

cranes & access

July/August 2023 Vol.25 issue 4

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The biggest surprise at APEX last month, was the number of unknown scissor lift manufacturers exhibiting at the show, most of them testing the European market for potential. We take a look at some of the newcomers as part of our round-up of the scissor lift market.

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TreeSmiths was established in 2012 by brothers Ben and Sam Smith and runs a substantial aerial lift fleet. So how come it is the first company in Europe to purchase a 23 metre CMC 23i insulated spider lift and only the second in the world. Mark Darwin went to find out more.

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ON THE COVER

Liebherr dealer Kranimex installed a 40 LC tower crane in the Slovakian capital of Bratislava using a three tonne capacity MI-8T helicopter from heavy haulage specialist Tech-Mont. Full story on page 20



IN THE NEXT ISSUE Scheduled for publication in September, the next issue of Cranes & Access will include the results of the annual Top 30 rental companies survey, Loader cranes, Spider lifts and the latest development in Remote controls and sensors. 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

BLAH BLAH BLAH...

It is rare that a news story emerges that is wrong on so many levels. Unfortunately, one appeared in the UK this month involving two members of a family, innocently involved in a tower crane incident three years ago which destroyed their house and killed their 85 year old aunt. 90 other people were also affected.

As appalling as it was, it would appear that nothing has been resolved since then. The family have no compensation or even a home, an inquest has yet to take place, the Police have not completed their investigation and no report has been published by the Health & Safety Executive.

Leaving aside the reasons why the crane came down - and from all accounts it was fairly obvious - the whole episode has been a complete mess from the start...even removing the crane took six months! However, the evasiveness of those involved is even more painful than listening to someone trying to convince you that blatantly fake news is true.

But perhaps the most surprising comment came from local Member of Parliament Apsana Begum who said: "I support the construction safety campaign... raising concerns about the under-regulation of health & safety in the construction industry". This is alarming given that most in the industry would say the sector is over regulated.

But perhaps her comment is logical for those outside looking in...staggered by the inactivity. However, her comment requesting "that regulators such as the Health & Safety Executive be given the funding and freedom for rigorous enforcement, and investigatory bodies such as the police have the resources to conclude their investigations in a swift manner" may have hit the nail on the head.

Is the lack of progress due to a scarcity of resources in the HSE, Police and the legal system? Whatever the delay, the companies responsible appear to be sheltering behind the system?

The family's solicitor said: "Previous prosecutions by the CPS and HSE have taken a very long time. It's so callous that bereaved families not only suffer the unnecessary and negligent death of a loved one, but then have years of legal nightmares."

We have commented many times on the slow pace that such incidents take the UK authorities to conclude, or even report on. It took the HSE nine years to finalise its investigation and publish a report into the fatal Kimberly boom lift incident on the M25 motorway in 2013.

Why does it take so long? In the USA, OSHA tends to take six months to report and usually conclude its investigations. In Australia the authorities are quick and often issue detailed interim reports, which are released publicly.

The system in the UK is not fit for purpose and either needs adequate funding or a good shake up, so that the innocent parties involved are compensated quickly and correctly, while the accused know where they stand, and the industry can immediately learn and benefit from the mistakes.

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

VALLA LAUNCHES RADIO CONTROLLED CRANES

The Valla division of Manitex is to launch two new pedestrian controlled pick & carry cranes - the 4.6 tonne V46 R and the 13 tonne V130 RX - in October. They join the recently announced seven tonne 70 R and new 10 tonne V100 RX.

The battery electric remote controlled V46 R slots into the range between the current 3.6 tonne V36 R and six tonne V60 R. It features a three section 7.5 metre boom with an optional short luffing jib.

The 13 tonne V130 RX is as compact as its 'sister crane' - the 10 tonne V110 R - and features a 10 metre, three section boom, to which a hydraulically luffing jib can be added. Capacity at full height is seven tonnes, while the capacity at maximum forward reach of six metres from the front bumper is just over three tonnes. Overall width is 1.5 metres with an overall height of 1.95 metres.



'NO OIL' SCISSOR LIFTS FROM ZOOMLION

Chinese manufacturer Zoomlion has announced two new '100% Electric, Zero Leaks' slab electric scissor lifts. The new models - the 14ft ZS0407E and 19ft ZS0607E - both feature direct electric wheel motor drive while using electric linear actuators to operate the steering and platform lift.

Both units have an overall width of 760mm. The overall length of the 14ft is just 1.44 metres putting it in the micro scissor class - while the 19ft is a classic 1.85 metres long. Both have overall stowed heights with guardrails up of more than two metres, but they apparently fold down relatively easily to 1.7 and 1.79 metres respectively. The 14ft ZS0407E has a 600mm roll out platform extension, while the 19 has a more typical 910mm extension.

Features include a real time lift height display - said to be accurate to within three percent - and a load indicator with a live display of the actual load on the platform to within five percent accuracy.



LGMG LITHIUM ION RT SCISSOR

Chinese manufacturer LGMG has launched the SR1623E/SR5390E battery powered Rough Terrain scissor lift. The SR1623E is based on the SR1623D/SR5390D diesel model, with which it shares most of its componentry. The principal difference between the two is that the E uses an electric motor in place of the diesel engine, fed by a large high capacity lithium ion battery pack.

The new model has an overall width of 2.3 metres, an overall length of 4.9 metres, and a working height of 17.9 metres. Dual deck extensions - 1.45 metres at the front and 1.14 metres to the rear - provide a 7.4 metre long extended platform with a maximum platform capacity of 680kg. Four wheel drive, oscillating axles and auto-levelling hydraulic levelling jacks are all standard. Overall weight is around 8,200kg.

The unit tops out LGMG's '23E' series which includes models from 12 metres working height and up to 1,100kg platform capacity.



NEW OWNER FOR CELA

Italian investor Consilium Private Equity fund has acquired the majority stake in Italian Spider lift, truck mounted lift and fire rescue platform manufacturer Cela.

The senior management team of Paolo Troni, Roberto Rocca and Simone Scalabrini will retain a substantial stake in the company - the level of which has not yet been disclosed. Chief executive Paolo Troni will continue to run the business with the additional support of independent advisor Stefano Di Santo, a manager at Haulotte until 2012. Cela has revenues in the region of €45 million and has achieved strong growth over the past couple of years as it has expended its product line and geographic spread.

Paolo Troni said: "The agreement with Consilium represents a further important step for the development of Cela. We are convinced that we have chosen the best partner to help us carry on the path that the company has taken in recent years."



SNORKEL CEO STEPS DOWN

Snorkel and Xtreme Manufacturing chief executive Matthew Elvin has stepped down from his role and left the company. He hands over to Cory Rosencranse who was previously chief operating officer of Ahern Rentals.

In concert with the new appointment the company is restructuring its senior management team. Outgoing chief executive Matt Elvin joined Snorkel in 2010 as president of Australia and New Zealand and was promoted to chief executive in 2015. Rosencranse joined Ahern Rentals in 2016

as vice president of operations and was promoted to chief development officer in 2019 and then chief operating officer.



Matthew Elvin



Cory Rosencranse

FIRST CBG 500 E FOR ZHD STEVEDORES

Dutch company ZHD Stevedores has purchased the first of Liebherr's new CBG 500 E electric transshipment crane, unveiled last year.

The crane - scheduled for delivery in October with operations due to start in December or January - features a 50 metre boom, and can handle 105 tonnes on the hook, or 90 tonnes with the bulk grab attachment, with a transfer performance of 2,000 tonnes of bulk product per hour.

ZHD Stevedores has been providing stevedoring services since 1968, operating in the Rotterdam-Rijnmond area using both mobile harbour and floating cranes.



JLG REDESIGNS SKYTRAK TELEHANDLERS

JLG has started redesigning its North American SkyTrak telehandler line improving functionality, adding new technology and improving serviceability. The first machines will be the 6,000lbs/2,700kg 6034 and 6042 models with lift heights of 34ft/10.4m and 42ft/12.8m respectively. Forward reach is 23ft/7m and 29ft/8.8m.

The 6034 telehandler replaces the 6036 model, while the 6042 has been updated from the current model with the new features. The units are lighter at 14,500lbs/6,600kg and 19,100lbs/8,660kg with an 'optimised' frame structure allowing three 6034s or two 6042s to be hauled on a trailer. The 6034 is light enough to be transported with a standard pickup truck and trailer in North America.

Options include an enclosed cab with air conditioning and single joystick 'electric over hydraulic' controls with the auxiliary hydraulic function and attachment tilt built in for improved productivity. A new advanced control system allows for more options such as load stability indication (LSI), seatbelt engagement and operator presence, along with improved diagnostics. The new cab features a large LCD display with single page load charts. Power comes from a Deutz diesel that doesn't require exhaust fluid, driving a hydrostatic transmission. A multi-reverse day/night camera system features left and right-side backup cameras and a tri-view monitor. Service enhancements include a 30 percent reduction on hydraulic hoses and connections, and a top mounted telescopic cylinder.



Skytrak 6042

PM'S LAUNCHES HEAVY LIFT CRANE

Italian loader crane manufacturer PM has launched the 59.4 tonne/metre 70.5 SP for installation on 32 or 44 tonne chassis with new features aimed at increasing efficiency and safety. Maximum capacity is just over 13 tonnes at a radius of 4.55 metres. Maximum tip height is 34.8 metres with a capacity of 580kg, which it can also handle at the maximum radius of 31.6 metres with the full eight section boom and seven section jib.

A notable feature is the 'Smart Winch' which automatically co-ordinates the winch operation in synchronisation with the boom and jib telescoping, preventing two-block situations. It also includes 'Auto-Folding'/automatic crane stowage activated by pressing a button on the remote controller, reducing the risk of damaging the crane or truck/attachments during folding and unfolding of the crane, especially when the jib or other more complex attachments are installed.

The features will shortly be available on all medium to large PM cranes with a digital interface. PM is also working on a load control device that helps limit or prevent load sway and swing caused by abrupt operation.



TWO 650 TONNE TADANO CRAWLERS

Tadano is finding renewed interest in its 650 tonne CC38.650-1 - previously the Demag CC3800-1. The latest sales include a unit delivered to Nordic Crane of Norway and another scheduled for delivery to UK heavy lift and rigging company Osprey later this year.

The 650 tonne crane is rated at a 12 metre radius and comes with a 171 metre main boom and 193 metre maximum tip height. Nordic's new crane went straight to work lifting two 54 metre long, seven metre wide, 135 tonne road bridges in Lysaker, near Oslo, Norway.

The Osprey crane is its second CC 38.650-1/CC3800-1 and features a Stage V power unit.



Nordic Crane's CC38.650-1 fully rigged



Nordic Crane's CC38.650-1 with full stick

PLATFORM BASKET FOR INDONESIAN RAIL

A delegation from Indonesian railway company KAI and railway supply company CBP visited the Platform Basket factory and offices in Poviglio, Italy to carry out the first unit inspection of an order for a number of 40ft RR14 Evo 3-400 specialist road-rail self-propelled articulated boom lifts.

The RR14 Evo 3-400 has a working height of 14.1 metres, an outreach of 9.3 metres at an up & over height of four metres, with a maximum platform capacity of 400kg. The booms can work equally well on wheels or rail tracks, where the automatic self-levelling of the superstructure allows them to operate safely on banked and inclined tracks.



The RR14 Evo 3-400

LEGUAN ADDS CAPACITY

Finnish aerial lift manufacturer Leguan Lifts has restructured and expanded its spider lift production lines leading to the recruitment of 25 additional employees. Managing director Esa Vuorla said: "This move aligns us with our long term growth objectives. With the added workforce and full control of the assembly process, we are confident in our ability to enhance efficiency."



MORE CRANES FOR BALDWINS

Baldwins Crane Hire in the UK has purchased six more large All Terrain cranes as part of a 'strategic fleet investment programme'.

The latest units include two 120 tonne four axle Liebherr LTM1120-4.1 with 66 metre main booms, four five axle Grove All Terrains - two 120 tonne GMK 5120L with seven section 66 metre main booms, topped by a 9.4 to 16 metres bi-fold swingaway extension, and two 250 tonne GMK 5250XL which boast a 78.5 metre eight section main boom plus a 17.8 metre bi-fold swingaway extension that can be extended to 33.8 metres with additional inserts offering a maximum tip height of 109 metres. They join the company's second 450 tonne Liebherr LTM 1450-8.1 delivered at the end of last year.



Baldwins' new Grove GMK 5120L

ADASTRA CALLS IN THE ADMINISTRATORS

UK mastclimber and hoist rental company Adastra Access Ltd has appointed a joint administrator to decide its future. Sister company Yorkshire Hoists remains a separate corporate entity and is, we understand, not affected by the administration. The joint administrators are Glasgow based Blair Carnegie Nimmo and Edinburgh based Alistair McAlinden.

Based in the West Midlands Adastra had revenues in 2021 of £5.5 million, with a pre-tax profit of £770,000. It works throughout the UK with a fleet of around 400 mastclimbers with platform capacities up to 5,000kg. The company also provides suspended platforms and monorail systems.

70 MULTITEL TRUCK MOUNTS FOR BOELS

Dutch international rental group Boels has ordered 70, 3.5 tonne truck mounted lifts from Multitel Pagliero.

Negotiated earlier this year, the first units are now beginning to arrive at Boels' facilities in Belgium, the Netherlands, Italy, Austria, and the Nordic countries. All 70 models will be equipped with Multitel's EVE electronics suite, which helps users of all skill levels operate the machines safely and efficiently, as well as a full telematics system with GPS tracking, machine status display, remote setting of permitted functions and diagnostics.



[[L-R) Ton Brockbernd of Boels with Roberto Marangoni of Multitel and Eric Bergqvist of Boels

HAVE YOUR SAY ON TRAINING

Readers with businesses in the UK, have the chance to 'influence' UK government policies relating to trade skills and education, including the future of the CITB (Construction Industry Training Board) and Engineering Construction Industry Training Board (ECITB). The review is part of a wider programme to ensure that 'Arm's Length Bodies' remain effective and fit for purpose.

The Department for Education wants to hear from employers regarding the CITB levy, as well as trade bodies and representative groups. The CPA, IPAF, PASMA and ALLMI will provide their own feedback, but members are also encouraged to respond directly based on their experience with the CITB.

The consultation can be accessed via: <https://consult.education.gov.uk/corporate-sponsorship/industry-training-board-review-call-for-evidence> and closes on the 25th of August.

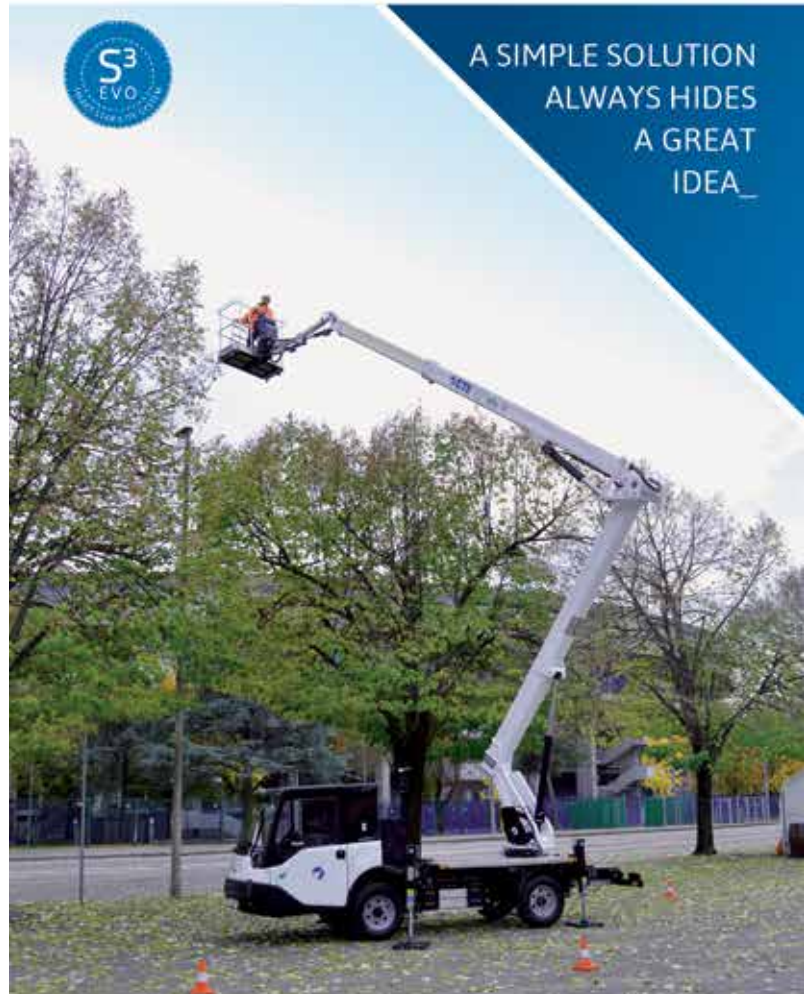


NEW SPIDER LIFT COMPANY

Dean Hobbs, owner of HBS Electrical Services, in the UK has established a new business - HBS Access. Both companies are based in Walpole St Andrew, in Norfolk.

Hobbs established HBS Electrical Services in 2018 to specialise in commercial and domestic installation, testing, inspecting and emergency lighting,

becoming a regular user of aerial work platforms and in particular spider lifts along the way. Last year he purchased his own machine, a 22 metre CMC S22HD, and was surprised by local rental demand for it. He has now acquired a second machine, a 23 metre CMC S23, and set up the rental company.



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BÖCKER CELEBRATES 65 YEARS

German aluminium truck, trailer crane and hoist manufacturer, Böcker celebrated its 65th anniversary with an event for employees and ex-employees at its headquarters in Werne, Germany.

The family-owned company was established in 1958 by master blacksmith Albert Böcker, in Werne to the north of Dortmund. Albert's son Robert took over in 1990 and continued to expand the business including establishing Alp Lift. Sadly, he passed away prematurely in 2014 with the business now run by his son Alexander Böcker who has continued to develop the mobile crane product line, expand production and exports.

Böcker entered the crane market with the launch of a lightweight, aluminium boomed truck mounted crane in 1989 followed in 1997 with a trailer crane. It expanded its range to rack & pinion hoists in 2005 and now employs around 500.



The original factory in 1958



A truck mounted Böcker hoist - 1969



The Böcker AK25 - 1989

10,000TH OVERWATCH

Australian safety systems supplier, EQSS (Equipment Safety Systems) has delivered its 10,000th OverWatch secondary guarding solution for scissor lifts. The system is based on a Lidar sensor which uses an infrared light beam to track the operator's movements and determine if an operator has moved abruptly or is in a dangerous position, either of which will immediately stop the machine.

Launched in Australia in 2020, it claims it can be installed in around 20 minutes on machines from manufacturers that have approved the system, which includes all major companies. The system was introduced to Europe just over a year ago and is now CE certified. Haulotte is the first manufacturer to offer it as a factory installed option on new scissor lifts produced in France and China.



EQSS presented commemorative trophies to manufacturers and rental companies at the HIRE 23 exhibition in Sydney. (L-R) Damien Gautier of Haulotte, Scott Daly of JLG, Andrew Delahunt of EQSS, Peter Davis of Coates Hire, James Nightingale of Skyreach, Keith Clarke of Haulotte, Kieren Grogan of EQSS and Shaun O'Brien of Genie.

FIRST VTX-240 FOR STATECH

Czech aerial lift sales and rental company Statech has purchased the first 24 metre Versalift VTX-240 truck mounted lift on a Mercedes Sprinter chassis in the Czech Republic.

The VTX-240 features a three section telescopic riser topped by a three section telescopic boom and end mounted platform with variable outrigger set up, a working height of 24.2 metres and maximum outreach of 12.5 metres at an up and over height of 11.5 metres with a platform capacity of 220kg.

Statech was founded in 2005 and is the Genie distributor for Central and Eastern Europe while also offering Ommelift, Ruthmann, Magni and Versalift.



TYPE APPROVAL FOR CPL TRANSITS

CPL - the UK subsidiary of French aerial lift manufacturer Klubb - has obtained European Type Approvals for its Ford Transit van mounted platforms. Its 13.8 metre K38P features a two section boom topped by an articulating jib and offers eight metres of outreach with 100kg, while the 200kg maximum capacity is available up to 6.5 metres. Cargo payload is 320kg.

Managing director Paul Murphy said: "European Type Approval ensures our vehicles comply fully with European regulations in terms of safety and energy efficiency, but also ensures customers lead times are kept to a minimum, as we do not have to wait for IVA dates."

The company has also started applying the UKCA mark alongside the CE mark on its 13.1 metre P130A pick up mounted platforms.



FAMILY TAKES LEGAL ACTION OVER CRANE COLLAPSE

A family involved in a fatal tower crane incident in London, UK in 2020 is suing the companies that it believes are responsible. Mother and son Jacqueline and Sam Atkinson lived in a house in Bow which was demolished by a falling tower crane in July 2020, killing their 85 year old aunt, June Harvey. The two have taken legal action in the absence of any answers or resolution three years after the incident occurred. The pair blame Swan Housing Association and its subsidiary, Swan Commercial Services, along with consulting engineer PGCS Partnership which filed for voluntary liquidation last year. The crane was owned and erected by HTC which, according to the plaintiff, has been found not to be at fault at all.

In brief, the complaint says the free standing tower crane, with a counterweighted base, had a tower height of 26.5 metres and a 35 metre jib. Swan originally proposed to erect the crane on compressed fill with large outrigger mats. HTC rejected that concept and insisted on an engineered concrete base. The engineers PGCS designed four, two metre square reinforced concrete pads, one under each levelling jack. However, it changed the design after they were manufactured. So, a decision was taken to retrofit them with the additional reinforcing bars, which left an unreinforced gap in the centre of the pads.

As the crane installation was completed, one of the pads "failed" causing the crane to overturn rearwards and land on the homes opposite. June Harvey was upstairs in her home at the time and suffered a direct hit.

The crane was left in place until December of that year. According to the Atkinsons, the companies directly involved did not ensure that they were properly rehoused or offered treatment for the Post Traumatic Stress Disorder from which they were both suffering

An Inquest has yet to take place. The Police have not completed their investigations and no report has been published by the Health & Safety Executive.



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FINANCIALS ROUND-UP

Peinemann acquires Doornbos access fleet

Dutch rental company Peinemann has acquired the aerial work platform division of Doornbos Equipment including its fleet of 800 aerial work platforms. This takes Peinemann's aerial platform fleet to 1,800 units. The overall Peinemann rental fleet now numbers almost 6,000 machines.



Sunbelt buys in California

Sunbelt Rentals in the US has acquired the equipment rental assets of Elms Equipment Rental in California which was founded in 1966 and is based in Brawley near the central southern border with Mexico. Sunbelt will take over all of the regular equipment rental fleet, the staff involved with that business and will operate from Elms' three locations under the Sunbelt Rentals banner.



Strong first half for Bravi

Italian manufacturer Bravi has posted a record first half in terms of sales of new machines for the six months to the end of June, with revenues up 22 percent to just over €15 million. Sales of the Leonardo HD model accounted for 56 percent of the total, followed by the Sprint at 36 percent.



Mateco acquires H&M

German international rental group Mateco has acquired access rental company H&M Arbeitsbühnen which runs a fleet of more than 150 work platforms including boom lifts, truck mounts, trailer lifts, Almac crawlers and scissor lifts, as well as telehandlers and material lifts. It operates from three locations - Husum, Flensburg and Rendsburg.



Riwal extends credit facility

Riwal has extended its €300 million Revolving Credit Facility for a further two years. The interest rate payable will depend on the company's year on year sustainability performance improvement.



Lou-Tec takes MKS Equipments

Canadian rental company Lou-Tec has acquired aerial lift rental company MKS Équipements from Marco Simard. MKS is based in Jonquière, north of Quebec City, and covers the entire Saguenay Lac-Saint-Jean region taking Lou-Tec into new territory. It was established in 2016 and its fleet includes boom lifts, scissors, spider lifts, telehandlers and forklifts. The location will continue to trade as MKS Équipements with current employees and management under the leadership of president Marco Simard, who also becomes a regional sales manager for Lou-Tec.



Another acquisition for Mollo

Italian rental company Mollo Noleggio has acquired aerial lift and telehandler rental company Manetta Noleggi, based in Mosciano Sant'Angelo on Italy's central east coast.

This latest acquisition takes Mollo into the Abruzzo region of Italy and provides its 50th location. Manetta was established in 1999 and runs an extensive aerial lift fleet with booms, scissor lifts, spider lifts and truck mounts, as well as 360 degree telehandlers.



Sarens buys into Zanetti

Belgian international crane and heavy lift company Sarens and Italian entrepreneur Carlo Fagioli's Effe Holding business are acquiring a minority stake in Italian lifting solutions company Zanetti Solution which has 50 years of experience in custom heavy lift and rigging solutions, including jacking, skidding, testing, weighing and heavy transport for the Oil & Gas, wind power and shipyard sectors.



Hirepro acquires Upward

UK rental group HirePro Holdings has acquired Upward Powered Access from Paul Johnson and Tim Ward, in a deal brokered by The Hire Exchange. HirePro - which



also owns Liftright Access and Surrey Hire - was incorporated in 2021 and is owned by Roland Llewellyn and Mathew Williams.

Moratorium for Aspire

UK rental company Aspire has filed for protection from its creditors via a 'Notice of Intention to Appoint an Administrator' which gives the company a 10 day period in which to raise funds or find an investor to provide additional liquidity that will allow the company to keep going without entering administration.

In 2022 Aspire had a negative working capital of £4.3 million, total assets of £14.5 million and a tangible net worth of £560,000. We understand that the company has a debt pile in the region of £8 million and needs an injection of between two and three million to restructure its financial position.



Two more acquisitions from Coopers

Canadian rental company Cooper Equipment Rentals has acquired Warner Rentals in British Columbia and Scotty's Rentals and Landscaping of Alberta, adding to its network in western Canada. Warner Rentals was established in 1975 by Ralph Warner and operates from five locations. Founded in 2007, Scotty's is based in Rock View County, Alberta and owned by Peter Jensen.



Simplex acquires Skytec Rentals

Canadian rental company Location d'outils Simplex/Simplex Equipment Rental, has acquired Skytec Rentals of Hamilton, Ontario, the first step in an expansion programme into Ontario. Simplex is based in Quebec City and runs 34 branches in the province, with around 550 employees, with a substantial fleet of booms, scissor lifts and telehandlers.



MANITOU'S NEW SHIPPING FACILITY

Manitou has opened a new 2,500 square metre, €3.7 million final inspection facility complete with eight integrated loading docks for machines it manufactures at its plant in Ancenis, France. The facility includes more than 1,300 square metres of rooftop solar panels and is staffed by 30 employees with the capacity to ship around 50 machines a day.

The investment is part of the company's project to redevelop its French plants, improving working conditions for employees and suppliers, as well as productivity. The loading docks are all completely undercover, making loading of delivery trucks safer and more efficient.



The new building



The loading is now all under cover



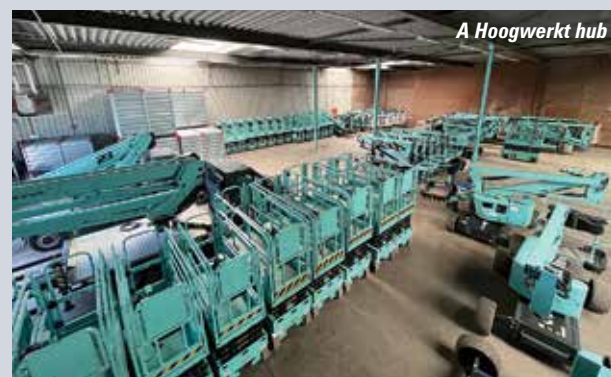
DISRUPTER GOES TRADITIONAL

Hoogwerkt, the Dutch powered access rental company that entered the market in 2018, is changing its strategy to become a classic 'delivery only' rental company.

Hoogwerkt was established with an all lithium electric powered fleet and the idea that customers would order their rental equipment online and collect the equipment from pick up locations - which at one point numbered 18 - with trailers provided if needed. The company 'evolved' its format over the years after struggling with its disruption plan but is now shifting to an all delivery model based on five hubs across the Netherlands.

Founder and managing director Arnold Grootveld said: "In order to offer quality and support our customers as much as possible, we are switching to delivery only. We always operate on the basis of the right machines in the right place. But when a customer picks up their order, you don't always have complete certainty about that."

As part of the transition the company will sell off surplus machines and reinvest the funds raised. The used machines will be sold through the auction websites of Troostwijk Auctions and Onlineveilingmeester.nl.



A Hoogwerkt hub

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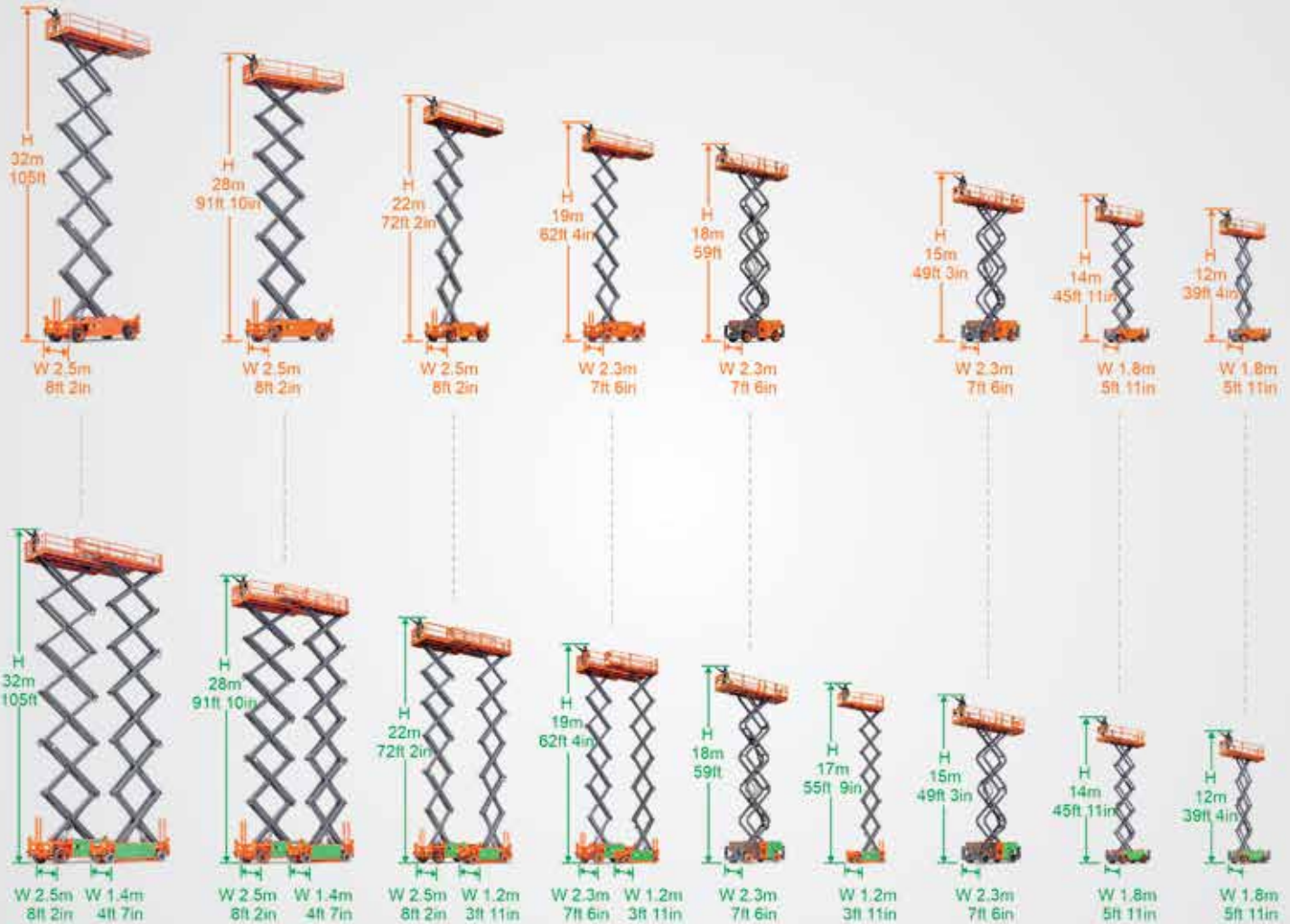
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NEWS HIGHLIGHTS

■ UK rental company **ABA Crane Hire** has taken a 180 tonne **Liebherr** LTM 1160-5.2 All Terrain crane

■ UK van mounted lift manufacturer **Aldercote** has appointed **Chris Hughes** as service manager



Chris
Hughes

■ The **mewp training centre** in the UK has been approved for IPAF CAP (Competent Assessed Person) training courses, becoming the only non-affiliated company to offer the course

■ US low level scissor lift manufacturer **Hy-Brid Lifts** has appointed **John Davis** as director of sales for the south central United States



John
Davis

■ The online crane rental platform **Mycrane** has secured further unspecified funding for its plans to disrupt the heavy lift crane rental market

■ South African rental company **Marlboro Crane Hire** has taken delivery of an 80 tonne **Tadano** AC 4.080-1

■ UK rental company **Spence Crane Hire** celebrated its 40th anniversary with the delivery of a new **Liebherr** 150 tonne LTM 1150-5.3

■ Italian contractor **Edil Bonaccorso** has taken a 52 metre **Palazzani** Ragno XTJ 52+

■ **Dick Koberg**, founder of **Dica** outrigger mats, has died



Dick
Koberg

■ Italian rental and roadside recovery company **Fratelli Zallocco** has taken three **Multitel** articulated truck mounted platforms

■ German crane rental company **Ulferts & Wittrock** has taken a **Liebherr** LTM 1650-8.1



Danny
Williams

■ **Foster Cranes** has appointed **Danny Williams** as sales and marketing director

■ The **Access Alliance** - UK association of independently owned rental companies - visited **Haulotte** HQ in France last month

■ Italian low level work platform manufacturer **Gromet** has appointed **Everest** as the distributor for **Axolift** low level lifts in France

■ **Rita Barnes**, the wife of crane industry veteran **Barry Barnes** of Demag/Terex, has died



Rita
Barnes

■ **Gerken** has added 100 **JLG/Power Towers** Ecolift and Pecolifts to its rental fleet

■ German crane rental company **Weiland Kran & Transport** has taken a **Tadano** AC 2.040-1

■ **Platform Basket** has appointed **Nexa Global Infra Solutions** and its owner **Anirban Ghoshas** its sales agent for India, Nepal, Bangladesh, Sri Lanka and Bhutan

■ **Unic** master distributor for Europe, **GGR**, has appointed **Liffey Crane Hire** of Dublin as its dealer in Ireland

■ **Hüffermann Krandienst** has taken 30 new **Böcker** trailer cranes mostly AHK 30 and AHK 36

■ **Manitou** has opened a new final inspection facility compete with eight built in loading docks at its plant in **Ancenis**, France

■ Italian spider lift manufacturer **Easy Lift** has appointed **Ertek Cam** as its distributor for Turkey

■ **Konecranes** is to supply container handling equipment for a new terminal in Copenhagen

■ UK crane rental/lift planner **AnR Specialists** has taken a **Böcker** AK46/6000

■ UK heavy lift and rigging company **Osprey** has ordered a 650 tonne **Tadano** CC 38.650-1

■ Telehandler manufacturer **Bobcat** has appointed **Gary Hornbacher** as president for Europe, Middle East and Africa



Gary
Hornbacher

■ South Africa's **Access World** has ordered four **Kalmar** Eco reachstackers and two 'Essential' empty container handlers

■ UK load carrier manufacturer **Tracked Carriers** has appointed sales and rental company **Thovo** as its distributor for Sweden

■ UK aerial lift rental company **AFI** has taken 100 **Zoomlion** booms and scissors

■ **Baldwins Crane Hire** of the UK has purchased six more cranes as part of its strategic fleet investment programme

■ German aluminium truck and trailer crane and hoist manufacturer, **Böcker** has celebrated its 65th anniversary.



Andy
Cahill

■ Crane sales company **Foster Cranes** has appointed **Andy Cahill** as sales manager

■ **Dean Hobbs** of HBS Electrical Services has established a new associated company - **HBS Access**.

■ **Magni Telescopic Handlers** has appointed **Taylor Machine Works** as dealer for Mississippi, western Arkansas and parts of Louisiana

■ **Azimut Construction** has taken a **Potain** MCT 275 flat top tower crane

■ Brazil's **Guindastes Centro Oeste** has taken the first 230t **Liebherr** LTM 1230-5.1 in the country

■ Three of **Mammoet's** lift ring cranes are currently working on energy projects in **India**

■ **LGMG** has relocated its North American headquarters to a brand new facility in **Dallas, Texas**

■ UK rental company **Charles Wilson** has acquired **MTS Plant Hire** of Wakefield, West Yorkshire

■ **Snorkel** and **Xtreme Manufacturing** chief executive **Matthew Elvin** has stepped down and left the company, **Cory Rosencranse** has taken over.



Matthew
Elvin



Cory
Rosencranse

■ **HSS Ireland** has taken delivery of 100, 19ft **Genie** GS-1932 E-Drive scissor lifts

■ Italian investor **Consilium Private Equity** fund has acquired a majority stake in Italian aerial lift and fire rescue platform manufacturer **Cela**

■ UK rental company **Speedy** has placed a £9 million order for the new **Niftylift** hydrogen powered booms lifts and agreed a three year UK exclusivity deal

■ Dutch international rental group **Boels** has ordered 70 truck mounted lifts from **Multitel Pagliero**

■ Chinese manufacturer **LGMG** has launched the SR1623E/SR5390E battery powered Rough Terrain scissor lift

■ **Pete Smith Crane Rental & Rigging** of Toronto has taken delivery of the first **Tadano** AC 4.080-1 to arrive in Canada

■ **Versalift UK** has gained **Ford Pro Converter** certification

■ Spanish company **Grúas Alhambra** has taken the first 300 tonne **Liebherr** LTM 1300-6.3 All Terrain on the Iberian Peninsula

■ Australian rental company **United Access and Forklift Solutions** has taken delivery of three 133ft **Haulotte** HT43RTJ Pros telescopic boom lifts

■ UK rental group **HirePro Holdings** has acquired **Upward Powered Access** from **Paul Johnson** and **Tim Ward** in a deal brokered by **The Hire Exchange**

■ **CPL** - the UK subsidiary of **Klubb** - has obtained European Type Approvals for its Ford Transit van mounted work platforms

■ German international rental company **Mateco** has appointed **Alexander Bradfisch** as chief executive



Alexander
Bradfisch

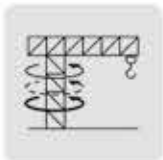
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The LT14.14RD-XP in road transport configuration



The Trailer Crane Company displayed the LT14.14RD at Plantworx in the UK

TRAILER BLAZING TOWERS

The use of self-erecting tower cranes varies enormously from country to country but does seem to be spreading. In the UK, where the concept is far from widely adopted, Robert Bird of Ladybird Cranes has been something of a pioneer. In his latest move he has started importing MiDi self-erectors from Spain, in particular the smaller models that can be easily towed to site. Nick Johnson reports.

Bird has formed a new subsidiary to market the cranes - the Trailer Crane Company - focusing on three LT models from the MiDi range, which, he says, complement the larger Potain self-erectors in the Ladybird Cranes rental fleet.

Manufactured by Euro Crane of Zaragoza, the small cranes have been marketed under the MiDi brand since 2008. The company was established by the Sarasa brothers in 1965 as Industrias Hersa in the La Quimica district of Zaragoza with the first 500kg crane launched in 1966.

"The launch has generated strong interest in the cranes from small builders, roofing contractors and solar panel installers who recognise the advantages of easy towability to site, fast erection and convenient up and over, direct load placement," says Bird.

Two models were displayed at the recent Plantworx exhibition, the LT14.14RD and the LT14.14RD-XP with outrigger footprints of 4.4 by 4.4 metres and 5.2 by 5.2 metres respectively. Both remote controlled cranes have a capacity of 1,500kg and can lift 350kg at the 14 metre maximum radius to a maximum height of 14.1 metres with the jib horizontal.

Carried on a special four wheeled trailer made by Iberica Remolques, the LT14.14RD-XP was exhibited behind a 4x4 Landrover 90, which is capable, but Bird recommends a slightly larger 4x4 vehicle such as a Ford Ranger or a Landrover 110 to provide the optimum towing performance.

For road transport, the LT14.14RD-XP weighs in at 3,500kg with its 540kg counterweight slab on board and ready to work. With its smaller outrigger base the LT14.14RD is towed with

600kg of counterweight, with up to two tonnes of additional ballast added to provide the crane's maximum load chart. The extra 400kg and 200kg slabs are installed with an onboard derrick attachment.

The fully erected LT14.14RDs outer jib section can be hinged back to provide a 650kg capacity at an 8.15 metre radius - the shorter jib can also be useful to combat oversailing issues.

With a power requirement of 230V, 50Hz, 16Amp and 4kVA, the LT14.14RD can luff its jib by up to 30 degrees and in this configuration 550kg can be taken out to eight metres and 415kg to its maximum of 12.1 metres with the maximum hook height of 20.8 metres.

The LT14.14RD has an informative OMRON touch display inside its control cabinet showing the counterweight installed, the selected jib configuration and the resulting load chart. The crane has an effective load moment indicator together with an array of limits and there is a remote diagnostics capability.

Once the outriggers are set and it is fully ballasted, the LT14.14RD takes only seven minutes to unfold and achieve its maximum height and outreach. Hydraulic outrigger jacks with automatic levelling are optional.

LOTS OF INTEREST

Bird reports that interest has been shown in the larger LT15.7 model which also lifts up to 1,500kg. This crane provides a greater hook height at 22 metres and can handle 510kg at a maximum radius of 17 metres. Towing weight remains 3,500kg.



Each crane comes complete with an OMRON touch display screen in the control cabinet



Robert Bird with the Autec remote control unit

To complement its MiDi cranes, the company offers a range of lightweight accessories from Kranmeister in Germany. They include a 630kg capacity tile clamp, a 500 litre tipping skip, 500kg brick forks and a two person lifting cage.

A builder has already expressed interest on using the LT14.14RD cranes for home extension projects. One of the cranes will be displayed at the Black Isle Show in Muir of Ord in early August in conjunction with a new Scottish dealer Caledonian Cranes of Inverurie. ■



The tower crane unloads materials from trucks parked in a compound at the bottom of the Castle Mound

CASTLE CRANE

A Jaso J160.10 tower crane is proving invaluable at Norwich Castle in the UK assisting with the recreation of the original Norman palace inside the ancient building's Keep. Nick Johnson reports.

Norwich, the county town of Norfolk, still has a skyline dominated by historic buildings including the imposing 22 metre medieval stone castle proudly sitting on top of its 18 metre high motte in the city centre. Having dominated the Norwich skyline for more than 900 years, the castle is undergoing work to recreate the layout of the royal palace originally created within the Keep by William the Conqueror's son Henry I in 1121 - with support from the National Lottery Heritage Fund amongst others.

Main contractor Morgan Sindall Construction is using a Jaso J160.10 saddle jib tower crane rented from local company Falcon Tower Crane Services, for work on the £14.9 million transformation of the building's historic heart - the Keep. Since 1894, the castle has been used as a museum and art gallery.

The challenges facing Morgan Sindall include limited access for materials and the constraints of working on the Grade 1 listed Keep and the Castle Mound - a Scheduled Ancient Monument - requiring an archaeologist to be present when any material is excavated.

As the access bridge to the Castle across the former moat has a seven tonne weight limit the contractor decided to install a tower crane so that delivery trucks could be unloaded from a 'Contractors compound' created at the bottom of the Mound. This also allows site vehicles to be kept separate from members of the public visiting the museum and galleries that remain open.

Special permission had to be obtained to construct the foundation for the crane. Then a small Klemm 702 CFA tracked piling rig - light enough to cross the bridge - installed nine 300mm diameter piles 20 metres down through the ancient Mound to support the four metre square tower crane foundation.

The Jaso J160.10 was erected by Falcon in October 2020 using a 300 tonne Grove GMK6300L from Bronzeshield Lifting.

The tower crane has a maximum hook height of 31.9 metres achieved using a combination of 1.7 metre square lower and 1.5 metre square upper sections. With some 275 tower cranes in its fleet, Falcon now marks all tower sections with a unique identification number and barcode, allowing it to track the location of its 3,000 sections and record their usage. The crane has a 45 metre jib with a jib tip capacity of 3,200kg, with five tonnes capacity at 30.7 metres.

The roof of the ancient Keep remains in place during reconstruction, keeping the building weatherproof. This means that a special ground floor entrance had to be hewn through the building's three metre thick wall to allow old materials to be removed and new materials - including the steelwork for the new internal floors - to be moved in.

The Jaso crane moves material to and from delivery trucks or builders' skips in the Contractors' compound on the south side of the site, with loads moved over a designated route to



The Jaso J160.10

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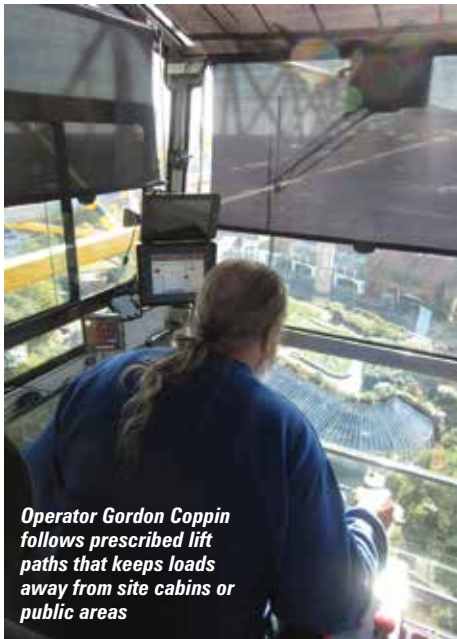


81 K.1

Max. hook height	40.40 m
Max. lifting capacity	6,000 kg
Max. radius	48.00 m
Lifting capacity at max. radius	1,350 kg



Contractor Morgan Sindall constructed a static base for the Jaso on top of the Mound beside the Keep



Operator Gordon Coppin follows prescribed lift paths that keeps loads away from site cabins or public areas



The exposed position of the tower crane means that accurate wind speed measurement is essential

an area outside the Northwest corner of the Keep close to the new entrance. Automatic zoning is not being used so it is down to Falcon's crane operator Gordon Coppin to follow prescribed lift paths.

Once new materials have been delivered by the crane to the North West entrance, they are wheeled into the building on trolleys. Internal assembly of the new steelwork by Croftons Engineering has been carried out with the aid of a five tonne Jekko SPX650 spider crane that was

narrow enough to pass through the new entrance. The exposed position of the tower crane means that accurate wind speed measurement is essential. Falcon uses Windcrane System made by Logic Energy of Kilmarnock in Scotland. Originally designed for use on wind farms, the system provides the operator with a live, in cab display of wind speed - with visual and audible alarms - and also remote transmission of wind speed data to the crane user and owner. The visual alarm warns of moderate wind speeds and

sounds when the maximum speed of 38mph is reached.

Wind speed information is recorded at 10 minute intervals throughout the day, and then used to compile weekly reports complete with a forecast for the coming week.

The Jaso crane is a far cry from the lifting devices that were used by the castle's original builders - probably a form of treadmill powered windlass crane. The project is scheduled for completion in time for next Easter. ■

OVER THE BRATISLAVA ROOFTOPS

When Liebherr dealer Kranimex was asked to install a 40 LC tower crane on a city centre site in the Slovakian capital Bratislava, the question was how? After much planning it selected a helicopter to lift transport crane sections.

The Liebherr 40 LC is now helping build new apartments in an up and coming area in central Bratislava. However, the project had no direct road access and the job would have required at least a 350 tonne All Terrain crane with full boom and extensions and would have necessitated the suspension of the tram service, including the removal of the overhead power lines. In collaboration with heavy haulage specialist Tech-Mont, using a helicopter proved the best solution.

HEAVY CRANE ELEMENTS

The challenging assembly took a total of two days using an MI-8T helicopter with a three tonne lifting capacity - the heaviest component was the 2,750kg slewing platform. The helicopter collected the tower sections, jib and counter jib, from a temporary storage location by the Danube and

flew them over the city's rooftops to the site -11 flights in total. Crane erectors from Kranimex carried out the installation.

NARROW TOWER SYSTEM

The Liebherr 40 LC has a 25 metre jib and a hook height of 30 metres with a four tonne maximum capacity, allowing it to reach all areas of the site, placing bricks and concrete. The crane's narrow 63 LC tower system, has external dimensions of 1.2 x 1.2 metres and is mounted on space saving foundation anchors. The 40 LC is scheduled to be on site until the end of the year, when it will be dismantled by helicopter and flown back over the rooftops of Bratislava. ■





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A SUB COMPACT OPERATOR HOIST

Chinese hoist manufacturer 3S Lift has launched a new low cost, ultra-compact tower crane operator hoist - the Tower Climber.

The new product is based on a well proven hoist used internally in wind turbine towers, of which more than 150,000 are in use across 61 countries, covered by 100 different certifications. The company used the JDL exhibition in Beaune, France for its European launch - France is one of the countries that requires an elevator for the operator on all but the lowest height tower cranes.

LIFT WITH A DIFFERENCE

The lift is unusual in that it is open with no sides or rear, and comprises two foot pads and two hand grips, all four need to be activated for the elevate and descend functions to work. The hand holds have triggers or buttons while the footpads detect weight. A sliding harness anchor point is also provided. The hoist can be installed within the tower, or even attached to the internal ladder. Upper and lower soft stop controls and buffer stops are included as is a mechanical overspeed lock on the rack and pinion lift system.

The rated capacity is 150kg, with a maximum lift speed of 18 metres a minute, equating to a two minute climb on a 40 metre tower. The hoist uses a lithium ion battery pack with enough capacity

for 40 round trips between charges. When the battery capacity reaches 15 percent it will only allow descents, enabling the operator to return to the ground. The battery pack can be charged in situ or swapped out for a full charged one. A remote control is also available.

The hoist has an IP65 waterproof rating and can operate in temperatures from minus 20 degrees Celsius to plus 55 degrees and in wind speeds of up to 13 metres a second. The hoist is fully CE certified and available now.

In conclusion: The Tower Climber is easy to use and very well engineered and is certainly not less bulky than anything else we have seen. It is also a good deal safer than a ladder, especially the continuous vertical ones that still exist in some places. It is definitely worth a look. ■



POWER EFFICIENCY

When UK tower crane sales and rental company Bennetts Cranes was challenged to supply a tower crane to lift and place concrete frames on a congested urban redevelopment project in Slough with oversailing and space restrictions, it selected a six tonne Jost JTL 108 hydraulic luffing jib model.

The project aims to revitalise an underutilised area by building new residential properties. Managed by Feltham Construction, the crane addresses the risks of oversailing and collisions common in high density urban sites and as it does not need a generator makes it more environmentally friendly and quieter.

"The Jost JTL 108 excels in energy efficiency requiring only a 50kVA mains power supply," said Edward Seager, managing director, Bennetts Cranes. "With inverters on all three motors, it achieves a power surge just 20 percent higher than the running current. This innovative design makes it ideal for city centre sites as it reduces power consumption, eliminates the need for a separate generator and offers cost savings, environmental benefits and quieter operation."

The crane's compact design requires a relatively small 24 metre tower. At this size, the tower can be transported to and from the site truck, reducing costs, minimising disruption and emissions.

The crane is needed to lift concrete frames and concrete skips filled with reinforced steel bar, bricks, blocks, plasterboard and other general building materials. And with a minimal out of service radius of 9.6 metres it covers all corners of the site while minimising the risk of oversailing neighbouring properties. ■



*The efficient
Jost JTL 108*



BENCHMARK ON 7 AXLES.

THE AC 7.450-1

The Tadano AC 7.450-1 is in a class of its own: With a carrier length of 15.99 m and an outrigger base of 8.45 m, it is as compact as a six-axle crane, and yet is as powerful as some eight-axle cranes. In fact, the AC 7.450-1 can reach lifting capacities of up to 23.7 tonnes when its 80 m main boom is fully extended, and that is without even using the SSL system. Bring in SSL, and the lifting capacity goes up to an unbeatable 37.3 tonnes. In addition, Tadano is using a new Sideways Superlift design for the first time ever in the AC 7.450-1 – one that makes handling and setup easier. The system can be extended with an 81 m luffing jib, and the sections of this jib can also be used to assemble fixed extensions.



The Vortex simulator provides very realistic tower crane training using stunning graphics

WOLFF BOOSTS CITB TRAINING

Ever since the UK's Construction Industry Training Board (CITB) opened its training centre in 1964 on an old airfield at Bircham Newton in Norfolk, tower crane courses have featured prominently. Numerous equipment updates have been a necessary fact over the last 57 years. Nick Johnson reports from Bircham Newton where a new tower crane and simulators are helping meet the high demand for operator training.

The first tower cranes to appear on the skyline over Bircham Newton were two Babcock Weitz machines. Subsequently Liebherr, Potain, Terex Comedil and Ramondi cranes have been used for training over the years and the latest addition is a Wolff 6023.8 flat top. The new crane has a maximum height under hook of 31.5 metres with a 40 metre jib with jib tip capacity of 5.2 tonnes and includes an HBC Radiomatic radio remote control unit.

The new crane joins three others at what is now called the National Construction College. The older cranes being a Liebherr 132EC-H saddle jib, a Terex Comedil CTL140 luffer and a Potain Igo 18 self-erector. As part of the CITB's desire to provide trainees with the latest generation machinery, plans are underway to replace the luffer and the self-erector.

The arrival of the new Wolff came as demand for tower crane training is increasing. While the college is geared up to provide tower crane operator training for both adults and apprentices the current focus is on adult training courses, while a discussion on the future structure of the Tower Crane Operation Apprenticeship scheme and format of its end-point assessment continues.

The adult courses include those for operators with no formal training and those requiring refresher training. The nine day DCW03 course for standard top slewing cranes - including both saddle and luffing jib machines leads to a CPCS Red Trained operator card. The college also offers the five day DCW60 course for Pedestrian Operated Tower Cranes, with the Potain Igo 18 used for practicals.

VORTEX SIMULATORS

The college runs a total of 12 high tech simulators, six of which are Vortex simulators from CM Labs in Canada with a very realistic tower crane simulation programme, which can be set to replicate tower cranes with under hook heights of up to 70 metres. The displays include a realistic load moment indicator with a wide range of training scenarios available, from unloading trailers to lifting steelwork, skipping concrete, placing concrete panels and carrying out blind lifts using radio commands from a signaller.

A separate instructor's console allows lift conditions and complexity to be dramatically and suddenly changed. Wind speeds and gusts can be increased, visibility reduced (by the introduction of shadows, low light, fog, rain or snow) along with a range of common distractions such as a mobile phone ringing and the sound of an emergency vehicle siren. The instructor can also 'glue' a load to the ground to see if the trainee is monitoring their LMI screen.

CITB senior instructor (programme manager) John Aiken says the simulators are invaluable and are used at the start of each course, while allowing training to continue should the real cranes be 'winded off'. They also enable a trainee who is struggling to 'catch the swing' to master this essential skill from the comfort and safety of the simulator seat.

The college has also considered operator rescues at height from the cabs of its tower cranes. With the nearest Norfolk Fire Service aerial ladder platform, a 27 metre Bronto located 15 miles away in Kings Lynn, the College has acquired



The new 6023.8 has this HBC Radiomatic radio remote control unit



The Wolff provides trainees with the latest high tech operating experience



The CITB's new JLG 1200SJP can be deployed for a tower crane operator rescue should the need arise

its own high reach rescue solution, a new 120ft JLG 1200SJP boom lift. With a working height of 38.73 metres, it can be quickly deployed for a tower crane operator rescue. The rest of the time it forms part of the aerial lift operator training fleet. ■

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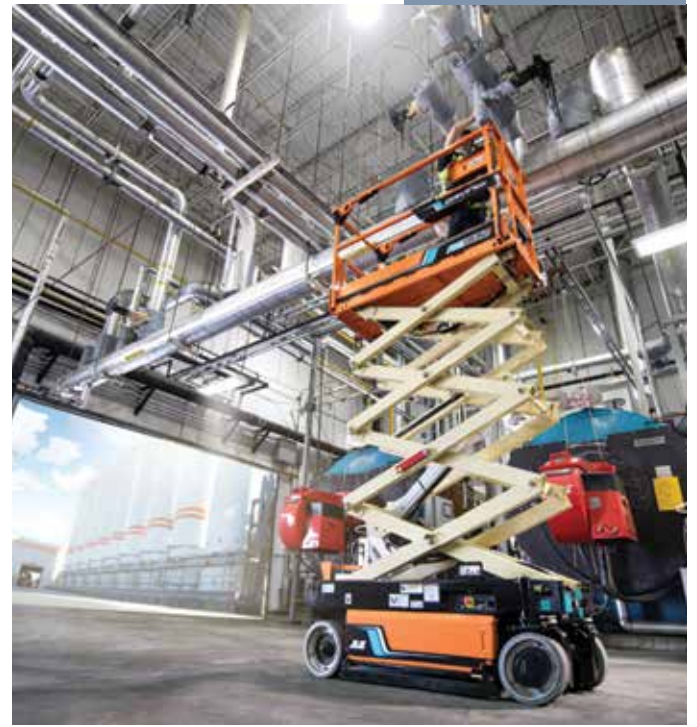
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RELIABILITY IN ACTION



STACKS AND STACKS OF SCISSORS!

The biggest surprise at APEX last month, was the sheer number of unheard of scissor lift manufacturers exhibiting at the show. Many were unknown even for us, and we are expected to know them all. Most were small Chinese companies testing the European waters however it was evident that none of them offered anything remotely different or new, and most are clearly very challenging to communicate with. We highlight the newcomers below as part of our look at the market

The rapid growth of the powered access market in China over the past five years has attracted many new entrants into the market, including existing manufacturers expanding into access and a number of start-ups, all it seems, focused on me-too scissiors and boom lifts. Clearly many of them were persuaded that APEX offered an opportunity to expand through exports. However, many of those we spoke to have no idea of how to tackle the challenges involved to break into what is a highly competitive market, in which they have to face several well-established compatriots as well as the big local companies.

The new crop of access manufacturers at the show - including, Quiyn/King, Hered, CFMG, Heli and Jovoo to name a few - may have a product but no established distribution or product support in place. It is hard to see how they can succeed.

The new access manufacturers are not limited to the Chinese and include Italian Italtif which is marketing a full range of slab and RT scissiors, mast and articulated booms, most of which appear to be badged from several different manufacturers rather than its own products. Its address in Italy is the same as forklift dealer and aerial lift rental company EdoCar. Another new name for most visitors was Turkish company Onderlift which offers a range of scissor lifts. The next few years will be very interesting to see how all of these manufacturers perform, whether they survive and how the more established players react.

TOE IN THE MARKET

When new manufacturers such as Dingli first arrived in North America and Europe, they focused on and eventually had success with small mini scissiors, where the per unit investment

Heli was just one of many new Chinese access manufacturers exhibiting at APEX





Until recently Holland Lift dominated the ultra heavy duty market



The momentum over the past few years has been with the Chinese manufacturers such as Dingli, LGMG and Sinoboom

and therefore for the risk was relatively small. What has been surprising is how quickly they have moved into the market for larger machines particularly 55ft and over slab and Rough Terrain scissor lifts. They are now innovating with all-electric drive Rough Terrain scissors and have transformed much of the ultra heavy duty market, previously dominated by Holland Lift with a little competition from PB, both of which have limited production capacity resulting in long lead times. Increased demand for these behemoths is being driven by the surge in high cube warehouse construction in both Europe and North America. As lead times approached 24 months, an increasing number of rental companies took the decision to try machines from the new entrants thanks to very short lead times and a competitive price, coupled with positive product experience on the smaller models. As a result, Dingli is probably the market leader in this product sector and now generates revenues of more than £50 million in the UK alone. The company launched two lighter weight, narrow aisle high-reach slab electric scissor lifts last year - the 50ft 1712DCL and the 56ft JCPT1912DCL - with working heights of 17.2 and 19 metres respectively.

The maximum platform capacity on both machines is 500kg unrestricted, with the same capacity on the 1.2 metre roll out deck extension as on the main deck. Both units can drive at full height, although levelling jacks are standard equipment on both. While these machines are two wheel drive and two wheel steer, they feature 30 percent gradeability and four wheel braking.

The overall width of the new models is 1.25 metres, and the overall stowed length 3.36 and 3.76 metres respectively. The platform size when extended is 4.24 by 1.17 metres on the 1712DCL and 4.64 metres on the 1912DCL. Overall height with guardrails stowed is 2.47 metres on both models. Power comes from a 48 volt 420Amp/hour battery pack with direct electric wheel drive. Overall weight is 6,280kg for the 1712DCL and 7,140kg for the 1912DCL.

CHINESE MOMENTUM

The momentum over the past couple of years has clearly been with Chinese manufacturers such as Dingli but also LGMG and Sinoboom. Since Covid, the two major American brands gave many the impression of retreating somewhat from customer led strategies, such as instigating import tariffs to try and curb Chinese imports into the USA and withdrawing from industry exhibitions. It seems that while tariffs pushed up prices for rental companies, it also led to an increase in Mexican production facilities while providing a major boost to the Canadian market. In many respects it gave the Chinese manufacturers a further boost...not that they needed encouraging, with huge ongoing investments in R&D, hi-tech manufacturing facilities and distribution it is entirely possible that they will become the leading players in the scissor and boom lift markets, manufacturing in Europe and North America as well as China.

In recent months both Genie and JLG appear to have regained much of their Mojo and have stepped up their marketing to re-establish any lost presence in the market or damage to customer relationships. And lest there be any misunderstanding, they remain formidable players in the global market.



A Sinoboom tracked scissor

ZERO OIL, TRACKED AND ANTI-ENTRAPMENT

While the scissor lift product is now relatively mature, there have been a fair few major developments over the past few years including the move away from hydraulic wheel motors to the highly efficient electric motors, the introduction of anti-entrapment/secondary guarding devices and a growing number of tracked scissor lifts across all sizes.

Direct electric front wheel motor drive was introduced by Italian manufacturer Iteco - now Imer - in 2004. UpRight had installed electric drive on its battery powered LX Rough Terrain scissors in the late 1990s, but only on the non-steering rear axle. The same was true for JLG and its first ES scissor lift range introduced in 2001/2. However, the JLG ES range brought the direct electric drive into the mainstream market, having tested the concept on a 30ft boom lift a few years earlier.

For many years JLG and Iteco were alone the market, and a premium price for the ES range meant that it was a product for those who really needed longer battery life and fewer hydraulic



JLG and its first ES scissor lift range introduced in 2001/2

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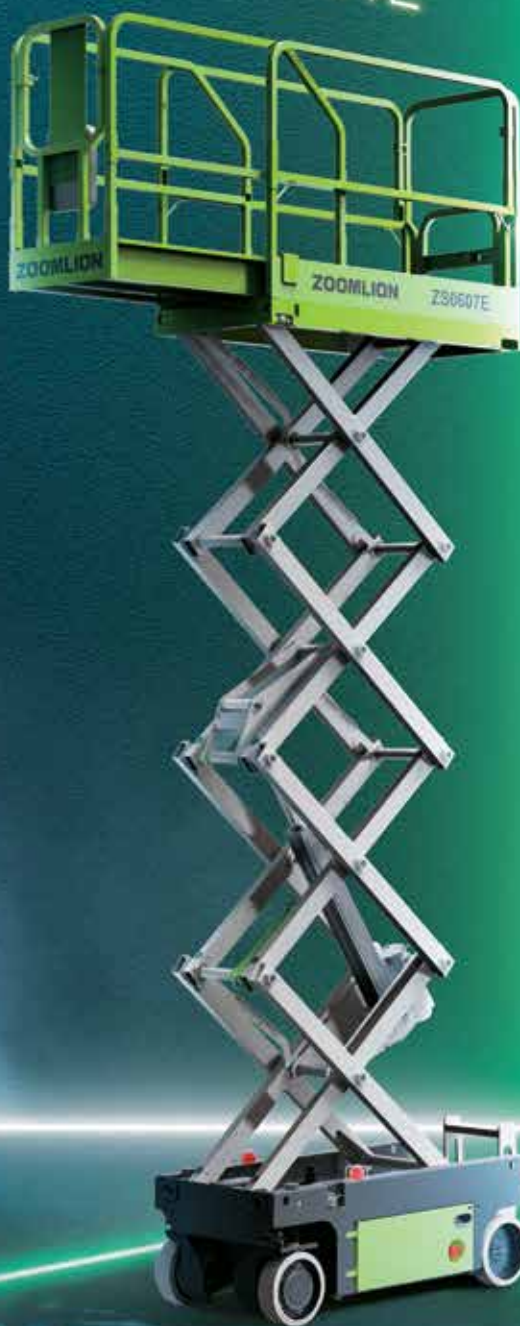


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SCISSOR LIFTS

connections, although it did add it to its first 12ft mast lift, initially dubbed the Prolift series in 2006.

The rest of the market stayed with hydraulic drive, until relatively recently. Dingli was one of the first to make the technology affordable to a wider range of buyers, introducing the concept as early as 2015, with Mantall-supplied GMG introducing similar products a few years later. The change gathered pace in 2020 when Genie introduced its first E-Drive models having also tested the concept on boom lifts.

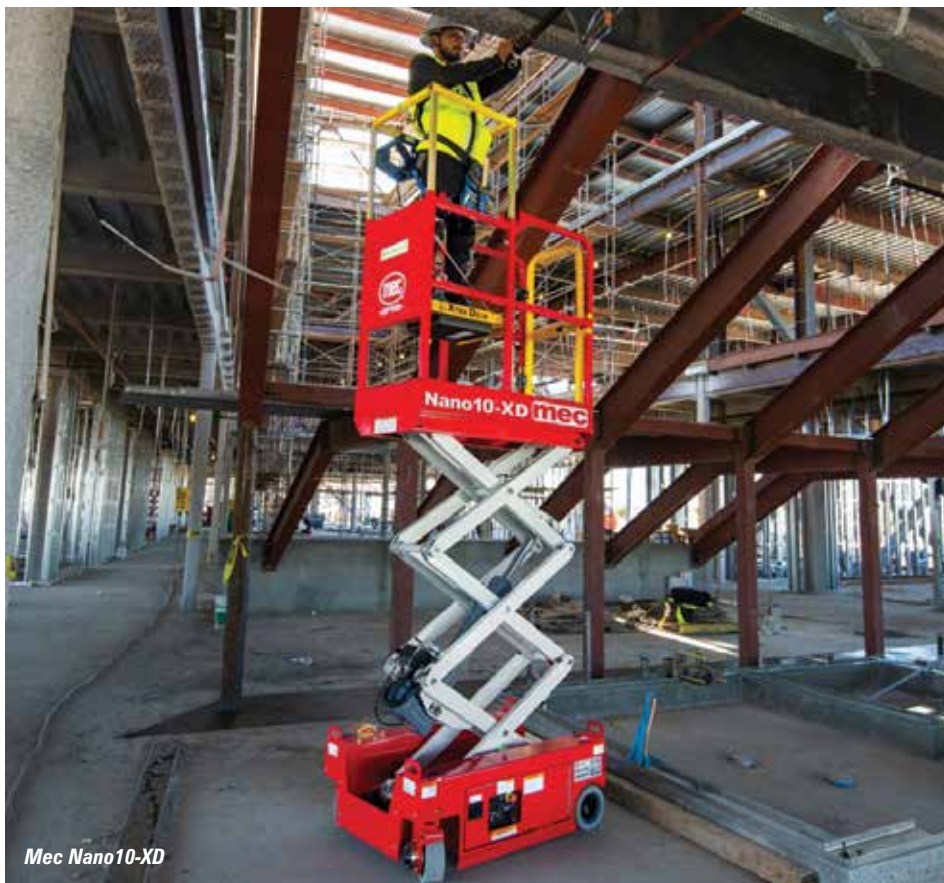
Since then, an increasing number of manufacturers have followed suit, the most recent being JCB in May having introduced the first three models in what will be a line of six electric drive slab scissor lifts all of which are built in India.

The new range starts with the 19ft S1932E, 26ft S2632E and 32ft S3246E, a wider 26ft, a 40ft and 45ft following later this year. Working heights range from 7.7 to 15.8 metres, capacities from 230 to 450kg and overall widths of 810mm, 1.2 and 1.3 metres. The S1932E replaces the S1930E and is 50mm wider for 106kg reduction in overall weight. The 810mm wide S2632E has a 250kg platform capacity while S3246E offers 320kg.

JCB says that its direct electric drive increases the run time on a single battery charge by 53 percent. The electric motor drive also provides increased torque while reducing the number of hydraulic connections by up to 50 percent, cutting the potential for leaks and reducing maintenance costs.

The logical development from direct electric drive is moving to completely 'oil free' or 'zero oil' scissor lifts, and this continues apace on the smaller scissor lifts.

JLG was one of the first with its 19ft DaVinci AE1932 in 2021, however as with its first electric drive models it is priced as a premium product, putting most high volume buyers off. We understand that there is a significantly higher cost associated with reliable and durable electric powered screw type actuators. Dingli is also doing well in this part of the market and now has the widest range with 10 slab electric models ranging from a 10ft micro to a 46ft 1.2 metre wide model - with working heights from five to 16 metres - as well as a couple of stock picker models although it is the smaller models that are taking off. The advantages include lower energy consumption, easier maintenance, no oil leaks, no oil or filter changes and most are also equipped with maintenance free AGM batteries.



Mec Nano10-XD

ZERO-OIL MEC NANO

Earlier this year MEC introduced a new compact 10ft all-electric - zero oil - Nano10-XD scissor lift with lithium ion battery pack for longer cycle times and faster recharging. The model appears to be based on Dingli's oil-free JCPT0507PA which is becoming increasingly popular in Europe as customers adapt to the zero oil concept. MEC hopes to build on the inroads it has already made into the data centre/clean room market with its patented LCS - Leak Containment System - for hydraulic slab electric scissor lifts.

With a working height of five metres, a platform capacity of 227kg and all up weight of 560kg, the Nano is said to be ideal for data centres, hospitality, food and pharmaceutical applications. Its overall height of 1.6 metres when stowed, compact length of 1.15 metres and overall width of 760mm means it can pass easily through standard single doorways. A standard 'Xtra Deck' provides an extension that can pass through 600mm by 600mm false ceiling grid.

NO OIL FROM ZOOMLION

The latest manufacturer to enter the sector last month is Zoomlion with two new '100% Electric, Zero Leaks' slab electric scissor lifts. The new models - the 14ft ZS0407E and 19ft ZS0607E - feature direct electric wheel motor drive, while using electric linear actuators to operate the steering and platform lift. Both units have an overall width of 760mm, the overall length of the 14ft is just 1.44 metres - putting it in the micro scissor class - while the 19ft is a classic 1.85 metres long. Both have overall stowed heights with guardrails up of more than two metres, but they fold down reducing this to 1.7 and 1.79 metres respectively.



The new Zoomlion ZS0407E



In May JCB introduced the first three models of a six electric drive slab scissor lifts range



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The 14ft ZS0407E has a 600mm roll out platform extension, while the 19ft ZS0607E has a more typical 910mm extension. Platform capacity is 240kg and 230kg respectively. An outdoor rating is provided on both models, but with reduced platform heights of 12ft and 14.5ft providing outdoor working heights of 5.6 and 6.4 metres. Gradeability is 30 percent compared to 25 percent on the hydraulic versions. Features include IP67 rated drive motors, a brushless maintenance free DC lift motor, a real time lift height display said to be accurate to within three percent, and a load indicator with a live display of the actual load on the platform accurate to within five percent.

Access R&D manager Yi Zhong said: "We have seen a rapid adoption of eco-friendly work platforms at jobsites particularly in American & European markets, that's why we developed full electric scissor lifts to deliver quiet, clean and safe working conditions with long lasting performance."

HAULOTTE COMPACT

Mid last year Haulotte completely upgraded its Compact range of slab electric scissor lifts. The five new models follow classic overall widths and heights and include 20ft and 26ft narrow models with an overall width of 810mm, plus three 1.2 metre wide models with platform heights of 26ft, 32ft and 39ft, and working heights of 7.8, 9.8, 12, and 14 metres respectively.

The Compact 10N and Compact 14 are indoor only, while the other three have both indoor and outdoor ratings and platform capacities of 250kg

to 450kg. The overall length of both units is 2.5 metres.

One major change on the new machines is a move to synchronous AC direct wheel drive, rather than hydraulic. However, the company has decided to go with rear wheel drive and fit the front steering wheels with sensors to help ensure smooth turning even when the front wheels are fully turned to more than 80 degrees.

The new chassis and scissor stack design is more rugged than the units they replace, with all critical components such as the drive motors and steering wheels fully integrated and protected from damage through crashing into obstacles while driving. All five units drive at full height and feature active pothole protection and 940mm roll out deck extensions.

The Haulotte Activ'Screen on-board diagnostic tool is also available via the Haulotte Diag mobile application which also offers advanced diagnostics with detailed resolution procedures.

HYDROGEN SCISSOR

Last year Haulotte and Bouygues Energies & Services - a subsidiary of Bouygues Construction - announced a partnership to develop a practical hydrogen power source for aerial work platforms.



The Haulotte Compact 12 with AC direct rear wheel drive

Bouygues would carry out live real world tests with a Haulotte platform equipped with a hydrogen fuel cell system on several of its construction sites as well as studying the hydrogen supply system.



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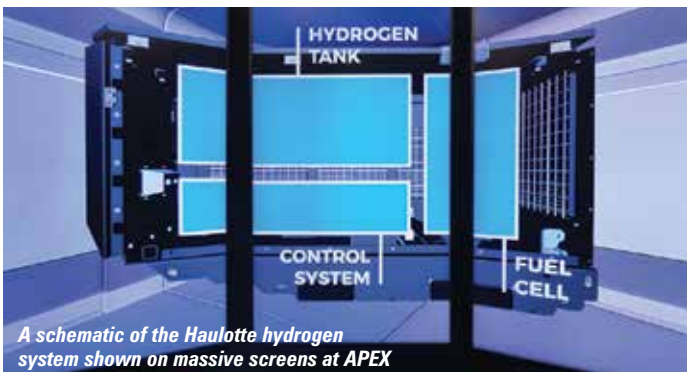


DISCOVER THEM ONLINE!



The hydrogen range extender version of the Haulotte HS18 Pro at Hyvolution

The result was seen earlier this year when Haulotte exhibited a prototype of the hydrogen fuel cell system - an all-electric Pulseo HS 18 Pro full size Rough Terrain scissor lift - equipped with a prototype of the removable and interchangeable Range Extender generator, operating with a Bouygues Hyvision hydrogen fuel cell system.



A schematic of the Haulotte hydrogen system shown on massive screens at APEX

OZ SAFETY SYSTEM

Another interesting development has been the introduction of the OverWatch secondary guarding system from Australian company EQSS. Launched in Australia in 2020 the system is based on a Lidar - Light Detection and Ranging or Laser Imaging - sensor which uses an infrared light beam to track the operator's movements analysing their position and movement in relation to the motion of the scissor lift, in order to determine when an operator has moved abruptly or is in a dangerous position. In either situation it will immediately stop the machine, usually without using the operator as a mechanical element - or 'sandwich filler' - to trigger the anti-crush device. The system can, apparently be easily installed in around 20 minutes on machines from all major manufacturers that have already approved the system. The European launch of the system began in 2022 with demonstrations in the UK with major



The EQSS system on a JLG scissor lift

Thanks for your interest



Dear guests,

We would like to express our gratitude for your visit to our booth at the APEX 2023 Show! It was a pleasure to meet each and every one of you and engage with you.

At Holland Lift, we strive to provide exceptional experiences and innovative solutions to meet your needs. Your visit to our booth allowed us to showcase our latest offerings and discuss the benefits they can bring to you and your company.

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contractor Sir Robert McAlpine. The system is now CE certified and already generating considerable interest. Craig Hook, head of McAlpine Lifting Solutions said: "We are very keen to use technology to support safe operational use of work platforms. The OverWatch system promises safety without impairing the use of the machine for the planned works."

Features of the EQSS system:

- Real Time measurement of the operator
- Spatial movement measurement of the lift
- Smart AI Algorithms for crush detection events
- Adaptive sensor fusion code for enhanced detection
- Small, robust and non-intrusive external sensor
- Standard Wi-Fi configuration and diagnostics
- Audio output with synthesised voice commands
- Simple aftermarket integration and installation
- Voice notification of movement direction
- Duck Through Doorway (DTD) Detection
- Real time data logging with event playback 8000+ samples
- Automatic calibration, diagnostics and self-testing



Tracked scissor lifts sold mostly to contractors for greenhouse construction



A Fronteq FS1241TL



The 0407ET in front of the larger 1215ET tracked scissor lift

the Netherlands and north Germany mainly for greenhouse contractors working on reclaimed land.

In 2014 Almac launched a compact six metre compact tracked scissor - the Bibi 630-L - which featured side to side levelling of up to 250mm. Platform capacity was 200kg and a 220 volt power unit for indoor use, and Honda engine outdoors. The Dynamic self-levelling Bibilift followed a year or so later capable of levelling 20 degrees longitudinally and 15 degrees side to side.

The current range of crawler scissors include the HE line with levelling jacks and the self-levelling BL line with working heights to 10 metres. AlmaCrawler's tracked scissor lifts sell for substantial premium over wheeled alternatives and yet have proved a popular rental item in a number of countries including Australia where demand has surprised everyone involved.

SINOBOOM

In 2021 Sinoboom launched two new battery powered tracked scissor lifts - the 12ft 0407ET and 39ft 1215ET. Weighing 950kg, the 0407ET offers a working height of 5.8 metres with a 240kg platform capacity. Overall stowed width is 780mm, length is 1.51 metres and height 1.7 metres with its handrails folded down. Power comes from a 24 volt battery pack with electric drive motors for the tracks.

The larger 1215ET offers a working height of 13.8 metres with a 320kg platform capacity. Weighing 3,200kg, it offers an overall stowed width of 1.6 metres, a length of 2.86 metres and a height of just over two metres with the guardrails folded. Power comes from a 48 volt battery pack and it features single touch automatic outrigger levelling. Gradeability on both units is 30 percent.

NEW MANUFACTURERS

Of the newer manufacturers Mantall, Fronteq, Jovoo, Hered and Italift all produce - or offer - tracked scissor lifts with some also offering a 'me too' Almacrawler type self-levelling option.

Fronteq has a range of seven battery electric tracked scissors, five 'TL' models with levelling outriggers, working heights from eight to 13.8 metres and platform capacities from 200kg to 550kg - and two 'T' just on tracks with working

heights from 6.6 to eight metres and 200kg capacity. The largest with outriggers is the 1.6 metre wide FS1214TL with a platform capacity of 320kg. Overall weight is 3,900kg.

Italift offers two compact slab type crawler scissors - the 15ft 1532iEC and 22ft 2232iEC - with working heights of 6.5 and 8.8 metres respectively. A more extensive line is offered by Hered with six models - four with outrigger levelling and the self-levelling HC0607EA - with working heights from 6.5 to 15.8 metres.

The HC0607EA is very much an unashamed AlmaCrawler copy, able to level up to 20 degrees longitudinally and up to 14 degrees side to side. Maximum working height is 7.9 metres with a platform capacity of 230kg Power is supplied by eight, 12 Volt 160Ah batteries and overall weight is 1,890kg.



The Hered HC 0607EA

The four outrigger models range from 7.8 to 15.8 metres working height with levelling on the smallest - the HC0610E - up to 18 degrees front to back and 10 degrees side to side. The larger models can level up to 12 degrees front to back and five degrees side to side.

Jovoo, which has been accused of copying its Chinese competitors, has three basic models with either self-levelling - SL - or just tracks - T - so six models in total - the self-levelling mechanism adds 400mm to the working height. Maximum self-levelling is 20 degrees front to rear and 17 degrees side to side. Working on slopes of up to three degrees is available on the tracked models. Overall weights range from just less than three tonnes to four tonnes. ■



Speedy prepares for its first trials and demonstrations

The system has proved popular with 6,000 units fitted to scissor lifts in Australia and New Zealand in the first two years. Last month it delivered its 10,000th unit. Haulotte is the first manufacturer to offer the system as a factory install option on its new scissor lifts produced in France and China.

TRACKED SCISSORS

Another emerging trend - reinforced by several of the newer Chinese manufacturers - is the move towards smaller scissors on rubber tracks. This type of machine was always viewed as a peculiar Japanese market product, or the bigger models a specialty of Dutch manufacturers including Omega and Holland Lift which sell mostly in

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A FAMILY AFFAIR

TreeSmiths is a first generation tree care company in south east England, established in 2012 by brothers Ben, Sam & Charlie Smith. Growth has been steady since then and is now owned and managed by five siblings. The company recently took delivery of a 23 metre CMC 23i insulated spider lift - the first in Europe and one of only two in the world. Mark Darwin went to find out more.

TreeSmiths operates from a base near Ashington, West Sussex covering an area from Lewes in East Sussex, north to London and west to Winchester. The tree operations are run by the three brothers, all of them trained arborists, together with sisters Dionne - finance - and Rebecca - HR and training. The company employs a total of 33 staff, so is a sizeable business, and one of the larger Arb operations in the area.

The company carries out both domestic and utility work, however the vast majority - about 90 percent - is for two major electricity supply companies in the region. The company is also a Utility Arb and Arb approved contractor and has recently obtained its ISO 9001, 14001 & 45001. "Before forming their own company Ben and Sam worked for a local domestic tree surgeon

then moved to a tree company in Surrey working with utilities," says youngest brother Charlie.

QUALITY EQUIPMENT

The brothers are firm believers in having the right equipment for the job and have assembled an impressive array of powered access equipment, including eight insulated Versalifts on Unimog chassis. It also has two 13.5 metre Socage platforms on Hi-Lux pick ups, and an older 4x4 Priestman lift for which replacement parts are now a challenge. Arb equipment includes an assortment of Först tracked and towed chippers, a JCB Fastrac and multiple Toyota Hi-Lux pickup trucks. It also has a grapple saw mounted on a 14 tonne excavator. Until recently TreeSmiths used a 23 metre Teupen Leo 23GT telescopic spider lift but sold it when the insulated CMC i23 arrived.

"We have always tried to be self-sufficient in



(L-R) Charlie, Ben and Sam Smith



One of eight 14.8 metre insulated Versalift VST240i mounted on a Unimog chassis



The new CMC i23

all areas of the business and that includes our equipment - if we need something we tend to buy it," says Charlie. "Most of our work involves power line clearance - from 32kV down to low voltage overheads hence the addition of the CMC i23 spider lift."

Although the brothers liked the Teupen's telescopic boom, it had an aluminium platform rather than a fibreglass basket which they prefer when working near power lines.

"Unfortunately, Teupen was not able to supply a fibreglass basket, so we started looking for an insulated spider lift. We saw the CMC machine advertised in an issue of Cranes & Access which we read regularly. We had not seen any other insulated spider lifts on the market and after chatting with CMC placed an order. For the work we do, the machine is priceless, both for us and our clients. A lot of the line work requires network shutdowns however with the i23 we can carry out the work live which means savings all round."

TreeSmiths uses the 13.5 metre Socages for jobs not requiring the Unimog's ability, for example dealing with a tree on a domestic driveway for which the 4x4 pickups are ideal leaving the Unimogs free for the High Voltage work.

"In the South East there is a lot of Ash dieback disease so it is not always safe to climb the affected trees and our standard Unimog mounted access platforms only go about 15.5 metres. This means we were having to put in frequent shut down requests whereas with the new CMC and its additional reach and insulated boom, we don't have to do this."

CMC i23 INSULATED

The new CMC i23 was ordered mid last year and delivered in April. At the launch early last year CMC said the machine was to be the first in a new line of 'i' series insulated spider lifts, although no other models have yet been announced.

The lift is insulated to 46kV using insulated fibre boom inserts in each boom section as well as a high insulation fibreglass material for the one person platform/basket and special non-conductive oil in the hydraulic system.

The net effect is a machine that will protect those working in the vicinity of power lines, both in the basket and working below. The i23 has a working height of 22.8 metres, a maximum outreach of 10 metres at an up & over height of 12 metres with the 180kg unrestricted/maximum platform capacity. The basket is tight at 600mm square but features a full 180 degrees of platform rotation. Although the spec says the unit has 400 degrees of slew - 200 degrees either side of centre - TreeSmiths commented that it is limited on one side and says 360 degree continuous slew would be very useful.

Overall weight is 3,930kg which according to TreeSmiths is one of its downsides in that the three tonne Teupen could be towed behind a 4x4. Now it has to use a low loader behind its JCB Fastrac to move it around.

TreeSmiths' i23 is diesel powered but also has AC mains power. However other options include a 300Ah lithium battery, hybrid power and the remote diagnostics which TreeSmiths did specify. Given its 23 metre working height the machine is reasonably compact - overall stowed length is 7.2

metres, under two metres high, with an overall width of 890mm with tracks in or 1.4 metres when extended for extra stability. The outrigger spread is two stage variable from 2.88 to 4.96 metres wide with up to 32 degrees of levelling and a free jacking height of more than a metre, which is ideal for self-loading without ramps.

"We love the machine as it does everything we want," says Sam. "There were a few teething problems, but this involved a change we wanted relocating the remote control unit to a docking station on the side of the machine. The backup support from CMC UK was brilliant, best we have had, and it is now all sorted."

WOULD YOU BUY ANOTHER CMC?

"Yes definitely, a 30 metre insulated with telescopic upper and lower booms would be ideal if available. Our i23 is very well protected with all the cables and pipes hidden so that dropping a branch or log will not damage it. CMC has thought about everything on the machine including a see-through fuel tank for keeping an eye on the levels, however it is difficult access the filler cap when the boom is stowed. Turning the tank around



Positioning the CMC i23

Hinowa
a JLG company



hinowa.com

TC22

New **TeleCrawler**
TC22S - TC22N



- 22m working height
- Up to 12,4m working outreach
- Automatic straight flush telescopic boom extension control
- "Go home" and "Go back" functions
- Available engines: Diesel, Lithium-ion and Bi-energy

New **DSE** basket with dual side entry and mesh floor

might be an easy fix? Tracking in the wet is easier than the Teupen, and if the terrain is really bad then we generally put boards down to protect the surface."

70% FASTER

"The contract we are on today isn't really what this machine is about, but we were just using it to see how it performs. It is definitely quicker than climbing and is doing work that our other platforms cannot reach. I would say it is about 70 percent quicker, even if you have to relocate three or four times when working on a typical tree," says Sam. "On the previous tree, an oak, we had about 10 different set ups because some of the branches were over a road. But it is still much quicker than climbing."

"The working at height hierarchy is to use powered access where possible and then climb," adds Charlie. "All our guys would choose to use a platform rather than climb. Before platforms, trimming a tree would have meant climbing just for a few branches. On the power line work we are mainly concerned with a vegetation to conductor clearance, which involves a great deal of side pruning. Using MEWPS to achieve side prune clearances, is far more productive than using climbers. Being 70 percent faster makes a huge difference when taken over a year. I would say that nine out of 10 jobs are faster with a work platform."

ANY THOUGHTS?

"The narrow basket is very tight for one person, particularly with tools," says Sam. "To make it easier we bought a saw sheath which keeps



A saw sheath for the chain saw keeps the small basket tidy



TreeSmiths has assembled an impressive array of quality equipment

it tidy and accessible without having to reach down. Also, although the machine has a capacity of 180kg we would rather have a double basket - not that you can work side by side, but it provides more space in the bucket for things like a set of rods, a saw, perhaps a rigging kit - all the gear weighs about 50kg. The emergency lowering on the CMC is also easy and straightforward."

"We like to pioneer new techniques and practices etc such as these headset comms which are brilliant so we can keep in constant contact with each other while working improving safety. We could do with a 28 to 30 metre spider lift, but in terms of physical size they are often so big that access can be an issue."

THE ARB SECTOR?

"It is a good industry to be in at the moment," says Ben. "The domestic side is flourishing, and we would like to do more of it. Training is onerous but necessary - every three years we have to renew our qualification and certifications but this is good for maintaining standards and competency."

"It is a good time to be in the sector but there is constant pressure on increasing costs - wages, equipment even little things like putting the Unimogs through an MOT has gone up £15 and hour - it all adds up. ■

INSULATED SPIDER LIFTS

While the number of spider lift manufacturers continues to grow, very few offer insulated machines. One of the first was Italian manufacturer Platform Basket which launched the 17 metre PB18.90.46kV with 46kV insulation in 2012, having initially developed it in partnership with its US dealer Tracked Lifts. Demand in North America for a larger machine resulted in the 22 metre Spider 22.10.46kV in 2018, with more than 100 units delivered to arborists so far. In 2015 Bluelift unveiled a version of its 22 metre SA22 model with a fully certified insulated 1,000 volt basket/bucket.

BIG OMME

Three years ago, Danish manufacturer Ommelift started shipping a new 26.5 metre insulated model - the 2650 iRX-46kV - rated to Category C level insulation. The boom is insulated with Waco fibre glass sections and is ANSI A92.2 compliant. The 2650 iRX has an outreach of 12.2 metres with the 136kg unrestricted platform capacity, at an up & over height of 13 metres. Features include a hydraulic supply for saw hook up and 180 degrees of platform rotation. Overall stowed length is 10.24 metres while the machine weighs 6,075kg. The diesel/battery hybrid power pack with engine generated re-charge is standard, as are radio remote controls.



The Ommelift 2650 iRX-46kV

GOMAN GO

Around the same time Chinese manufacturer Goman launched the X18D - an 18 metre 10kV insulated spider lift. With long riser, topped by a three section telescopic boom made of hot dip galvanised steel sections, topped by a fibreglass articulating jib and a fibreglass two man platform. The machine offers 200kg platform capacity and up to 7.2 metres of outreach. The overall length is just under six metres with the basket in place, which



Chinese manufacturer Goman has launched a new 18 metre 10kV insulated spider lift



Platform Basket PB18.90.46kV

given the insulated connections, is not easily removed. Overall weight is 2,380kg.

Finally Italian truck mounted lift manufacturer Comet finalised its new range of Leopard spider lifts last year, which includes a 25 metre lift insulated to 46kV which should be available later this year. Provisional information suggests an unrestricted platform capacity of 250kg with 11.5 metres outreach.



The Bluelift HA22 with insulated bucket platform

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info@gouweleeuw.com



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cranes
& access

SOURCE GUIDE

2023

Cranes

Aerial work
platforms

Telehandlers

Loader cranes

Lifting gear



www.vertikal.net

The C&A Source Guide attempts to list every crane, access, telehandler and ancillary equipment manufacturer in our industry, detailing the specific models they offer within each category of products. It has been a big undertaking to collate such a large amount of data and it is possible that the odd error or omission has occurred. If you spot anything that needs changing, please do not hesitate to email us at: editor@vertikal.net.

MOBILE CRANES



Manufacturer	Origin	Website	All Terrain	Compact/ City	Truck	Self-erecting tower	Rough Terrain	Trailer/ Aluminum	Pick & Carry
Ace Cranes	India	www.ace-cranes.com							
Altec	USA	www.altec.com							
Bailey Cranes	USA	www.baileycranes.com							
Bencini	Italy	www.camsind.com/en/autogru-bencini							
BG Lift (Brennero Gru)	Italy	www.bglift.com							
Böcker	Germany	www.boecker.de							
Broderson	USA	www.bmccranes.com							
CKD Mobilní Jeáby	Czech Republic	www.ckd-jeaby.cz							
Delta Cranes	Italy	www.delta-cranes.com							
Elliott	USA	www.elliottequip.com							
Emminghaus	Germany	www.emminghaus.de							
Escorts	India	www.escortsgroup.com							
Franna	Australia	www.terex.com/franna							
Galizia	Italy	www.galiziagru.com							
Grove	Grove	www.manitovoc.com/grove							
GT Cranes	Italy	www.gt-cranes.com							
Hidrokon	Turkey	www.hidrokon.com							
Hoeflon	Netherlands	www.hoeflon.com							
Horyong	Korea	www.horyong.co.kr							
Humma Cranes	Australia	www.hummacranes.com.au							
Idrogru	Italy	www.idrogru.it							
JMG	Italy	www.jmgcranes.it							
Kato	Japan	www.kato-works.co.jp							
Kegiom	Italy	www.kegiom.com							
Klaas	Germany	www.klaas.com/en							
Liebherr	Germany	www.liebherr.com							
Lift Systems	USA	www.lift-systems.com							
Link-Belt	USA	www.linkbelt.com							
Liyue	China	www.liyuemachinery.com							
Load King	USA	www.loadkingmfg.com							
Locatelli	Italy	www.locatelllicrane.com							
LuiGong	China	www.liugong.com							
Manitex	USA	www.manitex.com							
Marchetti	Italy	www.marchetti.it							
MKG	Germany	www.mkg-export.com							
MPG	Turkey	www.mpg.com.tr							
National Crane	USA	www.manitovoc.com/national-crane							
Ormig	Italy	www.ormig.com							
Paus	Germany	www.paus.de							
Reedyk	Netherlands	www.reedyk.eu							
Rigo	Italy	www.rigo-cranes.com							
Sany	China	www.sanyglobal.com							
Sennebogen	Germany	www.sennebogen.com							
Shuttlelift Cranes	USA	www.manitovoc.com/shuttlelift							
Socage Cranes	Italy	www.socage.it							
Spierings	Netherlands	www.spieringscranes.com							
Sunward	China	www.sunward.com.cn							
Tadano	Japan/Germany/USA	www.tadano.com							
TCM	Italy	www.tcmsrl.net							
Terex	Italy	www.terex.com/cranes							
TGT-Teupen	Germany	www.tgt-teupen.com							
Til	India	www.tilindia.in							
TRT	Australia/NZ	www.trt.co.nz							
Valla - Manitex	Italy	www.vallacrane.com							
World Power Erkin	Turkey	www.worldpower.com.tr							
XCMG	China	www.xcmgeu.com							
Zee Crane	USA	www.zeecrane.com							
Zoomlion	China	www.en.zoomlion.com							



CRAWLER CRANES



Manufacturer	Origin	Website	Telescopic boom	Lattice boom	Duty cycle	Mini crawler (<12t)	Spider cranes
Ace Cranes	India	www.ace-cranes.com					
AlmaCrawler	Italy	www.almac-italia.com					
Bauer	Germany	www.bauer.de					
Befard	Poland	www.befard.com					
Benelli Gru	Italy	www.benelli-group.it					
BG Lift	Italy	www.bglift.com					
Casagrande	Italy	www.casagrandegroup.com					
Cormadil	Italy	www.cormidi.com					
Favelle Favco	Malaysia	www.favellefavco.com					
Fuwa	China	www.fuwaglobal.com					
Grove	USA	www.manitowoc.com/grove					
Hoeflon	Netherlands	www.hoeflon.com					
HSC Cranes	Japan	www.hsc-cranes.com					
Jekko	Italy	www.jekko-cranes.com					
Kato	Japan	www.kato-works.co.jp					
Kegeom	Italy	www.kegeom.com					
Kobelco	Japan	www.kobelco-cranes.com					
Liebherr	Germany	www.liebherr.com					
Link-Belt	USA	www.linkbelt.com/cranes					
Maeda	Japan	www.maeda-minicranes.com					
Mait	Italy	www.mait.it					
Manitowoc	USA	www.manitowoc.com/manitowoc					
Mantis	USA	www.mantiscranes.com					
Marchetti	Italy	www.marchetti.it					
Palfinger	Austria	www.palfinger.com					
PVE	Netherlands	www.pvecrane.com					
Reedyk	Netherlands	www.reedyk.eu					
Sany	China	www.sanyglobal.com					
Sennebogen	Germany	www.sennebogen.com					
Soilmec	Italy	www.soilmec.com					
SPT Cranes	China	www.sptcrane.com					
Sunward	China	www.sunward.com.cn					
Spydercrane	USA	www.spydercrane.com					
Tadano	Germany/USA	www.tadano.com					
TCM	Italy	www.tcmsrl.net					
TGT-Teupen	Germany	www.tgt-teupen.com					
Unic	Japan	www.uniccrane-global.com					
Valla	Italy	www.vallacrane.com					
XCMG	China	www.xcmgeu.com					
Zoomlion	China	www.en.zoomlion.com					







TOWER CRANES



Manufacturer	Origin	Website	Luffing jib	Saddle jib	Articulated	Flat top	Self erectors
Ace Cranes	India	www.ace-cranes.com					
Arcomet	Belgium	www.arcomet.com					
Artic Cranes	Sweden	www.articcrane.com					
BBL Cranes	Germany	www.bbl-baumaschinen.de					
Benazzato	Italy	www.benazzatogru.it					
Cattaneo	Italy	www.cattaneogru.it					
Comansa	Spain	www.comansa.com					
Dalbe	Italy	www.grudalbe.com					
ENG Cranes	Italy	www.engcranes.com					
Favelle Favco	Malaysia	www.favellefavco.com					
FB Gru	Italy	www.fbgru.it					
FM Gru	Italy	www.fmgru.com					
Gelco Clever Crane	Italy	www.gelcogru.com					
Jakob Fahrzeugbau	Switzerland	www.jakobfahrzeugbau.ch					
Jaso	Spain	www.jaso.com					
Jost	Germany	www.jostcranes.de					
Kröll Cranes	Denmark	www.krollcranes.dk					
Liebherr	Germany	www.liebherr.com					
MiDi cranes	Spain	www.midicranes.com					
Montarent	Netherlands	www.montarent.nl					
Moritsch	Italy	www.moritsch.it					
Potain	France	www.manitowoc.com/potain					
Raimondi	Italy	www.raimondi.co					
Saez (Grúas Saez)	Spain	www.gruassaez.com					
San Marco	Italy	www.sanmarco-cranes.info					
Sany	China	www.sanyglobal.com					
Spierings	Netherlands	www.spieringscranes.com					
Terex	Italy	www.terex.com/cranes					
Vicario	Italy	www.vicariogru.com					
Wilbert	Germany	www.wilbert.de					
Wolffkran	Germany	www.wolffkran.com					
XCMG	China	www.xcmgeu.com					
Yongmao	China	www.yongmao.com.cn					
Zoomlion	China	www.en.zoomlion.com					



LOADER CRANES

Manufacturer	Origin	Website	   			
			Telescopic	Knuckle boom	Mini (<1t)	Marine
Ace Cranes	India	www.ace-cranes.com	■	■		
Amco Veba	Italy	www.amcoveba.com	■	■	■	
Atlas	Germany	www.atlasgmbh.com	■	■	■	■
BEFARD	Poland	www.befard.com	■	■	■	
Benelli Gru	Italy	www.benelli-group.it		■		
BG Lift	Italy	www.bglift.com		■		
Cobra	USA	www.cobra-cranes.com	■			
Copma	Italy	www.cps-group.com	■	■		
Cormach	Italy	www.cormach.com	■	■		■
Effer	Italy	www.effer.com		■		■
Fassi	Italy	www.fassi.com	■	■	■	■
Ferrari	Italy	www.fliferrari.it	■	■	■	
Heila	Italy	www.heila.com	■	■		■
Hiab	Italy	www.hiab.com	■	■	■	■
Hidrokon	Turkey	www.hidrokon.com		■		
HMF	Denmark	www.hmfcranes.com	■	■		
Horyong	Korea	www.horyong.co.kr	■	■		
Hyva	Italy	www.hyva.com	■	■	■	
Load King	USA	www.loadkingmfg.com	■			
Manitex	USA	www.manitex.com	■	■		
Marchesi	Italy	www.marchesigr.com		■		
Maxilift	Italy	www.maxiliftcrane.com	■		■	
MKG	Germany	www.mkg-export.com	■	■	■	■
MPG	Turkey	www.mpg.com.tr		■		
Next Hydraulics	Italy	www.nexthydraulics.com	■		■	
Palfinger	Austria	www.palfinger.com	■	■	■	■
Penny Hydraulics	UK	www.pennyhydraulics.com	■	■		■
Pesci	Italy	www.cps-group.com	■	■		■
PM	Italy	www.pm-group.eu		■		■
Sany Palfinger	Austria/China	www.en.sanypalfinger.com	■	■		
Tadano	Japan	www.tadano.com	■			
TCM	Italy	www.tcmsrl.net				■
Tirre	Germany	www.tirre.de		■		
TKA Cranes	Brazil	www.tkacranes.com		■		
Toimil	Spain	www.toimilgruas.com		■		■
Unic	Japan	www.uniccrane-global.com	■			■
Venturo	USA	www.venturo.com		■		
World Power Erkin	Turkey	www.worldpower.com.tr		■		■
XCMG	China	www.xcmgeu.com	■			



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SCISSOR LIFTS



Manufacturer	Origin	Website	Slab electric	Rough terrain
AB Lift	Germany	www.ab-lift.com		
Aichi	Japan	www.aichi-corp.co.jp		
Airman	Japan	www.airman.co.jp		
Airo	Italy	www.airo.com		
ATN	France	www.atnplatforms.com		
Boonai Lift	China	www.boonailift.com		
BoSS	Taiwan	www.bosaccessstowers.com		
CFMG	China	www.cncfmglift.com		
Dingli	China	www.cndingli.com		
Eastman Heavy Machinery	China	www.eastmanhm.com		
ELS Lift	Turkey	www.elslift.com		
Fronteq	China	www.fronteqlift.com		
Gantic	Norway/Spain	www.gantic.no		
Genie	USA	www.genielift.com		
GMG	China	www.globalmachineryinc.com		
Goman	China	www.gomanlift.com		
HAB	Germany	www.hab-sales.com		
Haulotte	France	www.haulotte.com		
Hered	China	www.hered-lift.com		
Holland Lift	Netherlands	www.hollandlift.com		
Hy-Brid Lifts	USA	www.hybridlifts.com		
Imer	Italy	www.imergroup.com		
Italift	Italy	www.italift.it		
JCB	India	www.jcb.com		
JCHI	China	www.jchic.en.ecplaza.net		
JLG	USA/Belgium	www.jlg.com		
Jovoo	China	www.jvoolift.com		
King Lift	China	www.kingliftcn.com		
Kreitzler	Germany	www.kreitzler.de		
LGMG	China	www.en.lgm.com.cn		
Lift-A-Loft	USA	www.liftaloft.com		
LiuGong	China	www.liugong.com		
Magni	Italy	www.magnith.com		
Manitou	France	www.manitou.com		
Mantall	China	www.mantall.com		
MEC	USA	www.mecavp.com		
Mieve	Spain	www.mieve.es		
Noblelift	China	www.noblelift.com		
Onderlift	Turkey	www.onderlift.com		
PB Liftechnik	Germany	www.pb-arbeitsbuehnen.de		
QUIYN	China	www.qiynlift.com		
Rees Lift	China	www.reesindustries.com		
Runshare	China	www.runshare.net		
Sinoboom	China	www.sinoboom.com		
Skyjack	Canada	www.skyjack.com		
Snorkel	UK/USA	www.snorkellifts.com		
Sunward	China	www.sunward.com.cn		
Weiss	Germany	www.arbeitsbuehnen-weiss.de		
XCMG	China	www.xcmgeu.com		
Yamei	China	www.scissorliftfactory.com		
Zoomlion	China	www.en.zoomlion.com		



BOOM LIFTS

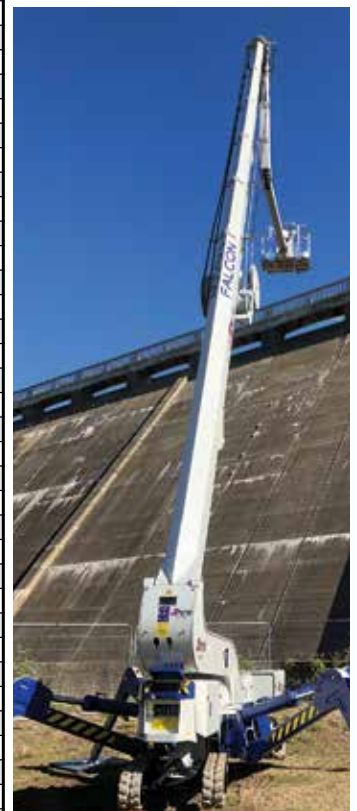


Manufacturer	Origin	Website	Mast boom	Telescopic boom	Articulated boom	Semi-self-propelled
Aichi	Japan	www.aichi-corp.co.jp				
Airo	Italy	www.airo.com				
ATN	France	www.atnplatforms.com				
Bil-Jax	USA	www.haulotte-usa.com				
CFMG	China	www.cncfmglift.com				
Dingli	China	www.cndingli.com				
Dinolift	Finland	www.dinolift.com				
Eastman Heavy Mach.	China	www.eastmanhm.com				
ELS Lift	Turkey	www.elslift.com				
Farone	Italy	www.faraone.eu				
Fronteq	China	www.fronteqlift.com				
Gantic	Norway/Spain	www.gantic.no				
Genie	USA	www.genielift.com				
GMG	China	www.globalmachineryinc.com				
Goman	China	www.gomanlift.com				
Haulotte	France	www.haulotte.com				
Hematec	Germany	www.hematec-arbeitsbuehnen.de				
Hered	China	www.hered-lift.com				
Imer	Italy	www.imergroup.com				
Italift	Italy	www.italift.it				
JCB	India	www.jcb.com				
JCHI	China	www.jchic.en.ecplaza.net				
JLG	USA/Belgium	www.jlg.com				
Jovoo	China	www.jvoolift.com				
King Lift/ Quiyn	China	www.qiynlift.com				
Kreitzler	Germany	www.kreitzler.de				
Leguan	Finland	www.leguanlifts.com				
LGMG	China	www.en.lgm.com.cn				
Lift-A-Loft	USA	www.liftaloft.com				
LiuGong	China	www.liugong.com				
Magni	Italy	www.magnith.com				
Manitou	France	www.manitou.com				
Mantall	China	www.mantall.com				
Matilsa	Spain	www.matilsa.it				
MEC	USA	www.mecavp.com				
Mecaplus	Spain	www.mecaplus.es				
Nagano	Japan	www.nagano-access.com				
Niftylift	UK	www.niftylift.com				
PB Liftechnik	Germany	www.pb-arbeitsbuehnen.de				
Rees Lift	China	www.reesindustries.com				
Runshare	China	www.runshare.net				
Sinoboom	China	www.sinoboom.com				
Skyjack	Canada	www.skyjack.com				
Snorkel	UK/USA	www.snorkellifts.com				
Tadano	Japan	www.tadano.com				
Toucan	France	www.jlg.com				
XCMG	China	www.xcmgeu.com				
Yamei	China	www.scissorliftfactory.com				
Zoomlion	China	en.zoomlion.com				

TRACKED LIFTS



Manufacturer	Origin	Website	Spider lift	Boom lift	Scissor lift	Mast boom
AB Lift	Germany	www.ab-lift.com		■		
Aichi	Japan	www.aichi-corp.co.jp		■	■	■
Airman	Japan	www.airman.co.jp	■			
Airo	Italy	www.airo.com			■	
AlmaCrawler	Italy	www.almac-italia.com	■	■	■	
ATN	France	www.atnplatforms.com	■			■
Benelli gru	Italy	www.benelli-group.it	■			
Bluelift	Germany	www.ruthmann.de	■			
Böcker	Germany	www.boecker.de	■			
Cela	Italy	www.cela.it	■			
CFMG	China	www.cncfmglift.com			■	
CMC	Italy	www.cmclift.com	■			
Co.M.eT	Italy	www.officinecomet.it	■			
Cormidi	Italy	www.cormidi.us	■			
CTE	Italy	www.ctelift.com	■			
Custers	Netherlands	www.custers.nl		■		
Denka Lift	Germany	www.denkalift.com	■			
Dingli	China	www.cndingli.com/English	■			
Dinolift	Finland	www.dinolift.com	■			
Eastman	China	www.eastmanhm.com			■	
Easy Lift	Italy	www.easy-lift.com	■			
Europelift	Hungary	www.europelift.com	■			
Falcon Lifts	Denmark	www.falconlifts.com	■			
Fronteq	China	www.fronteqlift.com			■	
Gantic	Norway/Spain	www.gantic.no		■		
Genie	USA	www.genielift.com		■		
Goman	China	www.gomanlift.com	■	■		
HAB	Germany	www.hab-sales.com		■		
Haulotte	France	www.haulotte.co.uk			■	
Hered	China	www.hered-lift.com			■	
Hinowa	Italy	www.hinowa.com	■			
Holland Lift	Netherlands	www.hollandlift.com			■	
Hyrax	Netherlands	www.hyrax.nl		■		
I-Lift	Italy	www.i-lift.it	■			
Imer	Italy	www.imergroup.com	■			
JLG	USA/Belgium	www.jlg.com		■		
Jovoo	China	www.jovoolift.com			■	
Kinglift	China	www.kingliftcn.com			■	
Leguan	Finland	www.leguanlifts.com	■			
LGMG	China	www.lgmglifts.com			■	
Mantall	China	www.en.mantall.com			■	
Mecaplus	Spain	www.mecaplus.es		■		
Multitel Pagliero	Italy	www.pagliero.com	■			
Nagano	Japan	www.naganoaccess.com		■		
Niftylift	UK	www.niftylift.com	■			
Oil&Steel	Italy	www.oilsteel.com	■			
Omega	Netherlands	www.omegasolutions.biz			■	
Ommelift	Denmark	www.ommelift.com	■			
Palazzani	Italy	www.palazzaniindustrie.com	■			
Palfinger Platforms Italia	Italy	www.palfingerplatformsitaly.it	■			
Platform Basket	Italy	www.platformbasket.com	■			■
QUIYN	China	www.qiynlift.com			■	
Rhinox	Netherlands	www.rhinox-lift.com		■		
Runshare	China	www.runshare.net		■	■	
Ruthmann	Germany	www.ruthmann.de	■			
Sinoboom	China	www.sinoboom.com	■		■	
Socage	Italy	www.socage.it	■			
Snorkel	USA/UK	www.snorkelifts.com		■		
Teupen	Germany	www.teupen.com	■	■		
Thomas Boom Lifts	Belgium	www.thomas-hoogwerkers.be	■			
Weiss	Germany	www.arbeitsbuehnen-weiss.de			■	



ROTO 50.30 SPLUS

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LIFT HEIGHT
29.2



LIFT CAPACITY
5.0



ENGINE
170

The ROTO telescopic range allows for 360 degree continuous rotation. This range has been developed to be intergrated with various attachments with safety at the forefront of our ambitions. The ROTO50.30 is equipped with an Attachments Recognition System allowing for precise coupling from machine to attachment. Visit merlo.co.uk to find out more.



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MERLO

VEHICLE MOUNTED LIFTS



Manufacturer	Origin	Website	Truck (<3.5t)	Truck (>3.5t)	Trailer lift	Van lift	Underbridge inspection
Aichi	Japan	www.aichi-corp.co.jp	■	■			■
Aldercote	UK	www.aldercote.com	■	■		■	
Altec	USA	www.altec.com	■	■		■	
Anderson Hydra Platforms	USA	www.andersonunderbridge.com					■
Ascendant	UK	www.ascendantaccess.com	■	■		■	
Aspen Aerials	USA	www.aspenaerials.com					■
Barin	Italy	www.barin.it		■			■
Benelli gru	Italy	www.benelli-group.it	■	■			
Bil-Jax	USA	www.haulotte-usa.com			■		
Böcker	Germany	www.boecker.de		■			
Bronto Skylift	Finland	www.brontoskylift.com		■			
Cela	Italy	www.cela.it	■	■		■	
Co.M.eT	Italy	www.officinecomet.it	■	■	■	■	
CTE	Italy	www.ctelift.com	■	■			
Custers	Netherlands	www.custers.nl		■		■	
Danilift	Denmark	www.danilift.dk	■	■		■	
Denka Lift	Germany	www.denkalift.com			■		
Dinolift	Finland	www.dinolift.com	■		■		
Elliott Equipment	USA	www.elliotequip.com		■			
Europelift	Hungary	www.europelift.com			■		
France Elevateur	France	www.france-eleveur.fr	■	■		■	
Goman	China	www.gomanlift.com			■		
GSR	Italy	www.gsrspa.it	■	■		■	
Hidro-Grubert	Argentina	www.hidrogrubert.com	■		■		
Hidrokon	Turkey	www.hidrokon.com		■			
Horyong	South Korea	www.horyong.co.kr		■			
Isoli	Italy	www.isoli.com	■	■			
JLG	USA/Belgium	www.jlg.com			■		
Jovoo	China	www.jovoolift.com			■		
Kinglift	China	www.kingliftcn.com			■		
Klaas	Germany	www.klaas.com	■	■			
Klubb	France	www.klubb.com	■	■		■	
Kuli	Germany	www.kuli.com			■		
Lift-A-Loft	USA	www.liftaloft.com	■	■			
Matilsa	Spain	www.matilsa.it			■		
Mieve	Spain	www.mieve.es			■		
Moog	Germany	www.moog-online.com					■
Movex	Spain	www.movexlift.com	■			■	
Multitel Pagliero	Italy	www.pagliero.com	■	■			
Niftylift	UK	www.niftylift.com			■		
Oil&Steel	Italy	www.oilsteel.com	■	■			
Ommelift	Denmark	www.ommelift.com			■		
Oxley	Italy	www.oxley-piattaforme.it		■			
Palfinger Platforms	Germany	www.palfinger.com	■	■			■
Palfinger Platforms Italia	Italy	www.palfingerplatformsitaly.it	■				
Paus	Germany	www.paus.de			■		
QUIYN	China	www.qiynlift.com			■		
Ruthmann	Germany	www.ruthmann.de	■	■			
Safi	Italy	www.safi.it	■	■	■	■	
Sinoboom	China	www.sinoboom.com		■			
Sky Aces	Italy	www.skyaces.eu		■			
Snorkel	UK/USA	www.snorkellifts.com			■		
Socage	Italy	www.socage.it	■	■		■	
Tadano	Japan	www.asia.tadano.com	■	■			■
Talleres Velilla	Spain	www.talleresvelilla.com	■	■		■	
Terex Utilities	USA	www.terex.com/utilities		■			
Thomas Boom Lifts	Belgium	www.thomas-hoogwerkers.be	■	■	■		
Time	USA	www.timefmg.com	■	■			
Versalift	Denmark	www.versaliftinternational.com	■	■		■	
XCMG	Germany	www.xcmg.com		■			



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LOW LEVEL LIFTS



Manufacturer	Origin	Website	Push around lifts	SP mast/scissor lifts	Personnel lifts
AHI	Malaysia	www.ahilifts.com.my	■	■	■
Aichi	Japan	www.aichi-corp.co.jp	■	■	■
Airman	Japan	www.airman.co.jp	■	■	■
Airo	Italy	www.axolift.com	■	■	■
Alplift	Netherlands	www.alplift.com	■	■	■
Axo Lift	Italy	www.airo.com	■	■	■
Böcker	Germany	www.boecker.de	■	■	■
Boonai Lift	China	www.boonailift.com	■	■	■
BoSS	UK	www.bosssaccessstowers.com	■	■	■
Bravi	Italy	www.bravi-platforms.com	■	■	■
Crown	USA	www.crown.com	■	■	■
Dingli	China	www.cndingli.com	■	■	■
Eastman Heavy Machinery	China	www.eastmanhm.com	■	■	■
ELS Lift	Turkey	www.elslift.com	■	■	■
ErgoLift	France	www.ergolift.com	■	■	■
Faraone	Italy	www.faraone.eu	■	■	■
Fronteq	China	www.www.fronteqlift.com	■	■	■
Genie	USA	www.genielift.com	■	■	■
GMG	China	www.globalmachineryinc.com	■	■	■
Gromet	Italy	www.axolift.com	■	■	■
Haulotte	France	www.haulotte.com	■	■	■
Hered	China	www.hered-lift.com/about/	■	■	■
Hy-Brid Lifts	USA	www.hybridlifts.com	■	■	■
Imer	Italy	www.imergroup.com	■	■	■
Instant UpRight	Ireland	www.instantupright.com	■	■	■
Ixolift	Finland	www.ixolift.com	■	■	■
JCHI	China	www.jchic.en.ecplaza.net	■	■	■
JLG	USA/France	www.jlg.com	■	■	■
LGMG	China	http://www.lgmg.com.cn	■	■	■
Kreitzler	Germany	www.kreitzler.de	■	■	■
Kuli	Germany	www.kuli.com	■	■	■
Lift-A-Loft	USA	www.liftaloft.com	■	■	■
Magni	Italy	www.magnith.com	■	■	■
Mantall	China	www.mantall.com	■	■	■
MEC	USA	www.mecawp.com	■	■	■
Metal and Modular	UK	www.metalandmodular.co.uk	■	■	■
Mieve	Spain	www.mieve.es	■	■	■
Noblelift	China	www.noblelift.com	■	■	■
PB Liftechnik	Germany	www.pb-arbeitsbuehnen.de	■	■	■
Pop-Up Products	UK	www.popupproducts.co.uk	■	■	■
Power Towers	UK	www.powertowers.com	■	■	■
ReechCraft	USA	www.reechcraft.com	■	■	■
Rees Lift	China	www.reesindustries.com	■	■	■
Safelift	Sweden	www.safelift.se	■	■	■
Sinoboom	China	www.sinoboom.com	■	■	■
Skyjack	Canada	www.skyjack.com	■	■	■
Snorkel	UK/USA	www.snorkellifts.com	■	■	■
Yamei	China	www.scissorliftfactory.com	■	■	■
Zarges	Germany	www.zarges.com	■	■	■



TELEHANDLERS

Manufacturer	Origin	Website	Compact	Fixed frame	360 degree	Heavy duty
Amkodor	Belarus	www.amkodor.by	■			
Ausa	Spain	www.ausa.com	■			
Bobcat	France	www.bobcat.com	■	■	■	
Case IH	USA	www.caseih.com	■	■		
Caterpillar	Belgium	www.cat.com	■	■		
Claas	Germany	www.claas.co.uk	■	■		
Deutz-Fahr	Germany	www.deutz-fahr.com	■	■		
Dieci	Italy	www.dieci.com	■	■	■	■
ELS Lift	Turkey	www.elslift.com	■	■		
Faresin	Italy	www.faresindustries.com	■	■		
Gehl	USA	www.gehl.com	■	■		
Genie	Italy/USA	www.genielift.com	■	■		
Giant	Holland	www.tobroco-giant.uk	■	■		
Haulotte	France	www.haulotte.com	■	■		
Heli	China	www.helichina.com	■	■		
Jakob Fahrzeugbau	Switzerland	www.jakobfahrzeugbau.ch			■	
JCB	UK	www.jcb.com	■	■	■	
JLG	USA	www.jlg.com	■	■		■
Kramer (Wacker Neuson)	Germany	www.kramer-online.com	■	■		
Kubota	Japan	www.ke.kubota-eu.com	■			
Landoll	USA	www.landoll.com				■
Liebherr	Germany	www.liebherr.com		■		
LGMG	China	www.lgmglifts.com		■		
Magni	Italy	www.magnith.com	■	■	■	■
Manitou	France	www.manitou.com	■	■	■	■
Merlo	Italy	www.merlo.com	■	■	■	■
MST	Turkey	www.mst-tr.com	■	■		
New Holland	Italy	www.agriculture.newholland.com	■	■		
Pettibone	USA	www.gopettibone.com	■	■		
Saez	Spain	www.saezkulevincleri.com	■	■		
Sany	China/Germany	www.sanyamerica.com	■	■		
Sennebogen	Germany	www.sennebogen.com	■	■		
Skyjack	Canada	www.skyjack.com	■	■		
Skytrak	USA	www.jlg.com	■	■		
Snorkel	UK/USA	www.snorkellifts.com	■	■		
Sunward	China	www.sunward.com.cn	■	■		
Wacker Neuson	Germany	www.wackerneuson.com	■	■		
Weidemann	Germany	www.weidemann.de	■	■		
XCMG	China	www.xcmgeu.com	■	■		
Xtreme	USA	www.xmfg.com	■	■		■



LIFTING GEAR



Manufacturer	Origin	Website
Aberdeen Web	UK	www.aberdeenwebtd.com
Airo Industries	USA	www.airoind.com
AlVac	Denmark	www.alvac-construction.dk
Assoc. Wire Rope & Rigging	USA	www.associatedwirerope.com
Bakker Hydraulic	Holland	www.bakker-hydraulic.com
Baltrotors	Latvia	www.baltrotors.com
Brindley Chains	UK	www.brindleychains.co.uk
Britlift	UK	www.britlift.com
Certex	UK	www.certex.co.uk
Conquip	UK	cqgroup.com
Crosby	USA	www.thecrosbygroup.com
Enerpac	USA	www.enerpac.com
Feltes	Germany	www.feltes-gmbh.de
GKS Lifting and Moving	USA	www.gksweb.com
Glasboy	Belgium	glasboy.be
Gunnebo	Sweden	www.gunneboindustries.com
Jung	Germany	www.jung-hebetechnik.de
Kinshofer	Germany	www.kinshofer.com
LGH	UK	www.lgh.eu
Lift Systems	USA	www.lift-systems.com
Lift-Tex	netherlands	lift-tex.nl
Lifting Gear UK	UK	www.lifting-equipment.co.uk
Lissmac	Germany	www.lissmac.com
Magna Lifting Products	USA	www.magnalifting.com
Mazzella Lifting	USA	www.mazzellacompanies.com
Microcranes	USA	www.smarttrigranes.com
Miller	USA	www.millerproducts.net
Modulift	UK	www.modulift.com
Mouvers	Italy	www.mouvers.it/en/
Movex Innovation	Canada	www.liftalift.com
Multi-Sec	UK	www.durhamlifting.co.uk
Pfeifer	Germany	www.pfeifer.info
Probst	UK	www.probst-handling.com
Rigging Warehouse	USA	www.riggingwarehouse.com
Rud-Chain	Germany	www.rud.com
Scanlift	UK	www.scanlift.co.uk
Secatol	France	www.secatol.com
Shuttlelift	USA	www.shuttlelift.com
Smartlift	Denmark	www.smartlift.com
Sumner	USA	www.sumner.com
Taylor Machine works	USA	www.taylorforklifts.com
Tracked Carriers	GB	trackedcarriers.co.uk
Unitex	USA	www.unitex.org
Van Beest	Netherlands	www.vanbeest.com
Verope	Switzerland	verope.com
Wienold Lift	Germany	www.wienold-lifte.de
Winlet	Denmark	www.winlet.co.uk

MASTCLIMBERS & HOISTS



Manufacturer	Origin	Website
Aher	Spain	www.alher.es
Alba	Spain	www.alba.es
Alimak	Sweden	www.alimak.com
AlumaSafway	Canada	www.alumasafway.com
AS Climber	Spain	www.asclimber.com
BFT Mastclimbing	UK	www.bftmastclimbing.com
Böcker	Germany	www.boecker.de
BrandSafway	USA	www.brandsafway.com
CABR	China	www.cabrm.com
Camac	Spain	www.camacs.com
Climber International	Italy	www.climberinternational.com
De Jong Hoists	Netherlands	www.jonglifter.nl
Dingli	China	www.cndingli.com
Dunlop Mastclimbers	USA	www.dunlopmastclimbers.com
Elavadores Alher	Spain	www.alher.es
Electroelsa	Italy	www.electroelsa.com
Elevak	Spain	www.elevak.es
Encomat	Spain	www.encomat.com
Euroscaf	Italy	www.euroscaf.it
Fixator	France	www.fixator.com
Fraco	Canada	www.fraco.com
Geda	Germany	www.geda.de
Goian	Spain	www.jasoelevationsystems.com
GT Lifting	UK	www.gtlifting.co.uk
Haki	Sweden	www.haki.com
Harrington Hoists	USA	www.harringtonhoists.com
Hydro Mobile	Canada	www.hydro-mobile.com
Jaso	Spain	www.jasoelevationsystems.com
Klimer	Canada	www.klimer.com
Maber	Italy	www.maber.eu
Mastclimber Solutions	UAE	www.mastclimbersolutions.com
Pega Hoist	Czech Republic	www.pegahoist.com
Piat	Italy	www.piatvideasrl.com
Premier Scaffold Solutions (ProSeries)	USA	www.premierscaffoldsolutions.com
RAXTAR	Holland	www.raxtar.com
Rovers	Italy	www.rovers.it
Saeclimber	Spain	www.saeclimber.com
Safi	Italy	www.safi.it
Saltec	Spain	www.torgar.com
Scanclimber	Finland	scanclimber.com
SMEA.N.	Italy	www.smean.it
Star Lift	Turkey	www.starlift.com.tr
Stros	Slovakia	www.stros.cz
Torgar	Spain	www.torgar.com
Turbolber	Spain	www.turbolber.com
Winsafe	Canada	www.winsafe.com
Wuxi Cosmo Susp. Ptfm. Co	China	www.xiongyud.com
XL Industries	France	www.en.xl-industries.fr



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APEX RETURNS TO MAASTRICHT

APEX - the tri-annual access equipment exhibition - was held last month after a six year absence due to the 2020 event being a Covid casualty. It also marked the return to Maastricht, 12 years after it was moved to Amsterdam.

While the show had an excellent number of exhibitors - most having spent a significant sum on visually impressive stands - visitors were fewer than had been expected, although according to the organisers, APEX and the International Rental Exhibition which runs alongside attracted 6,130 visitors between them. That seemed high given the dearth of visitors on two of the three days...we wonder if the count was simply the number of badge scans conducted with exhibitor staff and visitors leaving and returning to the hall every time they went to eat, visit the facilities or the outside area? A packed calendar of exhibitions before and after APEX along with a public holiday in Germany didn't help.

The major stand-out feature of the show was the large number of 'new' manufacturers - mostly from China - completely unknown to most of those attending, with the vast majority displayed 'me too' slab scissor lifts. Our guess is that most will not be seen in Europe again.

The event also coincided with the European Rental Association's (ERA) annual convention, held at the same venue on day two and three. With more than 350 delegates attending, it was a great success and was followed by an evening awards dinner.

The second morning of the show started bright

and early with IPAF president Karin Nars hosting the first IPAF Women in Powered Access networking event. Launched at Vertikal Days, the Women in Powered Access initiative aims to recognise and celebrate the contributions of women in powered access, while outlining career paths for women already working in the industry and those looking to enter it.

The well attended breakfast meeting was a highly positive forum for networking over coffee and croissants, while speakers included Tjiske Van Hellemond of JLG who spoke of how valuable mentors and mentoring had been for her career.

NEW PRODUCTS

Half a dozen exhibitions held in the six months prior to APEX starved it of brand new product launches. But Platform Basket surprised everyone with its entry into the mast boom market with the 10 metre Heron tracked model, complete with inboard leveling jacks. Ruthmann announced a new 100 metre truck mounted lift the T1000 HF - the first of which will go to Joly Location in France - but not before the end of next year. AlmaCrawler also showed its new 1.5 tonne ML1.5 FX tracked carrier.

Chinese manufacturers making their European debut included Heli, Hered, Jovoo, Quiyn or King and CFMG and there were also two new Italian manufacturing companies - a startup



Platform Basket surprised with a new 10m Heron tracked mast boom with inboard levelling jacks



(L-R) Uwe Strotmann and Remy Doyen of Ruthmann with Marcel Joly of Joly Location and Stefan Linnemann of Ruthmann confirm the first order for the new 100m Ruthmann T1000 HF



Almac's new 1,500kg 1.5FX all electric transporter



New spider lift manufacturer I-Lift

manufacturer I-Lift with an 18 metre spider lift and a 21 metre model to follow. The company was set up late last year by former employees of CMC. The other was Italtift which had a single scissor lift on the stand, but which is marketing a full range of slab and RT scissors, mast booms and articulated booms, most of which appear to be badged products rather than its own. Another new name for most visitors was Turkish company Onderlift with a range of scissor lifts.



Another new name, this time from Italy - ItaLift which offers badged scissors, booms and mast



Another new name, this time Onder lift from Turkey



Genie had a substantial and very well manned stand



Liftroller showed its mobile Wall lifting platform and truck and electric EI Wagon

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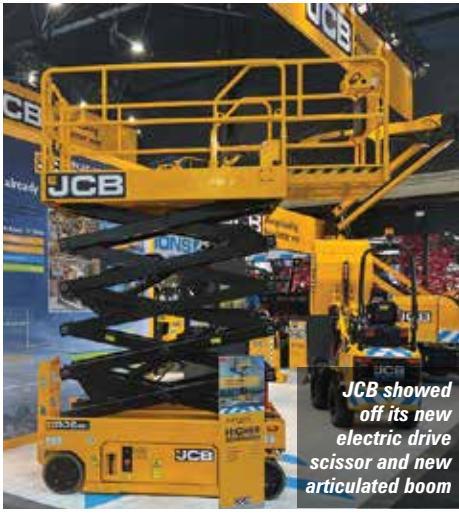
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JCB showed off its new electric drive scissor and new articulated boom



Multitel's compact 17 metre MXE 170 on a Piaggio Porter chassis



JLG focused on its low level products

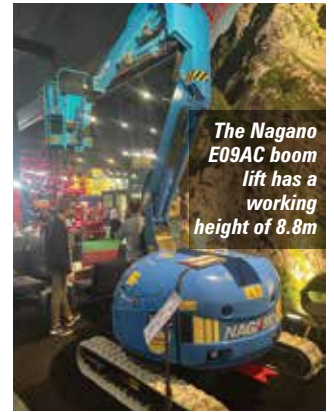
JCB displayed its new articulated boom and direct electric drive scissor lifts unveiled at Vertikal Days, while LiuGong showed two of its new articulated booms and some scissors. Multitel showed its compact 17 metre MXE 170 on a Piaggio Porter chassis.

Comet launched a new insulated pick-up, while Sany showed a new European style telehandler - the 14m/4,000kg STH1440 - and Sinoboom unveiled its new VM04E 12ft mast lift with an order for the first 200 units placed at the show. Finally Chinese manufacturer Zoomlion revealed plans to launch a new range of fixed and 360 degree telehandlers.

The following is a brief pictorial review - more images can be found on www.vertikal.net - APEX's return to Maastricht.



LiuGong with new booms and scissors



The Nagano E09AC boom lift has a working height of 8.8m



Discussing the new Sinoboom VM04E 12ft mast type lift



The full Comet stand had several new launches including the pick up mounted ESKS P14 2 Jib



Top Turkish manufacturer ELS



The Snorkel stand



A new Sany STH1440 14m/4,000kg European style telehandler



Magni showed both telehandlers and aerial lifts



Holland Lift's heavy duty industrial battery pack



The Omme lift 1500 trailer lift



Spider lift and tracked boom lift manufacturer Goman



Merlo's all-electric eWorker compact telehandler



LONG-TERM COMMITMENT

Dean Barley was promoted to chief executive officer of Tadano America prior to the Conexpo exhibition in Las Vegas in March. Mark Darwin caught up with him and Toshiaki Ujiie, chief executive officer of Tadano Ltd during the show.

Following its acquisition of Demag in 2019, Tadano has been working on integrating the two quite different companies. Jens Ennen was appointed chief executive officer of the European business in the run up to the completion of the acquisition and for the next three years was responsible for bringing the two companies together. Ennen left the company at the end of 2022 to be replaced by Kenichi Sawada. This seemed like a conscious move by Tadano chief executive Toshiaki Ujiie to go back to an all Japanese senior management team. Until that is the appointment of Dean Barley.

When asked about these developments: "Is Dean not Japanese?" said Ujiie jokingly. "Seriously, no I don't have any plans to make Tadano a Japanese company, we are a global company. What we need is consistency - consistent quality, a consistent supply chain and on time delivery. With this in mind I am trying to assemble my best team. Although we have many new cranes including a new truck crane at the show, the most important news is the appointment of Dean as chief executive officer, as this shows our commitment to the market."

Are you happy with the progress made with the integration since the acquisition?

"There have been several major disruptions such as Covid and also the conflict in Ukraine and the progress has been slower than expected," says



Toshiaki Ujiie

Ujiie. "This year -2023 - is the last in our three year mid-term plan. Already we have announced this year's projection, but it hasn't hit the three year plan, it has been slower than expected for many reasons, but we are on the way."

"Despite this we have made a lot of progress in the business," adds Barley. "We have put a lot of new systems and technology in place and not as a result of remote working because of Covid, we were already on that journey. Part of my transition when I joined Tadano in August 2019 was to truly integrate the Demag business in Pan America Region into Tadano America Corporation and under the direction of Ujiie, create the Tadano feel for our customers. A lot of companies make acquisitions and just bolt the company on



Dean Barley

leaving everything like it is. We however did a full integration such as moving parts businesses and people, investing money on training and technology including building a call centre."

"Yes, we have had disruptions with Covid like everybody else, however the difference between Tadano and a lot of other companies is that we remained committed all the way through and we did not take our foot off the gas pedal. My responsibility was to ensure the company was set up correctly for future growth. When we integrated Demag into Tadano North America, the business grew substantially. Although we had systems in the business we had to apply technology to achieve sustainable growth."

"We have since taken a lot of the things and



lessons learned from North America and are sharing them not just with Germany but other parts of the group around the world. We have lots of processes and similarities in terms of accountability tools and metrics to drive the company in the right direction that we are consistent across various locations."

So, if there are two systems for the same thing, which is used - Tadano or Demag?

"One example is the differing shape of the Tadano and Demag crane boom," says Ujiie. "Both engineers have their own reasons and belief in their shape and there are good reasons for both. However, if we look at the production efficiency of the boom one is much easier and quicker as it does not require a change of jig which adds to the production time and requires more electricity."

At the time of the acquisition, some questioned whether it was good 'deal' for Tadano.

"There was a true desire within Tadano to purchase the Demag business because it allowed for the acquisition of technology to help support the growth of the Tadano business long term," says Barley. "You have to ask the question - if we hadn't purchased Demag, how much would we have spent developing the technology we are using today? It was a huge opportunity for us."

Some of that technology was on the Conexpo stand in the shape of the 450 tonne AC 7.450-1 AT crane.

"This crane is the first true combined product by both engineering teams from Tadano and Demag," says Barley. "The crane actually runs the Demag IC-1 platform - IC-1 Plus control system and IC-1 Remote telematics - instead of the Tadano AML-C crane control and Hello-Net telematic management systems. Tadano would have had to

invest heavily in that technology in order to take the business forward in the long term. We actually bought the technology to develop in the long-term and that puts us on the road to become number one."

How important is it to become the number one crane producer?

"We are already number one in Rough Terrain cranes," says Ujiie. "However, once you become number one staying there is challenging. Being number two or three you have clear goals to become the market leader, which are good for a company to grow. But when you are number one - what is your target? For example, we are placing a lot of emphasis on thinking environmentally and we need to spend time to develop that side of the company."

Have you lost ground because of the acquisition?

"We are losing market share in Europe and the biggest reason is because we have component supply chain issues and cannot fully complete the crane and therefore have issues delivering equipment. We need to change or improve and that is what Kenichi Sawada, our newly appointed chief executive officer in Europe, has been tasked with."

"We have very good supporting suppliers in Japan, so we need to utilise those companies more. Of course, in Europe due to the situation in Ukraine, many of our suppliers are affected and also because of the increasing cost of production, supply chains get longer. Last year we had to shut down a factory in Japan for two months because one of our Japanese suppliers - which had a factory in Shanghai, China - was in lockdown which stopped all exports out of the country. It was not a hi-tech product, but it was unexpected

that this could stop the factory for so long. We have learned from these issues."

The West's sanctions over the Ukraine conflict have closed the Russian market. How big an issue is this for Tadano?

"The biggest growing crane market in 2022 was Russia/CIS which had grown by 300 to 350 percent mainly due to the influx of Chinese truck cranes, available because of the shrinking Chinese home market," says Ujiie. "I am not sure how long this will continue but luckily we shut down our Chinese factory about four/five years ago. We are not producing or selling any Chinese built cranes in China, the only sales are when they need Japanese or German made equipment."

"We stopped all exports to Russia soon after the situation started. Since then, we haven't restarted equipment or parts sales. We had an office in Russia, but it is temporally closed at this moment. We also have a dealer, but they cannot get equipment from us, however they have started to sell Chinese equipment. It is a difficult situation."

What technology do you have coming to make it easier to operate your cranes given the shortage of skilled labour?

"Training is important - you will always need well trained operators familiar with the crane and its functions and be able to use it as intended," says Barley. "However, we have spent a lot of time and effort on safety features such as counterweight detection systems, and there are a lot of safety features built into our computer systems, but you still need skilled operators. You can make it easier and more intuitive - IC-1 platform is a very intuitive system, and those cranes fitted with IC-1 have given a lot of great feedback."



Tadano e-Pack



Tadano GR-1000XLL Evolt



"Safety is one of our core values so any time we have the opportunity to take a possible error away from the operator that is what we focus on. We can preach and talk safety, but people can still get it wrong - our job is to limit this happening."

What's your view on major crane companies pulling out of exhibitions such as this?

"All the major manufacturers are struggling to keep up with demand at the moment and we are all in a similar situation. However, it is also important to show your customers your appreciation and share the new technologies that you have to launch," says Barley.

"Would it have been less expensive to stay away from Conexpo? Of course, it would have. Did we exhibit at Conexpo to keep the order book strong? Probably not, but we believe in satisfying our customer's needs, and there is no better way to do that than when you have all your cranes in the same location. It is also great to educate your distributors - they get to see the products that are coming out and glimpse the future. It all helps to build a business for the long term. If we were just thinking short term - about this year and next - would Conexpo have made sense? Probably not, but for the long term attending was the best decision."

"Regarding the lack of the larger aerial work platform manufacturers at the show - the industry should consider short term versus long term strategy. There were lots of decisions taken by businesses thinking short term about attending from a monetary perspective. Putting a big display

on takes a lot of commitment. You have to think long term and not 'we have a solid order book so what is it going to do for us'. This is the main reason why Tadano does so well and one of the main reasons that I joined the company. We believe in the long term - we are here to stay and will continue to grow and the only way to do that is to commit no matter what the market conditions are. It can be painful at times, but it is the right thing to do."

What is the biggest issue facing the construction sector?

"The biggest issue for construction related industries is attracting young people," says Ujiie. "Numbers - particularly in Japan - are decreasing as we lose these people to sectors such as the computer industry. We are trying to introduce AI controlled machines to make us ready for fewer skilled people in the industry. But interestingly in order for us to complete this project we posted an open innovation asking, 'can you come up with a better way to control this equipment?' In three months, we had 1,000 applicants and they included 13 better ways of controlling the machine. I asked the creators of the three best solutions to come and see the cranes and they were very happy to work on them rather than computers. We need to attract people to join industry even if the equipment needs less people."

"We are very focused at the moment on service technicians bringing in apprentice level technicians - it is not a formal programme but for example we partner a junior welder with a senior welder to develop the talent," adds Barley.



GR-1300XL

"The equipment is also changing - I can remember pulling levers and clutches which were heavy and hard, and then after a few years it moved to hydraulics, and you could feel everything in the joystick. Then to pilot controls when the joysticks became lighter and more user friendly and then the joysticks went electric and now we are talking about a completely electric crane. So, think about how the industry has moved on - we are starting to have the conversation now about do we hire a trained technician, or do we take on someone and teach them about cranes? It is tough to get good people, and this is one of our major challenges." ■



GROUND CONTROL CABIN

UK tower crane specialist Radius Group has become the first lifting contractor in the UK to offer Skyline Cockpit - a tower crane teleoperation system conceived by a company in Israel, that allows the crane to be operated live and remotely from a ground control system, along with a number of additional benefits.

Rather than taking time and effort climbing up to the crane cab, the operator sits in a spacious, 'smart' computerised cabin at ground level and uses an advanced camera systems to operate the one, or several cranes if required. The 'Cockpit' includes a kitchen, and air conditioning or heating - a far cry from the traditional tower crane cab. The ground level locations also enables operators with a fear of heights or mobility issues to take the job.

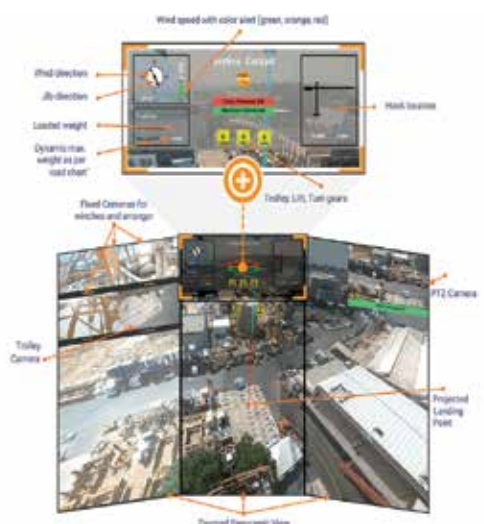
The operator has a peripheral wide-screen display in the cabin that replicates the panoramic view from the cab. It is even possible to operate the crane in the dark using a system based on advanced technological developments, Artificial Intelligence and Augmented Reality.

The operator can precisely identify where the crane hook is positioned having visual readouts on the screens covering the height, load weight,



wind speed and direction and work speed. Radius also claims that the Skyline Cockpit can detect any tower crane problems and immediately address them through preventive maintenance.

Radius managing director Michael Fryer said: "The Group has never been afraid to do things differently and we pride ourselves on being at the forefront of lifting technology. I am confident that when they see it our customers will have the



same excitement that I have had, since taking delivery of this ground-breaking tower crane teleoperation and control system. Being the first to do something new is always daunting, but somebody must take the lead and I feel the time is right for Radius to lead the way."

The Skyline Cockpit has been created by Skyline Cranes and Technologies which owns the largest fleet of tower cranes in Israel.

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JDL BEAUNE 2023

The annual French crane and access exhibition JDL was held in June in Beaune which seems to have become its permanent home.

The three day event attracted a good cross section of the industry, with two notable exceptions - Manitou and Haulotte - France's two leading aerial lift manufacturers. The weather was very mixed switching between sweltering humidity and torrential rain. In spite of that the middle day was reasonably busy, thanks in part to a major evening event at a nearby castle.

In addition to the main crane and aerial lift manufacturers, there were a good number of new exhibitors displaying a the latest technologies - from the Inocel hydrogen fuel cell to power mid-range equipment to bio fuels.

New equipment on display was mostly electric, hybrid or hydrogen powered, including an autonomous material handling robot from Taur, electric telehandlers from Faresin and JCB and battery powered tracked handlers.

JDL TV - a new feature - beamed presentations and discussions around the site from a studio on the premises. A key topic was the challenges of energy transition, with manufacturers, federations, rental companies and end users participating.

AN EVENING AT THE CHATEAU

Immediately following the show closing on the Thursday evening, visitors with tickets were bussed to the nearby 14th century chateau of Savigny-les-Beaune for a mediaeval themed evening which included an outside display of

around 40 fighter planes from around the world, along with a collection of historic fire engines, an indoor exhibition of hundreds of classic motorcycles and an extensive display of historic Abarth racing and production cars. If you are ever in the Beaune area the chateau is well worth a visit. In total the evening event was attended by almost 700 people from the industry including visitors, exhibitors and others.

Before dinner got underway the organisers announced awards for outstanding achievements. The winners were:

Charles Valente - founder of Valente Grue Assistance. Established in 1979 his company has become one of the leading players in the tower crane market, being the largest Potain distributor in France, with its own rental fleet of 250 cranes. The family-owned company is now managed by his children, Jean-Philippe and Sophie.

MCS software - represented by Morane Trabelsi and Béatrice Lyons - was celebrating its 40th anniversary.

Frédéric Allier - founder and chief executive of Niftylift distributor NacelExpert, has worked in the aerial lift market since the mid-1990s and is now joined by Frédéric Brun. The company also handles LGMG, Ixolift and Nagano.

Alexandre Vernazza - president of crane and access rental company Mediaco which is celebrating its 80th anniversary this year and 50 years in the lifting industry. He is the eldest



Part of the motorcycle collection

son of the late Christian Jacques Vernazza and manages the business with his sister Annabel and brother Rodolphe. The company operates from 85 locations in France and overseas with a 3,000 strong fleet, generating more than €405 million in revenues - €360 million of which comes from the lifting division.

Organiser Frédérique Taraquois said: "We consider this edition to be an exceptional vintage with a high quality visitor profile. We took a new direction, particularly with the creation of JDL Energy. We are delighted to see the industry mobilising and sharing its experiences. I extend my thanks to our exhibitors, visitors, federations, partners, suppliers and friends for their participation and commitment. 2023 is over... see you in September 2024 for another equally surprising edition."

The following is a brief taste of the exhibition and evening event...



ErgoLift



Jekko and Fassi



Spierings City Boy cab



Inocel Hydrogen fuel cell



120t XCMG XCA 120 E All Terrain



Mutitel MXE 170 with Renzo Pagliero



Spierings stand



Meeting under the JCB canopy



Frederick Allier award



Bravi stand



60t Sany AT



Oil & Steel OctoPlus 21 and Vall 6t



IPAF



JMG pick & carry cranes



Hinowa stand



Hydrogen electric Dakar rally truck

ASTON UNIVERSITY BIM COURSE

Aston University will launch the UK's first level seven credit bearing Building Information Modelling (BIM) course in September. Aimed at professionals and recent graduates, the 150 hour programme will focus on Autodesk Revit, Navisworks Manage and the current BIM ISO 19650 standards.

Led by Dr Kenneth Park, who has a background in construction management and engineering, the course will emphasise collaboration, waste reduction and efficiency through the use of digital 3D models.

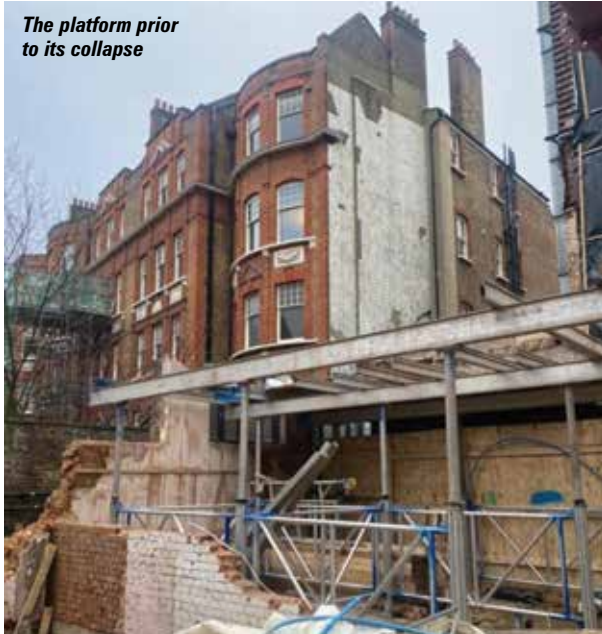


PLATFORM FALL COSTS £246K

UK contractor Henry Construction Projects has been fined £234,000 plus £12,369 in costs after employee Ovidiu Dobra fell three metres from a platform in Kensington, London in 2021.

Dobra, 51, was working carrying out demolition work from the platform when it collapsed, throwing him to the ground. He sustained serious injuries to both legs which has left him with long term difficult with mobility, movement, basic functions, and the ability to work.

The HSE investigation highlighted a failure to take necessary safety precautions for working at height. HSE inspector Saif Deen said: "Employers must control the risk of working at height to ensure that it is carried out in a manner which is so far as is reasonably practicable safe."



The platform prior to its collapse



After it collapsed

WHO TRAINED THEM THEN?

Spotted by a reader during the build-up for the APEX exhibition in Maastricht last month, a team - working for the MECC conference centre - using a scissor lift and a ladder to install a banner, with one of them seeming to climb the scissor stack.



\$8 MILLION FOR INJURED CRANE OPERATOR

An experienced crane operator, Matthew McGeady, received an \$8 million jury verdict in a Baltimore court in June after suffering a severe brain injury. He was operating a crane on a barge on the York River in Virginia in 2016 when a sealing plug dislodged from a pressurised pipe and struck him. His physical recovery was accompanied by personality changes, including volatility, difficulty concentrating and rambling speech. He was diagnosed with bipolar disorder caused by the traumatic brain injury.

McGeady and his wife, Kimberly, were awarded \$5 million and \$3 million respectively for his injury and loss of companionship. The lawsuit - filed under maritime law bypassing Maryland's cap on non-economic damages - argued that Corman Marine Construction failed to provide a hazard free environment. The Occupational Safety and Health Administration (OSHA) also found a serious violation of safety regulations under the Longshoremen and Harbor Workers Compensation Act.

PRISON FOR FATAL FALL

Patrick McCarthy, operating as All Care Home Improvements, has been sentenced to 14 months in prison following a fatal incident on one of his projects in Neasden, North London in 2019.

Andrei-Ionel Hutanu, 33, was repairing the pitched roof of a commercial building while working from a roofing ladder. He slipped and fell five metres onto a concrete surface, suffering a fractured neck and severe head injuries. He died in hospital a week later. McCarthy had neglected to implement basic work at height safety measures such as the use of scaffold or taking other precautions to prevent falls.

HSE Inspector Philip Jordan said: "Assessing and planning work at height is essential to ensuring that suitable and sufficient measures are in place to prevent falls from height. The custodial sentence imposed on Mr McCarthy should underline to everyone in the construction industry that the courts and HSE take a failure to follow the regulations extremely seriously and will not hesitate to take enforcement action against individuals or companies that fall below the required standards."



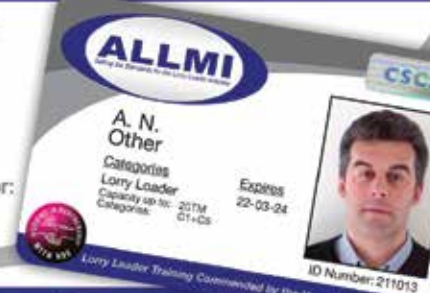
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MEMBERSHIP MEETINGS REVIEW

Held at the Forest of Arden Country Club in Meriden, ALLMI's membership meetings proved a huge success, with an excellent turnout and all sectors of the industry strongly represented.

ALLMI chief executive Tom Wakefield said: "This was another fantastic membership gathering for ALLMI. Delegates were updated on a wide range of important industry issues and projects, and received an interesting presentation from Sergeant Alex Burlison of the Metropolitan Police Service Commercial Vehicle Unit (CVU), who spoke in detail about the Met's roadside checks and also reported on accidents involving lorry loaders, as well as the CVU's recent work with ALLMI."

"We would like to thank all those who attended, it's always great to have face to face contact with so many likeminded peers who want to keep up to date with the latest industry activity and stay at the forefront of safety and good practice."



Sergeant Alex Burlison presenting

MET. POLICE JOINING ALLMI

Further to extensive collaboration with ALLMI during recent months, and due to its Vehicle Recovery & Examination Service department operating lorry loaders, the Metropolitan Police is now in the process of joining ALLMI as a fleet member.

Sergeant Alex Burlison said: "Our work with ALLMI has brought many benefits to both parties in terms of raising industry awareness of roadside issues and Police practices and educating CVU Officers to enhance the quality of roadside checks. Joining ALLMI is yet another positive step, strengthening our relationship and providing further opportunities for communication and shared learning."



ALLMI PARTNERS WITH DFBB

ALLMI has become a 'Strategic Partner' for Driving for Better Business (DfBB). DfBB is a government backed National Highways programme, which utilises free online resources and tools to help employers in both the private and public sectors reduce work-related road risk, decrease the associated costs and improve compliance with legislation and guidance.

ALLMI technical manager, Keith Silvester said: "Educating on the safe stowage and travel of lorry loaders has always been an important part of ALLMI's activities and so in this regard our values are very much in sync with those of DfBB. We fully support its aims and objectives and are committed to promoting the initiative throughout the lorry loader industry."

Anne-Marie Penny, national highways lead for DfBB, added: "Our Strategic Partners are organisations that are actively engaged in improving work related road safety and risk management. They include national and local government, regulators, emergency services, media and trade associations. Given ALLMI's status as the UK's leading authority on lorry loaders and its work on raising safety standards, we're delighted they are now working in partnership with us. We look forward to the value they will bring by sharing their resources and expertise with the DfBB community, as well as helping us to spread our important message."

For more details on DfBB
www.drivingforbetterbusiness.com



ALLMI WEBSITE REMINDER

The UK's only website dedicated exclusively to the lorry loader industry has received a record number of hits during the last 12 months. But what is drawing an increasing number of users to www.allmi.com?

- Guidance Documents/Material - An array of guidance documents can be downloaded, ranging from a series of 'ALLMI Guidance Notes' covering numerous aspects of lorry loader use, through to safety campaign material addressing subjects such as pre-operational checks, the use of remote controls and swing-up stabiliser safety.
- Training Information - Detailed information concerning ALLMI's training courses, which provide accreditation for each member of the lorry loader lifting team, as well as engineers, instructors and managers.
- Online Videos - 'ALLMI TV' features videos, providing guidance and advice on various aspects of lorry loader safe use.
- Calculator Tools - The site hosts ALLMI's 'Lift Planning Calculator' tool, as well as links to the ALLMI App where further calculator tools can be accessed covering lift planning and thorough examination.
- Verify a Card - The 'Verify a Card' tool gives employers, site personnel and other applicable parties the ability to verify ALLMI qualifications simply by entering key cardholder information.
- Swing-Up Stabilisers Compliance Register - The Compliance Register allows sites to establish whether a lorry loader with swing-up stabilisers is registered as compliant with the requirements of the Tier One Health & Safety Forum.
- Directories - Users can find ALLMI training providers and members - manufacturers, service & repair companies, ancillary equipment suppliers and fleet owners.
- Industry News
- Careers - A careers page is included within the site.
- ALLMI Shop - With safety products and training aids available to purchase online.
- Secure Areas - Registered users can access further advice and support within a password protected area of the site.



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



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- Do you use your equipment periodically, eight hours a day or around the clock?
- Need harmless partial state of charge (PSoC) and opportunity charging?
- Operate in extremely hot or cold climates?
- Do you buy on purchase price alone, consider the total cost of ownership (TCO) or something in-between?

Your options include deep cycle flooded-lead acid, a premium new AGM battery with carbon additives and lithium-ion.

FLOODED LEAD-ACID BATTERIES

These batteries are the least expensive of your options, but they feature a liquid electrolyte that requires regular maintenance and watering. They are also very heavy and can experience damage in extreme climates and PSoC operations. They may be a good choice for cost-conscious users who don't mind employee training and maintenance.



PREMIUM AGM BATTERIES WITH UP TO 3X THE CYCLE LIFE

Standard AGM batteries are maintenance-free and perform well in mild or cold temperatures, though not in extreme heat. But operating them in PSoC shortens their lifespan and increases TCO. Trojan's new Advanced Energy Storage (AES) Battery overcomes the limitations of standard AGM. It works without harm in PSoC, offers safe opportunity charging and has a Depth of Discharge (DoD) of up to 80%.

While competitive AGM batteries with carbon additives prevent sulfation and preserve the negative active material, the Trojan AES Battery incorporates Deep Cycle Series (DCS) technology and other advances that protect the positive material as well.

- Delivers up to 3x the cycle life of standard AGM and is validated at 2500 cycles at 60% DoD. Most premium AGM batteries only double the cycle life.
- Provides robust performance at temperatures ranging from -40o C to 71o C (-40o F to 160o F), the widest range on the market.
- Harmless PSoC Operation. Tested to withstand long-term partial state of charging, again and again.

Trojan's AES Battery is a great choice for cost-conscious buyers who keep their equipment for three to five years, want to use the same battery, need harmless PSoC operation and opportunity charging and work in extreme heat or cold.



LITHIUM-ION BATTERIES

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- Fully charge in four hours and are designed for opportunity charging.
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- Work safely at 90 - 95% DoD.

Much lighter than AGM batteries, they deliver consistent power regardless of the state of charge, outperform on hilly or rough terrain, and accelerate quickly. They also feature a stable lithium-iron-phosphate (LFP) formula and a smart battery management system (BMS) with redundancies against short circuits or overheating. Although lithium-ion batteries deliver the lowest TCO, their purchase price is the highest. Consider them if you keep your equipment for five years or longer, use the battery for 10 or more years, need the longest run times, and purchase based on TCO.



Learn more about Trojan Battery Company - www.trojanbattery.com/ or Find Your Local Trojan Master Distributor www.trojanbattery.com/contact-us/master-distributors

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MORE REPORTS BUT FEWER FATALITIES

The number of accident reports submitted to IPAF's accident reporting portal has increased over the past year, while at the same time fatality rates for the main types of accidents have declined - an encouraging sign that collective action to tackle the underlying causes of accidents is starting to take effect. The information is contained in the latest IPAF Global Safety Report which analyses the data collected via the portal for the period 2013 to 2023, focusing particularly on year-on-year trends to identify how well the industry is doing.

While aerial work platforms and mastclimbers are statistically among the safest ways to work at height, the publication shows that 759 reports of safety incidents were submitted last year from 34 countries, an increase of 15 and 21 percent respectively. The incidents involved 831 people and 102 deaths, a decline of around 19 percent on 2021, when there were 126 fatalities.

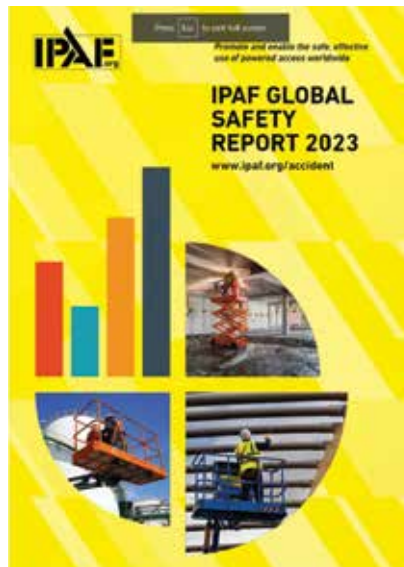
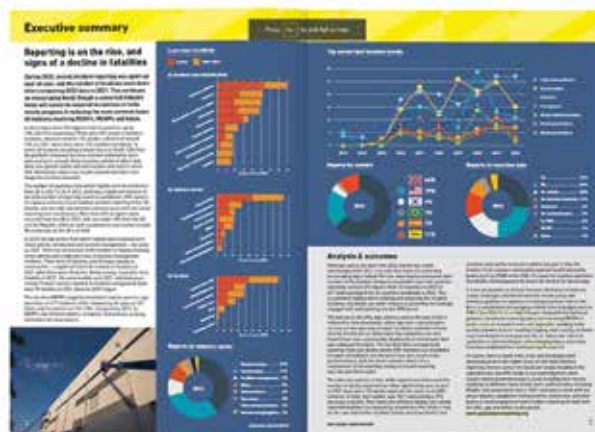
In terms of incidents resulting in death or major injury, falls from the platform remained the most common underlying cause, with overturns second. 'Hit by machine, vehicle or object' was third, entrapment fourth and electrocution or electric shock fifth. Mechanical failure was joint seventh with falls from the platform not involving an outside cause.

The top equipment categories involved were 3a - scissor lifts with 217 incidents (26%), followed by 3b - boom lifts at 197 (24%), and 1b - vehicle mounted lifts at 152 (18%). The most notable change was scissor lifts replacing booms in terms of the most accident reports.

Brian Parker, head of safety & technical said: "When we look at the data from 2022 and the key trends, there are some encouraging signs. For one, reporting has increased, in total and number of countries reporting. The other key statistic is that, while reports have increased, the number of deaths has fallen, this is cause for cautious optimism."

Chief executive Peter Douglas added: "I would like to thank all those who make this report possible: The IPAF International Safety Committee (ISC) and in particular, Mark Keily, who after two years as chairman will step down to make way for Alana Paterson, and of course all those who continue to input reports into IPAF's portal. Only by gathering this data can we continue to produce this report, that drives the initiatives IPAF leads on to make our industry as safe as possible."

Mark Keily of Sunbelt Rentals and chairman of the safety committee said: "We can never be complacent. Even while, statistically speaking, our industry becomes safer, we cannot accept that accidents will happen when using powered access equipment. We all must keep banging the drum for better and wider incident reporting worldwide, including minor incidents and near misses, which we know are so very valuable for helping analyse trends and prevent the more serious accidents occurring."



IPAF ELEVATION UK 40TH ANNIVERSARY EVENT

Mark your calendar for a special event on 16 & 17 November

to mark the 40th anniversary of IPAF's foundation, at The Belfry Hotel & Resort in the English West Midlands.

The venue has enough space for 250 delegates and will include lunch, an afternoon conference, reception and dinner with entertainment, with the option of a round of golf or spa activity the following day. IPAF's UK Country Council will meet on the morning of the event.

The conference theme will be 'It's all about the people' - focusing on recruitment, behaviour, working with the next generation and a look at what IPAF will be doing in the future.

Peter Douglas said: "We would be delighted if you can join us. For those who've already booked, we'd love to hear your key memories from the past four decades. Simply post on social media using the hashtag #IPAF40. IPAF will share these and feature some selected favourites at the event.

Visit www.ipaf.org/elevation for more details



NEW REPRESENTATIVE FOR SWITZERLAND

Roger Grossniklaus has been appointed as Switzerland Regional Manager. Based in the Lausanne region, he was previously managing director of Loxam Switzerland and worked in a variety of roles for Matisa, a manufacturer of rail track maintenance equipment, having made a career move from infrastructure and civil engineering. He will initially shadow Christine Lell in the role taking over full responsibility when she retires later this year.

Grossniklaus said: "When I heard of the vacancy for the Swiss Representative for IPAF, I was immediately interested, as the promotion of workplace safety is something I've always been passionate about.



Roger Grossniklaus

THE UK LAUNCH OF THE 17M FULL ELECTRIC TELEHANDLER



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GROUP

STARS OF THE FUTURE AWARDS 2023

This year's CPA Stars of the Future Awards were the most hotly contested so far with winners chosen from almost 100 nominations, the highest number of entries to date.

The winners of each national category were:

- **National Plant Mechanic of the Year**
John Murray of John Maciver & Sons
- **National Plant Technician of the Year**
Bradley Baker of GGR
- **Hire Controller of the Year**
Teah Stapleton of Kilnbridge Construction
- **Young Plant Operatives of the Year**
Joint Winners: Chloe Jones of Flannery Plant Hire and Harnoorpreet Singh Gill of L Lynch Plant Hire
- **Plant Operative of the Year**
Roksana Przybylska of L Lynch
- **Plant Installer of the Year**
Spencer Bond of Wolffkran
- **Lifting Technician of the Year**
Lee Tanner of Wolffkran
- **Individual Apprentice Mentor of the Year**
Dean Duru of Boels Rental
- **Group Apprentice Mentor of the Year**
Gez Bonner of L Lynch
- **Best Personal Statement**
Shannon Bristow of Speedy
- **Judges' Special Award**
Sean Palmer of Gorrel Equipment Solutions

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



Lifting technician of the year Lee Tanner

The external judging panel included Arran Willis of Liebherr, Siôn Morgan Jones of ACOP, Kirsty Archbold-Laming of Southern Hoist Services, Leigh Sparrow of Vertikal Press, Graham Black of Earthmovers Magazine, Tim Brownbridge of BAM Nuttall and independent judge Rob Allen.

CPA chief executive Stu McInroy said: "Having only recently joined the CPA, this was my first Stars of the Future, and it was a wonderful experience. I congratulate all nominees and winners."



Back row: Harnoorpreet Singh Gill, Sean Palmer, Gez Bonner, Spencer Bond, Chloe Jones, Lee Tanner, Shannon Bristow and Teah Stapleton. Front row: Bradley Baker, John Murray and Roksana Przybylska

The complete list of winners:

- **Plant Mechanic of the Year - North**
Morgan Wardle, Banks Plant Solutions
Highly Commended
Reece Chapman, Vp Brandon Hire Station
Highly Commended
Sam Malone, David Donger Plant Engineering Services
- **Plant Mechanic of the Year - Midlands**
Owen Van Greuning, Marubeni-Komatsu
Highly Commended
Taylor Gourlay, Clee Hill Plant
Highly Commended
Outeman Boucekouf, Sir Robert McAlpine
- **Plant Mechanic of the Year - South**
Harry Totman, Liebherr-GB
Highly commended
Jose Claudio Santos Barros, Synergy Hire
Highly Commended
Shannon Bristow, Speedy
- **Plant Mechanic of the Year - Scotland**
John Murray, John Maciver & Sons
Highly Commended
Paul Hunter, Garriock Brothers
Highly Commended
Andrew Manson, A&D Sutherland
- **Plant Mechanic of the Year - Wales**
Liam Burton, Phoenix Hire & Sales
Highly Commended
Samuel Davies, Flannery Plant Hire
- **National Plant Mechanic of the Year**
John Murray, John Maciver & Sons
Highly Commended
Harry Totman, Liebherr-GB
- **Plant Technician of the Year - North**
Bradley Baker, GGR
Highly Commended
Leon Catterall, CRJ Services
Highly Commended
Will Grice, Bachy Soletanche
- **Plant Technician of the Year - Midlands**
Jake Clark, Chris Clark Plant Services
Highly Commended
Henry Dutton, Marubeni-Komatsu
- **Plant Technician of the Year - South**
Ciaran McHugh, Greenshields JCB



Some more winners

- **Highly Commended**
Dominic Hunt, Volspec
- **Highly Commended**
Jai Steward, Prior Power Solutions
- **Plant Technician of the Year - Scotland**
Fraser McQueen, Marubeni-Komatsu
Highly Commended
Ryan Mackie, Nationwide Platforms
- **Plant Technician of the Year - Wales**
Glen Gould, Envolve Infrastructure
Highly Commended
Jack Howell, Marubeni-Komatsu
- **National Plant Technician of the Year**
Bradley Baker, GGR
Highly Commended
Ciaran McHugh, Greenshields JCB
Highly Commended
Jake Clark, Chris Clark Plant Services
- **Hire Controller of the Year**
Teah Stapleton, Kilnbridge Construction Services
Highly Commended
Chelsea Croom, Sunbelt Rentals
- **Young Plant Operative of the Year**
Chloe Jones, Flannery Plant Hire
Harnoorpreet Singh Gill, L Lynch
- **Plant Operative of the Year**
Roksana Przybylska, L Lynch
Highly Commended
Jonny Allison, L Lynch
- **Plant Installer of the Year**
Spencer Bond, Wolffkran
Highly Commended
Lewis Greenall-Holloway, L Lynch
- **Lifting Technician of the Year**
Lee Tanner, Wolffkran
- **Individual Apprentice Mentor of the Year**
Dean Duru, Boels Rental
- **Group Apprentice Mentor of the Year**
Gez Bonner, L Lynch
- **College of the Year**
Myerscough College
Highly Commended
Askham Bryan College
- **Best Personal Statement Award**
Shannon Bristow, Speedy
- **Award for Future International Development**
Sebastian Asiedu, Vp MEP Hire
- **Judges' Special Award**
Sean Palmer, Gorrel Equipment Solutions
Highly Commended
Harrison Yeoman, Boels Rental

IN THE NEXT ISSUE OF

C&A

Place your products in front of almost 25,000 crane, telehandler and aerial lift buyers & users reading the September issue of **Cranes & Access**...



THIS ISSUE WILL INCLUDE FEATURES ON: SPIDER LIFTS

We will look at the latest developments in this steadily growing and increasingly important market sector, which is now gaining the attention of the major self-propelled aerial lift manufacturers as more end users appreciate their capability.



LOADER CRANES

This annual feature will take a look at the latest new product developments, recent launches and applications, along with an overview of the latest technological introductions. If you have information to share, we'd love to hear from you.

TOP 30 RENTAL COMPANIES

See how the leading UK and Ireland crane, access and telehandler rental companies have fared in this year's survey in terms of fleet size and market coverage. This will be the 23rd edition of this invaluable annual report and fleet guide in its current format. Always a pull out and keep feature, it lists companies by overall fleet size, product mix, fleets with the largest cranes, platforms and telehandlers plus the investment levels over the past year.



REMOTE CONTROLS AND SENSORS

An increasingly important accessory on everything from mobile cranes to tower cranes, aerial lifts and 360 degree telehandlers. We look at how the technology is changing.



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

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

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Looks great on the road

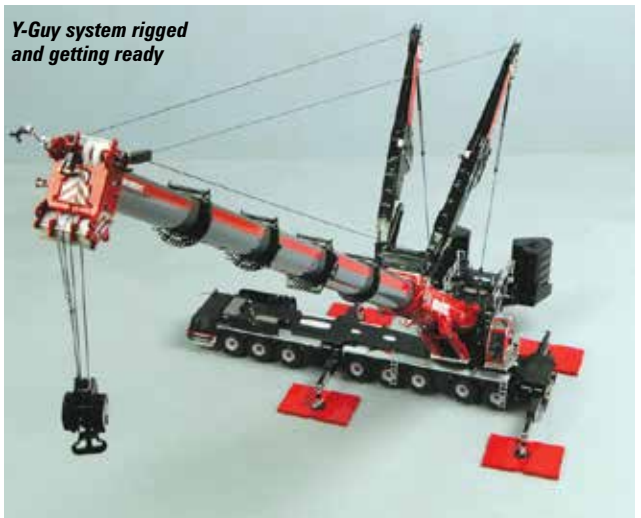


The parts can be used to make up a convoy



Self ballasting

Y-Guy system rigged and getting ready



MAMMOET LIEBHERR LTM 1650-8.1

The Liebherr 1650-8.1 mobile crane superseded the LTM 1500 and WSI Models has now produced this model of the new crane in 1:50 scale in the colours of the Dutch international heavy lifting and transport specialist Mammoet. The model has an excellent instruction manual and some additional parts compared to the standard Liebherr version of the model.

The chassis is very highly detailed and includes the central rear outrigger. All axles have sprung suspension and each axle also steers with some very good steering angles possible.

The carrier cab has a hitch for tying down a hook whilst travelling and there is a realistic number plate. Behind the carrier cab the engine area is highly detailed and tiny graphics add detail across the model.

Just like the real crane, the rear outrigger box is detachable. The outriggers are fully functional and rock solid straight under load. Large metal spreader plates with useable lifting points are also included.

Handrails/guardrails on the crane superstructure can be folded up from the transport mode, and four access ladders can be folded down from the

carrier deck. The operator's cab rotates from the transport position and can also be tilted.

The counterweight blocks are nicely decorated including the weight marked with graphics, and they have useable lifting eyes. A ballast block lifting device is also included.

The main boom lift cylinders are very nice metal parts with complex hydraulic detailing at the bottom, and the boom sections have very thin walls which provide a realistic profile. A locking mechanism on the main boom cylinders sets the angle, and it is possible to lock each telescoped section at approximately 46, 92 and 100 percent extension.

The Y-Guy superlift system for the telescopic boom is of heavy construction and fully functional. Three metal hooks are supplied, and they are excellent quality with working safety latches. Another nice touch is that a lifting beam, shackles and chains are also included and these are of a high quality.

This is a top quality model which is made well, and the Mammoet paintwork and graphics are generally excellent. It sets a very high standard for a large mobile crane model and costs €589 from the Mammoet Store.



Ready to work using a lifting beam

CRANES ETC MODEL RATING

Packaging (max 10)	9
Detail (max 30)	29
Features (max 20)	19
Quality (max 25)	23
Price (max 15)	13
Overall (max 100)	93%

To see the full review, including a full unpacking and set up video, visit www.cranesetc.co.uk

READERS LETTERS

THE DOG'S BOLL**KS

While we are fortunate to receive more than our fair share of letters and correspondence about the magazine, we have never ever had a response to a front cover as we did last month - it was universally appreciated. Most of the input said much the same "great" Brilliant cover" "Great cover" "Fab cover" "Best cover ever! No one else would do such a thing." "Hi Love the cover!" "Hi Leigh is that one of your dogs on the Front Cover? Cool I love it!"

For those of you who missed it - here it is again.



ESTA ARTICLE:

Eloquently written and very much a very serious subject. Infrastructure is creaking all over northern Europe and governments are largely ignoring the issue. On a similar note we have problems in the UK with the new demands by some police forces for Police Escorts for GVW of 100 tonnes. That means anything over approx 60 tonnes, assuming the low loader outfit weighs 40 tonnes.

There is no joined up approach and whilst you might be able to secure an escort in one county you can't in the next. I've appraised the CPA and they are going to start lobbying government and police but the more pressure we can bear via any other groups with influence, the better. Feel free to contact me to discuss further.

Robert Law

RICHARD 'DICK' LEE KOBERG 1941 - 2023

Dick Koberg, the founder of Dica outrigger mats has died. He passed away in hospital on June 27th in Guthrie Center, Iowa at the age of 82.

Koberg was born and grew up in in Durant, Iowa. After school he initially trained as a teacher before enlisting in the US Army, serving from 1961 to 1964 as a cryptologic repairman. After leaving the services he found work with the Northern Mutual Insurance Company, leaving in 1969 to join his Uncle Leo Levien who owned the car dealership Levien Chevrolet in Fort Dodge, Iowa. In 1977 he acquired his own dealership which became Koberg Chevrolet in Carroll, Iowa - north west of Des Moines - selling it in 1984.



Dick Koberg

Later that year he joined Bowie Manufacturing that made mobile veterinary equipment. During his time with the company, he expanded its business into the utility truck market. One day a fleet manager working for one of his customers said: "Can you build me a better outrigger pad"? He took up the challenge and created a hybrid fiberglass and wood outrigger mat that was stronger, longer lasting and easier to handle than the existing wood mats.

In 1987 he decided to leave Bowie to set up Dica with his wife Carolyn, using the first two letters of their first names to commercialise his new outrigger mat concept. After conducting a thorough research and testing programme he reached the point where he was happy with the product and finally incorporated the business in 1989.

Today, Dica is a leading manufacturer of outrigger mats, cribbing, ground protection and jack pads based at a 3,250 square metre facility in Urbandale, Iowa, with additional manufacturing facilities in Minnesota and Ohio. Dica remains in Koberg family ownership and is managed by Dick's three sons - chief executive Kris, marketing director Kevin and strategic accounts manager Kerry who works alongside his wife, sales manager Kelly. Dick's wife Carolyn and daughter Katie are non-executive directors.



Dick and Carolyn Koberg



(L-R) Kris, Dick, Carolyn, Kevin, Kerry Koberg

GOOD TECHNICAL ARTICLES

Hi

Over the years I have received Cranes & Access through the post to my university address. The postal system at the university is not as efficient as it should be as the university becomes increasingly reliant upon digital methods, can my copy of Cranes & Access be sent to my home address instead of the School of Construction Management at the University. I hope this is possible. The home address is xxxxxxx. If there is an electronic version of the magazine that is fine. The magazine is excellent, it is used for the modules on the BSc and MSc programmes to give students awareness of the increasing importance of cranes and access.

Many thanks. Kind regards

Roger

School of Construction Management and Engineering

Hello Roger,

Thank you for your kind words, and yes we can have the magazine delivered to your home address. You can also access the magazine online as www.vertikal.net. I will be very happy to continue sending a hard copy to you.

Many thanks

M Miller

Hi Margaret,

Many thanks for the email. I have accessed the magazine online (great website), but hard copy is good to put in our resource room for the students to see. I like your publication because it has good technical articles and is easy to follow. Keep up the great work and the contribution made to the construction industry.

Kind regards

Roger

RITA BARNES 1947 - 2023

Rita Barnes - the wife of crane industry veteran Barry Barnes of Demag/Terex - passed away unexpectedly on Wednesday July 5th, following a complication with an operation, she was 75.



Rita Barnes

The couple were friends since their schooldays and were married for 55 of them, having held their wedding on Rita's 21st birthday. Rita Barnes or the 'Lovely Rita' as he often referred to her, was known to many in the crane industry both in the UK and elsewhere as she would frequently join customer groups on trips to major exhibitions and factory visits and was very much involved with the business. She was known not just by Demag customers, but also competitors, if not personally, because Barry would often refer to her by name.

In a message sent shortly after she died Barnes said: "I am deeply saddened to let you know that my wonderful wife, lovely Rita passed away at 5.45pm on 5th of July.

Rita was and will be my number one 'Go To' for everything. She leaves an adoring husband and two loving children Kelly and Brad and most caring five grandchildren. She is sadly and devastatingly missed and in thoughts and hearts forever."

Barry Barnes entered the crane industry as a teenager, when he joined Demag in 1965 and spent his entire career with the company, remaining on board after Demag was acquired by Terex. He retired in 2011 and before long became a crane consultant and advisor.



Rita and Barry Barnes

2023

Platformers' Days 2023

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

**ExpoLift**

September 14-15, 2023
A new exhibition for the Nordic region for aerial work platforms and telehandlers Stockholm, Sweden
www.expolift.se

**Internationale Schwerlasttage**

22.-23. September 2023
Heavy lift and moving days Hohenroda Germany
+49 (0)6181 9060705
https://schwerlasttage.de/home.html

**HCEA International Convention and Old Equipment Exposition**

September 22-24, 2023
The Historical Construction Equipment Association's 37TH annual convention and expo. Bowling Green, Ohio, USA
Tel: +1 785 243 0083
www.hcea.net/page-1492158

**Crane Safety 2023**

September 26, 2023
Crane safety conference organised by the Institution of Mechanical Engineers and supported by the Vertikal Press London, UK
Tel: +44 (0)207 973 1251
https://events.imeche.org/ViewEvent?e=7624#

**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 National Conference 2023**

October 26 - 28 2023
The annual conference of the Crane Industry Council of Australia Perth - Western, Australia
Tel: +61 03 8320 0411
www.conference.cica.com.au

**IPAF Elevation**

November 16-17, 2023
IPAF's Elevation conference and dinner. The Belfry, Sutton Coalfield, UK
Tel: +44 (0)15395 66700
http://em.ipaf.org/web/elevation-2023

**Liftex conference**

November 21-22, 2023
Annual conference of LEAA Lifting Equipment Engineers Association Liverpool, UK
Tel: +44 203 488 2865
www.liftex.org/

**Smopyc 2023**

November 22-25, 2023
Spanish construction equipment exhibition Zaragoza, Spain
Tel: +34 976 764 700
www.feriazaragoza.com/smopyc



2024

Swissbau

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

**The ARA Show 2024**

February 18-21, 2024
The American Rental Association's annual trade show and convention New Orleans, Louisiana, USA
Tel: +1 800 334 2177
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

**SC&RA Annual Conference**

April 15-19, 2024
Annual Conference of the US cranes and heavy transport association including the Jobs of the Year awards
Omni Barton Creek, Austin, Texas, USA
Tel: +1 (703) 698-0291
www.scranet.org/SCRA/Events

**Hanover Messe**

April 22 - April 26
World's largest industrial exhibition Hanover, Germany
Tel: +49 511 89-1
www.hannovermesse.de

**Intermat 2024**

April 22-27 2024
The big French international construction equipment show Paris, France
+33 (0)1 76 77 15 21
www.paris.intermatconstruction.com

**Hire24**

May 2024
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 Höhenzugstechnik**

June 19-20, 2024
Innovation Days, informal event for innovative access equipment, mini cranes and telehandlers Hohenroda, Hessen Hotel Park, Germany
www.bormtolift.de/innovationstag

**Vertikal Days 2024**

September 2024 UK/Ireland Crane, access and telehandler event.
Venue to be confirmed
Tel: +44 (0) 8448 155900
www.vertikaldays.net

**The IPAF Summit and awards**

Annual Summit and IAPAs awards ceremony of the International Powered Access Federation
13-14 March Copenhagen, Denmark
Tel: +44(0)15395 66700
www.ipaf.org

**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/

**Bauma Conexpo India**

December 11-14 2024
Preliminary dates for the bauma/Conexpo exhibition in India Noida, Delhi, India
Tel: +49 89 949-20255
www.bcindia.com/en/



2025

Baumag

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

**Bauma 2025**

January 23-26 2025
World's largest construction equipment show Munich, Germany
Tel: +49 (0)89 51070
www.bauma.de/index-2.html



2026

The ARA Show 2026

February - Dates to be confirmed the American Rental Association's annual conference and exhibition Orlando, Florida, USA
Tel: +1 800 334 2177
www.arashow.org

**Conexpo-Con/Agg 2026**

March 03-07, 2026
The leading US construction show Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com

**Samoter**

May, 6-9, 2026
International earthmoving and building equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it

**Apex 2026**

June 2026
International powered access trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Visit: www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.



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Versalift are the world's largest vehicle mounted platform manufacturer with over 50 years of experience in the design and manufacture of premium quality access equipment.

The recent introduction of the Ruthmann product line including Bluelift spider lifts, has created an exciting opportunity to add further growth and support to the UK and Irish market.

We are looking for a new Business Manager, ideally someone with a background in capital equipment sales, to join our team. The role will focus on winning new business in the UK and Ireland so frequent travel will be required. You will be opening profitable new accounts and managing existing customers in-line with our sales strategy.

This exciting new role will suit someone that is a team player - highly sales motivated, and target driven. The individual will need some tender experience, able to work under own initiative and used to working to tight deadlines. You will also have excellent presentation skills and the ability to sell 'solutions'.

If you're looking for a platform to a brighter future, contact Gemma Clothier, HR Manager on recruitment@versalift.co.uk or call 01536 721010.



Sales Account Manager

As part of our growth plans, we are now looking to appoint a new member to the team.

We are an independent British company based in North West England, specialising in access products and solutions, including our award winning POP UP IQ LIFTS, and MI TOWER range.

Reporting to the Sales Director key responsibilities include:

- Developing and implementing strategic sales plans to increase market share and revenue growth.
- Cultivating relationships with potential customers to identify new opportunities.
- Fostering and maintaining strong connections with existing customers.

Requirements

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- Exceptional communication, negotiation, and presentation skills.
- Self-motivated, goal-oriented, and capable of working independently and as part of a team.
- Willingness to travel within the assigned territory to meetings.

- Collaborating with the marketing team to develop targeted marketing campaigns.
- Represent the company at industry events, conferences, and trade shows.
- Provide the management team with regular sales updates, market insights, and competitor analysis.
- Create and manage a regional budget.

Package

- Competitive Salary
- Company Bonus Scheme
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If you are interested in this role, please apply online at:

www.popupproducts.co.uk



FOR SALE



Well Established Crane Hire Company UK - Central Midlands

Due to the pending retirement of the owner, a well-established Central Midlands based Crane Hire and Contract Lifting Company is available for sale.

The company was established in 2000 and has grown a steady pace in the years since, to become a highly successful and well established regional Crane Hire and Contract lifting business. The current fleet comprises ten modern small to medium cranes and support vehicles, along with a well-equipped in-house accessory stock. Including Man-riding equipment, Mod spreader Beams and Mat Systems to name but a few.

The company operates from of an extremely well located one acre site, with good access to two major motorways, with well-equipped offices.

The owner is seeking a solid buyer for his business - expressions of interest can be made in the strictest of confidence via box cosale@vertikal.net.

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Monitor Lifts - AUS	www.monitor.net.au
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Warren Access	www.warrenaccess.co.uk

NEW & USED PLATFORMS

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Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
Haulotte	www.haulotte.com
Hird	www.hird.co.uk

Independent Access Sales	www.iasales.co.uk
International Platforms	www.internationalplatforms.co.uk
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JLG	www.jlg.com
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Kunze GmbH	www.kunze-buehnen.com
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CRANE MANUFACTURERS

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JMG	www.jmgcranes.com
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Klaas	www.klaas.com
Kobelco	www.kobelcocm-global.com
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Tadano Demag	www.demagmobilecranes.com
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Valla	https://valla-cranes.co.uk

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Kran Cranes	www.kran.ro/inchiriere-macara-constant
Rental Romania	
Ladybird Tower Crane Hire	www.ladybirdcranehire.co.uk
McNally Crane Hire	www.cranehire-ireland.com
Sangwin	www.sangwin.co.uk
Schaften Leasing B.V.	www.schaftenleasing.nl

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JT Mini Crane Hire	www.jtminicranes.co.uk
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Hird	www.hird.co.uk

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C&D Technologies	https://www.cdtrajan.com
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Nolim	www.nolim.co.uk
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Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

COMPONENT SUPPLIERS

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Tele Radio Group	www.tele-radio.com

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Rope and Sling	www.ropeandsling.co.uk
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Haulotte	www.haulotte.com
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Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk

PCE Instruments UK Ltd	www.pce-instruments.com
TVH - Group Thermote & Vanhalst	www.tvh.be
Vertimac	www.vertimac.com

RECRUITMENT

Vertikal.Net	www.vertikal.net/en/recruitment
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Load Systems UK Ltd	www.loadsystems.co.uk
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Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcsrentalsoftware.com
vWork	www.vworkapp.com

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John Taylor Crane Services	www.jtcranes.co.uk

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Atlas Traffic Management	www.atlastm.co.uk
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TECHNICAL & SAFETY CONSULTANCY

Access Safety Management	www.accesssafety.co.uk
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IPAF	www.ipaf.org
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Pasma	www.pasma.co.uk

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Certora Training	certoratraining.co.uk
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Lift-Manager	www.lift-manager.com
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TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccesstraining.co.uk/courses/Access Training

SAFETY TRAINING

Atlas Cranes UK	www.atlasgmbh.com
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TRAINING SERVICES

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Mr Plant Hire	www.mrplanthire.co.uk
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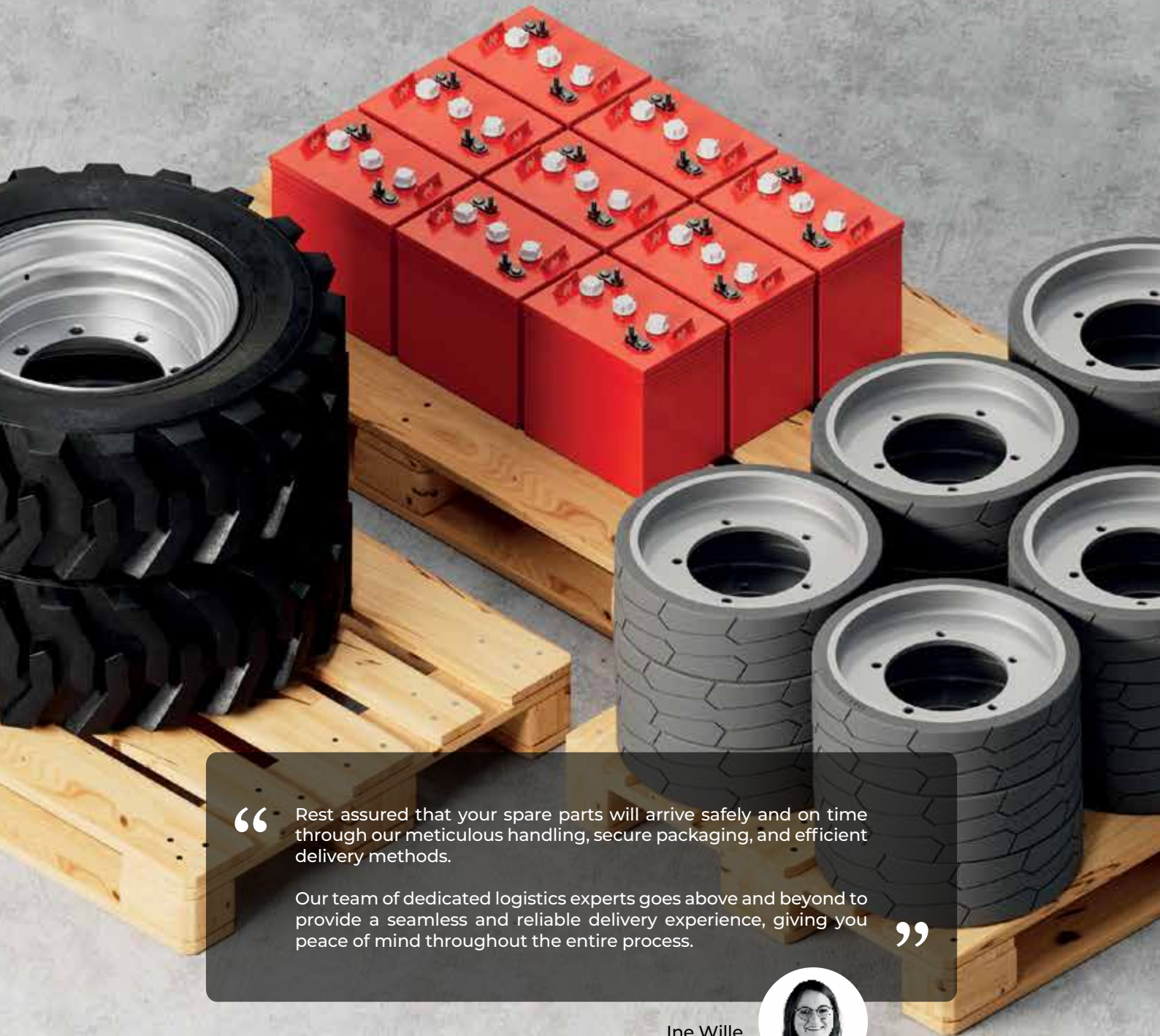
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