

## DINGLI SCISSOR GOES HIGHER

Chinese aerial lift manufacturer Dingli is to launch the world's largest scissor lift - the 115ft 3730HRT - later this year. The machine, currently in the prototype testing stage, has been developed in partnership with UK rental company Hire Safe Solutions which has ordered the first machines, with 20 units due to arrive in Europe before the end of the year.

The new lift offers a 37 metre working height, with 750kg maximum platform capacity, driveable at full height. The unit boasts a 7.46 metre long by 2.8 metre wide platform, which can be extended to 9.71 metres with a 2.25 metre powered deck extension. Four wheel drive, four wheel steer and levelling jacks are all standard.

Overall stowed dimensions are eight metres by three metres with an overall height of 4.2 metres and total weight of 39.5 tonnes. Power choices include diesel, all-electric or hybrid.



The 115ft Dingli scissor lift



## POTAIN'S BIGGEST EURO CRANE

Potain has announced a new 40 tonne 'low top' tower crane, the MDLT 1109, its largest European crane so far. Manufactured at the Potain/Manitowoc plant in Moulins, France, the MDLT 1109 is aimed at the rising demand in Europe for larger capacity cranes and adopts a more compact design for easier transport and installation.

The crane can be mounted on Potain's standard 2.45 metre square K850 tower, rather than the four metre tower base of its predecessor, the MD 1100. Maximum free standing height under the hook is 60.7 metres on the counterweighted base or 87.6 metres on an appropriate foundation. It can handle its 40 tonnes maximum capacity between 22 and 25 metres while the 80 metre jib tip capacity is 11.1 tonnes.



The 40 tonne MDLT 1109

## EUROPEAN WHOLESALE RENTAL VENTURE

Gerard Jennings of UK based Hire Safe Solutions and Edwin van der Laar - previously with XCMG Europe - have joined to set up a new international wholesale rental business - EMEA Access.

The new business will offer a wide range of aerial work platforms and specialist telehandlers to other rental companies on long-term rental contracts. The main focus will be on the more specialist machines such as the biggest boom lifts - including XCMG's 223ft XGS70K telescopic boom - and the largest heavy-duty scissor lifts including the very first units of the new 115ft Dingli 3730HRT due to arrive later in the year as well as the top end of the Magni telehandler range.



## EU SETS DUMPING RELATED TARIFFS

The European Union has issued its initial findings into the complaint last November that Chinese aerial work platform manufacturers have been dumping - selling below cost or prices in their home market - with the potential to damage the European industry, reducing their revenues, profitability and employment levels.

Having apparently found some possible examples of pricing issues it measured and compared the level of Chinese AWP imports between December and March 2024 compared to the same period in 2023, and found that imports of Chinese built products had increased by 16.1 percent. As a result, it has published proposed tariff levels for each manufacturer - see below - and ordered the customs authorities to start registering all imports of aerial lifts from China, with the possibility that the tariffs may be imposed retrospectively depending on its ongoing investigation. It has now asked affected companies and interested parties to comment on these findings.

The provisional tariffs for those sampled include:

Sinoboom - 56.1%	Genie - 25.6%
JLG - 23.6%	Dingli - 31.3%

Companies that co-operated but were not sampled: 32%

They include:

- Lingong
- Haulotte
- Mantall
- Liugong
- Zoomlion
- XCMG
- Sunward
- Fonteq
- Reeslift
- Hangcha

Other manufacturers: 56.1%

Following the publishing of the findings, some companies affected by the tariffs have launched appeals.

To read the full story, visit [Vertikal.net](https://www.vertikal.net)

## TARIFFS ON STS CRANES

The US government is to place a 25 percent tariff on imports of Chinese-built Ship to Shore (STS) port cranes this year which includes those produced by western manufacturers such as Konecranes currently building units for the Georgia Ports Authority.

As far as we are aware, there are no STS cranes manufactured in the USA, so the move is likely to benefit companies such as Liebherr that builds cranes in countries other than China. The announcement also highlighted increased tariffs for a range of other products including steel, aluminium, semiconductors, electric vehicles, batteries, minerals, solar cells and medical products. The higher tariffs on lithium batteries could impact aerial lift manufacturers based in the USA.

## NEW 400T LIEBHERR

Earlier this month Liebherr launched the new six axle 400 tonne LTM 1400-6.1 All Terrain crane at its Customer Days in Germany. Billed as the world's most powerful six axle crane, it will replace the popular 350 tonne LTM 1350-6.1.

Main features include a six section 70 metre main boom and improved Y-Guy Superlift system. At the same event the company also unveiled its updated 'Crane Finder' database and app. For more details see the Customer Days feature on page 30.



## UPDATED JLG SKYTRAK 8042

JLG has introduced a redesigned and upgraded version of its 42ft (12.9m/3,600kg) SkyTrak 8042 telehandler, part of its upgrade programme that kicked off last year with the 6032 and 6042. The new generation 8042 maintains the same nine metre forward reach and lift capacities, but includes a lighter, 'optimised' boom and chassis frame design, reducing the machine's overall weight from 12,242kg to 9,600kg enabling two units to be carried on the same flatbed trailer.

Power comes from a Deutz engine that does not require Diesel Exhaust Fluid (DEF) driving a hydrostatic transmission, an advanced control system and electric over hydraulic joystick, with a new load stability indicator with colour coded visuals as an option, along with seatbelt engagement and operator presence technology.



## EMBARGO LETTER

With UK crane rental companies struggling with the implementation of often draconian implementation of movement embargos for heavy equipment, the Contractors Plant Association - CPA - has written a letter of appeal to the Secretary of State for Transport in the hope that a sensible solution can be found.

An extract reads: "Some police forces are being particularly stringent with enforcement, one member was notified that they had infringed the Embargo time by 49 seconds! Consequently, companies are avoiding problematic forces such as West Midlands, Merseyside, Metropolitan Police and Greater Manchester. If businesses are avoiding certain constabularies, this will create problems elsewhere on the UK's road system, adding unnecessary carbon dioxide emissions."

The full letter is published on Vertikal.net.



## LONG BOOM TEREX RT

Terex Rough Terrain Cranes has launched a new longer boomed, 80 tonne Rough Terrain crane, the TRT 80L. The new crane retains much of the running gear from the current TRT 80 which made its debut in 2021, but critically features a new five section, 47 metre main boom - five metres longer than the current unit. It has three extension modes while a self-remove and install counterweight system has also been added. The boom can be topped with a nine to 17 metre bi-fold swingaway extension taking the tip height up to 66 metres.

The crane has an overall width of three metres, compared to the usual 3.3 metres, making for easier transportation. When fully equipped with the bi-fold swingaway extension, hook blocks and rigging, the crane has an overall weight of around 52.5 tonnes. If the counterweight and extension are removed that drops to 42.5 tonnes.

Power comes from a Cummins Stage V diesel, or Stage III - Tier 3 for markets with less stringent emissions driving a powershift two mode transmission, with manual mode - three speeds forward, three in reverse or automatic - six speeds forward, three in reverse.

The crane is fitted with the company's 'Space' cab which tilts by 20 degrees, while the controls use the Terex Operating System - TEOS - with a 10" full-colour touch screen display and intuitive interface. The Terex T-Link telematics system is standard, along with an anemometer and LED lighting.

The chart below shows some key criteria against other western built models.

Make Model	Terex TRT 80L	Grove GRT880	Tadano GR-800XLL-4	Liebherr LRT 1090-2.1
Max capacity@ radius	80t @ 3m	80t @ 2.5m	72.6t @ 2.4m	80.1t @ 3m*
Main boom	47m	41.1m	51m	47m
Swingaway extension	9-17mBF	10.1-17.1m	10.1-17.1m	10.5-19m
Max tip height	66m	67m	70.3m	70m
O/A width	3.0m	3.34m	3.32m	3.3m
O/A length	14.1m	15.11m	15.2m	14.45m
O/A height	3.9m	3.75m	3.8m	3.49m
GVW fully equipped	52.5t	52.3t	56.1t	53.7t
Capacity on full beam	8.9t@12m	10.4t@8m	9.2t@9m	11.3t@9m
Capacity @ 10m	19.1t	20.95t	21.5t	22.1t
O/R spread	8.0m	7.32m	7.3	7.3

\* Theoretical 90t @ 2.7m



## JASO'S MONORAIL LIFTING ATTACHMENT

Spanish tower crane manufacturer Jaso has launched a new material lifting attachment for its GP40 mastclimber, the 'Monorail system'. Essentially it creates an overhead lifting beam with a travelling hoist, supported by an external frame - not unlike a tower crane's climbing frame - which rides on top of the platform drive frames. The hoist has a 500kg capacity, in both one and two mast configurations, while the maximum combined platform and hoist capacity is 2,300kg and 4,550kg respectively.

Once attached, the platform is raised - complete with the monorail - to the required height. The frames supporting the beam are then pinned into place on the mast, with the platform then able to move freely below. A classic application is cladding installation with the hoist lifting the panels into position controlled by those on the platform. The maximum beam length for a single mast platform is 10.2 metres while 29.36 metres is possible with a twin mast installation.

Single mast installation up to 10.2 metres



The twin mast Monorail in action

## DIECI'S PEGASUS ELITE

Italian telehandler manufacturer Dieci has launched a deluxe version of its larger 360 degree telehandlers, starting with the 6,000kg/35 metre Pegasus 60.35, which becomes the Pegasus 60.35 Elite. The plan is to offer three levels of machine build - Pegasus Essential, Pegasus Classic and the new Pegasus Elite. The major change for the Elite is all new in-house built control system and cab.

The software is similar to that found on the latest road vehicles and is said to provide greater precision for all functions, with the possibility to set maximum threshold parameters including 'Automatic boom movement', with six selectable working modes - normal, soft, heavy, eco, wall and floor.

A new load sensing pump automatically adjusts to working conditions and the equipment in use. The cab interior has been completely redesigned with intuitive controls digitally managed on two separate display screens.

Pegasus cab



The new Pegasus 60.35 Elite

## NEW SKYJACK PLANT IN CHINA

Skyjack has opened its new 35,000 square metre production plant in Tianjin, China, southeast of Beijing. The facility - in the Tianjin Pilot Free Trade Zone - also serves as the headquarters for Skyjack Asia Pacific. It will initially focus on DC scissor lift production switching to electric drive models at a later date.

Skyjack's move into China began in 2022 when it signed an investment agreement with the Government of Binhai New Area, Tianjin to manufacture Skyjack products for the Asia Pacific region.

It initially used part of an existing Linamar plant, building units for the Chinese market. This new facility is part of the company's strategy to build products closer to the markets where they will be sold and used.



The new facility

## 200TH KRAN & BÜHNE

Kran & Bühne - the leading crane and access magazine in the German speaking countries and part of the Vertikal Press - has published its 200th edition.

The milestone issue includes a look back over the previous 199 issues, with anecdotes and a glimpse behind the scenes.



## CARGOTEC BECOMES HIAB

The Cargotec name will soon be no more, as Hiab becomes a standalone company. The demerger of Kalmar and the sale of MacGregor is now well underway, after MacGregor settled an outstanding €25 million dispute, allowing a sale to proceed, leaving Hiab as a publicly quoted independent company.

Once the Kalmar and MacGregor transactions are complete Cargotec chief executive Casimir Lindholm will step down, for Hiab president - Scott Phillips - to take over as chief executive of an independent Hiab, while Cargotec chief financial officer Mikko Puolakka will remain in this role for Hiab.



## EUROPEAN ES4046

JLG has launched the European version of its 40ft ES4046 electric drive slab scissor lift with a 13.9 metre indoor working height and 350kg platform capacity or 10.75 metres and 250kg when working outdoors. The overall width is 1.17 metres, overall length 2.71 metres, and a stowed height of 1.99 metres with guardrails folded. Overall weight is 2,826kg.



The 912mm roll out deck is standard

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RELIABILITY IN ACTION

# 1,600T TADANO FOR MONADELPHOUS

Australian engineering contractor Monadelphous has taken delivery of a new 1,600 tonne Tadano CC 88.1600-1 lattice crawler crane and named it Rubino, in honour of the company's former chairman John Rubino.

The CC 88.1600-1 - essentially a Demag CC 8800 - now the largest crane in the fleet can be rigged for a maximum tip height of 240 metres and can handle its maximum capacity at a radius of 10 metres. The unit can also be rigged with Tadano's Boom Booster kit.

The new crane was shipped to Western Australia for its first job at the Car Dumper 3 project in Port Hedland. Monadelphous has been commissioned by BHP to remove, refurbish and reinstall two car dumper cells at the Nelson Point facility. The new crane was the star of a launch and naming ceremony attended by Tadano chief executive Toshiaki Ujiie along with Monadelphous staff and customers.

Monadelphous was set up in Kalgoorlie, Western Australia in 1972 as Contract Engineering Associates (CEA) to provide mechanical contracting services to Australia's mining industry.



# COFFINS IN THE SQUARE

A demonstration in mid-May was held in Milan's Piazza La Scala, Italy with demonstrators placing 172 cardboard coffins highlighting the number of deaths that occurred at work in Lombardy and Milan last year.

The demonstration/campaign - organised by the UIL union (Union Italiana del Lavoro) and dubbed 'Zero Deaths at Work' - aims to draw attention to workplace safety issues while calling on the Government to implement more effective measures against what the union's general secretary, Pierpaolo Bombardieri, says is like a civil war. A similar event was held in Rome in March highlighting the 1,041 national fatalities, with others in Florence and Naples.

A sign in the square highlighted the number of workplace fatalities recorded in the country as a whole rising to 1,709 in 2020 but having declined to 1,041 last year. Eurostat ranks Italy as eighth among European countries with an incidence rate of 2.66 per 100,000 employed individuals, while the EU average is 1.76.



# TELEHANDLER ELECTRIC CONVERSION

French manufacturer Manitou has handed over the first telehandler to be converted from diesel to all-electric power to French rental company Kiloutou, which has worked with the manufacturer to develop the concept.

The partnership between the two companies was announced in February 2023 with the idea to take used diesel telehandlers from the Kiloutou fleet and convert them to all-electric powered models with a retrofit kit. After studying the concept, developing a practical kit and testing it, the two companies now say that all the safety criteria have been met, and that the performance is equivalent to the original diesel model. The life expectancy for a three to five year old retrofitted machine is at least five years.



# ACCESS AND TELEHANDLER SALE

The latest sale by Euro Auctions held in the UK in late April, attracted bidders from 24 countries with 7,600 items raising a grand total of £53.42 million. The sale included 600 telehandlers as well as a good number of boom and scissor lifts.



Scott McCall of Euro Auctions said: "Telehandler sales now total more than £7 million at each Leeds auction, with a healthy mix of models and age profiles. This is beginning to attract more end users to the auctions, in many cases driving up prices."

"Sellers, work with us to determine which assets will work best in each sale. For example, lower than average hour, 17 and 14 metre telehandlers in the three to five year age bracket are currently popular with Middle East end users. The sales often include larger models, in the April sale a 180ft Genie SX-180 sold for £105,000, while in the March sale a 185ft JLG 1850SJ fetched £103,000."

A few examples of the prices from the April sale.

Telehandlers			
Year	Make/model	Spec	Price
2019	JCB 540-170	Turbo Powershift, Joystick Controls	41,500
2019	Manitou MT1440	Turbo, Joystick Controls, Sway, WLI, Forks	34,500
2018	Manitou MT1335	Turbo, Joystick Controls, QH, WLI, Forks	32,000
2019	JCB 535-125 Hi Viz	Turbo Powershift, WLI, Sideshift, Forks	25,500
2016	Manitou MT1135ST	Turbo, Joystick Controls, Sway, Forks	25,000
2019	JCB 535-95	Turbo Powershift, WLI, Forks	33,000
2019	Manitou MT932	Turbo, Joystick Controls, WLI, QH, Forks	24,000
2018	JCB 531-70	Turbo, Joystick Controls, WLI, A/C, Forks	31,500
2014	JCB 531-70	Turbo Powershift, WLI, Forks	21,500
2019	Kramer KT559	Turbo, Joystick Controls, Sway, PUH, A/C, Forks	36,000
Boom lifts			
Year	Make/model	Spec	Price
2014	Genie 4x4 SX-180	Diesel Telescopic, 56m Working Height	105,000
2014	JLG 860SJ 4x4	Diesel Telescopic, 28m Working Height	24,000
2019	2019 Genie 4x4 Z45XC	Diesel Articulated, 15.9m Working Height	24,000
2016	2016 Haulotte HA16RTJ PRO	Diesel Articulated, 16m Working Height	20,000
2016	2016 Genie Z45/251 4x4	Diesel Articulated, 15.9m Working Height	18,000
2013	2013 Haulotte HA12CJ+ E	Electric Articulated, 11.7m Working Height	7,000
2014	014 Haulotte Star 10-1 E	Electric Mast Boom, 10m Working Height	6,000
Scissor lifts			
Year	Make/model	Spec	Price
2014	Genie GS3390 4x4	Diesel, 12.05m Working Height	12,000
2019	Genie GS4047	Electric, 13.7m Working Height	10,000
2019	2019 Genie GS3246	Electric, 11.8m Working Height	6,500
2019	2019 Genie GS1932	Electric, 7.7m Working Height	4,300
2015	Haulotte Compact 14	Electric, 13.8m Working Height	4,200
2023	Skyjack SJ3014	Electric, 6.4m Working Height	4,100
2020	JLG R1932	Electric, 7.8m Working Height	4,000

## BÖCKER LAUNCHES LIFTPLANNER

Aluminium crane manufacturer Böcker has launched new 'LiftPlanner' software for enabling crane operation plans to be fully laid out in advance. It is integrated as an additional module within the BöckerConnect portal and is available for the latest Böcker truck and trailer mounted crane models. It uses the same data, load charts and range diagrams as each crane's live control system.

The layout options include the various outrigger positions, boom configurations and slew position along with the weight of the load. Buildings or obstacles can easily be added and displayed as can the dimensions of the load and lifting gear dimensions. Based on these parameters. The crane's permissible working range is displayed with a colour coding to warn of impossible configurations. It also calculates the expected ground pressure for each outrigger based on the specific project.

Simulation results can be saved in LiftPlanner for each project and exported as a PDF. This document includes all planned parameters and can be used for project authorisation.



## SOIMA BECOMES STAFFORD

Portuguese tower crane company Soima has been rebranded as Stafford Tower Cranes. The crane model nomenclature will also change, and Derek Stafford will lead the company as managing director.

Soima was established in 1977 as a manufacturer of construction and lifting equipment. However, since 1980 it has been exclusively producing tower cranes, carving a respectable market share in southern Europe. The current range extends from two to 42 tonnes which will be augmented by the introduction of new products and models over the next 12 months. The first 20 tonne luffing jib crane and new cab should be on display at Vertikal Days in September.



The new company logo

## JCB BREAKS GROUND IN TEXAS

JCB has broken ground on its new plant in San Antonio, Texas. The 67,000 square metre facility is scheduled to be operational in 2026 and will cost around \$500 million, the largest single investment in the company's history. The plant will be dedicated to the production of telehandlers and aerial work platforms with employment expected to reach 1,500 within five years.

Chairman Anthony Bamford said: "Construction equipment manufacturers sell more than 300,000 machines a year in North America, while our market share has grown over the years now is the time to invest in more manufacturing capacity here."

JCB sold its first machine in North America in 1964 and opened its first factory in 2001 in Savannah, Georgia, which now employs 1,000. The company, which celebrates its 80th anniversary next year employs 19,000 staff across 22 facilities, 11 in the UK, seven in India and others in Brazil and China.



The ground-breaking ceremony



Artists impression of the new facility

## DISCOVER BATTERY'S TCO CALCULATOR

Canadian battery manufacturer Discover Battery has launched a Total Cost of Ownership (TCO) calculator, allowing users to understand and determine the operational costs of a particular battery over its lifetime.

The calculator allows users to input data such as battery specifications, costs, labour expenses and service frequency to calculate the total operational cost. Discover says it could help users save up to 40 percent if they use the information when purchasing a new battery. The company hopes to show that there are substantial cost savings by using its Dry Cell AGM batteries rather than lower priced traditional flooded lead acid batteries.

Vice president of business development Alexander Marotz said: "While the initial cost of Dry Cell AGM batteries is higher, their lifetime savings typically range between 20 to 40 percent compared to lead acid batteries. Every customer who has made the switch to AGM batteries will agree that the initial decision to change is difficult, however once they have used AGM batteries, the benefits compared to flooded batteries become clear."

The free calculator can be found at: [discoverbattery.com/applications/motive-power/scissor-lift-batteries/mewp-tco-calculator](https://discoverbattery.com/applications/motive-power/scissor-lift-batteries/mewp-tco-calculator)



Fleet Summary	Discover® DRY CELL AGM Traction Industrial	Flooded Lead Acid
Initial Capital Cost	208,000 €	160,000 €
Total Service Cost	24,000 €	187,200 €
Total Cost of Ownership	232,000 €	347,200 €
Lifespan savings with DRY CELL AGM		115,200 € 33.2% on Savings
Maintenance (Per Lift)	Discover® DRY CELL AGM Traction Industrial	Flooded Lead Acid
Technician Hourly Rate		75 €
	<b>PER BATTERY BASIS</b>	<b>TIME IN MINUTES</b>
Battery Terminal, Cable and Voltage Check	1 min	1 min
Battery Cleaning (neutralise acid and prevent corrosion)	1 min	1 min
Battery Water Replacement	Not Applicable	3 mins
Demineralized Water	Not Applicable	1 €
Service Frequency	Quarterly	Monthly

# FINANCIALS ROUND-UP

**Cargotec** - owner of Hiab and Kalmar saw first quarter revenues slip 2% to €1.06 billion, while pre-tax profit jumped 20% to €115.3 million.



**Hiab** revenues for the three months to the end of March fell 4% to €415 million, although order intake improved one percent to €386 million. Operating profit jumped 12 percent to €68.7 million.



**Kalmar** revenues fell 10% to €439 million, with order intake 15% lower at €402 million, operating profit plummeted 19% to €51 million.

UK rental group **Vp** - owner of UK Forks, MEP and Brandon Hire Station - achieved revenues for the 12 months to the end of March of £368.7 million, roughly the same as last year. Pre-tax profit however, plummeted 91% to £2.8 million however this includes a £27.7 million noncash write down of Brandon Hire assets. Group capital expenditure was 5% higher at £63 million.



**Palfinger** saw first quarter revenues decline 2.2% to €578.5 million, while its order book plummeted almost 22% to €1.16 billion. Pre-tax profits were almost 4% percent higher at €44.8 million. Net debt was slightly higher at €698.8 million. The company is maintaining its target to achieve revenues of €3 billion by 2027.



**Herc Rentals** has acquired Colorado Springs based **All Rental Center** from owner Jeff Thorp. Established over 50 years ago, the company runs a diverse fleet, including aerial work platforms and telehandlers from two locations in greater Colorado Springs.



**Ashtead** - owner of **Sunbelt Rentals** in the USA, Canada and the UK - achieved revenues for the 12 months to the end of April of \$10.86 billion, an increase of 12% on last year. Pre-tax profits dipped 2% to \$2.1 billion. Capital expenditure was \$4.4 billion, reducing the average age of the fleet by five months to 45 months. **US** revenues totalled \$9.36 billion up 13.9% with operating profits up 7% to \$2.63 billion. **Canadian** revenues were 8.5% higher at c\$896.8 million, while operating profit fell 18% to c\$117.9 million. **UK** revenues improved 3.1% to £706 million, but operating profit slumped 11% to £57.9 million.



UK's **Ainscough Crane Hire** achieved its first profitable year since 2018, with revenues for the year to the end of September up 21% to £116.8 million with a pre-tax profit of £7.6 million, compared to a pre-tax loss in 2022 of £3.1 million.



Mastclimber and hoist rental group **Alimak** has reported revenues for the three months to the end of March of SK1.73 billion (\$166 million) down half a percent, but order intake fell 7.5%. Pre-tax profit however, was 7.5% higher at SK178 million (\$17.1 million).



Germany's **Wacker Neuson** saw first quarter revenues fall 11.1% to €593.1 million with declines in all regions - Europe €459.3 million down 9%, Americas €120.4 million, down 16%, and Asia Pacific €13.4 million, down 35%. Compact equipment - which includes telehandlers - performed better than most with sales 11% lower at €370.9 million. Pre-tax profits fell 62% to €32 million.



US based **United Rentals** has acquired **Orange Hire** in Australia from Arcadia Capital which has owned it since 2020. Orange operates from seven locations in New South Wales, Victoria and Queensland.



**Tadano** achieved first quarter revenues of ¥62.5 billion (\$397.6 million) down 3.7% on the same period last year, but pre-tax profits jumped 57% to ¥4.2 billion (\$27.1 million) due to substantial reductions in the cost of sales.



#### Revenues by product:

Mobile cranes ¥43.6 billion (\$277.4 million) down 1.8%  
 Loader cranes ¥4.4 billion (\$27.8 million) up 2%  
 Aerial work platforms ¥2.8 billion (\$17.8 million) down 36.4%  
 Other revenues ¥11.7 billion (\$74.5 million) down 1.1%  
 The company is forecasting full year revenues of ¥315.5 billion (\$2 billion), with a pre-tax profit in the region of ¥17 billion (\$108 million).

UK mastclimber and hoist rental specialist **Brogan Group** has acquired UK common tower manufacturer **Construction Access Systems - CAS** - in an all-share purchase deal. CAS was established in 2010 to design and manufacturer common towers that are used by several hoists at the same time. Managing director Tony Faulkner joins Brogan in an international sales role to promote common tower systems.



US based **Barnhart Crane and Rigging** has acquired Canada's **NCSG Crane & Heavy Haul**, which operates from eight locations across western Canada. It is Barnhart's first international acquisition and the largest to date. Barnhart now operates from a network of nearly 60 locations.



Belgium group **Dufour** has acquired Belgian crane company **Jean Boutique**, bringing together two 100 year old competitors. J. Boutique runs a fleet of All Terrain and crawler cranes to 700 tonnes from locations in Mons and Liege. Revenues last year were €20 million. Dufour runs cranes up to 800 tonnes and truck mounted lifts to 90 metres from locations in Tournai, Belgium, plus Paris, Dunkirk and Le Mans in France, with revenues last year of €160 million.



# MAGNI PANEL HANDLING ATTACHMENT

Italian telehandler manufacturer Magni has unveiled a new attachment for lifting and installing large individual flat panels of glass, metal or ceramic/marble material weighing up to 500kg for the standard four cup vacuum head, while an eight cup option boosts this to 700kg. The device is aimed at placing such panels in challenging positions, especially at heights beyond the reach of glazing robots and spider cranes.



Designed for use with Magni's 360 degree models, the Vacuum 'ER-Litocran 700' comprises a power pack, a short two section telescopic jib with 180 degrees of articulation (90 degrees above and 90 degrees below horizontal) mounted on a slew ring under the power pack, with a slewing range of 180 degrees - 90 degrees either side of centre. The jib is topped by the vacuum suction head which has 360 degrees of rotation and can be manually tilted by up to 90 degrees for placing panels on a wall or ceiling, all of which can be operated via a remote controller.



The new attachment in operation

# BRAZILIAN SUBSIDIARY FOR SINOBOOM

Chinese aerial manufacturer Sinoboom has opened a new subsidiary and distribution facility in Jundiaí, on the north side of São Paulo in southern Brazil. The new operation will be responsible for machine sales, aftersales service, spare parts supply and training. The new subsidiary will be managed by Marcelo Yamane who joined the company last year as business development director for Brazil.



The opening event was attended by around 100 people, including representatives from dozens of Brazilian rental companies. Speaking at the event Yamane said: "The South American market has huge potential. Sinoboom has already found favour with many rental companies across the region and already enjoys high brand recognition. The new subsidiary will provide a local business approach tailored to Brazilian customers' expectations, allowing us to be extremely responsive."



Attendees at the opening ceremony

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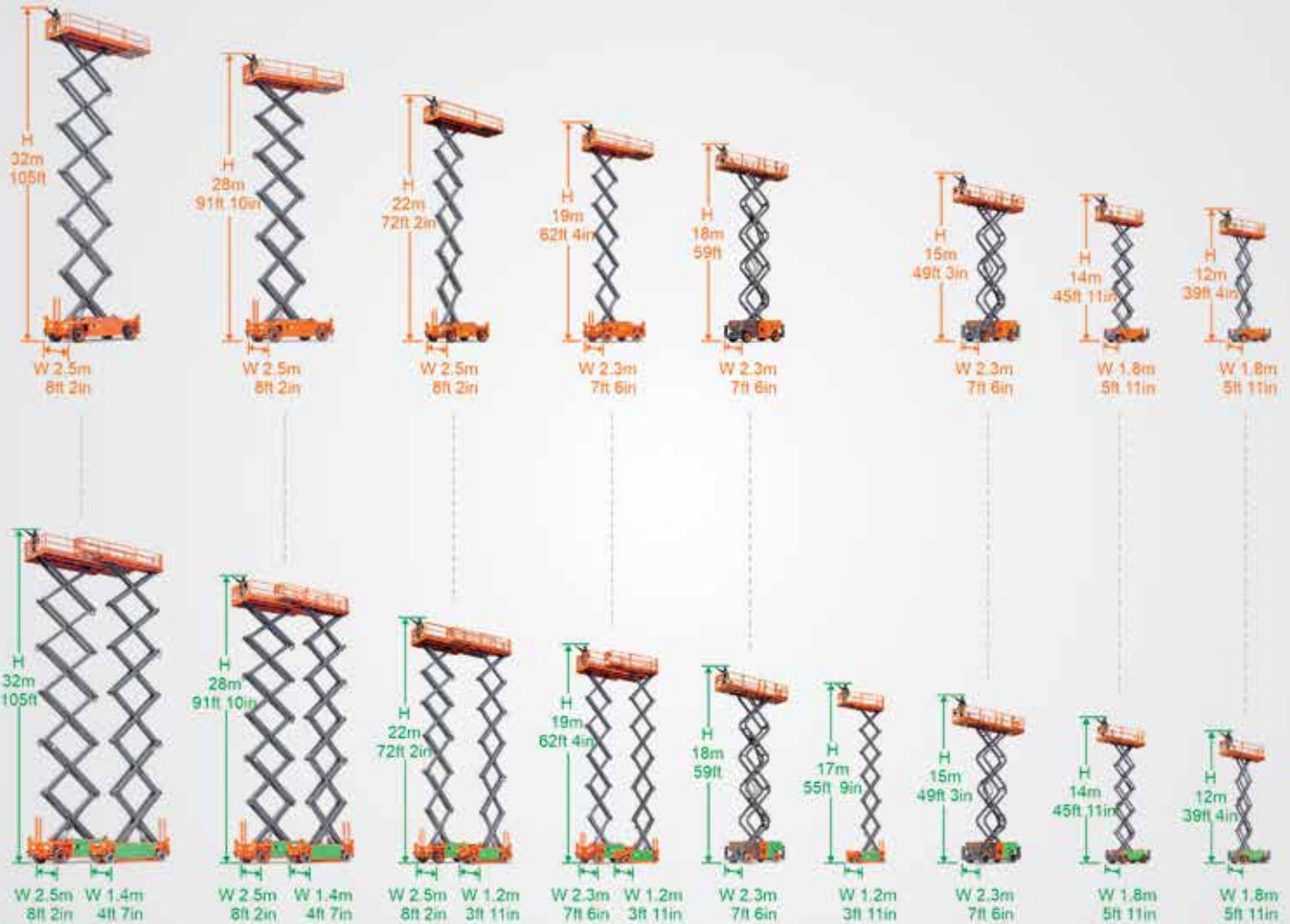
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## Large Scissor Lifts Series

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## NEWS HIGHLIGHTS

- **Spierings** has appointed **Herald Wattenberg** as commercial director
- Germany's **Perthel Stahlbau** has taken a 70t **Tadano AC 4.070L-1**
- **Bobcat** has broken ground on a new plant in Monterrey, Mexico
- **Manitou** has shipped the first scissor lifts from its plant in Greater Noida, India
- Italian low level aerial lift manufacturer **Axolift** appointed **Lolex** as distributor for UK & Ireland
- Tower crane rental group **Radius** has teamed up with **AMPD Energy** to promote its Advanced Energy Storage System
- **Versalift UK MD Andy Bray** is leaving the business
- **Wacker Neuson** has opened a new spare parts centre in Mülheim-Kärlich
- **Genie** has appointed **Ben Bradshaw** as executive VP North American sales, while **Will Westley** and **Sharbel Kordahi** assume new roles
- **Terex** Self-Erecting tower cranes has appointed **EWPA** as distributor for Poland
- UK's **Star Platforms** has appointed **John Aubin** as technical director
- Germany's **Stütze-Späth** has taken five new **Ruthmann** truck mounts, a 90m T 900 HF and four 33m T 330 XS
- **inspHire** has integrated 'pay-by-link' into its rental software
- **Hiab** has launched MyHiab, a mobile app
- US based **Diversified Fall Protection** has appointed **Kynan Wynne** as 'chief people officer'
- **Kuiphuis Kraanverhuur** has ordered a third **Spierings SK2400-R** eLift tracked tower crane
- Dutch company **Scheepsma Logistiek** has taken a **Klaas K1003** truck mounted crane
- **Palfinger** has opened a new aerial lift repair and service facility in Vienna, Austria
- **Sinoboom** has appointed **Alistair Palacioglu** as business development director Middle East
- UK's **Xenith Heights** has appointed **IPS Ireland** to distribute its **Aresta** safety products
- **Manitowoc** has upgraded its training centre in São Paulo, Brazil
- Ireland's **Dromad Hire** has achieved **IPAF Rental+** certification
- An **IPAF Past Presidents** meeting was held in France
- **Sennebogen** has broken ground on an expansion to its facility in N. Carolina
- **Pizzolato Trasporti** has taken the first **Spierings SK597-AT4** eLift in Italy
- UK's **Nationwide Platforms** has taken its first 13.5m **Versalift VTL 135** All Electric van mounted lifts
- Malaysia's **Coastal International Marine** has ordered a 100t Huisman knuckle boom crane



Herald Wattenberg



Andy Bray



John Aubin



Kynan Wynne



Alistair Palacioglu

- **Haulotte** has appointed **ICOGEF Equipments** as its distributor for Ivory Coast
- Scotland's **Johnston Rigging Fife** has taken a 40t **Liebherr LTM 1040-2.1**
- Germany's **Berres Kranverleih** has taken a 180t **Liebherr LTM 1160-5.2**
- **Danfoss** has launched a mobile hose assembly/repair workshop programme
- Germany's **Sommer Kranverleih** has taken a 700t **Liebherr LTM 1650-8.1**
- Dutch company **1.2.3 Machineverhuur** has taken 20 new **Genie** booms and scissors
- **Caldwell Lifting Solutions** has delivered the 100th **Vita Load Navigator**
- **Skyjack** has appointed **Arthur 'Trey' Miller** as sales manager Florida & Caribbean



Trey Miller

- The new **Lima Metro** has taken a **Platform Basket RR14** Evo road-rail boom lift
- Germany's **Beyer Mietservices** has taken 16 **Oil&Steel** spider lifts
- The **Moortown Group** has taken the first **Wolff 6523.12** Clear tower crane in the UK
- **Palazzani** has appointed **Access Worx** as its distributor for Victoria, S. Australia, Queensland and NSW
- Portuguese tower crane maker **Soima**, is now 'Stafford Tower Cranes'
- UK based **The Mewp Training Centre** has opened a location in North London
- UK prime minister **Rishi Sunak** visited **Niftylift** as part of his election campaign

- **Manitowoc** is supporting **Brooke's House** rehabilitation centre
- Scotland's **Stoddart Crane Hire** has taken a 150t **Liebherr LTM 1150.53**
- Spider lift maker **Palazzani** has opened a sales operation in the USA - Palazzani North America.
- US Tyre manufacturer **OTR Engineered Solutions** has launched an online portal
- Germany's **Scholpp** has taken two more 80t **Tadano AC 4.080-1**



Peter Knowles

- UK's **Mac's Truck Sales** has appointed **Peter Knowles** as sales executive S.England
- Poland's **Petrolift** has ordered 21 **Grove** four to six axle All Terrains
- **Multitel** hosted a series of open days for young people
- **Versalift UK** is to offer lifts on **Renault's** Trucks Master Red Edition chassis

- **Manitowoc** has launched a series of service kits
- **Modulift** has opened a training academy in the UK
- UK rental company **Speedy** received **RoSPA's** President's award
- **Atlas** loader cranes has appointed **Drive Products USA** as a distributor
- **Hiab** has introduced new spare parts options 'Red Parts' and 'Exchange parts'
- **Herc Rentals** has acquired **All Rental Center** of Colorado Springs from **Jeff Thorp**



Greg Bellcoff

- US based **Maxim Crane** has appointed **Greg Bellcoff** as vice president fleet

- UK's **Commhoist** has taken a 12t **Böcker AK 52** truck crane
- UK load monitoring company **DLM** is to incorporate SaaS into its products
- **CTE North America** has appointed **Vermeer Southeast** as a Tracess spider lift distributor
- **MEC** has appointed **Rick Penkert** as national account manager
- Italy's **Mantovani Global Services** has taken a 150t **Liebherr LTM 1150-5.3**



Rick Penkert

- Germany's **Gräber** has taken 15 46ft **Aichi SP14DJ** telescopic boom lifts
- **Manitowoc** has donated a crane simulator to the **IUOE International Training and Education Center** in Texas
- UK based **JMS** has taken seven **AlmaCrawler** tracked booms and scissors
- UK's **DSM Contract Lifting** has taken a fourth 12t **Böcker AK 52** truck crane



John Davis

- **John Davis of Custom Equipment/Hy-brid Lifts** has died
- **Jekko** has appointed **SkyJacks** as dealer for its cranes in South Africa
- **Palfinger** has upgraded its aerial lift facility in Löbau, Germany
- **Hy-Brid Lifts/Custom Equipment** has appointed **Gary Coke** as sales director S. Central USA



Gary Coke

- **Mammoet Australia** has adopted a 'hands-free lifting' policy
- In Belgium **Dufour** has acquired crane company **Jean Boutique**
- Ireland's **CP Hire** has taken more **Sinoboom** scissor lifts
- **Sunbelt Rentals** has acquired Washington/Baltimore based **ABC Equipment Rental**
- **Stafford Crane Group** has appointed **Mike Posener** as marketing & business development director



Mike Posener

- **Liebherr** is teaming up with **Krank** to launch an online Used Equipment Marketplace
- Spider lift manufacturer **Platform Basket** has opened **PB Canada** in Toronto
- **Sinoboom** has opened a new facility in Brazil
- Switzerland's **Emil Egger** has taken a 30m **CMC S30** spider lift
- India's **Mtandt** has hosted a PPE fashion show
- Germany's **Franz Bracht** has taken a 35t **Liebherr LTM 1030-2.1**
- California's **Rental Guys** has acquired Sacramento's **Aba Daba Rentals**
- **Tobroco-Giant** has launched the G2700E HD all-electric telescopic loader
- Finland's **Leguan Lifts** has appointed 'Equipment Provider' as distributor for Latvia and Lithuania
- Ireland's **Kevin Keogh Crane Services** has taken a 110t **Liebherr LTM 1110-5.2**
- UK's **Marsh Plant Hire** has taken a 110t LTM 1110-5.2 and four 60t LTM 1060-3.1's

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