

cranes & access

A photograph of an older man with white hair, wearing a dark suit jacket, a light blue shirt, and a tie. He is looking down at a control panel on a red crane. The crane has a perforated metal platform and a black control box with a coiled cable. The background is a clear blue sky. The text 'cranes & access' is overlaid in large white and red letters.

October 2024 Vol.26 issue 6

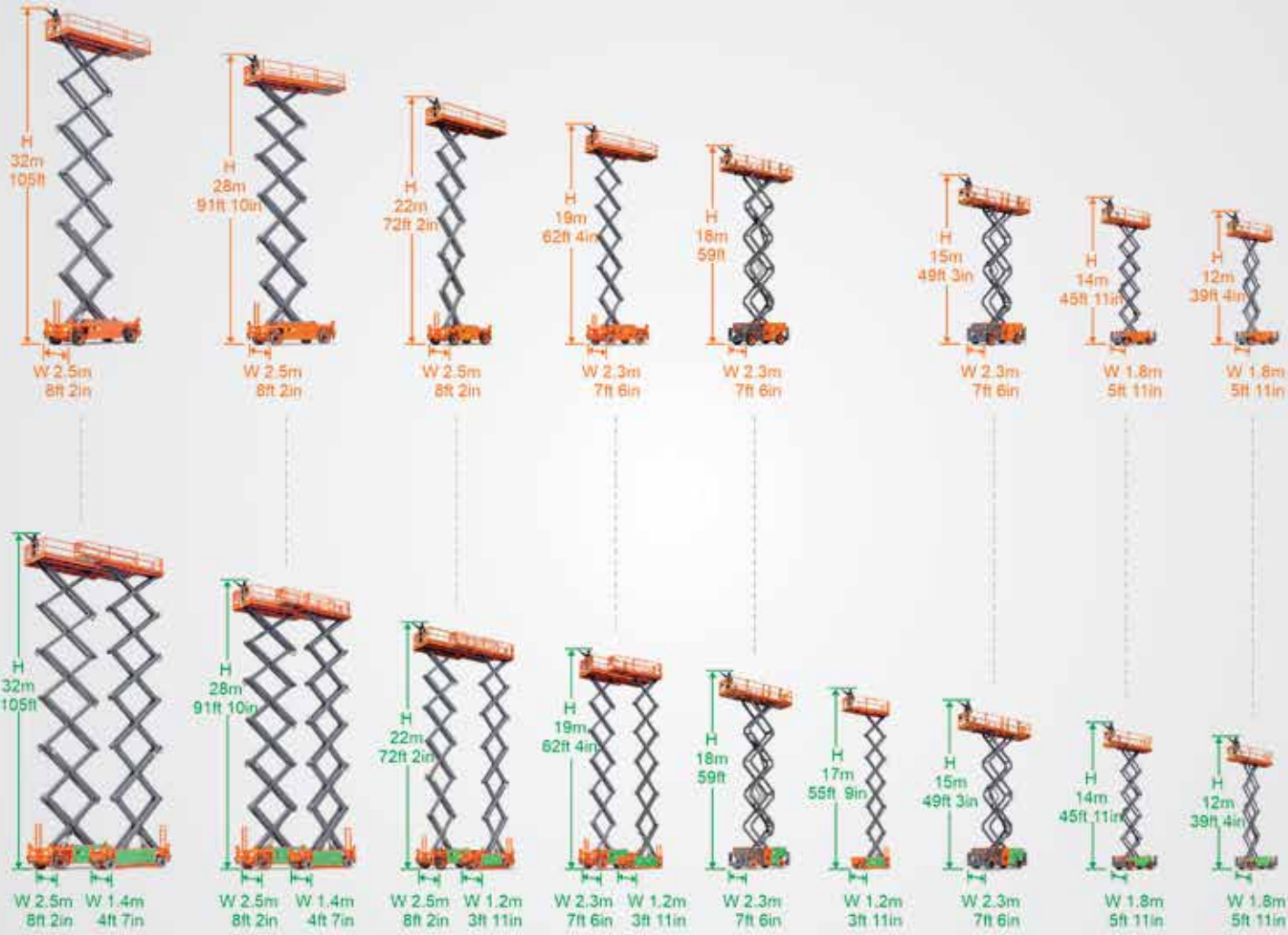
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**TOP 30
RENTAL SURVEY
SPIDER CRANES
ARBORIST'S EQUIPMENT
VERTIKAL DAYS REVIEW**

KG.180 (t)



Heavy Loading
363kg - 1000kg
800lb - 2204lb



Large Scissor Lifts Series

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6

TOP 30 RENTAL COMPANIES		Total
		392
		131
		65
Bryon Crane Hire	64	
Bronzeshield Lifting	62	
Baldwins	72	
Kavanagh Crane Hire	59	
Global Port Services	57	
City Lifting	57	
Davies Crane Hire	56	17



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49



60

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Grove upgrades to GMK 6450-1, XCMG breaks articulated boom record, New Potain Igo, JLG's first electric telehandler, New Link-Belt 200t AT, Liebherr's new MK 120-5.1 mobile Self-Erecting tower crane, Niftylift launches its first telescopic boom lift, Axolift upgrades the Elift 350, Bravi updates low level range, 60ft hybrid boom from XCMG, US customs investigates Sinoboom, LGMG extends mast lift, Liebherr updates luffers, Tadano strike sorted, JLG E scissor improvements, Hiab's new heavy duty crane, New CMC 20m spider lift, LGMG to go direct in UK & Ireland, financials round-up and News Highlights.

TOP 30 17

Our annual UK/Ireland Top 30 rental company fleet survey focuses on the leading crane, aerial lift and telehandler rental companies in the UK and Ireland highlighting how they have dealt with the last year in terms of fleet numbers and investment.

SPIDER CRANES 31

Over the past 20 years or so the spider crane market has transitioned from niche to mainstream as more manufacturers take interest in the growing market. Another emerging product sector is that of the tracked carrier crane. We take a look at some of the manufacturers and their products.

ACCESS EQUIPMENT FOR ARBORISTS 43

Last month's three day forestry and arb show - the APF Exhibition - held at Ragley Estate in Warwickshire, UK, was a good indicator of the access related trends and demands of the professional arborist. Here we review some of the equipment and have a brief round-up of the show.

VERTIKAL DAYS REVIEW 49

This year's Vertikal Days - held for the first time at Newark Showground in Nottinghamshire - was the largest in the show's 17 year history with more than 330 companies represented. Our pictorial review, we hope, will provide a flavour of the annual event.

SUSTAINABILITY 60

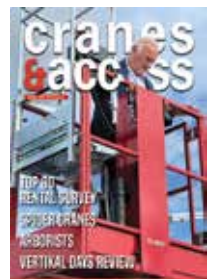
It seems that most companies working in the lifting related markets are looking at how they can operate more sustainably. We take a look at the ways some companies are reducing diesel consumption and reducing CO2 emissions with the use of modern batteries, HVO or hydrogen, or by specifying battery storage units to power tower cranes, mastclimbers and hoists.

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ON THE COVER

Owner and founder of Bravi Platforms - Pierino Bravi - demonstrating a Leonardo HD mast lift at the Vertikal Days show.



IN THE NEXT ISSUE Scheduled for publication at the end of November, the next issue of Cranes & Access will include: Pick & carry and industrial cranes, Truck mounted lifts, Mastclimbers & hoists and Outrigger mats and temporary trackway. 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

MANUFACTURED OR ASSEMBLED?

The US Customs and Border Protection agency (CBP) is investigating allegations that Chinese aerial lift manufacturer Sinoboom has been evading anti-dumping tariffs. This follows a complaint by the Coalition of American Manufacturers of Mobile Access Equipment which claims Sinoboom only carried out minor assembly work in Poland before shipping the 'Polish built' machines to the USA avoiding punitive tariffs on Chinese built platforms. In other words, disputing whether Sinoboom is really manufacturing in Poland or just assembling kits from China?

When we visited Sinoboom's plant in Poznan, Poland this summer we saw first-hand that the units now being built have a very high 'Non-Chinese' content, with European hydraulic and electrical components, scissor arms and counterweights from India, locally made fabrications and batteries from Vietnam. In fact, it is just about possible that some units might contain less Chinese content than some American built machines.

But it raises an interesting question of where a machine is really manufactured. Officially that seems to depend on the importing country's rules on local content percentages... not an easy calculation in the era of global supply chains.

Few manufacturers could ever claim that a product was 100 percent local. Components and materials come from specialist producers all over the world, and a German engine or Italian valve bank might include parts from numerous countries.

Telehandlers are an interesting example as they tend to use the same engines, transmissions and axles, while items such as hydraulic cylinders, wheels, tyres and electrical components are usually bought in. Some may come from suppliers local to the production facility, but some may have been shipped halfway around the globe. For

example, who would have thought that Ukraine was a major producer of wiring harnesses for German cranes or French telehandlers until Russia upset the supply chain, or that Western built construction equipment used so many Asian microchips?

Walk around a modern production facility and you rarely see any heavy machining or fabrication. Most plants simply put together electrical and hydraulic sub-assemblies, paint outsourced fabrications, buy in propriety componentry and then bolt them all altogether.

So how much content makes it local?

Many countries set the percentage of local content required to qualify as a country of origin. Sinoboom says that it is aiming for 75 percent non-Chinese content for its European and Mexican assembly plants. The EU rules of origin for countries it has free trade agreements are complex. Depending on the type of product, it requires at least 40 to 50 percent of local 'added value' as a percentage of the ex-factory price. The USA can be considerably higher, depending on the product and tariff ruling.

Conversely some Chinese built All Terrain cranes have a high level of international content, using high tech steel, engines, transmissions, axles, hydraulics and electric motors from European suppliers. It might be argued that they have enough content to claim European origin...but the point of final assembly remains a key factor no matter how minor the assembly work carried out or how high the local content value.

When it comes down to it, tariff investigations tend to be more political than scientific, aimed at protecting local manufacturers from imports. What they might be overlooking is that these days the rental companies and contractors that buy the equipment can represent a far larger and more critical part of the economy than the manufacturers.

Mark Darwin

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