hydraulic, providing a simple cost effective solution to eliminate noise and emissions.

Bronto showed its battery/hydraulic Hybrid Pack

concept at Bauma mounted on its new compact 35 metre S35EM. The Pack uses a lithium ion battery and electric motor driving the hydraulic pump and is said to have sufficient power for a typical working day. However, if the battery is low, the lift can still be operated as usual using the chassis PTO pump. Bronto plans to offer retrofit kits for existing machines where possible.

Product manager Arne Denks said: "You could say we made our first hybrid aerial work platform in 2010 when we delivered a tailor made solution with lead acid batteries to a customer in Sweden. After acceptance from our customer base and possible further co-development with some of them, the concept will be expanded to other Bronto models."

The new S35EM was launched at Vertical Days in May with UK based Nationwide Platforms taking delivery of the first unit. Mounted on a Scania L320 chassis the lift features a five section telescopic boom topped by an articulated jib giving an outreach of up to 29 metres. The Nationwide unit was supplied with the extendable 3.4 metre platform with a maximum capacity of 350kg, additional features include Bronto's new 5+ control system, automatic variable outrigger set up and automatic levelling. The chassis features the new Scania L320 cab with a number of safety innovations including being closer to the ground for easy entry, with substantially improved visibility including its 'City Safe Window' which



**Bronto's extendable 3.4 metre platform with a maximum capacity of 350kg**

offers significant increases to the driver's ability to detect and avoid pedestrians and cyclists.

## PALFINGER EDRIVE

Palfinger Platforms was another company displaying a prototype battery/hydraulic pack at Bauma with its eDrive solution. The company's Vision & Strategy 2030 sets a clearly defined goal to achieve emission-free lower noise work and highlights the importance of electric power towards achieving it.

The prototype eDrive battery packs highlight the ease and flexibility with which mobile and retrofittable electric power packs can provide emission free operation for its truck mounted lifts when working in places without a mains power supply.

Electric drive has already been integrated into some Palfinger models, including the 37 metre P 370 KS E which uses a diesel engine combined with an electric drive for the platform, combining benefits of diesel power with significant fuel savings and lower operating costs. Palfinger also unveiled fully all-electric platforms, including a 28 metre P 280 CK on an eVolvo electric chassis and the 25 metre P 250 BK on an Iveco eDAILY. The 25 metre P 250 All Terrain combines the off road capability of an Unimog chassis with the electric power pack for quiet operation, something that utility teams state is a great aid to safety in that it allows those on the ground to communicate more easily with those in the platform.

Palfinger is currently expanding its plant in Löbau, Saxony to around 32,000 square metres in order



**The Palfinger eDrive being shown on its stand at Bauma**



**The 37 metre Palfinger P 370 KS E uses a diesel engine combined with an electric drive for the platform**



The prototype emission-free P 250 BK was seen at Bauma



The 25 metre P 250 All Terrain on a Unimog chassis

to add products currently built at the company's facility in Krefeld, North Rhine-Westphalia which will close next year when the lease expires. This will create a single substantial production site for much of its truck mounted platform range. The two plants were the result of two acquisitions - Löbau based Bison in 2004 and Krefeld based Wumag in 2008. Gerald Pschernig of Palfinger said: "From 2023, as well as the light and premium type machines, large truck mounts will be assembled at the plant in Saxony which will be a significant hub for future design and developments in all specialist disciplines from mechanical engineering to mechatronics and application programming."

**ANOTHER FULL ELECTRIC TRUCK**

Italian manufacturer Multitel Pagliero offers 30

models of truck mounted platforms on 3.5 tonne chassis in addition to its larger models. With production this year reaching 2,220 units Multitel is the world's largest full range truck mounted lift manufacturer and continues to develop new products. Five new truck mounts include three telescopic - the 23 metre MTE 230 Hybrid, the 27 metre MTE 270 EX and the 24.7 metre MJE 250 - along with 25 metre MZ250 and 35 metre MZ 350 articulated boom models.

Mounted on a 3.5 tonne chassis the 23 metre MTE 230 Hybrid uses a 48V lithium battery capable of at least eight hours standard work cycles. All functions including outrigger set up can be carried out in full electric mode. The 230 volt battery charger completely recharges the battery pack in four hours, however the chassis mounted alternator

and inverter provides around 15 percent of top up for every hour of travel.

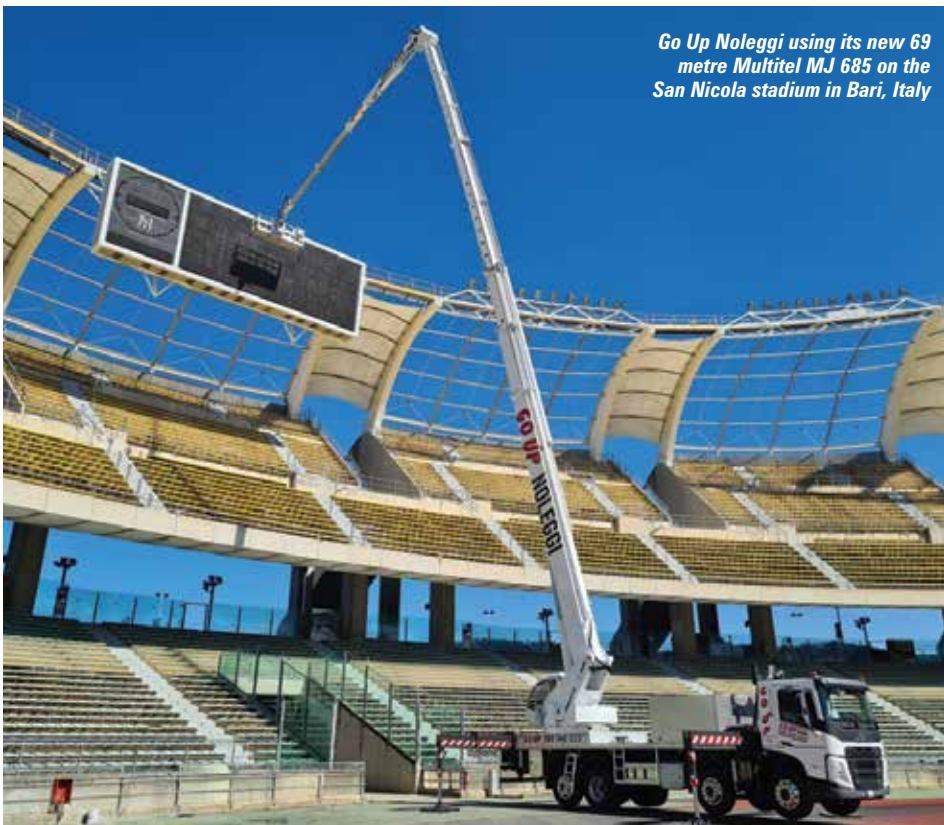
The MTE 230 also features Multitel's MUSA X (MULTitel Self Adapting Outreach) which monitors the outrigger set up, weight in the platform, boom position/slew and inclination of the chassis to calculate the best safe working envelope. The system is currently also available on the MTE 270 and MJE 250.

The new 25 metre MZ 250 articulated lift offers up to 14.3 metres of outreach and is mounted on a 3.5 tonne/three metre wheelbase truck. Its bigger brother - the 35.3 metre working height MZ 350 - is mounted on a 12 tonne chassis and can be specified with the optional Hybrid pack with 210Ah lithium batteries powering a 12kW electric motor. It also can be fitted with a 500kg winch in place of the platform. All models feature the EVE telematics system which includes GPS tracking, machine status display and remote diagnostics.

**FULL ELECTRIC MULTITEL**

Multitel is also developing full electric models for launch in the third quarter next year. The 16.5 metre MT 162 DS will be mounted on a 3.5 tonne Iveco e-Daily 35S chassis with up to 130km range and an additional battery pack for the platform. At the same time, Multitel expects to have the larger 4.2 tonne e-Daily 42S C license all -electric chassis available for all of its models up to 27 metres. Fitted with dual battery packs, the chassis will have a range of about 250km.

Multitel's largest truck mount is the 77.5 metre MJ775 mounted on a 44 tonne five axle chassis, with an outreach of 38 metres. The company indicated at Bauma that it is looking to introduce further large machines next year.



Go Up Noleggi using its new 69 metre Multitel MJ 685 on the San Nicola stadium in Bari, Italy



Multitel is also developing a full electric version of the 16.5 metre MT 162 DS to be mounted on a 3.5 tonne Iveco e-Daily 35S

## ACQUISITIONS ABOUND

Apart from electrification, a major talking point in the truck mounted market over the past year or two has been acquisitions, the most recent being the acquisition of Italian manufacturer Isoli by Klubb in mid-October. A few months earlier Time Manufacturing/Versalift acquired FE group - owner of France Elévateur and its Spanish affiliate Movex - have taken over Ruthmann last year. The two acquisitions follow the participation of private equity firms - Time has been majority owned by H.I.G. Capital since the end of last year, while Andera Partners acquired a 'significant minority stake' in Klubb last July.

France's Klubb acquired all of the shares in Isoli along with the freehold of its 77,500 square metre purpose built plant in on the edge of Fontaniva, between Verona and Venice. Isoli employs around 120. The deal closed on the Friday before Bauma opened. Klubb is not only interested in Isoli's aerial lift business, but also keen to maintain its recovery truck/crane product line.

Klubb's founder and majority owner Julien Bourrellis said: "We have been the Isoli dealer since 2006, so it was natural for us to go further. It is a really nice brand which needs to be refreshed and my team is really excited by this project. Klubb is probably number one in market share in the utility sector in Europe but not in the rental market. Isoli will help us to develop sales to rental companies."

Isoli was founded in 1946 by the Isoli brothers to design and manufacture aerial work platforms, tow trucks and special equipment, including cranes and military recovery equipment. Over the years it has won a number of prestigious contracts for institutions such as the UN and sold its equipment all over the world.

## BAMBOO DECKING

Klubb has been a pioneer of low emission truck mounted platforms, but its latest development is a new decking material made from bamboo/balsa composites replacing energy intensive aluminium or steel. At Bauma the company displayed bamboo decking on a KL-26 lift mounted on a Renault Master chassis, which usually uses aluminium decking. The bamboo deck material is not only far more efficient to produce, but the raw material is grown locally in Southern France significantly reducing shipping costs. Klubb says that the development of environmentally friendly and more sustainable materials is one of the main activities of its R&D department.



*Klubb's new bamboo deck on a Renault Master chassis*



*Dinolift's hybrid version of its 23 metre lift, the 230VTH*

"A significant advantage of renewable materials such as bamboo is that it absorbs CO<sub>2</sub>," says Bourrellis. "The material absorbs two tonnes of CO<sub>2</sub> rather than the 21.8 tonnes emitted to produce a tonne of aluminium."

Other benefits include a 20kg weight saving, while the top layer of bamboo composite material is non-slip. The KL-26 was also equipped with biodegradable oil and battery pack to power the platform. As Bauma closed Klubb announced the appointment of Hematec Arbeitsbühnen as its exclusive distributor for Germany. Hematec distributes Isoli, and also offers Dinolift's 23 metre 230VT truck mounted lift.

Late last year Dinolift launched a new hybrid version of its 23 metre lift, the 230VTH. Mounted on a 3.5 tonne Mercedes Sprinter Basic chassis it has a battery electric powered superstructure, with a four section telescopic boom and pedestal mounted platform offering a maximum outreach of 15.1 metres with 100kg, or 11.3 metres with the maximum 230kg platform capacity. The machine is powered by a 48 volt lithium-iron phosphate (LiFePo) battery pack, said to be good enough to work a full day without the need for recharging. However, should this be needed the machine will operate in a traditional manner from the chassis engine, which also recharges the battery pack thanks to a standard 1kW inverter and high voltage battery charger.

## TIME MARCHES ON

The company structure at Time Manufacturing has always been complicated and the recent

acquisitions mentioned above have only complicated that further. The business now includes: Versalift, Ruthmann, BlueLift, France Elévateur, Movex, BrandFX and Aspen Aerials.

Owner H.I.G, based in Miami, Florida was founded in 1993 and has assets under management of more than \$45 billion. When it acquired Time, it said: "The acquisition of Time Manufacturing will catalyse the company's global growth plan, which has been in place since 2017, since when Time has experienced significant profitable growth, both domestically and internationally, including nine acquisitions and the addition of distribution hubs across Europe and in Asia.

Today the business is managed by Jay Jeffrey president of Time Manufacturing, Kim Bach Jensen president of Time Manufacturing Europe, Martin Christiansen managing director of Versalift Europe including the UK and France, Uwe Strotmann chief executive of Ruthmann, and Charles Goffin chief executive of France Elévateur and Movex. The European group now employs around 1,300.

Bauma saw all the companies and senior managers on one stand and while there were clear company divisions, it will be interesting to see how the product ranges - particularly FE and Movex - develop. At the show the group unveiled several new truck mounted lifts.



*Time management all together at Bauma: (L-R) Charles Goffin chief executive of France Elévateur and Movex, Martin Christiansen managing director of Versalift Europe, Uwe Strotmann chief executive of Ruthmann, Jay Jeffrey president of Time Manufacturing and Kim Bach Jensen president of Time Manufacturing Europe*

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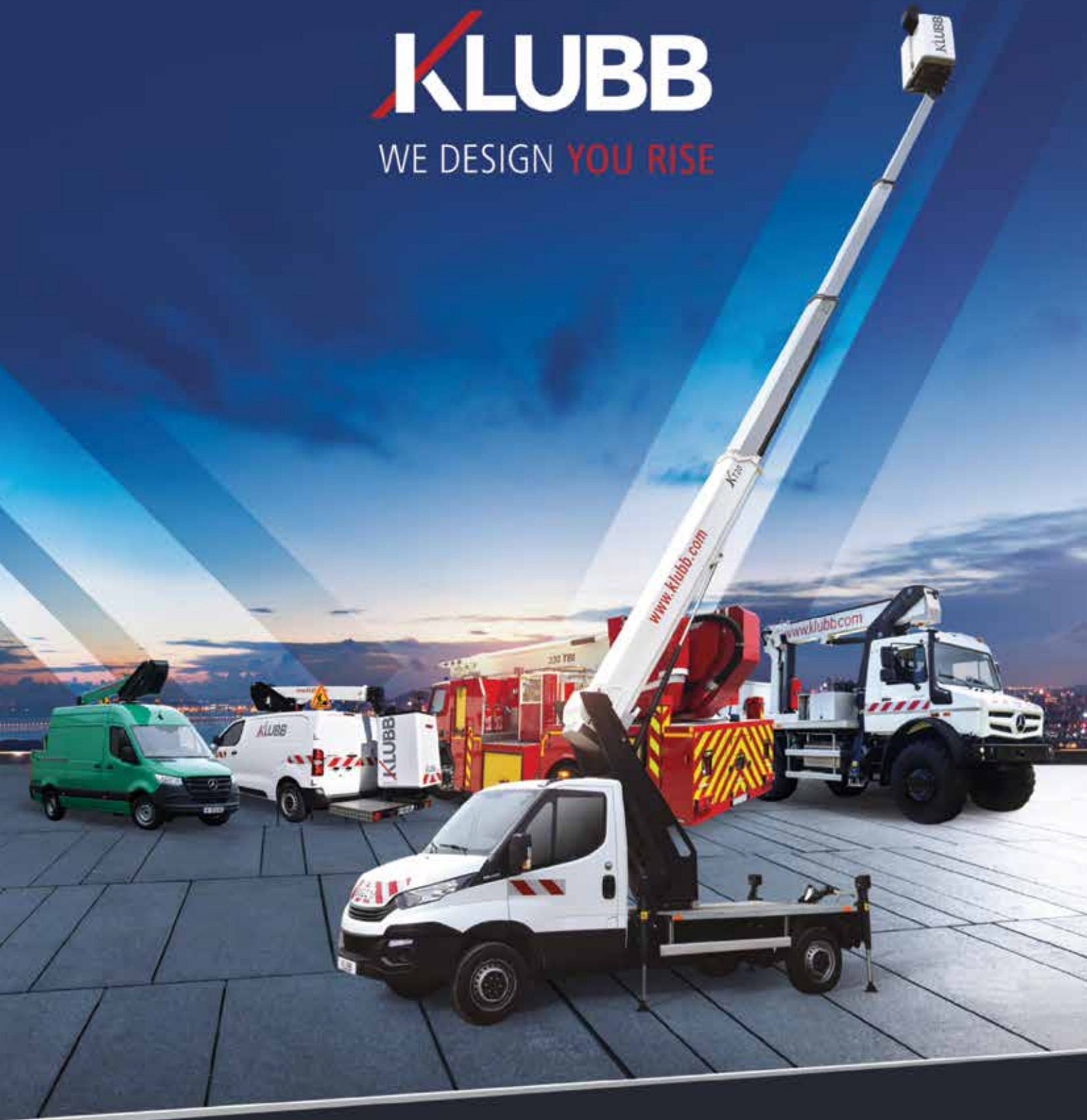
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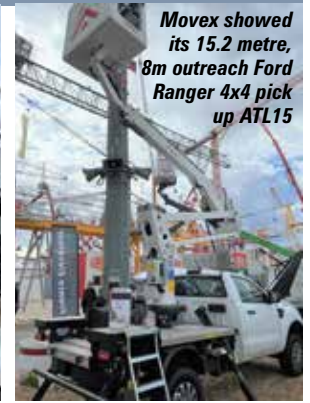
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Ruthmanns new 27m Ecoline 270 and T 300 XS Hybrid on its Bauma stand



The new 15.1 metre FE Upto 15 on a Renault Master van



Movex showed its 15.2 metre, 8m outreach Ford Ranger 4x4 pick up ATL15

**RUTHMANN**

Ruthmann has two ranges of smaller models, the premium TBR Steiger range and the budget Ecoline built in Italy. The new 27 metre Ecoline 270 is, according to Strotmann, “the next level in the low budget segment” and the first result of full cooperation between Italian and German R&D/design departments. Mounted on a 3.5 tonne chassis with an overall length of 7.53 metres it is 300mm shorter than the 23 metre Ecoline 230. It offers up to 16 metres of outreach, 230kg platform capacity and can work on a slope of up to five degrees. It also shares some componentry with the German built TB 270+ and the Italian built Ecoline 230.

Ruthmann also unveiled a 26 metre all-electric Ampero TBR 260 E on an Iveco eDaily chassis and last year announced the T 300 XS Hybrid which it claimed was the “world’s first 7.5 tonne truck mounted platform with hybrid drive”.

Versalift is also looking at higher strength steels to reduce weight and offer hybrid power on more models with a choice on its e-Tech battery packs of AGM 5C, and Lithium ion 20C, 30C and 50C - to suit all price points. They can also be retrofitted.

At the bottom of the price point is e-Tech 5C which uses a 12 volt/110Ah AGM battery capable of five to 10 full cycles, with recharging from the chassis, it can also be ordered with Bluetooth and an LMC control system. Top of the four battery range is the e-Tech 50C which uses a 48 volt/200Ah lithium ion battery capable powering 30 to 50 full work cycles, while offering optional plug-in charging it is also compatible with both the LMC and FPC control systems.

Versalift’s full electric offering is the 12.3 metre VTE-35-125 mounted on a 3.5 tonne Renault e-Tech chassis with a 52kWh battery, providing a range of up to 148km. A separate battery to power the platform functions. The Ford E-Transit chassis is also an option.

There are also four new Versalift truck mounted products planned for next summer, including the



A Cela DT25 showing off its low 2.1m height

17 metre/11.2 metre outreach, 300kg capacity V-170, the 19.9 metre/14 metre outreach, 300kg capacity V-200, the 21 metre/13 metre outreach 300kg capacity V210 and the 22.5 metre/12.6 metre outreach, 300kg capacity V-225-F.

**FE AND MOVEX**

With France Elévateur and Movex not joining the group until very recently they still offer a full and overlapping product range. So, it was interesting to see which models were shown to the public by each brand. France Elévateur had two products on the stand, the 11.2 metre Topy11 kit on a Mercedes Sprinter/Ford Transit and the new 15.1 metre Upto 15 on a Renault Master van. This is one of a new range of truck or van mounts with working heights from 11 to 18 metres with the option of a jib with 180 degrees of articulation and a smart control system said to eliminate 20 percent energy loss. Movex also had two models on display, the 16.4 metre TLR16 truck mount and the 15.2 metre/eight metre outreach Ford Ranger 4x4 pick up ATL15.

**OTHER DEVELOPMENTS**

Another company that launched its first all electric platform last year was Italian manufacturer Cela and it has also developed a new hybrid system called Hybrid+.

Fellow Italian manufacturer Socage introduced a new range of 3.5 tonne truck mounted which feature Speed - its automatic outrigger set-up and levelling system. The latest in the range is the new 24 metre forSte24D Speed with 12.7 metres of outreach.

Socage also has its relatively new 100 metre truck mounted lift in production. The FortSte 100TJJ requires a five axle, 52 tonne chassis and features a five section lower boom/telescopic riser, which can elevate to almost 90 degrees, topped by a four section upper boom. As with other TJJ models it features a jointed articulated jib which results in an up & over height of up to 68 metres with an outreach at this height of almost 33 metres. Maximum outreach is 43 metres at an up & over height of 14 metres and a capacity of 350kg.

Below ground reach is 26 metres at a 12.5 metre radius. Maximum capacity in the 2.3 to 3.6 metre



The FortSte 100TJJ has an up & over height of up to 68 metres with an outreach at this height of almost 33 metres

by 900mm telescopic platform is 600kg with a six person rating, which is also available at the maximum working height of 99.5 metres. The overall length on the road is 15 metres, with an overall height of just under four metres. The outrigger set up is variable with the company’s Multi-Zone system that allows the operator to set them to match the available space, the system then automatically calculates the optimum working envelope. Standard platform rotation is 180 degrees, but a manually rotating top jib can extend this to 360 degrees.

The latest truck mount from another Italian truck mount manufacturer Oil & Steel is the Scorpion 16 and Scorpion 16 Pro. The Pro has a working height of 16 metres, 11.3 metres outreach and 300kg maximum capacity. The Scorpion 16 has a similar working height but 10 metres outreach and 250kg maximum capacity. ■



Socage 100m FortSte 100TJJ



Oil & Steel’s Scorpion 16 Pro

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# LACK OF APPLIED LOAD INFORMATION

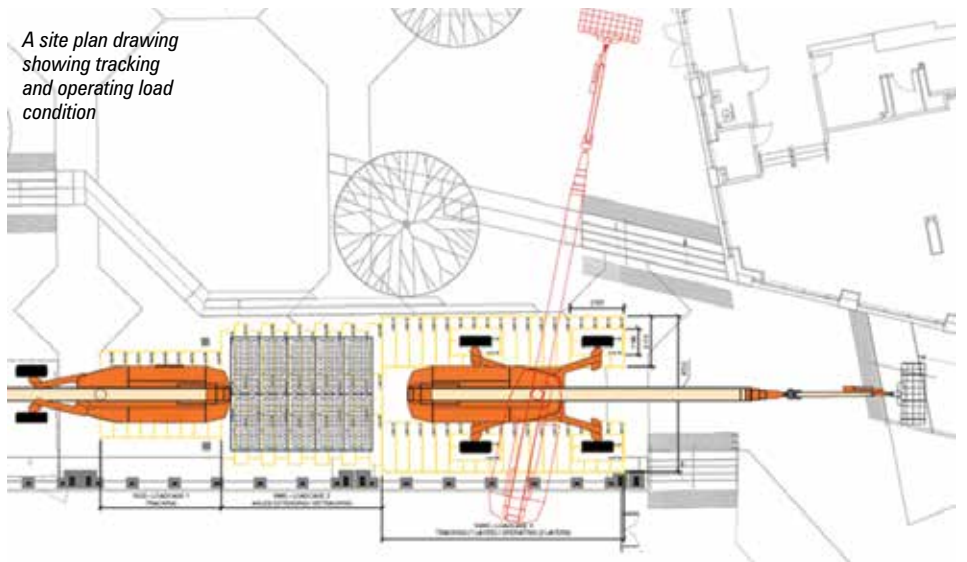
Accident data from the IPAF accident reporting data base shows that platforms that overturn typically result in the death or serious injury of the platform's occupants. In other words, if you are in a platform that overturns, you are likely receive life changing injuries or die.

Many such incidents could have been avoided had the correct mats or track been specified and most importantly used. However the availability of concise, easily understood information regarding outrigger or wheel loadings/ground bearing pressures is not readily available. This is particularly the case when using heavier platforms.

Dan Westgate of Brilliant Ideas/Alimats is all too familiar with challenges when trying to propose the right sized mats. "Most access rental companies provide a specification/data sheet which has been abbreviated or part extracted from the manufacturers Owner's Manual, but in most cases key information is missing. The machine weight is normally provided, and in some cases, a maximum ground bearing pressure expressed as force or load over area such as  $\text{kN/m}^2$  or  $\text{kg/cm}^2$  but this is not enough. Expressing maximum ground bearing pressure as  $\text{kN/m}^2$  or  $\text{kg/cm}^2$  in relation to wheel loads is misleading, as it is actually applied as a concentrated point load - albeit over the small contact area of the wheel."

"When we request machine specification sheets from enquiries generated by rental companies, we have found that the maximum applied ground bearing pressure value is given but the applied force/load contact area not shown at all, so the value is useless. The track width information - amongst other things - is also often missing. There are always two types of load cases to consider - when the machine is tracking and

A site plan drawing showing tracking and operating load condition



when it is operating - when checking that the machine specified is suitable for site conditions. We then need to establish - via the temporary works design - if any additional load spread or ground improvement is required."

## WHAT INFORMATION SHOULD BE INCLUDED IN RENTAL COMPANIES' SPECIFICATION/DATA SHEETS?

"The information we require includes machine weight, track width, wheelbase, maximum wheel loads and wheel contact area and the load information may require two values for each case.

In our opinion you shouldn't have to hunt for this information on specification/data sheets. For example, maximum wheel loads should jump off the page! It should also be expressed as a value that is more relatable so instead of  $\text{kg/cm}^2$  how about total kilograms or tonnes? Providing the wheelbase and track width dimensions also ensures analysis can be carried with regards crossover of load spread between wheels, this could result in a load spread platform in lieu of typical outrigger mats below each wheel. The websites of most platform manufacturers generally provide guidance on the wheel loads



websites. "In my humble opinion the information on some manufacturers' websites is dated and poor," he says. "I have sent my views on this to at least one and so far, have had no reply."

Wheel loads for larger self-propelled platforms can be very high for example a platform weighing 20 tonnes can impose a point load of 12 tonnes in the worst case position. It is also important to note that this might not be when the boom is fully extended and loaded, it might also be with the boom retracted fully elevated with just one person in the platform and the counterweight slewed over one wheel. Most accidents we see reported on [www.vertikal.net](http://www.vertikal.net) show the ground collapsing under a rear wheel.

and in most cases the most pertinent load case is when the platform is operating as the load exerted is concentrated, similar to a mobile cranes' outriggers. On many larger boom lifts the axles are retracted for transport and extended once on site which adds another load factor on supporting ground."

Some manufacturers do publish point loading charts on their websites. Niftylift is one such company, the notes on its Point Loading charts

state: 'Point loadings are the total weight of the machine and operators, supported on the area of one foot or tyre and multiplied by a factor of 60 percent. We have found this to be a very close approximation to the Realistic Point Loading figure and can be worked to as an absolute. If additional factors of safety are required, they should be added to this figure'.

Westgate is not amused at some of the information in certain manufacturers' manuals or



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CASE STUDY

# JLG 1500 SJ BOOM

"Even though the JLG specification sheet we received within an enquiry for a high profile job in London showed more information than most, it is only when you revert to the 224 page owner's manual - which I downloaded from the internet - that it is possible to calculate or understand the ground bearing loads in greater detail," says Westgate. "The machine width is shown on the specification sheet but strictly speaking this is not the 'track width' which is the centre of one wheel to the centre of the opposite wheel and to work this out you need to know the wheel/tyre width, which is only available from the owner's manual."

"Page 183 of the manual states the maximum tyre load is 12,973kg (circa 13 tonnes) which in our view is a far more reliable value than 7.95kg/cm<sup>2</sup> - given on the aforementioned data sheet - and it also states the foam filled tyre width of 45.7cm."

Therefore, using the values on the JLG 1500 SJ data sheet:

Maximum Ground Bearing Pressure	7.95kg/cm <sup>2</sup>
Machine Weight	22,000kg
Wheelbase	3.81 metres
Maximum wheel load	12,973kg

From this you can calculate the following:

Force or load contact area	$12,973 \div 7.95 = 1631.82\text{cm}^2$
Load contact footprint	$1,631.82 \div 45.7 = 35.7\text{cm}$
Therefore	45.7cm x 35.7cm

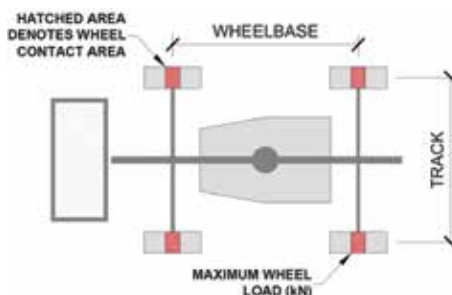
"From here it is far easier to ascertain if a load spread or ground improvement solution is needed. In my view all rental companies should show the key values taken from the owner's manual on their specification/data sheets to ensure a temporary work check can be carried out more efficiently and ensure the data is expressed in a more reliable way to the less informed. I do not even think these data sheets need to get any bigger, currently they seem to be more like a marketing document than a specification/data sheet."

"Obtaining outrigger loads from crane hire companies is seamless, why is this not the case with access platforms?"

"It should also be noted that the owner's manuals are not all readily available to download for all



JLG 1500 SJ



Information to calculate the load contact footprint

machines and subsequently you can be left making assumptions or missing key information. Why is this the case?"

**Scissor lifts:**

"What should be highlighted with scissor lifts is the misconception that the loads are equal on a scissor - they are not. On most machines, the higher the platform is elevated the more concentrated the load is on one end of the machine. I also have examples of data sheets with incorrect information on them."



A scissor lift with outrigger mats

**Spider cranes and spider lifts:**

"In some scenarios with regards spider cranes and spider lifts, travel/tracking can be more onerous, especially on narrow track models, which concentrates the machine's weight on a small area. Enquiries for these types of machines are typically just for the operating condition on outriggers and not when tracking. What concerns us the most with these types of machines is that they are often used on suspended floors!"



In some scenarios tracking can be more onerous as it concentrates the machine's weight on a small area

**SUMMARY**

"Rental companies need to update their abbreviated specification/data sheets and until they do guidance on powered access loadings should always be sought from the machine manufacturer - assuming the owner's manual is actually available - and all temporary works designs should be carried out by a competent temporary works engineer." ■



How it should be done: Power-Pad HD Lite mats being used on a Tadano ATF 220G5



Some of the real life examples found on site

# NEW OUTRIGGER MAT GUIDANCE

At the end of September, the UK based Temporary Works Forum published a new guidance document that sets out best practice for the assessment and management of outrigger loadings for equipment including cranes, aerial work platforms and 360 degree telehandlers.



For contracts, outrigger loadings is a specific part of the wider management of this type of equipment. It is a potentially complex area of temporary works with the interface between the outrigger, outrigger mat and the underlying ground structure and load bearing capacity. It can require coordination - often at short notice - between several designers, contractor's staff and equipment suppliers, all of whom may work remotely.

The new document provides a comprehensive overview of outrigger mats and load spreading requirements and good practice, highlighting the steps that should be taken to avoid ground failure issues due to excessive point loadings.

The aim of the publication is to provide clarity regarding the selection of outrigger mats to spread the maximum outrigger loadings to the minimum required bearing area and follows an extensive survey and investigations by staff at Kier construction's Professional Services division, who toured the company's sites - mostly in Northern England, Scotland and Northern Ireland - looking at real life habits and openly reporting their findings.

Much of the site investigation work was carried

out by temporary works advisor Jemma Quin, who presented her findings along with engineering manager Alistair Ringer at the recent Crane Safety Event in London. They looked at a wide range of equipment from small loader cranes to lattice crawler with capacities of more than 1,000 tonnes. As you might expect, most issues were found on the smaller cranes and equipment. However, once they spotted a poor outrigger set-up or load spreading issue, they began digging further and often unearthed a whole litany of other failings from the lack of a lift plan or risk assessment to inappropriate crane or lift selection etc.

The introduction says: 'This guidance sets out best practice for the assessment and management of outrigger loading. It aims to align with - and signpost to - existing good guidance on the wider management of construction equipment operations and temporary works. It seeks only to complement existing guidance and good practice relating to the calculation of maximum outrigger load and minimum required bearing area.'

It highlights concerns regarding the stated capacity of some outrigger mats/systems in a safety bulletin and makes specific

recommendations to address those concerns, along with more general recommendations regarding outrigger mats in all materials.

## THE DOCUMENT IS DIVIDED INTO TWO MAIN PARTS.

**Part A** describes the assessment process which should be overseen by the Appointed Person (AP) and/or Temporary Works Coordinator (TWC) to determine the maximum outrigger load, determining the required bearing area and then selecting a suitable outrigger mat.

**Part B** contains guidance developed for Temporary Works Designers (TWD), when undertaking assessment of the outrigger mat or mat arrangement described in Part A and aims to address the interaction between the mat and the underlying ground which, if not appropriately considered, can lead to incompatibility between the two and overestimate of the outrigger mat's capacity. It provides a 'lower bound' approach which enables the capacity of proprietary outrigger mats to be pre-calculated without foreknowledge of the ground conditions on which they will be deployed.

The TWF Guidance is available as a free download from [www.twforum.org.uk](http://www.twforum.org.uk) ■



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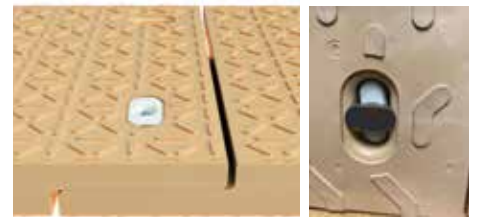
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# SPARTAN COMPOSITES SYSTEM7

Four years ago, Justin Thelin of US-based Spartan Mat - a significant producer of wood mats - started to develop a lighter, stronger and longer lasting 2.4 x 4.3 metre composite mat as an alternative to wood. The result saw the launch of its System7 product last year.



**Speaking of the development Thelin says: "The weight of large wood mats creates logistical challenges. Wood is also naturally prone to break apart or rot after two years or so, so safety is always in question - you just don't know where you are in the life cycle of a wood mat, and users run the risk of failure and all the dangers associated with this. The only solution was to utilise modern materials to make something better."**

Thelin and his partners formed Spartan Composites, acquiring a facility and manufacturing equipment in Rockledge, Florida and hiring industry specialists and engineers who created the System7 mat system following a three year research and development programme.

The new system makes some substantial and bold claims, including 'the lightest composite mat on the market and the strongest, rated at well over 600psi/422 tonnes/square metre. It also utilises a patented ZeroSkid technology and locking pins, which eliminates curling problems associated with other composite mats'.

The mats also come with standard UV protection

and an anti-static additive package. The mats link together and are designed to be 'easily connected to one of the most common mats in the industry and to any other mat systems with simple cross over sections'.

It says that the mats are 100 percent recyclable, do not absorb contaminants and are designed for a 10 to 15 year practical life cycle. The System7 mats use a compartmentalised internal structure, so if it is punctured, water will only penetrate that specific area and not run through the rest of the mat.

Each 2.4 x 4.3 metre mat is 108mm thick and weighs 470kg, about a half to a third of an equivalent wood mat allowing more mats to be carried on a truck or trailer and making them easier to move. The useable size after allowing for overlapping and interlocking is 2.1 x 4.0 metres. The System7 overlapping/underlapping design concept and connection is said to provide a smooth even transfer of loads imposed by equipment traveling across the mats. The company says it has sold more than 10,000 System7 mats so far this year and the original team of three has grown to more than 80 employees. ■



# DICA ACQUIRES SLATTRAX

US outrigger mat and ground protection specialist Dica has acquired the SlatTrax ground protection system from Minnesota based Property Props. The SlatTrax system links heavy duty recycled HDPE plastic slats via a unique 'spine and capture joint' that allows the tracking to be easily rolled/folded and also create curved tracks.

DICA has taken over all ongoing operations for the SlatTrax brand, while founder owner and manager Gary Ringus remains involved as a consultant and a manufacturer's representative during the transition.

Dica chief executive Kris Koberg said: "This acquisition is a natural expansion of the DICA brand. SlatTrax provides temporary worksite access, minimises damage to lawns and gives crews a stable work surface. Durable and easy to handle it is a unique solution for companies working with light and medium duty equipment. Earlier this year we moved to a new facility which doubled our production capacity which will enable us to increase SlatTrax product availability and shorten lead times. We are building inventory and soon, all standard products will be available to ship from stock."



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# BAUMA 2022 – SMALLER BUT STILL PACKED

Official attendance figures for Bauma 2022 reveal that 125,000 fewer visitors attended the seven day show, down from the record breaking 620,000 visitors in 2019 to 'just' 495,000. While a fair few manufacturers in our sector boycotted this year's event, it was still a very busy show with plenty of new crane, aerial lift and telehandler products to see.

**Bauma says that half of those attending were international visitors, representing 200 countries. This year there were 3,200 exhibitors from 60 countries compared with 3,684 exhibitors from 64 countries in 2019. With most western self-propelled aerial lift manufacturers staying away visitors would be forgiven for thinking that Chinese manufacturers now dominate the market, most of them rose to the occasion showing a range of new products, the vast majority being emission free.**

One question we always get asked when wandering around the show is "what is the best exhibit you have seen?" This year it was hard to choose one product...but there were many new products that deserved a mention. These included Wolffkran's new synthetic rope, Faresin's 17 metre all electric telehandler, full electric truck mounted platforms and cranes from Böcker and Multitel, a 58 metre spider lift from Palazzani - the largest so far - Dingli's big electric scissor lifts, Liebherr's electric MK mobile tower crane, Tadano's stand, the 53 metre Easy Lift spider lift, the glass houses on the Sarens and Holland Lift stands, Maeda's

MK 305E Eco, HBC's new remote controllers, Unic URW345 eco and Hinowa's 40 metre spider lift, the controls on Jekko's new SPX 328 spider crane, Liebherr and Comansa's hydraulic luffers, Zoomlion's 186ft ZT 58J, Grove's GMK 4100L-2 Plug in hybrid AT and its new 70 tonne GMK 4070L, CMC's new 27 and 30 metre spider lifts - the S27 in gold and silver S30, Manitou's new mid-range and compact telehandlers, Klubb's new bamboo decking, the PVE EC80 battery crawler crane.....the list goes on and on. Oh, and most importantly the cannoli on the CMC stand.

Most exhibitors we spoke with were very happy with both the number of visitors to their stand and the business done during the event. Most said it exceeded expectations and would rebook for 2025. The big question is will those manufacturers which did not attend this year return?

Below is a comprehensive pictorial roundup showing some of the highlights. Over the next issues of Cranes & Access the various new products will be covered in more detail as well as featuring various interviews with senior executives of the major manufacturers.





The new Magni TH 4,500kg/19m TH 4.5.19



Inside Sennebogen's very plush stand



Bert Spronk, Zoomlion sales manager with D J Bac Verkoop in the Netherlands



Jekko stand with the new MPK20R



An Omme 2650iRx, 46k insulated spider lift



Turkish manufacturer of mastclimbers and hoists ERSET



The new CMC S27 spider lift



Dieci's 2t/4.35m Apollo 20.4 Smart measures 1,550mm wide



A Magni glass handling attachment



7.8m working height LiuGong LS0607DE on the Team Deutschland stand



Goldhofer blade transporter



100t Sennebogen 6100 E duty cycle crawler at night



Liebherr's new 130 tonne LRT1130-1



New Magni RTH 8.27



Busy Bauma aisles



The Time team (L-R) Charles Goffin FE, Martin Christiansen Versalift Europe, Uwe Strotmann Ruthmann, Jay Jeffrey president of Time and Kim Bach Time Europe



Magni Telehandler founder and owner Riccardo Magni



Ruthmann's new Ecoline 270 and Steiger T 300 XS Hybrid



Imer stand



The Platform Basket stand



XCMG's XGA20ACE



The unusual Gerrotto tracked Atex tank cleaning robot



ReesLift mast type lifts



FE's 15.1m Upto 15 and Movex ATL15 on Ford Ranger



Elevek hoists and mastclimbers



XCMG's 60t/48m boom XCA60 EV hybrid AT



Link Belt TCC 800 crawler telescopic



Dingli stand with 44m BT44 with 26.2m outreach with 300kg



The new SPT spider cranes distributed by Uplifter and Alan Peck in the UK



Tadano Boom Booster



Under the hood of the PVE electric crawler crane



FB Gru D80 GA 8.27



Socage 75m 75TJJ truck mount



Jekko's new TFT screen on its new SPX 328 spider crane



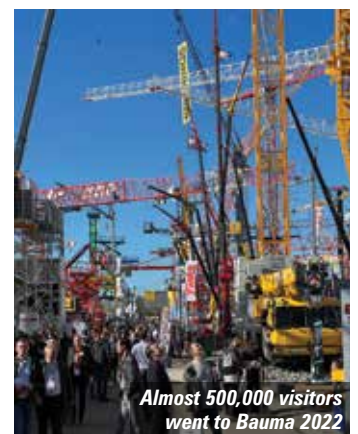
The hook block from Liebherr's 2,500 tonne LR 12500-1.0 which was out (not at the show)



CMC's new S30 spider lift



Some of Zoomlion's access lineup



Almost 500,000 visitors went to Bauma 2022

An old Jawa/  
Velorex  
motorcycle combo  
on the Stros stand



The Cela DT25 truck  
mount showing off its  
2.1m maximum height



HBC Radiomatic  
controllers being tested



The 18m electric drive JLG  
EC520AJ built by Hinowa on  
the Hinowa stand



Potain IGO T99



The ELS Lift stand with the  
EL12-e and EL10 T



The Klubb  
stand



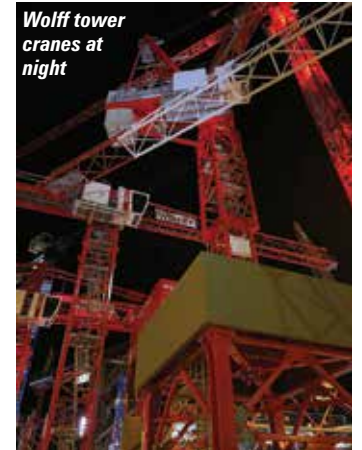
Tadano GR1000 EX-4  
Rough Terrain



45m Hidrokon HK45 TPF  
with 37.65m outreach



Vita Load Navigator air  
powered load manipulator



Wolff tower  
cranes at  
night



Krupinski crane cab



New XCMG XC6-2506E  
telehandler



Motto crane elevator  
on the Comansa stand



MPG nine axle truck mounted  
loader crane



LGMG 21.8m T20JE Plus and 27.9m  
T26JE Plus articulated booms



Enerpac remote  
controlled EMLSF-15



Avant's new Leguan  
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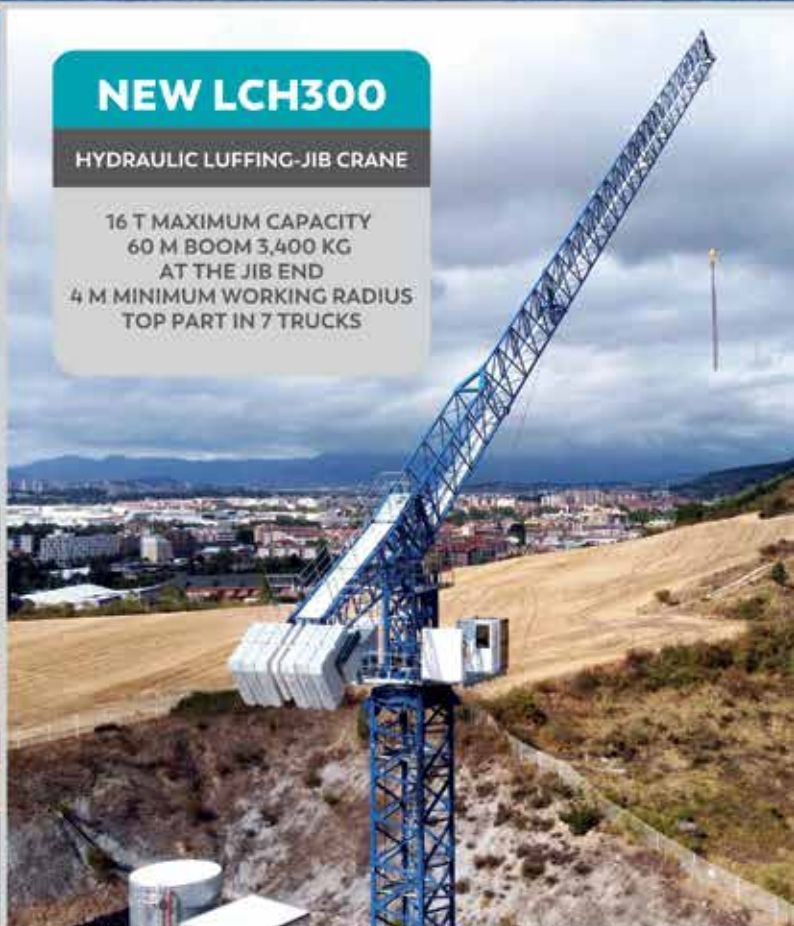
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Under the cover of the new Holland Lift Tulip scissor



Liebherr's LTM 1100-5.3 is just 2.55m wide



One of Manitou's new telehandlers - the MT 1135 H



Copma 300 loader crane



Raimondi and Comansa tower cranes



Spierings stand including the City Boy



Faresin's all-electric 17m telehandler



A Risa Unimog chassis with drilling and lifting attachments



The 11m working height Cormidi KB11 spider lift



Comansa's new hydraulic luffer



Wacker Neuson 1,250kg/4.3m TH412e



A Moog Construction mast lift



Fassi's new F1750-HXP loader crane



Movex Innovation Track-0



Jekko's new SPX 328 spider crane



Locatelli 5550 truck crane



Liebherr MK140-5.1E new mobile tower crane



Tadano telescopic crawler sold to Schmidbauer



**Spierings SK597-AT4 four axle mobile tower crane**



**Airo's stand with scissors and articulated booms**



**Several new products on the Raimondi stand including the cab and ConCore control system**



**Tadano/Faymonville 45t SPMT Modulmax G-SL**



**Merlo's new P50.18 Top Csi telehandler**



**Dieci 6t Pegasus 60.35**



**Bobcat TL25.60**



**Dinolift Rhino 280RXTE sold to Roggermaier**



**Thyge Mikkelsen of Falcon with Susan Xu of Sinoboom signing the OEM partnership agreement**



**The Reeslift AMWP 4.8-6200 mast lift**



**Palazzani YTZJ 58 - at 58m the world's highest spider lift**



**The Opti Optimum crane with 1,500kg max lift with 360kg at 14.5m at the jib tip**



**Airo showed this prototype articulated boom for launch in 2023**



**New Grove GMK4100L-2 plug-in hybrid**



**XCMG SC0407E scissor and M0407 TE mast lift**



**Søren Rosenkrands of Riwal with Doron Livnat and Ellen Meijer of Prodelta, Pedro Torres and Johan Van Klinken of Riwal**



**Manitou MT 625E**



**Liebherr LR 1400SX crawler crane**



**The 58 metre Zoomlion ZT58J**





Zoomlion 100 tonne ACT 1000



In the South area looking towards the Liebherr stand



A Palazzani spider crane



The 53m Easy Lift RA53 spider lift



LGMG 4t/17.6m H1840 telehandler



The HBC radiomatic Robot



Sinoboom SPA33HJ spider lift made by Falcon



Tadano's prototype Hybrid AT



Klubb's bamboo composite decking



Tadano hybrid shown on a four axle AT



Link-Belt 120TT sold to Bragg Crane Service



Link-Belt 85 RT



The Geda stand



German crane company Maxikraft ordered Liebherr cranes worth about €100 million including the stand LR 1700-1.0



The new Magni RTH10.39



An SCX 1000A-3 HSC crane



Largest crane on the Liebherr stand was the LR 1700-1.0



The Vertikal Press stand



Michele Hillebrand and Giorgio Caberlotto of Isoli with Julien Bourrellis of Klubb following the announcement that Klubb had acquired Isoli



Jerry Kist of Multitel Pagliero



The new 50 tonne Tadano AC 5.250-2



The new three axle Tadano 60 tonne AC 3.060-2



Zoomlion's new Italian-built 50 tonne RTC500 Rough Terrain crane



Teupen Leo 13GT with battery pack



Dingli scissors and mast boom



This transformer robot attracted hundreds to the stand



The new Holland Lift Tulip scissor



Manitou launched its new 16.21m all-electric 160 ATJ+E



The new 40.2 metre, 300kg capacity Hiwin LL40.18 Performance IIIS



SaeClimber hoist



New 11.2m/345 degree slew Dingli AMWP11.5-8100 mast lift



Midi Cranes LT14-14RD self erector with 1,500kg at 3.7m max capacity



Dingli's new design BA20RT



Krupinski KR15 Rapid trailer crane with 1,500kg capacity and 20m jib



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SPT spider crane luffing jib

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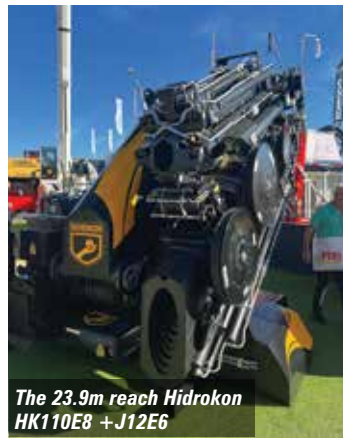
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Sunward scissors



The Bronto stand



25m Comet Leopard Lithium



Tadano lattice boom crawler with Flex frame and split tray



Jekko JF990 tracked loader crane



Hematec stand



Marchetti CW25.35 Sherpina



Potain MDT 489



The Stros stand



Ommelift and Airo scissors and booms



Bonfiglioli loader cranes



Palfinger P 250 All Terrain



Palfinger P170TXE-E with prototype e-Drive battery pack



The Enerpac stand



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**JLG**



Batteries and other products



AAG offices in Birmingham

# PLATINUM INTERNATIONAL - MORE THAN JUST BATTERIES...

Platinum International is a company that has gone from strength to strength supplying in excess of 1.5 million batteries a year and with a turnover in excess of £100 million. Now part of one of the world's largest automotive and industrial parts distribution companies, Platinum is able to offer a wide variety of products to the access, plant and lifting sectors. Mark Darwin spent time with OE/OES & Industrial sales director John Richards to find out more.

The company was set up in 2002 as UK Batteries operating from a single location in Manchester. UK Batteries acquired Platinum Batteries Ltd in 2005 renaming the entire company Platinum International.



John Richards

The company sold automotive batteries to the independent aftermarket, national fast fits and original equipment manufacturers (OEMs). Its first real taste of the powered access market came in 2009, when Platinum was appointed as the master distributor for Trojan batteries after the previous distributor - Energy Batteries - went into administration. Platinum added the Trojan product to its OEM & Industrial division with a key focus on the access, plant and lifting sectors. Platinum was also able to complement the deep cycle offering with their automotive range which accounts for 50 percent of this sector.

"When we took on Trojan, there was very little stock in the country and very little on order - due to the situation of the previous distributor. The access sector was a new market for us and got us into selling deep cycle batteries in volume. By that time, we had increased to 10 branches across the UK with more than 60 vehicles and drivers so we could deliver two or three times per week offering a service with no minimum order quantity or value stipulations," said Richards.

"By 2018 we had increased our market share of the access, plant and lifting sectors to between 75 and 80 percent which included supplying OEMs.

That figure may be even greater today as we have gained further business with the national rental companies and buying groups."

## AAG ACQUISITION

In October 2018, Platinum International was acquired by the Alliance Automotive Group (AAG) - a division of Atlanta based Genuine Parts Company (GPC). GPC is one of the world's largest automotive and industrial parts distribution companies - and its global flagship brand NAPA - with a stock market valuation currently of around \$25.5 billion.

"Immediately one of the largest benefits to being part of GPC and the AAG family is our incredible purchasing power given the enormity of the group globally. This has certainly benefitted us in securing product availability for our customers, even in the challenging times the industry is currently experiencing."

An added benefit to Platinum International customers is the wider AAG Group offering which includes product ranges such as lighting, lubricants, shock absorbers, Milwaukee Tools, consumables and braking from the AAG businesses FPS Distribution and APEC. Through these companies AAG brings to market major brands such as Bosch, Gates, Schaeffler and SKF to name but a few.

## PANDEMIC PROBLEMS AND AVAILABILITY ISSUES

The demand for batteries throughout the pandemic was exacerbated by OEMs restarting production, together with the aftermarket sector having a high requirement for replacement product. This was as a result of the machines



Apec parts

being stood inactive leading to battery sulphation.

"When the pandemic struck the deep cycle battery manufacturers had availability issues to the point where major access manufacturers were unable to source deep cycle product," says Richards. "Even our own suppliers couldn't provide product and had extended lead times. This was unacceptable when we are supplying OEMs with fixed schedules and rental companies which rely on machines being out in the field and operational."

Our procurement team worked closely with us to establish alternative suppliers that our OEM customers were able to test and approve. This led to us selecting and moving forward with a supplier with proven quality along with the integral commitment to availability which they have honoured to this day."

## WASTE BATTERY RECYCLING

An increasingly important aspect of supplying batteries is a legally compliant and environmentally friendly waste recycling scheme.

"Waste batteries are a massive plus for us and so many people don't know we do this," says

## PLATINUM BATTERIES

Richards. "Our recycling scheme gives customers a credit for each battery that is recycled. We collect the old batteries and also cover the cost of the waste consignment note which is legally compliant. This service is a challenge to many in this sector as they do not have the distribution model to support the collection and recycling. With our transport, logistics and branch network we can do this effectively."

### LITHIUM BATTERIES AND EFB/AGM TECHNOLOGY

Platinum is currently in discussions with a number of potential suppliers of Lithium product for the access, plant and lifting sectors.

"Within this sector we do not yet see a mass market requirement for lithium product although we do accept it is an emerging longer-term option," says Richards.



"The purchase cost is too high coupled with the additional cost and difficulty to recycle them safely and cost effectively. You cannot treat a used lithium battery like a used lead acid battery due to the recyclability factor. Lithium batteries have to go through several processes to be recycled safely, and this comes at significant cost to the customer. Lead acid and AGM batteries on the other hand are 99 percent recyclable with a value being credited back to the customer."

Another disadvantage to lithium technology in the sector is due to the weight disparity. Additional ballasts will be required to fit lithium due to the counterbalance and losing the weight that lead acid batteries add.

A shift that has certainly been seen in recent years within the sector is towards EFB/AGM battery technology and away from standard lead acid, a development driven from the automotive sector which is now being replicated in other markets.

"AGM technology has developed significantly over the last 10 years through stop/start cars

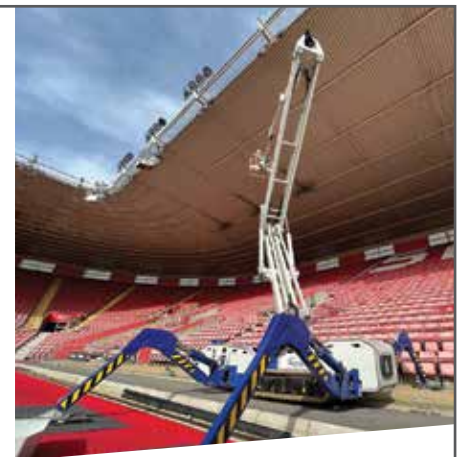


Loading area - Birmingham

which need either AGM (Absorbent Glass Matt) or EFB (Enhanced Flooded Battery). The new vehicle technology demanded a battery that was significantly more cyclic, was maintenance free, vibration resistant and performed better in colder climates. EFB batteries were introduced as a halfway house between flooded and AGM with thicker plates than a standard battery but not as thick as an AGM battery. AGM/EFB batteries now make up 95 percent of the automotive sector," he said.

### CLOSING

"Our objective is to make sure customers understand that we are a major player in this sector and are here to stay. We are stronger than before, have significant resources and a growing 12 plus depot network covering the UK and Ireland. As part of GPC and the AAG family we will continue to exceed our customers' expectations and requirements." ■



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# FORK ACCESS COSTS £406,000

UK freight forwarder Reliable Shipping of Colchester has been fined £400,000 plus costs of £6,336, after an employee broke his back after falling from a forklift. The man was one of two employees loading a shipping container at the company's premises in September 2019.

To reach the highest pallets inside the container, the injured man had been lifted on the forks to stack boxes on top of an already wrapped pallet. He slipped and fell less than a metre, landing on the corner of a pallet, causing multiple spinal fractures.

An investigation by the Health and Safety Executive found that Reliable Shipping had no safe system of work for loading and unloading the containers and did not have appropriate work at height equipment. Although the company had a risk assessment for working at height, it was not suitable or sufficient and did not assess the working environment or correct control measures.

The company was originally fined £500,000 but was reduced to £400,000 on appeal. In sentencing, the judge said: "Even those who aren't familiar with health and safety would know that this was an accident waiting to happen, and it was only good fortune that the person was not paralysed or killed."

HSE Inspector Carla Barron added: "Those in control of work have a responsibility to undertake suitable and sufficient risk assessments, devise safe methods of working and provide the necessary equipment, information, instruction and training to their workers. This incident could so easily have been avoided."



## VITA TRAINING ACADEMY ADDS RIGGING COURSE

The Vita Industrial Training Academy is to offer qualified rigging training courses for crane operators in North America. The course will be offered online and in person at its Denver and Anchorage, Alaska, facilities.

The rigger qualification program is geared towards industries such as construction, steel erection, utilities, petrochemicals and specialty rigging companies. The classes walk students through a variety of techniques utilising shackles, chains, slings, anchors, spreader bars and more. They will also learn correct hand signals, voice activated and audible signals, as well as crane operations. The course also covers fundamentals of rigging, load handling, and working with various environmental factors. Individuals must pass both written and practical exams.

### THE NAVIGATOR

Vita also attended Bauma with its Vita Load Navigator (VLN) device that uses high speed propellers to manipulate a load without the need for a guy rope/tag line. Its training course include the Navigator in addition to traditional methods.



# PRISON SENTENCE FOR COMPANY DIRECTOR

UK roofing company Davis Industrial Roofing was fined £20,000 plus costs of £12,557 following a fatality on one of its job sites, while its sole director Melvyn Davis received an eight week prison sentence - suspended for 12 months - and 15 days of rehabilitation activity.

The Wakefield based company had employed Jonathan May, 39, as a subcontractor in December 2016 to help replace 300 storm damaged skylights on a warehouse roof at F&G Commercials in Barnsley. The investigation found that Davis Industrial Roofing had failed to provide an appropriate risk assessment, method statement, or suitable and sufficient fall protection measures for the roof work to be carried out safely.

Melvyn Davis, who had drawn up the risk assessment and method statement visited the site regularly to monitor progress but failed to provide suitable fall protection measures and consented to the use of an unsafe system of work. This constituted a personal neglect for safety during the roof work. As a result, May, a father of two, fell through a skylight to the ground 12 metres below, and as a result lost his life just six days before Christmas Day.

# WHO TRAINED HIM THEN?

Spotted in Florida after Hurricane Ian, the recovery of a 10 tonne boat that was dumped on dry land by the severe storm. The 60 tonne crane was located on a barge which looked as if it might tip the crane into the canal. All worked out well in the end - but only just.



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# NEW CATAPULT EFFECT SAFETY AWARENESS LEAFLET

IPAF has published a new leaflet 'MEWP Catapult Effect' highlighting how such incidents can eject occupants from the platform of a boom lift, usually leading to serious injury or death, unless they are wearing a harness and short lanyard.

IPAF head of safety & technical Brian Parker said: "The previous IPAF Catapult leaflet was very popular with members and training centres, pointing out a specific effect that new and inexperienced operators may be unaware of. We have condensed the key information describing the effect, the underlying causes and how to mitigate them. We are confident that the new leaflet will be very helpful in raising awareness around this potentially dangerous situation and happy to offer it free of charge as part of our ongoing Don't Fall For It! safety campaign. Most users of platforms will have encountered at least one catapult situation and will be aware of the risks and the potential energy that's generated. Without a harness and fall-restraint lanyard clipped to the anchor point, it is virtually impossible to counter the catapult effect, even when manoeuvring in a lowered or stowed position."

The advice has three main sections:

**Planning the job** - including thorough site risk assessment and rescue planning, selecting the correct machine for the job, pre-start checks

and ensuring operators are trained, familiarised and wearing the correct safety gear.

**Work environment** - touches on the need to plan and walk the route, looking out for obstructions and hidden hazards, as well as making sure the ground is firm and sufficient to take the weight of the machine and its load.

**Operating the platform** - advises maintaining continual observation around the lift at all times, using a banksman or spotter to identify hazards when driving. Occupants should never unclip the lanyard from the anchor point until exiting at ground level.

View the leaflet at [www.ipaf.org/resources](http://www.ipaf.org/resources)



Peter Douglas

## 'ADOPT ANSI STANDARDS NOW, BEFORE OSHA MAKES THEM LAW'

IPAF has urged companies in the USA to adopt the new ANSI suite of standards related to the design, safe use and training for aerial work platforms, ahead of them being adopted in law by OSHA.

Speaking at a recent conference in Chicago, IPAF chief executive Peter Douglas, said: "Do we have to wait until OSHA adopts these standards before we meet their requirements? Are you living by these standards in your business? I am guessing the answer is probably not yes and yes. If the industry has not fully adopted the standard, how can it promote best practice among contractors and end users? Let's not wait until we are made to do this by OSHA."

The standards include the need for all those who operate platforms and those responsible for familiarising others as demonstrators to be trained along with supervisors.

The ANSI/SAIA A92.22 4.2 Safe Use of Mobile Elevating Work Platforms was published in June 2020. For more information visit [www.ipaf.org/ANSI](http://www.ipaf.org/ANSI)

## QUARTER OF A MILLION EPAL DOWNLOADS

IPAF's ePAL mobile app for operators has surpassed a quarter of a million first time downloads. Launched in June 2021, with the global roll-out earlier this year, the app allows digital verification of training, including a digital PAL Card, logbook and safety guides, while allowing operators to receive safety information, technical tips and enables easy on-the-spot reporting of incidents and near misses. It is free to use and available in seven languages.

To find out more about IPAF's ePAL mobile app, see [www.ipaf.org/ePAL](http://www.ipaf.org/ePAL)



## EQUALITY, DIVERSITY AND INCLUSION CATEGORY FOR IAPAS

A new equality, diversity and inclusion category has been added to the International Awards for Powered Access (IAPAs). The award is open to any company or individual who can demonstrate their commitment to improving equality, diversity and inclusion in the powered access industry. Judges will be looking for entries that demonstrate how entrants have recognised the importance of diversity in the workplace and taken actions towards fostering a more inclusive environment where all employees feel valued and can thrive.


IPAF president Karin Nars said: "We are pleased to announce this new award for the upcoming IAPAs, and we look forward to receiving lots of submissions. As part of the judging panel for this year's awards, it will be interesting to be involved in sifting and assessing the various entries.

"In case anyone is wondering what would qualify as worthy of nomination for an individual, that person could be a role model who has inspired or supported others, or someone who has overcome personal barriers to excel in their career. Likewise, a company or individual may have been involved in introducing concrete changes or visible actions to ensure colleagues feel valued, respected and listened to."

The IAPAs are open for entries until 15th December. Visit [www.iapa-summit.info](http://www.iapa-summit.info) for details.



Karin Nars



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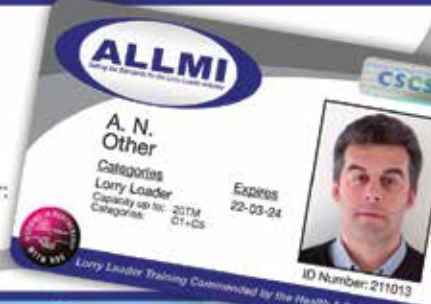
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# POLICE TRAINING

ALLMI has provided a bespoke training course for the Commercial Vehicle team of the Hampshire and Thames Valley Roads Policing Unit. Based on the association's Thorough Examiner for Managers training, the tailored programme was delivered by ALLMI technical manager, Keith Silvester, who said: "The course focussed heavily on the requirements of LOLER, links to the BS 7121 series and all road related items such as stabiliser locks and stabiliser and crane not-stowed warning systems. It included a practical session, which involved demonstrating safety systems, explaining how they should function and discussing the identification of defects or signs of deliberate override."

Paul Diamond, hazmat advisor to Hampshire and Thames Valley Police added: "The training was excellent, comprehensively covering

the safe stowage of lorry loaders and the legalities surrounding this topic. The course content has enabled us to further improve the quality of our roadside examinations for this type of equipment, thereby enhancing road user safety and positively impacting industry good practice. This was valuable learning and development for our team, and we look forward to wider dissemination of this knowledge during our National Commercial Vehicle Practitioners Forum, at which Keith has kindly agreed to present."



## ALLMI & TIER ONE CONTRACTOR COLLABORATION - SWING-UP STABILISER SAFETY

News of three separate reported fatalities involving the use of lorry loader swing-up stabiliser legs has led to a collaboration between the Tier One Health & Safety Forum and ALLMI. These discussions built on earlier actions initiated by Skanska, ALLMI and HSE to communicate and address the hazard with the construction industry.

Following initial Safety Alerts to raise awareness and efforts to influence new equipment design by driving a revision to product standard EN 12999, ALLMI and the Tier One Health & Safety Forum agreed to work together to find the most effective ways of achieving the best possible level of safety on lorry loaders already in service. This has involved addressing the entrapment risk of certain types of swing-up stabiliser by agreeing a range of engineering measures and safety initiatives.

Alan Johnson, managing director of Palfinger UK and current chairman of ALLMI said: "We would like to thank our colleagues from the Tier One Health & Safety Forum for the drive, pragmatism and impetus they have provided to this collaboration. Their work in helping us effectively understand their collective needs has enabled the UK Lorry Loader Industry to respond in a supportive and constructive way, meaning we have found and delivered solutions far more quickly than through a fragmented or individual approach."

ALLMI chief executive Tom Wakefield, added: "The quality of dialogue between ALLMI and

the Tier One Health & Safety Forum has been excellent, enabling us to progress very focussed initiatives that will enhance safety and improve understanding between sites, fleet owners and loader crane manufacturers - for example, the ALLMI E-Learning Module and Swing-Up Stabilisers Compliance Register. Furthermore, the relationships and communication channels formed as a result of this process will continue to strengthen, serving both the lorry loader and construction industries well on future areas of mutual interest and importance."

Lee Hewitt, UK health, safety and environment director at Balfour Beatty, commented on behalf of the Tier One Health & Safety Forum: "The construction and infrastructure industry is inherently dangerous - getting our people home safely, every day is our biggest area of focus.

We would like to thank ALLMI for its proactive, driven and collaborative response to this issue. Through our partnership with ALLMI, we are taking an active approach to designing out risk across our operations, putting in place innovative new tools and solutions to support us in becoming an even safer industry."



## SWING-UP STABILISERS REMINDER

Further to the update provided in the previous 'ALLMI Focus', please visit the following web pages for reminders of important points concerning swing-up stabilisers:

- Tier one contractor requirements for lorry loaders with swing-up stabiliser legs: [www.allmi.com/tier-one-contractor-acceptance-criteria](http://www.allmi.com/tier-one-contractor-acceptance-criteria)
- ALLMI's Swing-Up Stabilisers Compliance Register and the importance of fleet owners contacting the applicable manufacturer for a QR code: [www.allmi.com/complianceregister](http://www.allmi.com/complianceregister)
- The tier one contractor requirement for certain operators and spotters to complete the ALLMI E-Learning Module for Swing-up Stabiliser Safety: [www.allmi.com/elearning](http://www.allmi.com/elearning)



## UKCA MARK UPDATE

ALLMI has informed members of a further postponement to UKCA marking. Available for use since January 2021, it was due to be compulsory from January 2022, was delayed for a year, and has now been postponed a further two years, meaning:

- CE marking will be recognised until at least 31st December 2024.
- After that and until 31st December 2027, UKCA marking may be on a label affixed to the product or an accompanying document.

For queries on this topic, please contact ALLMI.



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



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*Liebherr unveiled the prototype of its first flat top hydraulic luffer at Bauma*



# LIEBHERR HYDRAULIC LUFFERS

Liebherr revealed its late arrival into the hydraulic luffing jib tower crane market at Bauma. However, the company pioneered the concept in the late 1950s with its innovative HB cranes. Nick Johnson reports.

Amongst all the machines on Liebherr's vast Bauma stand this October was the prototype of the company's new hydraulic luffing jib tower crane, reported to be representing its entry into this growing market. The new model, the 195 HC-LH 6/12 is rated at 12 tonnes and can handle 2,550kg at its maximum radius of 55 metres.

Designed to EN 14439 it will have two 5.0kW FU slew motors, with a choice of 45kW FU or 65kW FU hoist gear. The crane can be erected on the slimline 16 EC tower system - with a 1.6 metre cross section - and it offers the choice of one or two fall operation. The machine features Litronic assistance systems including the Micromove operating range limiter.

Most Bauma preview reports I saw described the 195 HC-LH 6/12 as Liebherr's first hydraulic luffing jib tower crane. However, this is wrong, it actually only marks the company's belated entry into the flat top hydraulic luffing jib tower crane market pioneered by Franc Jost and his model JTL108 in November 2005.

By extending a triangular section lattice jib into a

rear counter jib carrying the counterweight, this design when horizontal effectively creates a flat top crane, with no upwardly protruding cathead or tie bars, looking very much like the flat tops developed in 1978 by Sweden's Linden (now Comansa) with its 8000 series.

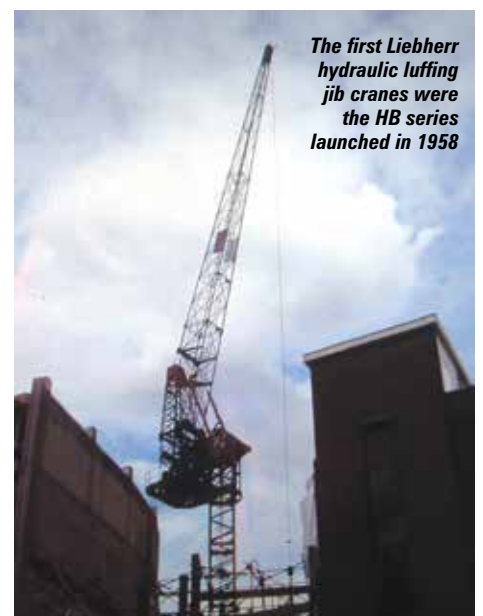
Since the Jost JTL108 launch, other manufacturers have introduced hydraulic luffing jib tower cranes including Comansa, Jaso, MTILux, Raimondi, Saez, Terex and Wolff. And now Liebherr is joining the 'club' with the introduction of the 195 HC-LH 6/12. However, the rear section of its counter jib and counterweight are slightly angled upwards in relation to the jib - so is it a true flat top?

## SECOND TIME ROUND FOR LIEBHERR

Liebherr was ahead of the game in 1958 when it introduced the revolutionary HB series of hydraulic luffing jib tower cranes described back then as "all-purpose construction cranes". They featured a rectangular section luffing jib pivoted at the rear of the slew ring and luffed by two rearward facing hydraulic cylinders. Located



*The rear of the jib and counterweight on the 195 HC-LH 6/12 are slightly angled upwards*



*The first Liebherr hydraulic luffing jib cranes were the HB series launched in 1958*

either side of the jib, their barrels were attached to the top of the superstructure at either side of the large diameter/slew ring, while the rods connected to each side of the jib.

The two most popular models were the 2.5 tonne 25HB with a 20 metre jib and 1,250kg jib tip capacity, and the four tonne 50HB with a 1,670kg capacity at 30 metres. Minimum working radius on the 50HB was 3.5 metres.

The HB cranes featured a rear mounted lattice 'A' frame/cathead with the jib's pivot point, winches and electrical control box at its base and the hoist feed sheaves at the top. The short rear structure provided a tail swing of just 5.5 metres on the 50 HB. Interestingly, the crane operated without counterweights.

The HB cranes could be utilised as an internal climber, installed on a static foundation or a rail chassis. A clever design feature allowed the crane to extend its own tower by adding the extra sections straight through the large diameter slew ring attached to a cylindrical upper support frame. To do this the crane's hoist was re-reeved over a deflection pulley positioned under the centre of the jib (see pic).

*The HB cranes could self-install additional tower sections directly through the slew ring*



**A REGULAR ON THE LONDON SKYLINE OF THE 1960S & 70S**

The HB's innovative concept and potential were quickly spotted by several UK contractors including John Laing, which bought the first four 25HBs in 1958 with three employed as internal climbers on the 100 metre Empress State Building in Hammersmith, London. When completed in 1962, it was the tallest commercial building in London, surpassed a few months later by the 119 metre Millbank Tower in the City of Westminster, built by John Mowlem using two 50HB internal climbers.

Another notable London skyscraper at that time was the 127 metre Britannic House, a new HQ for BP built in 1964 by Laing using two 50HB

*Three of Laing's 50HBs were used to build the Penta Hotel in Cromwell Road, London*



*90HB (top) and 50HB tower cranes being used by John Mowlem to construct the NatWest Tower in London*

climbers. Higgs and Hill employed three 50HB cranes on the iconic Hayward Galley on London's South Bank, built during the late 1960s. Laing also used a 50HB internal climber on one of three 123 metre residential blocks in the Barbican - the highest residential towers in London at the time. This particular crane was dismantled using a special Elstree mini derrick crane designed and built by Laing itself.

**PEAK PROMINENCE ON NATWEST**

However, the most prominent use of HB tower cranes occurred when John Mowlem built the 183 metre NatWest Tower - now Tower 42 - designed by Richard Seifert which has three cantilever wings resembling the NatWest logo. Construction began in 1971 and, when completed in 1980 was the tallest office building in the UK. Building such a tower block on a small site surrounded by busy roads posed huge logistical problems for the contractor. Its solution was to make intensive use of eight HB hydraulic tower cranes, supplied by its subsidiary Welham Plant.

They included three 90 HB internal climbing cranes - uprated versions of the 50HB - positioned in lift shafts to construct the main slip-formed concrete core, while three static 50HBs were mounted on the outer edges of the cantilevers to construct the steelwork for the office floors. Two further 50HBs on short, static towers were used at ground level beside the tower block for general material handling and unloading.

To aid safe operation with so many cranes operating simultaneously on such a congested site, Mowlem made extensive use of closed-circuit TV and radio communications. Each tower crane operator was in radio contact with his own banksman as well as a chief banksman who could dictate the priorities for crane movements. One of the 90HB operators used closed-circuit TV to provide a direct view of his concrete skip when it was being placed under the discharge chute of

the on-site batching plant at ground level.

**TANDEM LIFTING**

Interestingly, towards the end of the job, two of the 90HBs still inside the 183 metre high core were used to tandem lift four 13 tonne boilers to the top of the building. They were raised from ground level with a specially-built gantry (which made use of Liebherr 130HC tower crane components) to a rail mounted bogey on the roof of one of the 167 metre high cantilever wings. The boiler was then moved towards the core and within reach of the two 90HBs which lifted them the last 15 metres to their installation position.

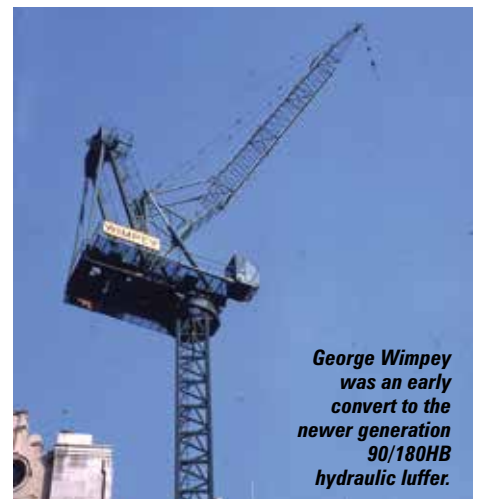
Laing also used three static 50HBs to build the 92 metre Penta Hotel - another Seifert design - (now the Kensington Forum) in Cromwell Road with three high-rise wings to

which the crane towers were tied.

**A FINAL HB DEVELOPMENT**

Following the success of the 50HB and 90HB, Liebherr engineers developed a new style Liebherr 90/180HB in the mid-1970s. One was bought by UK contractor George Wimpey for a new office development job in Bishopsgate, London in 1975. The new eight tonne 90/180HB featured a more slender square section 'needle' jib than the previous HB cranes. It retained the rear pivoted jib concept, providing a tight minimum working radius of 2.5 metres and boasted a 42 metre jib which could handle 2,200kg at the jib tip. Mounted on a 1.8 metre square tower, as with earlier models extra tower sections could be lowered through the slew ring when a cylindrical support frame was fitted, climbing the tower without re-reeving. A number of 90/180HB cranes were used on the construction of piers for the Thames Barrier, built between 1974 and 1983 by Costain, HBM and Tarmac.

Liebherr must be hoping that, when its new 195 HC-LH 6/12 is ready, it will prove as popular on high profile jobs as its HB machines of old. ■



*George Wimpey was an early convert to the newer generation 90/180HB hydraulic luffer.*



# LIFTING TECHNICIANS OF THE YEAR VISIT EHINGEN

The winner of this year's Stars of the Future Lifting Technician of the Year for 2022 - Steve Lumb of Wolffkran and the 2020 winner Luke Reddish also from Wolffkran - travelled to the Liebherr mobile crane plant in Ebingen in September. The all-expenses paid trip was one of the prizes donated by Liebherr GB. Reddish was unable to claim his prize until now due to pandemic restrictions.

The two were escorted by Paul Preston of Wolffkran and Siôn Morgan Jones, vice chairman of the CPA Council. The trip was organised and hosted by Arran Willis, after sales operations manager for Liebherr GB and Michael Heckenberger of Liebherr.

The trip included a full plant tour which builds All Terrains, truck cranes, Rough Terrains and Crawler cranes as well as final assembly of the MK range of mobile self-erecting tower cranes. The trip also included a visit to the Liebherr engineering apprentice school, viewing its comprehensive training programmes.

Siôn Morgan Jones said: "It was an incredible visit not just for me but more importantly for the two Stars of the Future winners, increasing their own understanding of crane manufacturing and leaving an indelible mark on their future careers. Coming from a training organisation,



Luke Reddish (L) and Steve Lumb

I was very impressed with Liebherr's training facility, which was more like a university campus in size. Training is clearly a significant part of the company mantra, and they have an enviable school outreach programme and each employee has to complete a set minimum number of courses per year for their continuous professional development. I was also surprised to learn that the product range included refrigeration with Liebherr one of the main suppliers of freezers to the NHS for antigen storage during the Covid-19 pandemic."

Arran Willis added "A first visit to Ebingen is



(L-R) Arran Willis, Siôn Morgan Jones, Luke Reddish, Steve Lumb, Paul Preston and Michael Heckenberger

overwhelming for even the most seasoned veterans and as a special highlight, we were able to gain access to the new LR12500-1.0 crawler crane, which created more than a little excitement for our Stars winners. It's not every day that you're able to sit at the controls of a 2,500 tonne crane."

Nominations for the Stars of the Future 2023 awards programme open on 1st January, nomination forms can be downloaded from <https://www.cpa.uk.net/skills-training/stars-of-the-future>



Liebherr Ebingen

## CLC SEEKS TO ELIMINATE DIESEL FROM UK SITES BY 2035

Businesses from across the construction sector are being asked by the Construction

Leadership Council (CLC) to provide their views on the first ever unified plan to 'slash' the amount of diesel used on job sites. Last year, CLC's CO<sub>2</sub>nstruct Zero campaign set a target to cut the amount of diesel used by construction by 78 percent by 2035.



Since the announcement, a group of organisations representing contractors, rental companies, clients and trade bodies including the CPA, have been working together to set out a plan for how this target can be achieved. The outcome of the work forms a Consultation Draft entitled 'Zero diesel sites route map' which has been published to give companies across the industry an opportunity to provide feedback on the proposals. This is vital in that any plans for the elimination of diesel on site must have the full support of those that will be responsible

for delivering the change.

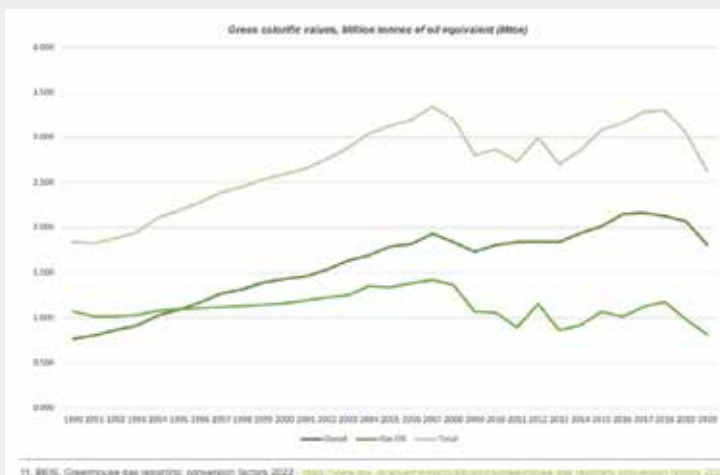
The consultation not only seeks to raise awareness, but also give all companies the chance to say how they want to play their part and highlight any challenges that they see with the plan.

Proposals in the consultation draft include:

- Training support to reduce equipment idling and an industry fuel-saving 'tournament'
- Developing a catalogue of diesel-alternative equipment and efficiency tools
- Support to develop hydrogen as a fuel source
- Development of checklist to support sites transitioning to electric equipment
- Work to improve availability of grid connections to site
- A target to remove diesel generators from sites

Feedback on the consultation draft can be made at:

[www.surveymonkey.co.uk/r/ZeroDieselRouteMap](http://www.surveymonkey.co.uk/r/ZeroDieselRouteMap)



Diesel usage on sites 1900- 2020





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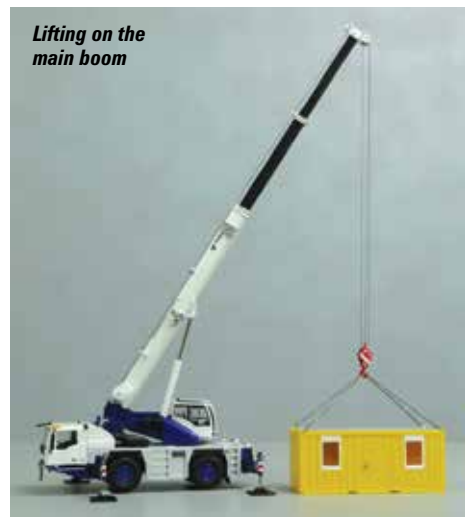
On the road



Highly detailed



Rigged with the runner jib



Lifting on the main boom



Swingaway extension

# TADANO AC 2.040-1

**The Tadano AC 2.040-1 is a 40 tonne All Terrain crane and is the first to be developed jointly by Tadano's Lauf and Zweibrücken locations in Germany. This latest scale model introduction in a busy year for Tadano is in 1:50 scale and is made by IMC Models.**

It comes in a Tadano branded box and includes a build manual with an excellent parts list, and clear steps describing the assembly and features. Tools are supplied to assemble and operate the model.

The chassis is detailed and the front axle has notched steering with reasonable angles possible. There is sprung suspension on each axle.

The carrier cab has a chain for hitching the hook block whilst travelling. Door mirrors, windscreen wipers and beacon lights complete the external detail and the door handles are nicely highlighted. Behind the carrier cab the engine area has textured surfaces and grilles.

The outrigger assemblies are metal with chevrons and tiny graphics. The outrigger beams can be extended, and jacks lowered, with the crane able to be supported wheels free. Small metal spreader plates are included.

The superstructure cab interior detail is excellent with the computer console fully modelled. The cab tilts to a good angle, and there is a slide out access platform/walkway.

The inner telescope sections have a realistic profile, and the overall boom geometry is excellent. At the boom nose the sheaves are metal and painted white. Telescoping the boom is smooth with a spring clip to lock each boom section at approximately 50 and 100 percent. The winch on this crane is unusually side mounted and the route of the rope to the boom nose has special treatment.

A standard swingaway extension and a runner jib are provided, and both are metal parts. The extension can be installed straight in line or offset at angles of up to 40 degrees using a mechanical ratchet system. A nice three sheave hook block is included but a single line headache ball would have been a worthwhile inclusion.

This is another very good-looking Tadano crane model by IMC. It is an excellent combination of detail and functionality and can be ordered for €129 from the Tadano web shop.

## CRANES ETC MODEL RATING

Packaging (max 10)	9
Detail (max 30)	26
Features (max 20)	16
Quality (max 25)	22
Price (max 15)	10
Overall (max 100)	83%

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

# DON'T LOOK DOWN

Paul Adorian has been involved in the crane and access industries for more than 55 years, starting out as a salesman for Eddison Plant Hire in 1967. While there he promoted the idea of adding truck mounted lifts to the rental fleet, having spotted their potential as a child when his father borrowed one to fix the chimney on their house. At that time platforms like this were largely limited to fire brigades, local authorities, utility companies and the occasional outside broadcast. The notion of contractors using them was unheard of. They seemed perfectly happy using ladders and scaffolds, or at a push, a man basket on a lattice boom crane.

Shortly after receiving the approval to place an order for a few machines, he moved to a more senior role with the major contractor John Laing, to set up a standalone construction equipment rental business within the group - but renting to other contractors. The company was initially known as Elstree Plant Hire, later becoming EPL.

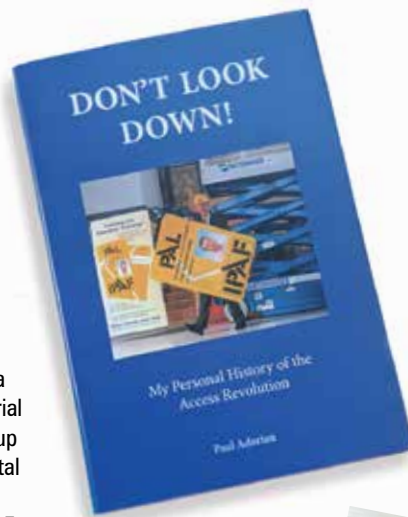
Its first products were road rollers, scrapers and mobile cranes. The company purchased some of the first Grove telescopic truck cranes to arrive in Europe, including the largest models available at the time, with maximum capacities of 22 and then 40 tonnes. However, he had not lost his belief in the potential of powered access rental and managed to persuade the directors to allow him to order a few units from Simon. EPL eventually became a dedicated access sales and rental company, ditching the less profitable earthmoving equipment and cranes. Adorian was responsible for importing the very first JLG boom lifts into Europe, as well as Smith Mite-E-Lift scissor lifts.

He was also responsible for setting up what became the International Powered Access Federation - IPAF - and one of its predecessors. In

1980 he left the rental industry and established a consulting business, helping many American aerial lift manufacturers find European partners or set up their own operations. In 1983 he was instrumental in the merger of the UK based access rental and access manufacturers associations to create IPAF. From the outset he managed the new Federation, which eventually became his full time job.

He retired in 2003, but has remained actively involved to greater or lesser degrees. For example, he has been a persistent campaigner for Fire brigades have access to larger truck mounted lifts at short notice, and has been highly critical of the London Fire Brigade over the way it handled the Grenfell tower fire, where many lives might have been saved if a large truck mounted lift had been available. He continues with that aim, especially given the lack of substantial progress since.

This is a personal history of the powered access market and his part in it and does not pretend to be an all-encompassing history. It is a beautifully produced hardback book, as well as being a fascinating and thoroughly enjoyable read. It will particularly appeal to those who have been



involved in the business for some time and is a real eye opener. But it is also a useful and interesting tome for those who are new to the business. I highly recommend it.

It is available now, at a price of £18 including packaging, but not postage. Initially it can be ordered directly from Paul Adorian, via email pauladorian@outlook.com or if you prefer Telephone: +44 (0) 1539 62699.

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# READERS LETTERS

## CSCS CARDS

The following Open letter was sent to the chief executive of UK heavy equipment rental association CPA and highlights an issue that several others have raised - in one case an accredited, highly skilled crane operator of almost 40 years - who was told that to obtain a new card he would have to be tested for competency. When he pushed back he was told that it would involve an interview to judge his competency at a cost of £160, although when he asked one training provider to organise it, he was told £270! One wonders who would be conducting the interview? He was also told at that point that as he did not have an NVQ (National Vocational Qualification) and would require one before the deadline of December 2024.

Dear Kevin,

I hope you and all at the CPA team are keeping well.

I recently wrote to my Wakefield MP Simon Lightwood on my concerns with the renewal of CSCS cards for those with no formal qualifications who have previously relied upon industry accreditation, (IA). The response from minister of state, Nusrat Ghani MP, is attached for your perusal.

### The Minister mentions in the response that:

"The CSCS is working with the industry to find ways to support individuals in achieving recognised qualifications. The details of that support are yet to be confirmed, but two options to be explored are the delivery of an on-site assessment and professional discussions for the achievement of the NVQ/SVQ. Both these options are likely to be relatively straightforward for an experienced worker (IA card holder) to complete."

Meanwhile whilst the CLC and CSCS flounder to make an 'executive decision' hundreds of highly skilled artisans a week are exiting the industry because they feel their years of experience and some of their historic qualifications are not being recognised and they depart for early retirement or a different job, never to return. Good people are being driven away.

If an eleventh hour on-site assessment/professional discussion will save the mass exodus of skilled workers only time will tell. Meanwhile the NVQ providers (who have provided nothing toward the debate) will sit quietly biding their time until a CSCS website indicates the traps are open for another NVQ gravy boat to leap aboard.

I feel the CLC and the CSCS must bear the main responsibility for the early departure from the workplace of so many UK skilled workers, their inability to appreciate the seriousness of their actions is shameful. Additionally I feel the CITB could have done far more to mitigate the situation.

Regards

Mick Norton

## THE CHALLENGES OF ELECTRIFICATION

The following letters were received in response to last month's comment and an article we carried on electrification - page 43.

Hi Leigh

Very interesting article from Nationwide about the electricity supplies and electric vehicles. Just shows that the infrastructure seriously needs looking at by the utility companies. Can I capture, print it off, to show others, please, or do you have an electronic copy for me to print.

It makes one wonder how many underground fires or breaks there will be.

Regards

Alan Wickens

alanRwickens@gmail.com

We were happy for this to be circulated.



Good afternoon,

Having eventually found time to read the October issue of Crane & Access. I'm afraid the rush for the electrification of all vehicles, not just cars, is so very 'cart before the horse' retro pie in the sky first year Uni student guff.

Take, for example, what is happening in poor benighted Ukraine, where all their electrical infrastructure, including power stations, have been laid to waste by Russian missiles etc. I'm not saying good ol' Blighty is next in line for Rusky missiles but, if this Government or the one in waiting, keep plugging (No pun intended) that all things must be electrically powered by 2050 we will be in a similar position.

We haven't got enough existing power stations as it is, and while the current mob in power might have, at long last, given the thumbs up to Sizewell C, sadly, you can't pop along to Machine Mart and buy one off the shelf. However, the Royal Navy has been using SNR's (Small nuclear reactors) for many years in submarines. And there has been talk until quite recently that companies such as Rolls Royce should be given government funding (Tax payers dosh in other words) to increase production and have them installed to the National Grid in remote parts of the UK, providing electricity to local communities with the surplus fed back into the Grid.

We have, beneath our feet, pretty hot water - all we have to do is drill down and use it in geothermal power stations. For some obscure reason, that has only happened in a few places in the UK and other parts of the World. For example, parts of Cornwall and Southampton, Iceland, New Zealand, some states in the US, Russia and China.

My comments might seem like I am a screaming anti renewables advocate - absolutely not! In fact, I had dealings back in the mid 1990's with onshore wind farms and hydro schemes, there is nothing wrong with them, except for their limited life span and the fact they are only successful in areas where there is a lot of wind and fast running water..... so, we need at least the same ability to maintain electricity being produced by other means, and a hell of a lot of it!

In January/February 1986, the UK had continuous sub-zero temperatures, day and night. There was no wind, and the country was covered in thick, low cloud. Tides were slack, no wind = no waves. Therefore, no wind or solar power. Just think if that happens again IF we had nothing but electricity from renewables. An article in the press about changing weather patterns highlight lots of rain but exceptionally dry, hot summers, which is partly because the winds we need for wind farms are decreasing, so also not moving clouds so highlighting the potential dangers of a reliance on solar and wind.

We need other forms of energy production for vehicles, the most obvious being hydrogen. It is plainly obvious that the Government is in the pocket of electrical energy providers. While some companies like JCB and Ineos are spending their own money to crack on with factories to produce it, car manufacturers seem hell bent on making nothing but Duracell cars. We have a country with lots of fuel stations, the underground tanks need reinforcing for liquid hydrogen, easily done. It has been proven that most modern car engines can be retuned to take hydrogen, just as engines were tuned to take unleaded petrol in the 1980s.

Diesel has been refined to be cleaner than electricity. So why must we all use electric vehicles and equipment? We haven't got the capability to produce enough, or the infrastructure to get it round the country. I jokingly enlightened a friend a few months ago, after reading, that there can be no more housing built to the west of London because there isn't enough power and that work had stopped at Popham, west of London, because of lack of utilities - both power and water. We are both in the Construction Industry.... so much for 300,000 more houses a year, built somewhere with a power source!

Have a good evening.

Paul Keld, Romsey, Hampshire

**DEREK GOW 1969-2022**

**Derek Gow, until recently the commercial director for the UK's largest crane rental company, Ainscough died suddenly on Friday, 18th November, he was just 53. He leaves behind wife Michelle and his young son Lewis.**

Born in Scotland, Derek Gow joined Ainscough just over eight years ago, having started out as a young salesman with Hilti Great Britain based in Scotland. In his 17 years with the company, he progressed steadily through the ranks to become director of sales. He then spent a year as group sales director with Vent-Axia before moving to asset management and maintenance company JLA as commercial sales director, where he possibly had his first contacts with the crane industry, leading to his move to Ainscough in 2014.

He made the decision to try something new and left Ainscough a couple of months ago having adapted well to an industry and made a big impression with all those he came into contact with. Shortly after his departure he said: "Hi everyone, after almost eight years I have moved on from

Ainscough. I want to wish colleagues all the best for what will be a successful future. It's a fantastic business with a great team of 'can do' people. I plan to take a short break before taking on my next challenge. Watch this space!"

Derek Gow was a true professional, a people person who encouraged others and who enjoyed life to the full. He was a real gentleman, always consistent and polite even when under pressure. The crane and business world has lost one of the good ones.



Derek Gow

**A COLLEAGUES VIEW**

**Joanna Wilding was a colleague of Gow during most of his time at Ainscough, she sums up the man he was with a personal take:**

"It is with my deepest sorrow that I share with friends and colleagues across the industry and my personal network, that our dearest colleague Derek Gow has sadly passed away. A true gentleman, full of integrity and a genuine passion for his work, his colleagues and clients. Derek was kind-hearted, caring, truly inspirational, encouraging, funny,

and just truly the nicest person you could ever meet, he never stopped checking in on his team."

"Derek adored his family and loved being able to be a part of everyday life at home, with a passion for his beloved Scotland and rugby, memories his son and wife will no doubt cherish."

Another ex-colleague said: "Sad news indeed, he was a good man to work with easy to talk too and get on with. Had one or two good discussions at various times during my time at Ainscough."

**AMILCARE MERLO 1934-2022**

**Amilcare Merlo, founder and president of Italian telehandler manufacturer Merlo died in a Cuneo hospital on November 9th.**

Born in November 1934 he would have celebrated his 88th birthday on the 24th of the month. He began working in the family's metal working shop at an early age, along with his elder sister Natalina. His father - Giuseppe Amilcare Merlo - had established the ironwork/blacksmith's shop in the centre of Cuneo in 1911. While Natalina went on to take over the accounting and administration, Amilcare was employed in the workshop.

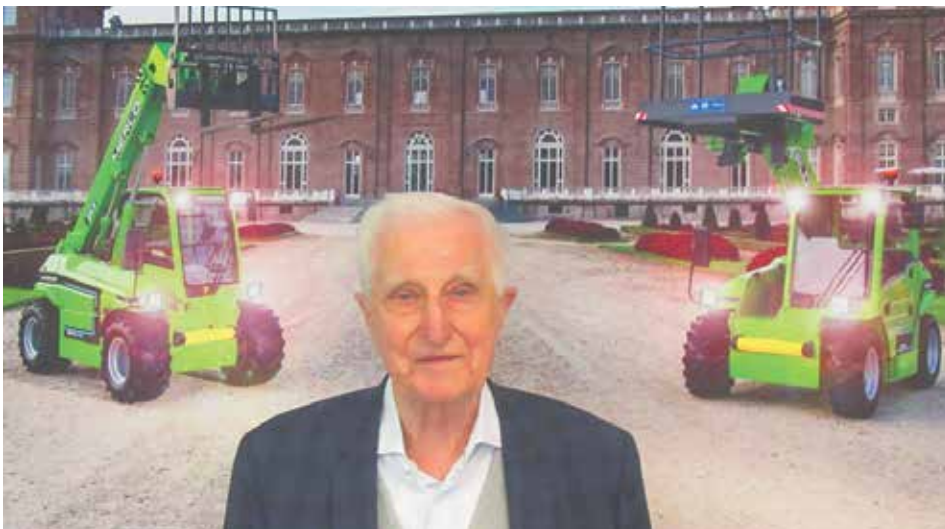
In 1964 the two siblings teamed up to establish a new Merlo company to manufacture building equipment at a facility in the nearby town of San Defendente di Cervasca. In February 1972, the roof of the factory building collapsed under the weight of snow, following a heavy storm. A number of employees, including Amilcare, fell from a height of around eight metres when the roof fell in, but miraculously, they all escaped serious injury. The small band of employees worked around the clock, and with the support of their bank completely rebuilt the building and resumed production.



Amilcare Merlo

The rest, as they say, is history. Today the company is one of the top four global manufacturers of telescopic handlers and is a significant player in the agricultural equipment market. The highly vertically integrated plant in Cervasca occupies an area of more than 300,000 square metres, with more than 1,400 employees. Merlo was also responsible for numerous telehandler innovations, such as the 360 degree concept with its Roto, as well as side mounted engines which has completely changed the layout of fixed frame models.

Overseas the company operates through half a dozen overseas sales and service subsidiaries and an extensive network of independent distributors, with revenues of more than €500 million. Natalina Merlo passed away in October last year at the age of 91.





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# THE LEGACY OF MR MERLO

*Features editor Nick Johnson knew Amilcare Merlo over a great many years and recalls his achievements.*

**With the passing of Amilcare Merlo at the age of 87, the telescopic handler business has lost a truly inspiring figure whose vision has made modern telehandlers safer and more versatile. As head of the family run Merlo group, he was responsible for both the first low boom, side engine telehandler and the rotating telehandler concept.**



*Amilcare Merlo*

Born in 1934 on the outskirts of Cuneo, Italy, Amilcare Merlo - or Mr Merlo as I and many others knew him - began working as a blacksmith in his father Giuseppe's workshop when just 14 years old. This hands-on experience inspired him to establish the first Merlo facility in 1964 and build it into one of the largest telehandler production centres in the world.

However, the first Merlo construction machine was not a telehandler but a small 4x4 articulated site dumper with a swivel skip, using chassis components from a US Army Jeep. This was followed in 1966 by a 4x4 mobile concrete mixer with hydrostatic drive. The concept, popular in Italy and Spain has remained in the Merlo range ever since, with the latest units featuring a front mounted cab, dual controls and a 180 degree rotating operator's seat.

In a move that proved fortuitous, Mr Merlo decided to enter the embryonic telehandler market in 1981 with the SM30, utilising a chassis, cab and axles all built in-house, establishing a policy that continues today. It featured four equal sized wheels, a rear mounted engine and a high rear boom pivot as did most telehandlers of the time.

But Merlo was keen to develop a telehandler that offered better all round visibility, which led to the launch of the SM25P in 1987 - the first telehandler with a side mounted engine and a low boom pivot point, creating the blueprint for the modern fixed frame telehandler.

Another great innovative achievement was in 1991 with his launch of the first 360 degree telehandler. He called it the Roto and this has become a generic name for slewing telehandlers. Another milestone in 1996 was the first agricultural telehandler with a 40kph road speed that could also tow trailers, followed by the first Merlo Multi-farmer telehandler with mechanical PTO and three point linkage in 2000.

Living up to the Green image



*1991 saw another great Merlo achievement - the first 360° telehandler*

portrayed by its corporate livery, Merlo has pioneered alternative power sources with its first hybrid telehandler appearing in 2013 and winning an Agritechnica Gold Medal. The first fully electric Merlo telehandler - the compact eWorker - arrived in 2021 - part of an expanding Generation 0 programme.

Since the first SM30 appeared 41 years ago Merlo has progressively expanded its production facilities in Cuneo which now covers an area of 330,000 square metres/82 acres. Merlo's engineering prowess and the contribution made by his family business to the Cuneo area were rightly recognised with an honorary master's degree in Mechanical Engineering from the University of Turin, and in 2014 he was made an honorary citizen of the city of Cuneo. Following his death, the mayor of Cuneo said: "He was a very precious figure for our province, along with his family. Everything about him was an example of intelligence, generosity and vision."

As a construction equipment journalist, I have visited Merlo in Cuneo on numerous occasions and always relish the chance to tour the factory. A 'screwdriver' assembly plant it most definitely is not - under the guidance of Mr Merlo this is a 'proper' engineering and manufacturing facility where the company makes some 90 percent of machine content on site.

Whether visiting the factory or Merlo's exhibition stands I always found Mr Merlo to be not only approachable, but keen to share his enthusiasm for his latest developments. In particular I remember an in-depth discussion with him about machine trends and his latest projects whilst waiting to catch flights at Maastricht Airport some years ago.

Today Merlo employs around 1,600 and the deeply paternal nature of the family-owned company was highlighted during the Covid 19 pandemic when, unlike some competitors, it did not shed a single employee. Mr Merlo's son Paolo is now chief executive and during my most recent visit in April he said: "We treat our employees as family in order to retain them along with the skills and experience they have."

The pandemic hit Italy hard, but the Merlo family moved quickly to organise a vaccination hub for employees and their families at the factory - in partnership with the local health authority - vaccinating 1,300 people in the first 30 days.



*Merlo's SM25P was the first low boom, side engine fixed frame telehandler.*

However, the Merlo factories had to close for two months in 2020 at the height of the pandemic, causing annual telehandler production to dip from 6,000 units to 5,100. Last year it bounced back to 6,100 with the trend continuing, in spite of supply chain problems with some small - mostly electrical - components.

By making so much in-house, Merlo is better insulated from external supply issues than most assembly orientated competitors. Major investments over the years have included a very high level of automation with more than 60 robots in operation alongside automatic machining centres. The latest project is to fully automate the cab welding area. Extra capacity is also being created as part of a goal to build 10,000 telehandlers and 25,000 attachments a year by 2025.

Electric telehandlers will also feature more strongly in the Merlo product line going forward. The first all electric eWorker compact telehandlers were launched with lead acid batteries at the end of 2021. Now Merlo is offering the option of alternative 41kWh, 850AH lithium-ion batteries. Merlo is also now promoting a new electric plug-in power option that can be fitted to all its Rotos.

At Bauma this year several new models were introduced, but one that stood out for me was a nine tonne swivel skip dumper based on the company's mobile concrete mixer chassis, with cab and reversible operator's seat. I had only discussed such an arrangement with Mr Merlo and son Paolo during my factory visit six months earlier, and this launch demonstrates their ability to react quickly to new ideas.

The legendary Mr Merlo retained a keen daily interest in the business until his final days. The business that he and his sister Natalina established in 1964 is now managed by three of his children - Paolo (CEO), Andrea (Production) and Sylvia (Finance) - a third generation well placed to drive the Merlo marque forward.

Rest in peace Mr Merlo.



*Mr Merlo and son Paolo with an eWorker in April*





# MERRY CHRISTMAS AND A HAPPY NEW YEAR

## THANK YOU FOR YOUR SUPPORT

We would like to thank our readers, sponsors and contributors for the fantastic support that you have given us throughout this year, all of which helps to make our publications, events and other activities a success.

We wish you all a very safe and happy holiday season and a healthy and prosperous year in 2023.

FROM ALL OF US AT THE  
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# IN THE NEXT ISSUE OF

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Place your products in front of 17,000 crane, telehandler and aerial lift buyers & users who will be reading the December/January issue of **Cranes & Access**...



## THIS ISSUE WILL INCLUDE FEATURES ON:

### TRUCK AND TRAILER MOUNTED ALUMINIUM CRANES

In this feature we will review the latest developments in this lightweight, fast and agile equipment sector. If you have news or information to add please contact us.

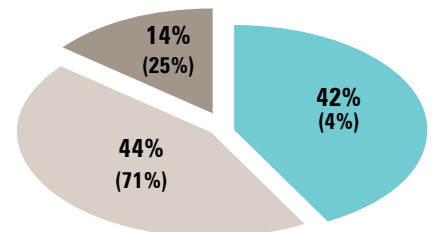


### AVIATION ACCESS

We look at some of the equipment end users choose and the options available along with some interesting applications and developments.

### RENTAL RATE GUIDE SURVEY FOR 2022 AND PROGNOSIS FOR 2023

Now in its 20th year, this survey provides an indication of rental rates for the UK and Ireland as well as an update in fleet investment and rental company and contractor's prognosis for the year ahead. Find out in this year's comprehensive survey of UK and Ireland crane, access and telehandler rental companies.



### LOOK BACK AT 2022

We take a look back at both the industry and world highlights of another eventful year!

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

Send any information, news, photographs or ideas on these subjects to [editor@vertikal.net](mailto:editor@vertikal.net)

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www.baumaschinen-messe.ch  
/htm/home.htm

**Bauma Conexpo India**

January 31 - February 03 2023 Preliminary dates for the bauma/Conexpo exhibition in India Noida, Delhi, India  
Tel: +49 89 949-20255  
www.bcindia.com/en/

**The ARA Show 2023**

February 12-15, 2023 the American Rental Association's annual conference and exhibition Orlando, Florida, USA  
Tel: +1 800 334 2177  
www.arashow.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

**Samoter**

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

**SC&RA Annual Conference**

April 17-21, 2023 Annual Conference of the US cranes and heavy transport association including the Jobs of the Year awards Carlsbad, California, USA  
Tel: +1 (703) 698-0291  
www.api.vertikal.net/en/admin#!/default/5/vertikaladmin/event/index/106

**The IPAF Summit and awards**

April 20, 2023 Annual Summit and IAPAs awards ceremony of the International Powered Access Federation Berlin  
Tel: +44(0)15395 66700  
www.ipaf.org

**Smopyc 2023**

April 2023 Dates to be confirmed Spanish construction equipment exhibition Zaragoza, Spain  
Tel: +34 976 764 700  
www.feriazaragoza.com/smopyc

**Vertikal Days 2023**

May 10-11 UK/Ireland Crane, access and telehandler event. East of England showground, Peterborough  
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www.vertikaldays.net

**Crane Rental Association of Canada Annual Conference**

May 16-18, 2023 The annual Canadian crane conference Vancouver, Canada  
Tel: +1 780.790.2722  
WWW://crac-aclg.ca

**Hire23**

May 24-25, 2023 The annual convention and exhibition of the Hire and Rental Association of Australia and the Elevating Work Platform Association Sydney, Australia  
Tel: +61 (0)2 9998 2255  
www.hire21.com.au

**Innovationstage der Höhenzugangstechnik**

May, 2023 Aerial lift Innovation Days, an informal event for access equipment, cranes & telehandlers Hohenroda, Hessen Hotel Park, Germany  
www.borntolift.de/innovationstag/

**Apex 2023**

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

**JDL Expo**

June 22-24, 2023 French cranes and access exhibition/event Beaune, France  
Tel: +33 (0)1 45 63 68 22  
www.jdlexpo.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**

September 26 - 28th 2023 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

**GIS 2023**

October 05-07, 2023 Italian crane, access and heavy transport exhibition Piacenza, Italy  
Tel: +39 010/5704948  
www.gisexpo.it

**CICA Conference 2022**

November, 10-12 2022 The annual conference of the Australian crane association - possibly the best crane conference in the world. Adelaide, Australia  
Tel: +61 03 8320 0411  
www.conference.cica.com.au/



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**Swissbau**

16-19th January 2024 Swiss construction exhibition Basel, Switzerland  
Tel: +41 58 200 20 20  
www.swissbau.ch

**The ARA Show 2024**

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http://www.arashow.org/

**Mawev 2024**

April 10-14, 2024 Austrian construction Exhibition St. Pölten, Austria  
Tel: +43 316 8088 216  
www.mcg.at/events/mawevshow

**Intermat 2024**

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+33 (0)1 76 77 15 21  
www.paris.intermatconstruction.com

**Bauma China 2024**

November 26-29, 2024 bauma in Shanghai Shanghai, China  
Tel: +49(0)89 9 4920251  
Fax: +49 (0)89 9 4920259  
www.bauma-china.com/



## 2025

**Bauma 2025**

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www.bauma.de/index-2.html



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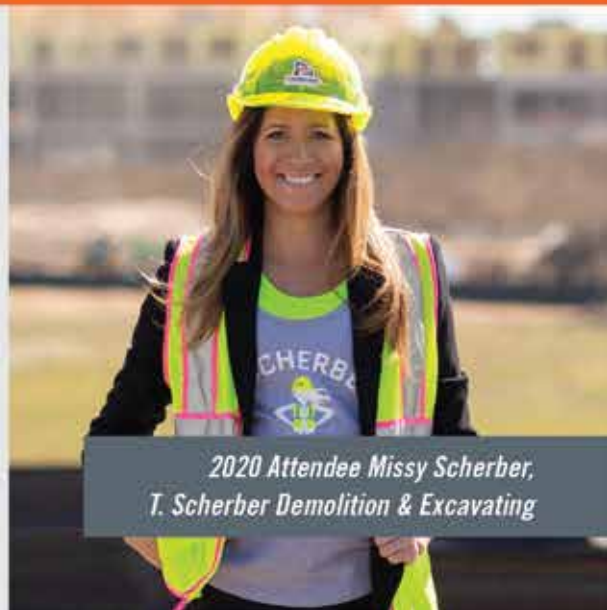
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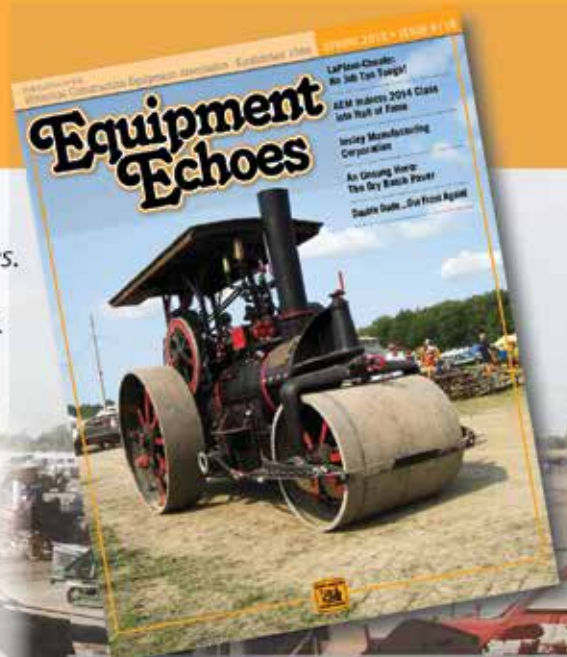
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Ladybird Tower Crane Hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
McNally Crane Hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Sangwin	<a href="http://www.sangwin.co.uk">www.sangwin.co.uk</a>
Schaften Leasing B.V.	<a href="http://www.schaftenleasing.nl">www.schaftenleasing.nl</a>



## MINI CRANE HIRE

GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Lift Limited	<a href="http://www.liftminicranehire.co.uk">www.liftminicranehire.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

## SELF ERECTING TOWER CRANES

Cork Crane Hire	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
Ladybird Tower Crane Hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>

## TOWER CRANES

HighSparks	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
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## FURNITURE HOISTS

Böcker	<a href="http://www.boecker.de">www.boecker.de</a>
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## TELEHANDLER MANUFACTURERS

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Faresin	<a href="http://www.faresindustries.com">www.faresindustries.com</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlg.com">www.jlg.com</a>
Magni	<a href="http://www.magnith.com">www.magnith.com</a>
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Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## NEW & USED TELEHANDLERS

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Gantic, Norway	<a href="http://www.gantic.no">www.gantic.no</a>
GT Lifting Solutions	<a href="http://www.gtlift.co.uk">www.gtlift.co.uk</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

## TELEHANDLER RENTAL

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>

## SCAFFOLD TOWERS

CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
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## MASTCLIMBERS & HOISTS

Alimak	<a href="http://www.alimak.com">www.alimak.com</a>
CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
GEDA	<a href="http://www.geda.de">www.geda.de</a>
Klaas	<a href="http://www.klaas.com">www.klaas.com</a>
Saeclimber	<a href="http://www.saeclimber.com">www.saeclimber.com</a>

## SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

Access Platform Sales (APS)	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Warren Access	<a href="http://www.warrenaccess.co.uk/hire">www.warrenaccess.co.uk/hire</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## SPECIAL & NICHE ACCESS

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>

## SPECIAL LIFT & TRANSPORT EQUIPMENT

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## HEAVY TRANSPORT/ABNORMAL LOADS

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## SELF-PROPELLED MODULAR TRANSPORTERS

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## SITE SAFETY AUDITS

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## INDUSTRY ASSOCIATIONS

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CISRS	<a href="http://www.cisrs.org.uk">www.cisrs.org.uk</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## HEAVY LIFT MANAGEMENT

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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## HEAVY LIFT PLANNING & RISK ANALYSIS

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
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## AUCTION HOUSES

Ritchie Brothers	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
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## BATTERY SUPPLIERS & MANUFACTURERS

DC Battery Technologies	<a href="http://www.dcbattery.tech">www.dcbattery.tech</a>
Leoch Battery UK	<a href="http://www.leochbattery.co.uk">www.leochbattery.co.uk</a>
Platinum International Ltd	<a href="http://Platinuminternational.co.uk">Platinuminternational.co.uk</a>

## LOAD CELLS & LOAD MONITORING SYSTEMS

PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
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## CONTROL SYSTEMS

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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## GENERATOR SALES & RENTAL

JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
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## ONLINE TECHNICAL HELP

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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## OUTRIGGER PADS, MATS & ROADWAYS

Brilliant Ideas / Alimats	<a href="https://brilliantideasltd.co.uk/alimats/">https://brilliantideasltd.co.uk/alimats/</a>
DAWSON-WAM Steel Mat Hire	<a href="http://www.SteelMatHire.co.uk">www.SteelMatHire.co.uk</a>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
Nolim	<a href="http://www.nolim.co.uk">www.nolim.co.uk</a>
Outriggerpads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>
Welex Group	<a href="http://www.welexgroup.com">www.welexgroup.com</a>

## COMPONENT SUPPLIERS

PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
Tele Radio Group	<a href="http://www.tele-radio.com">www.tele-radio.com</a>

## WIRE ROPE & CABLE

Rope and Sling	<a href="http://www.ropeandsling.co.uk">www.ropeandsling.co.uk</a>
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## LIFTING GEAR MANUFACTURERS

Britlift	<a href="http://www.britlift.com">www.britlift.com</a>
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## PARTS & SERVICE SUPPLIERS

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Ernest Doe & Sons Ltd.	<a href="http://www.ernestdoeloadercranes.com">www.ernestdoeloadercranes.com</a>
Gantic, Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
IPS	<a href="http://www.ipspartsonline.com">www.ipspartsonline.com</a>
JLG	<a href="http://www.jlg.com">www.jlg.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
OTR Wheel Engineering Europe	<a href="http://www.otrwheel.co.uk">www.otrwheel.co.uk</a>
PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>

Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
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## RECRUITMENT

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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## SAFETY EQUIPMENT

Load Systems UK Ltd	<a href="http://www.loadsystems.co.uk">www.loadsystems.co.uk</a>
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## RENTAL MANAGEMENT SOFTWARE

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
HireHop Equipment Rental Software	<a href="http://www.hirehop.co.uk">www.hirehop.co.uk</a>
HireHop Equipment Rental Software	<a href="http://www.hirehop.com">www.hirehop.com</a>
Infosystem	<a href="http://www.levaplus.ch">www.levaplus.ch</a>
inspHire	<a href="http://www.inspire.com">www.inspire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcsrentalsoftware.com">www.mcsrentalsoftware.com</a>
vWork	<a href="http://www.vworkapp.com">www.vworkapp.com</a>

## STRUCTURAL REPAIRS

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

## TRAFFIC MANAGEMENT

Atlas Traffic Management	<a href="http://www.atlastm.co.uk">www.atlastm.co.uk</a>
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## TECHNICAL & SAFETY CONSULTANCY

Access Safety Management	<a href="http://www.accesssafety.co.uk">www.accesssafety.co.uk</a>
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## TRAINING ASSOCIATIONS & NETWORKS

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

## TRAINING CENTRES & TRAINERS

Access Platform Sales (APS)	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Boss Training	<a href="http://www.bosstraining.co.uk">www.bosstraining.co.uk</a>
Centora Training	<a href="http://www.centoratraining.co.uk">www.centoratraining.co.uk</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>
UTN	<a href="http://www.utntraining.co.uk">www.utntraining.co.uk</a>
Versalift Training Direct	<a href="http://www.versalift.co.uk/training">www.versalift.co.uk/training</a>
Warren Access Training	<a href="http://www.warrenaccesstraining.co.uk/courses/">www.warrenaccesstraining.co.uk/courses/</a>

## SAFETY TRAINING

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
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## TRAINING SERVICES

JLG Training	<a href="http://www.jlg.com">www.jlg.com</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Mentor Training	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplantire.co.uk">www.mrplantire.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>

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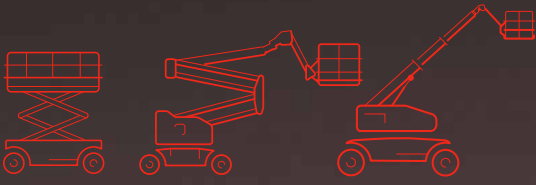
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