

cranes & access



September 2023 Vol.25 issue 5

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**SPIDER
LIFTS**

LOADER CRANES

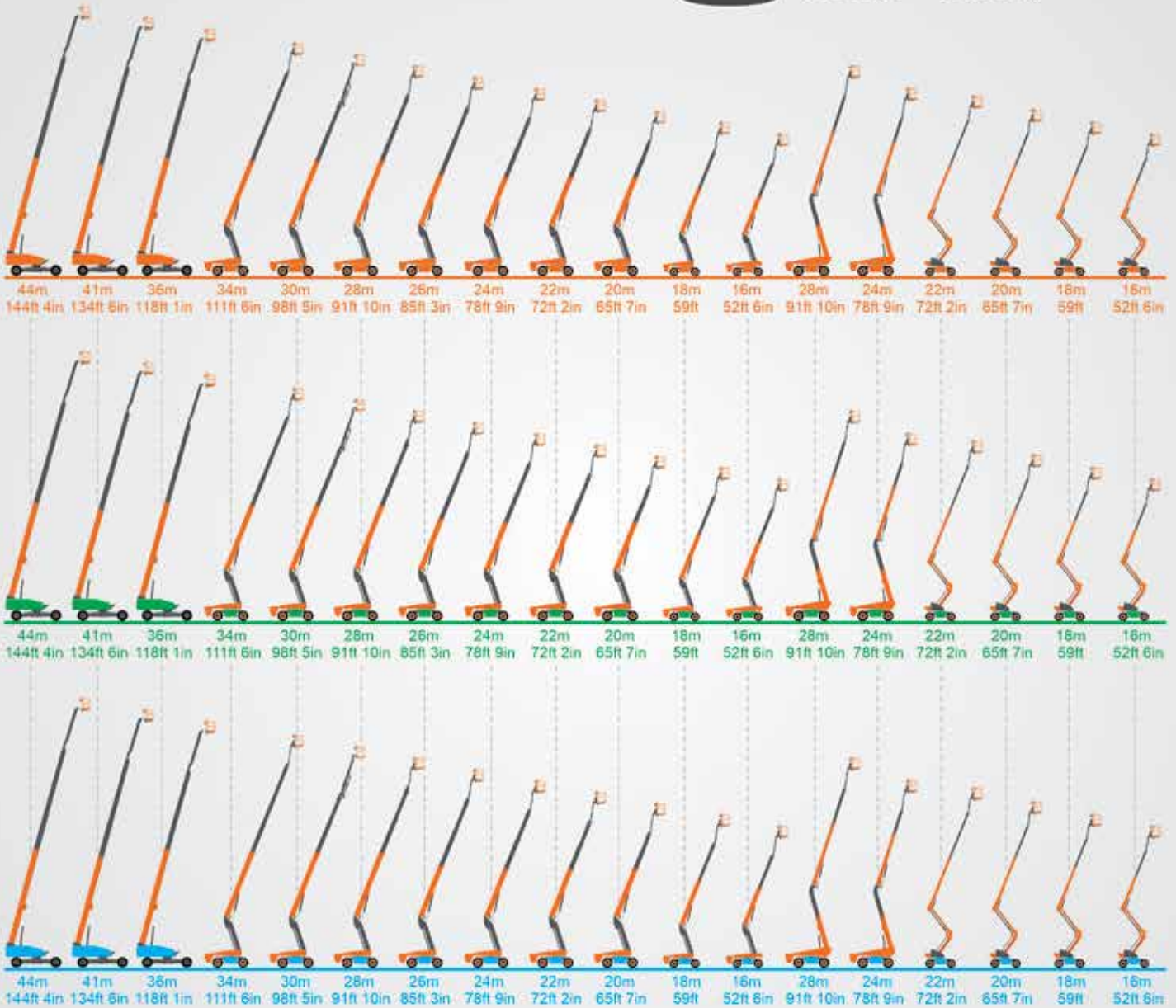
**REMOTE
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**TOP 30 RENTAL
COMPANIES**

**TOP
30**



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

LOADER CRANES 31

No matter what numbers you look at knuckle boom loader crane sales continue to grow at an impressive pace. The sector has, without question, the most acronyms and abbreviations for crane features of any type of equipment on the market. While it is quite confusing, it demonstrates the incredible level of innovation and technology that is helping the market to expand. We review some of the latest developments.

SPIDER LIFTS 41

Once the ultimate niche product for working at height, the spider lift is becoming an increasingly popular form of powered access, with a growing number of manufacturers offering machines with working heights now pushing 60 metres. We take a look at the market and some of the latest offerings.

REMOTE CONTROLS 51

Radio remote controls are becoming increasingly popular and are now used to control all types of lifting equipment...however as uptake increases so does the potential security issues. Taking control or hacking a remote controlled crane is apparently relatively easy if you know how, requiring a simple laptop connected to radio frequency equipment. Hackers claim that they are less secure than the average electric garage door opener and are the weakest link in safety-critical applications. We investigate further.

INTERVIEW WITH LAERKE ULLERUP OF TRACKUNIT 57

Mark Darwin interviews Trackunit's chief product and marketing officer Laerke Ullerup about the rapid development in the SaaS and tracking in the construction sector which requires both trust and collaboration to grow. Prepare to be confused.

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ON THE COVER

A 40t Palfinger PK 200.002 from the Meister Kran fleet lifting glass panels to the top of the prestigious Vier Jahrzeiten hotel on the Binnenalster lake front in Hamburg at an up and over height of almost 30 metres, a radius of around 27 metres and capacity of more than 1,000kg.



IN THE NEXT ISSUE Scheduled for publication in late October, the next issue of Cranes & Access will include features on Spider and mini crawler cranes, Glass handling, Mastclimbers and hoists and Sustainability, renewables and recycling. 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

GOING GREEN NEED NOT COST

The recent natural disasters in Libya, Morocco, Hawaii, USA and Ecuador and more must surely reinforce the climate change argument for all but the most ardent sceptics. This was emphasised a few days ago by a report highlighting a record reduction in the Arctic ice cap due to warming and the growing concern of the consequences.

Much has been said and much has already been done to reduce carbon emissions by many countries, but it often seems to carry a high cost and inconvenience. Reducing our dependence on fossil fuel by increasing renewable energy sources and converting to low emission power sources do have short term cost implications, although there is a payoff over the longer term.

No-one knows what the final solution will be - it is not a VHS/Betamax video dilemma - and may well involve a combination of solutions. At the moment battery electric is the dominant technology and will probably remain so for years. This month we have seen the first products with a hydrogen fuel cell hit the market with the first order for Niftylift H2 booms.

Technology is evolving rapidly, and the lifting sector has to be on constant lookout for cleaner and better ways of doing things. It is rare however, to find products that are both eco-friendly and save money in the short term. Last year we reported on the problems with the UK's electrical supply infrastructure as more battery

powered equipment and vehicles highlight the under capacity of the national network.

Flywheel technology is one solution, massively reducing diesel costs and carbon emissions from generators powering tower cranes, hoists and mastclimbers by substantially reducing the size of the generator required. The next 'power' phase appears to be the high output dynamic battery pack - not a normal battery, but one the size of a shipping container - which can replace a diesel generator and only needs a 40 amp power supply to constantly trickle charge it, possibly supplemented by solar panels, saving the huge cost and long lead time of a network supply.

Near silent operation, the huge reduction in diesel and CO2 and much lower electricity installation and removal costs - the savings are massive compared to a generator, even with the addition of flywheel technology. Battery packs such as these are already in use where power supply is an issue, such as Hong Kong.

It is possible to see how they might even power a whole construction site and remain in place for commissioning, even replacing diesel generators as an emergency back-up supply.

The threat to the planet from warming is becoming more obvious every day but there are an increasing number of win-win solutions that can help. Going 'Green' does not have to cost.

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

LIQUIDATION FOR HOLLAND LIFT

Dutch heavy duty scissor lift manufacturer Holland Lift is to cease production, close the company and liquidate its assets. A statement from the company owner Pro-Delta Investments - which also owns crane company Hovago and aerial lift rental group Riwal - said: "After careful consideration, Holland Lift International B.V. and its shareholder, have resolved to terminate the activities and to proceed with the liquidation of the company. Holland Lift, known for its high-quality aerial work platforms, has been facing several challenges in the past few years, among which are substantial increases in steel prices and overall increasing costs, severe supply chain issues due to Covid and the war in the Ukraine and a fierce competition of low-price newcomers."

"Despite a staff reorganisation in 2021 and heavy investments, which resulted in the launch of new designs and products and other measures taken, it proved not feasible to ensure long-term viability for the company. Holland Lift International B.V. employs around 70 employees in the Netherlands and Germany through its Servi-Tec GmbH operation."

Holland Lift was established at the end of 1983 and has had a chequered history being acquired by German group MBB, Terex, Stoneham Equipment, a management buyout and its current owner ProDelta in 2013.



INNOVATIVE NEW WOLFF

Wolffkran has launched the Wolff 6523, a new 224 tonne/metre flat top tower crane with a maximum capacity of 12.5 tonnes in four falls at a 21.5 metre radius or 8.5 tonnes on two falls at 30 metres. The jib can be extended from 30 to 65 metres in 2.5 metre increments. Jib tip capacity at 65 metres is 2.3 tonnes or 2.5 tonnes with the 'Wolff Boost' function activated. The crane comes with a combined UV 20/TV 20 tower connection allowing it to be mounted on either a two metre square tower to a freestanding height of 69 metres, or 106 metres on a 2.9 metre tower.



The new 6523 is based on Wolffkran's bestselling 6031 Clear but has a new jib design that features a new bottom chord connection between sections, including the rope swivel traverse, with a front mounted mandrel and wedge connection. In the top chord, the pins are now inserted into pear shaped holes, which leads to easier assembly without a hammer. Smoother jib section transitions, and lateral guide rollers on the trolleys allow them to run more steadily and smoothly along the jib, making it easier to finely position the load.

This is also the first crane to feature Wolff's optional new High Speed Positioning System (HiSPS), which takes data from sensors on the trolley and the hook block to eliminate load swing. The crane is equipped with a 45kW hoist and can be specified with Wolff's new plastic coated fibre rope - 'ChaRope'.



NEW 56FT DINGLI HD SCISSOR LIFT

Chinese manufacturer Dingli has launched a new heavy duty 56ft electric Rough Terrain scissor lift, the JCPT1923DCL, adding to its larger scissor lift range with platform heights of 66ft, 86ft and 99ft.

The JCPT1923DCL has a maximum working height of 19 metres with a maximum platform capacity of 680kg - on either the main deck or on the single two metre extension - and is drivable at full height. Overall width is 2.29 metres, length 4.46 metres and stowed height 2.75 metres with guardrails folded. The overall weight is 10,870kg. Four wheel drive and steer are standard, along with levelling jacks with single button automatic levelling. Power is provided by a 48 volt/450Ah battery pack supplying the four AC electric wheel motors, and two AC electric hydraulic pump motors.



FOUR MORE NEW VALLAS

Manitex Valla will unveil two new 16 tonne and two new 18 tonne all-electric pick & carry cranes at GIS in Piacenza next month.

The four models are the V160R and V180R pedestrian controlled models with radio remote controllers and the V160RC and V180RC cranes, which are structurally similar but with operator cabs. They fit into the range between the new 13 tonne V130RX and current 21 tonne V210R. The new cranes will join the new 4.6 tonne V46R and the 13 tonne V130RX, announced in July but which will also debut at GIS.



NEW 11M MAST BOOM

Chinese manufacturer Reeslift has launched its first mast boom - the AMWP11.2-8100 - which uses a classic six section steel box-type mast topped by a jib with 130 degrees of articulation. Maximum working height is 11.2 metres while the maximum outreach is three metres at an up & over height of 7.89 metres. Maximum unrestricted platform capacity is 200kg and slew is 345 degrees.

When stowed the machine has an overall length of 2.53 metres, an overall width of one metre and is just under two metres high. Overall weight is 2,950kg. The unit features automatic pothole protection, AC direct wheel drive and hydraulic pump motor and can drive at full height. Standard equipment includes non-marking tyres, a load sense system and drive enabled safety switch, while the basic hydraulic system is already prepared for explosion proofing.



SKYJACK GOES 'E'

Skyjack has launch a new 'E' range of slab electric scissor lifts, replacing the hydraulic wheel drive with direct AC brushless electric wheel motors which eliminate around 60 percent of hydraulic fittings and reduce the risk of leaks, while boosting battery life between recharges by at least 20 percent or more for extended drive applications.

The drive system layout remains unchanged with front wheel drive on the compact models and rear wheel drive on the larger models. Production has already started in Canada and will be rolled out across the company's other plants over the next 12 months.

Other changes include smoother constant torque drive, a more compact controller with new low battery warning light which is triggered when only around 10 percent of usable capacity remains which should provide around 10 to 15 full work cycles allowing the user to finish his work before putting the machine on charge.

The hydraulic pump drive motor remains the same, although the hydraulic system has changed, with a smaller tank and simplified manifold. The hydraulic tray has also been modified to contain all of the machine's oil in case of a catastrophic leak, such as a burst tank. The diagnostics control panel now faces out so that it can be seen and used without needing to open the swing-out machinery box. The emergency descent is now electronic with the switch located at the rear of the chassis as is the charging point - a Delta Q automatic multi voltage battery charger is standard - while AGM maintenance-free batteries are optional. There are a few other more minor improvements, but the structure and all of the accessories are unchanged.



DINGLI UPGRADES D SERIES BOOMS

Dingli is to upgrade its D Series articulated and telescopic boom lifts - introduced last October - to provide unrestricted platform capacities of 320kg. The D series uses a modular build concept with four working heights of 16, 18, 20 and 22 metres, and a choice of articulated or telescopic lift mechanisms - so eight models in total. Each model is available with three power options Electric, Hybrid - the Electric with a small generator - and pure Diesel, giving 24 variants in total.

Dingli has not confirmed the design changes required to achieve the additional capacity, but a quick look at the specification sheets suggests a little more weight has been added and possibly a few centimetres shaved off the outreach. The new models have now completed their test programmes and will shortly be ready to ship.



INDIAN PARTS CENTRE FOR MANITOU

French telehandler and aerial lift manufacturer Manitou has inaugurated a new 8,300 square metre parts and logistics centre in Greater Noida, on the southeast edge of New Delhi, in India.

Completed in less than a year, the new centre has the capability to ship 90,000 order lines a year when it reaches maximum capacity, with 40 employees working in shifts.



LARGER TT FROM LINK-BELT

Link-Belt has launched a new 110 tonne four axle truck crane with all wheel steer - the 120|TTLB - which tops out its 'Truck Terrain' line up. The new crane features a seven section boom providing 10 metres more main boom than the company's 110 tonne 120HT truck crane. The boom can be topped with a 10.7 to 17.7 metre bi-fold swingaway extension for a maximum tip height of just under 80 metres.

The all wheel steer chassis not only provides a tight turning radius, but also includes four steering modes - independent front, independent rear, combination and crab. As with the regular truck cranes, the 120|TTLB features air-ride suspension and disc brakes. Power comes from a Cummins diesel, providing a maximum speed of up to 55mph/88kph. Unlike the 120HT the TTLB features a single width carrier cab rather than full width.



223FT BOOM LIFTS SHIPPED

Chinese manufacturer XCMG has shipped the first batch of the world's largest boom lifts, the 223ft XGS70K to Europe. The company says that a further 24 units are scheduled to be manufactured and shipped to Europe between now and mid-2024 - with more than half of them already sold. Two further units are being shipped to India.

The XGS70K has a five section telescopic boom, topped by a three section jib with 131 degrees of articulation, providing a working height of 69.6 metres and a maximum outreach of 32.5 metres with 230kg in the platform. The maximum platform capacity is 460kg at an outreach of 27 metres, while 300kg is possible at just less than 30 metres. Total weight is 35.4 tonnes.



WACKER NEUSON'S ELECTRIC TELEHANDLER

Wacker Neuson has launched the production version of its new electric sub compact telehandler - the TH412e. The machine is similar to the standard diesel powered TH412, offering a maximum lift height of 4.3 metres, with maximum capacity of 1,250kg. A 96V/18kWh lithium ion battery provides an uninterrupted operating time of more than three hours, while a 28kWh option offers five hours continuous operation.

A new battery management system constantly monitors the battery pack to maximise efficiency and safety and prevent deep discharges. When it comes to recharging, a 3kW on-board battery charger is standard with the option of a duplicate, the two combining to create 6kW for faster charging times.



SANY IN THE UK

Chinese heavy equipment manufacturer Sany has confirmed the opening of its UK operation with the appointment of Andrew Snow as UK/Ireland manager for crane products. Sany Cranes UK will operate out of the Sany/Putzmeister UK premises in Chesterfield, Derbyshire.



FIRST FUEL CELL BOOMS

The first full production versions of Niftylift's new 50ft HR17 H₂ Hydrogen-Electric boom are being delivered to Speedy Hire depots in the UK. They are part of an order for around 100 units which also includes the 43ft HR15 H₂ Hydrogen-Electric. The booms are the result of a two year development partnership between the two companies which has included field trials with key customers looking to improve their ESG (Environmental, Social and Governance) ratings or working in ultra-low emission areas.

The new models are based on the latest versions of the manufacturer's standard all-electric, two wheel drive boom lifts, with direct electric wheel motor drive and AGM maintenance free batteries with a lithium-ion battery option. The H₂ models are equipped with a hydrogen fuel cell - fed by a standard G20 hydrogen gas cylinder - which produces electricity to top up the battery pack when necessary. It is possible to set the system to constantly top up the batteries or only when the state of charge drops to a preset level.

As with the pure electric machines, the new lifts are said to be capable of four to five days of typical usage between recharges. For sites where there is no power, a single hydrogen cylinder should enable the machine to run for more than 12 working days before requiring a cylinder change.

Speedy has placed a £9 million order for 'sustainable access products' this year, including the 100 or so Niftylift Hydrogen-Electric boom lifts. The order will be repeated for at least two more years as part of a three year exclusivity deal, in which Speedy will be the only rental company in the UK to offer these new boom lifts.



ANOTHER NEW AWP PLANT FOR MANITOU

Manitou is to make a further €60 million investment in its recently expanded aerial work



platform operations in Candé, France, just a few miles from its Ancenis headquarters. A new 20,000 square metre fabrication welding, paint and machining facility will be built in the 'Petit Tesseau' industrial zone of Candé, close to its two platform assembly operations. The investment is aimed at increasing production capacity and smoothing supply chain issues.

Up to 100 new staff will be employed with construction beginning in the new year and scheduled for completion in early 2026.

Sylvain Jaguelin, vice president of the Aerial Work Platform division, said: "Bringing this activity in-house will enable us to reduce the tensions that our supply chain can encounter during surges in activity, which are becoming more frequent in a very dynamic platform market."

TADANO SETTLES WITH EPA

Tadano has reached a settlement with the U.S. Environmental Protection Agency (EPA) and Department of Justice (DOJ) relating to alleged violations of the Transition Program for Equipment Manufacturers, under the U.S. Clean Air Act. It will pay a civil penalty of \$40 million and contribute \$3.2 million to a mitigation project to be carried out in Texas.

Tadano is not alone, some four years after it discovered an issue with its self-reporting, Manitowoc revealed it had found a similar breach for the years 2014 to 2017 and reserved \$14.9 million in its 2021 accounts but is now facing statutory penalties under the Clean Air Act that could be as high as \$174 million.



FIRST SINOBOOM AB46RJ DELIVERED

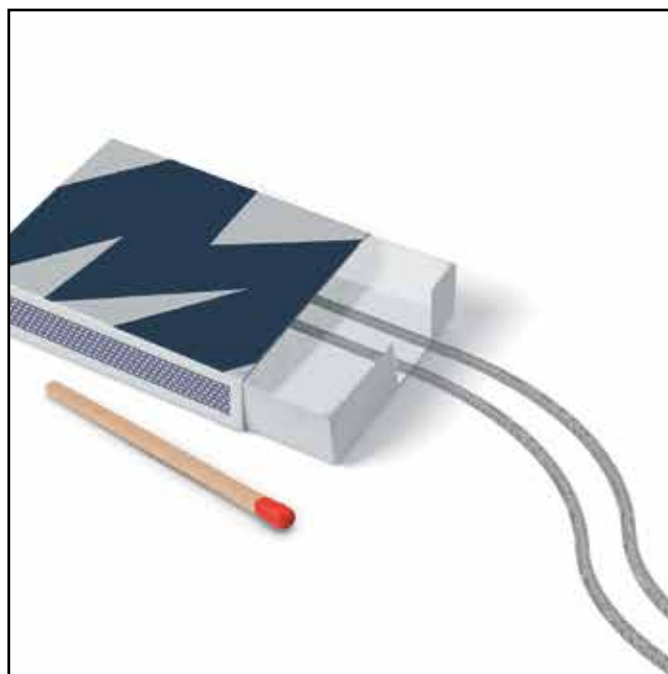
Singapore's LH Construction and Machine Leasing - part of the Lian Hup crane and aerial lift group - has received the first 154ft Sinoboom AB46RJ articulated boom in Southeast Asia.



The diesel powered AB46RJ has a working height of 48.6 metres, a maximum outreach of 26 metres with 275kg in the platform, or 24 metres with its maximum platform capacity of 455kg both at an up & over height of almost 19 metres. Total weight is 27,300kg.

FRANNA PLACES HISTORIC STATUE

AIS Vanguard used a Terex/Franna 14SB pick & carry crane to lift, carry and place the 1.5 tonne Bronze statue celebrating three famous Welsh rugby players, onto its plinth in Landsea Square, Mermaid Quay in Cardiff, Wales. Sculpted by Steve Winterburn the statue features Billy Boston, Clive Sullivan and Gus Risman - all of whom switched from the then amateur Rugby Union game to professional Rugby League, joining Wigan, Hull Kingston Rovers and Salford & Workington respectively, thus 'breaking the code' and making them pariahs and outcasts in their home country. The statue - which celebrates reconciliation - is also the first in Wales to feature non fictional black men.



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SPIDER LIFT TO SPIDER CRANE

Italian spider lift manufacturer Palazzani has introduced a new hydraulic winch attachment for its 25 metre TZX 250 articulated spider lift, quickly transforming it into a 250kg capacity spider crane which it can take to a height of 22.5 metres and out to a radius of seven metres at a height of seven metres. The winch comes with 32 metres of seven millimetre rope and a remote controller.

The Ragno TZX 250 features twin telescopic aluminium booms, has an overall width of 980mm, an overall height of 1.99 metres and is just over five metres long with the basket or hoist in place. Total weight is 2,650kg. Power options include diesel/AC motor or Lithium-ion phosphate battery pack, plus AC plug in motor.



NEW LIFTING SERVICE COMPANY



A new business - South East Lifting Services - has been established in the UK by crane rental veteran Graham Clark, who was previously operations director at Cadman Cranes, having joined the rental company as a young operator in early 1989.

The new company will offer a range of services including Appointed Person, lift supervisor, slinger/signaller and crane operators for mobile and spider cranes covering Kent, Sussex, South Essex, Hampshire and South East London.

DINGLI UPGRADES 11M MAST BOOM

Chinese aerial lift manufacturer Dingli has upgraded its 11.2 metre, mast boom with the introduction of the new AMWP11.5-8200AC.

The key differences include AC electric motor wheel drive compared to DC direct drive on the old machine. It also features maintenance free batteries. Other changes include a slightly larger platform, a full height platform entry gate and faster lift and lower speeds at 42 seconds up/38 seconds down. The forklift loading pockets have also been changed to dedicated brackets on the top of the chassis.



11 POTAINS FOR HS2

UK contractor and civil engineer Sir Robert McAlpine is to install seven more Potain MR 225A luffing jib tower cranes on the 21.6km Colne Viaduct section of the HS2 high speed rail line on the outskirts of London.

The new cranes join four other MR 225A cranes already working on the Viaduct being built by the Align joint venture with Bouygues Travaux Publics and Volker Fitzpatrick. All 11 cranes will be installed on 17 metre towers and rigged with 50 metre jibs and a jib tip capacity of 3.25 tonnes. They will be used to lift concrete formwork and precast sections 10 hours a day, five days a week. Once completed the Colne Viaduct will be the longest railway bridge in the UK.



PLATFORMERS' DAYS

The German access and lifting show Platformers' Days was held on 8th and 9th of September in Karlsruhe with more than 100 exhibitors and a reported 1,500 trade visitors. Full coverage on vertical.net



NATIONWIDE MOVES INTO TELEHANDLERS

Access rental company Nationwide Platforms - the UK division of France's Loxam - has made a "significant strategic investment" in four Manitou fixed frame telehandlers - the six metre MT625, 10 metre MT1033, 13.5 metre MT1440 along with the 17.5 metre MT1840.

All will be based at its Warrington branch in North West England. It has also purchased extra attachments and is targeting customers in construction, tree care and agriculture. If all goes well, it will add telehandlers to other depots across its network.



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FINANCIALS ROUND-UP

Haulotte achieved total first half revenues of €403.7 million, up 40% on the same period as last year. The revenues were made up as follows:
 New equipment sales: €356.9 million + 44%
 Services: €35.2 million + 16%
 Rental €11.6 million + 6%
 Pre-tax profit improved 9% to €2.67 million, held back by adverse currency factors.



Ashtead - owner of Sunbelt Rentals in the USA, Canada and the UK - achieved revenues to the end of July of \$2.7 billion, up 19% while pre-tax profits improved 11% to \$585 million. Capital expenditure for the quarter was 45% higher at \$1.13 billion. In the three months Ashtead made nine acquisitions - eight in the USA and one in Canada - which added a total of 40 new locations.

The results were made up as follows:

Sunbelt USA

Revenues: \$2.31 billion +22%

Profit: \$692 million +22%

Sunbelt Canada

Revenues: c\$213 million +21%

Profit: c\$40 million +5%

Sunbelt UK

Revenues: £177 million +2%

Profit: £15.8 million +38%



Forklift and warehouse automation company **Jungheinrich** is to acquire all the equity in German robotics company **Magazino** three years after it took a minority stake.



Hoist and mastclimber group **Alimak** reported first half revenues to the end of June of SK3.53 billion (€297 million) up 75.2% on last year, thanks to the Tractel acquisition. Pre-tax profits were 58% higher at SK344 million (€28.9 million).



US aerial lift manufacturer **Snorkel** achieved first half revenues to the end of June of \$94 million, up 6.2% on last year, higher margins turned last year's loss of \$8.9 million into a first half profit of \$1.01 million.



US rental company **Herc Rentals** has acquired **Quality Rentals** of Rosenberg, Texas. The company was established in 2002 by Nathan and Ed Faltysek and runs a fleet that includes aerial lifts - booms, scissor lifts and trailer lifts - along with telehandlers and general rental equipment.



German telehandler manufacturer **Wacker Neuson** saw revenues to the end of June increase 27.4% to €1.37 billion. Pre-tax profit leapt 92% to €172.9 million thanks to high prices, an easing supply chain and positive product and geographic sales mix.



Manitowoc Crane reported first half revenues of \$1.1 billion, up 16% on last year driven by strong sales in the Americas. Pre-tax profit more than doubled to \$35.7 million. With the strong second quarter and half year order book, the company has upped its full year sales forecast from \$2.1 to \$2.2 billion.



Herc Rentals saw first half revenues rise 27% to \$1.54 billion, while pre-tax profits increased just 8% to \$178 million. Capital expenditure on rental equipment was \$703 million, up 26% on last year. The company completed six acquisitions, adding 10 locations during the period and opened nine greenfield locations.



Genie/Terex AWP achieved revenues to the end of June of \$1.51 billion up 27% with both Genie and Terex Utilities contributing. Operating profit more than doubled to \$324 million. The full year revenue forecast has increased from \$2.7-\$2.8 billion to \$2.9 billion - 8% higher than its previous top end estimates.



JLG saw first half revenues increase 35% to \$2.52 billion. Aerial lift sales were \$1.27 billion +43%, Telehandler sales: \$732.2 million +36% and other revenues: \$522.4 million +21.5%. Operating profit for the period more than quadrupled to \$346.7 million. Its order book at \$4.37 billion is almost 10% higher than last year.



Maxim Crane Works achieved revenues to the end of June of \$507 million, up 17% on 2022. Its EBITDA increased 42% to \$122 million.



Palfinger achieved first half revenues of €1.21 billion up 16.9% on the same period in 2022. Pre-tax profit increased 28.5% to €96.5 million, up 28.5% but net debt grew 20% to €722.9 million.



United Rentals saw first half revenues rise almost 30% to \$6.84 billion and pre-tax profits jumped 25% to \$1.37 billion. Full year revenue forecasts have been increased to \$14 to \$14.3 billion with a capital expenditure of \$3.35 to \$3.55 billion.



Loxam's Brazilian subsidiary **Loxam Degraus** has acquired **A Geradora** - a national rental company that specialises in generator and lighting tower rental as well as aerial work platforms - mostly booms up to 130ft and scissor lifts up to 33ft.



Manitou's revenues to the end of June were €1.4 billion, up 33%, with new product sales increasing 39% to €1.2 billion, while services and solutions increased 5% to €200 million.



Konecranes posted first half revenues of €1.81 billion up 24% on 2022, while order intake increased 9.3% leaving the order book at a record €3.4 billion. Pre-tax profits were €149.7 million compared to €8.3 million this time last year.



Cargotec revenues increased 26% to €2.27 billion for the first half, while pre-tax profits tripled to €236.7 million. This included **Hiab** with revenues up 23% to €917 million, although order intake fell 25% to €755 million. Operating profit jumped 35% to €141.2 million. **Kalmar** revenues improved 30% to €1 billion, while operating profit quadrupled to €141.2 million.



FINANCIALS ROUND-UP CONTINUED

Asko Holding - the Turkish construction, agricultural and energy related equipment manufacturing group - has acquired a majority stake in US aerial lift manufacturer **Custom Equipment/Hy-Brid Lifts**. Asko also owns Turkish aerial lift manufacturer ELS and telehandler manufacturer MST. As part of Asko Holding, Hy-Brid will expand its product range by branding some of the group's other equipment, presumably for the North American market.



Aurora Energy Services has acquired Scottish lifting and inspection company NMS - Northern Marine Services. It will be rebranded Aurora NMS, while NMS founder and owner Alasdair Noble will continue to manage the company as lifting & marine services director. Established in 2017 NMS is based in Wick in the far North East of Scotland. Its services include crane rental, contract lift, rigging as well as lift planning and supervision. It also carries out inspection and testing of rigging and lifting equipment and is a member of the LEAA.



New UK lifting & engineering consultancy

Jordan Kelly, previously with Notus Heavy Lift Solutions and John Baker ex-sales director of Modulift, have launched a new lifting & engineering consultancy in the UK, which they are calling Ellevo Group. The business will be based in Warrington, North West England, and will focus on lift planning and management, heavy lift & transport consultancy, and a range of operations and engineering services including testing and inspections on an International basis. Kelly is managing director with Baker commercial director.



John Baker



Jordan Kelly

Aspire administration and acquisition

UK access rental company Aspire/LTS appointed an administrator in August and then agreed a pre-pack deal with London based 'The Tool Hire Centre' part of Contractors Plant Hire (Reading) which are owned and managed by Jonathan 'Jon' Stevens and Bob Overy. They acquired the Aspire assets through a dormant company X-Hire, which will be renamed. Aspire founder/manager Vinnie Rourke has also taken a stake in the new business.

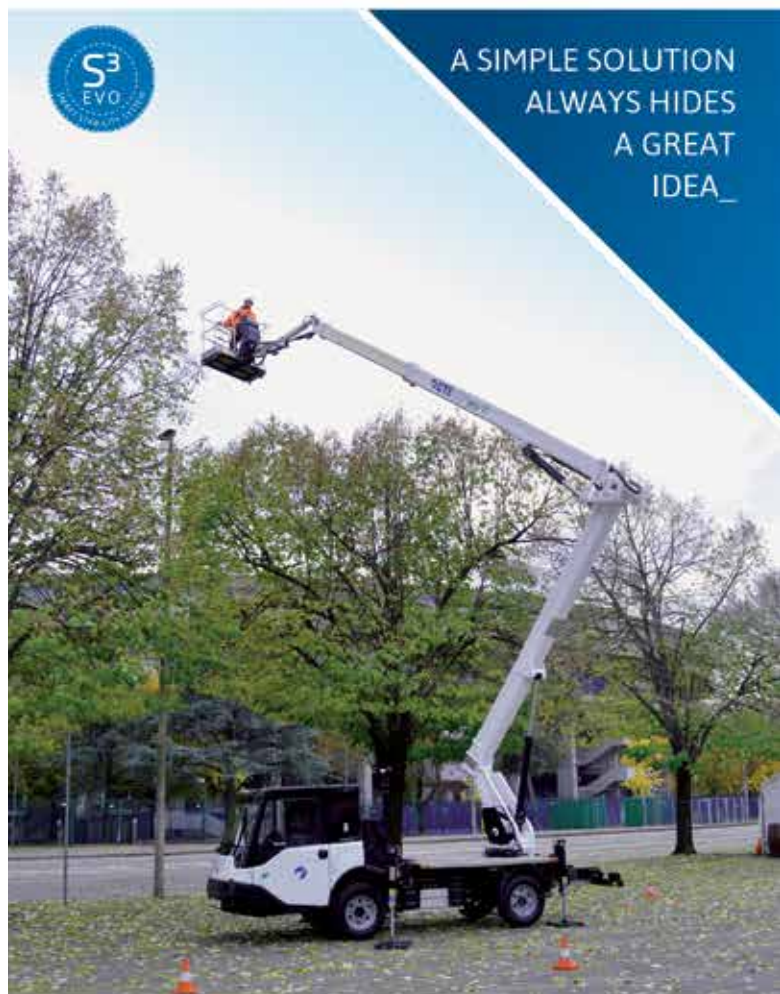


Kiloutou acquires Uka+Hauke

French international rental group Kiloutou has acquired German access and telehandler rental company Uka+Hauke Arbeitsbühnen, from owners Helen und Ralf Uka. Based in Sömmerda, North East of Erfurt and established in 1992, Uka+Hauke runs a fleet of truck mounted lifts, spider lifts, boom lifts, scissor lifts and telehandlers available from four locations.



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RELIABILITY IN ACTION

NEWS HIGHLIGHTS

- **Sinoboom** has appointed **Tomie Chan** as business development director for East and Southeast Asia
- **Welding Duebi** has taken the first 65t **Terex** TRT 65 RT in Italy
- **Sany** has appointed **Andrew Snow** as UK manager for crane products
- France's **Gil & Fils Leverage** has taken a **Palfinger** PK 165.002 TEC 7
- Brazil's **Milplan** has taken three 100t **Liebherr** cranes - two LRT 1100-2.1 and a 100t LTR 1100
- **Manitou** is to add a third plant to its aerial work platform operations in Candé, France
- **Magni Telescopic Handlers** has appointed **Jesco** as a dealer in New York state
- US outrigger mat manufacturer **DICA** has appointed **Ingo Schiller** as a strategic advisor
- UK cleaning specialist **OneFifty** has taken two new **Multitel** truck mounts
- Loader crane manufacturer **Atlas** has appointed **Joel Schiliro** as brand manager
- Germany's **Meister** has taken six all-electric **Hoeflon** spider cranes
- UK's **Travis Perkins** has ordered 400 new trucks with **Hiab** cranes
- **Time** has appointed **Laurent Leclerc** as director of export sales for Versalift, France Elévateur and Movex in Europe
- **EnerMech** has formed a 'strategic joint venture' with **PT. Titian Servis Indonesia** (TSI)
- **Bobcat's** telehandler plant in Pontchâteau, France celebrated 60 years
- Germany's **Scholpp** has taken a **Tadano** AC 4.080-1 and ordered three more
- Italian manufacturer **Almac** has appointed **Dan Robertson** as country manager for the UK
- **Tadano** has reached a \$43.2 million settlement with the U.S. EPA and Department of Justice
- South Africa's **Eazi Access** has donated a **JLG** 340AJ to the South African Airways Museum Society
- **Terex** has appointed **Seun Salami** as a non-executive director
- **Aurora Energy Services** has acquired **Northern Marine Services**
- The **Port of Savannah** Georgia has taken four electric **Konecranes** ship to shore cranes
- **XCMG** has shipped the first 223ft XGS70K telescopic boom lifts to Europe
- **Dale Asplund** - COO of United Rentals - is leaving the company, **Michael Durand** will take over
- UK's **Cadman Cranes** says it is on target to become net zero by 2025
- US **Davis Crane Service** has taken the first **Tadano** GT-1200XL-2 truck crane in the USA
- **Kalmar** is to acquire the rights for the **Lonestar** electric terminal tractors in the USA
- **Alimak** has appointed **Jens Holmberg** as vice president of its Industrial division



Tomie Chan



Joel Schiliro



Laurent Leclerc



Dan Robertson



Seun Salami



Dale Asplund



Jens Holmberg

- Florida's **Select Crane Sales** has appointed **Phin Generally** as Mid-Atlantic territory manager and **Dena Thomas** as business development manager
- Indian contractor **Afcons** purchased four **Potain** MCT 385s
- **J. Helaakoski** has taken the first **Sany** SCE 1350 A lattice crawler crane in Finland
- **Wilkinson Crane Rental** of Kansas has taken its third 350t **Manitowoc** MLC300
- **Kamphuis Hoogwerkers** has taken the first **Bluelift** ST31 Hybrid spider lift in the Netherlands
- UK **Plantool Hire Centres** is expanding its powered access fleet
- **EnerMech** has appointed **Rahul Dalela** as general manager operations, and **Chetan Mistry** head of finance in India
- UK's **Falcon Cranes** has expanded and updated its training centre
- **Tadano America** has appointed **Lennon Crane** as a distributor
- **Cargotec** has named **Pekka Ala-Pietilä** as **Kalmar** chairman, **Michel Van Roozendaal** has left
- Texas based **SitePro** has moved into **Tennessee** with a branch in Memphis
- **TVH** has promoted **Ryan Walker** to director of sales & services USA, pending the retirement of sales director **Cathy Diaz**
- France's **Mediaco** has taken a third 52m **Palazzani** Ragno XJT 52+ spider lift
- German company **Treffler** has taken a 350t **Liebherr** LTM 1350-6.1
- **Sinoboom** has signed a distribution agreement with **Faster Enterprise** for Thailand
- **Neil Stothard** is to retire as CEO of UK rental company **Vp**
- Germany's **Hözl Kran** has taken a 50t **Tadano** HK 4.050-1 truck mounted crane
- UK's **Summit Platforms** has installed defibrillators at its 10 depots
- Sweden's **Huddig** has named **Håkan Bäckström** CEO
- **Tadano America** has appointed **CraneWorks** as a dealer
- US **Dearborn Companies** has appointed **Patrick Clark** as director of business development
- Turkey's **Servet Coşkun Vinç** has taken a 120t **Liebherr** LTM 1120-4.1
- **Tele Radio** India has moved to new offices in Pune and appointed a new accounts executive **Nikhil Pawar**
- **Link-Belt** has promoted **Chris Perry** to training manager
- Italy's **M.D.M** has taken six **Multitel** truck mounted platforms
- **Reactive Rentals** has appointed **Charlie Martin** as national sales manager



Phin Generally & Dena Thomas



Rahul Dalela

Chetan Mistry



Pekka Ala-Pietilä

Michel Van Roozendaal



Ryan Walker



Neil Stothard



Håkan Bäckström



Patrick Clark



Chris Perry

- UK's **Collett & Sons** has opened a new heavy lift warehouse
- **Harry Lorentsen** of Denmark's **Ommelift** has died
- **Kiloutou** has acquired German rental company **Uka + Hauke Arbeitsbühnen**
- US **MEC Aerial Work Platforms** has appointed **Jay Lucyk** as regional sales manager Canada
- **Mycrane USA** has appointed **Jason Travis** as vice president southwest, **Robert Baty** as southeast regional VP and **Andres Cuevas** as national account executive
- **Sinoboom** has appointed **Marcelo Yamane** as business development director for Brazil
- Germany's **Hack** has taken a 110t **Liebherr** LTM 1110-5.1
- Italy's **CMC** has added Dutch to its official informational languages
- German company **MSG Krandienst** has taken a 400t **Grove** GMK6400-1
- Germany's **BKL Baukran Logistik** has appointed **Johanna Lauter** as chief financial officer
- **Modulift** has appointed **Yeong Shin** as its distributor for Taiwan
- **Sims Crane & Equipment** of Florida has taken the first **Tadano** GT-800XL-2 truck crane
- **IPAF** has appointed **Tim Mo** as regional representative for China, Hong Kong, Macao, and Taiwan
- **Renta Norway** and **Follo Liftutelle** have taken **Easy Lift** spider lifts
- **Skyjack** has launched a new 'E' range of electric slab scissor lifts
- **Link-Belt Cranes** has appointed **Jacob 'Jake' Massman** as district service representative for the upper Mid-West and Central/Western Canada
- **Mobilift** Aachen has joined **System Lift**
- **Bravi** has appointed **Adriana Mihaylova** as area sales manager for Germany & Austria
- Germany's **Hüffermann** has acquired Hamburg crane rental company **Knaack**
- Canada's **The Erectors Hoisting and Rigging** has taken a 300t **Liebherr** LTM 1300-6.3
- French rental company **Kiloutou** has opened a new branch in **Frankfurt**, Germany
- UK company **Sparrow Crane Hire** has taken a six axle **Spierings** SK1265 AT6 eLift
- UK's **Quick Reach** has appointed **Nick Parham** as managing director (South)
- **Manitou** North America has appointed **Wright Implement** as dealer for telehandlers and forklifts
- **Sennebogen** has opened a new steel fabrication plant in **Hungary**
- UK's **Charles Wilson** has acquired the rental operations of **MTS Plant Hire**
- German aerial lift and spider crane veteran **Wolfgang Dahms** has died
- UK's **Warren Access** is celebrating 30 years in business



Jay Lucyk



Marcelo Yamane



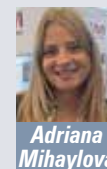
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Tim Mo



Jake Massman



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TOP 30 UK AND IRELAND RENTAL COMPANIES SURVEY

In the UK the past year has been dominated by rising bank rates and prices, compounded by a shortage of labour - skilled and unskilled - and long lead times for equipment and spare parts. Despite all of this there have been a relatively few business casualties.



Just before last year's survey three UK crane rental companies entered administration and the market conditions were ripe for many more rental companies to follow. Fortunately, this has not been the case although there have been a few more including Windhoist and Maxim Lifting in the crane sector along with Aspire Platforms and Aداstra in the access/mastclimber sector.

Experience tells us that when the rental companies are not complaining - about rates, rising prices, the weather etc - then they are generally busy and doing OK. Over the past year it has been all quiet on the lifting front with plenty of investment in new equipment taking place.

However, despite all this capital spending, one trend across all three sectors is that the fleet sizes of the leading companies either stayed at about the same level, as in the case of cranes, or have shrunk slightly with access and telehandlers. This may well indicate companies are reducing the age of their fleets by replacing older equipment, or it may be a sign that the future is looking less certain.

Acquisitions have been a major factor around the world and the UK is no exception. A couple of years ago Aspire was recognised as one of the UK's fastest growing companies, having increased sales at least 20 fold in four years. Last year the company shied away from revealing its figures and in the past month appointed an administrator and then rapidly entered into a pre-pack agreement with London based The Tool Hire Centre. Aspire Platforms was the 10th largest rental company in last year's list. Other acquisitions include CW Plant Hire - the UK's 14th

biggest rental company - which acquired MTS Plant Hire in Wakefield, Hirepro acquired Upward, Morris Leslie Plant Hire acquired Harborough Hire Centre and Briggs Equipment in Ireland acquired Limerick based access company Bluelift from owner John Cusak.

So, despite all the continuing pressures on costs and labour there are companies that are investing and growing. There are also companies that have taken on too much debt and are beginning to suffer from rising interest rates and wages.

METHODOLOGY

This year we moved towards a new online questionnaire, in a bid to make it faster and easier to enter fleet data, but in spite of that we struggled once again to obtain timely responses from the usual suspects, and it has taken a great deal of chasing by email and telephone to bring in some of the stragglers which has also delayed publication.

This year we have also tried to simplify the data collection process using a slightly different online form and also a different system for sorting and collating. With so much information the new system has struggled so if there are any wayward numbers - apologies in advance. As usual we have checked the data for any obvious errors - such as companies sending in European fleet numbers rather than just the UK or double counting instead of breaking out - and when spotted corrected them. However, there will probably be the odd error or two, so please inform us of any inaccuracies and we will do our best to correct these in the online and digital versions.



There have also been a few more companies than usual which did not supply any information or "did not want to participate" possibly because their figures are lower than last year? In such cases we have used our industry sources to include figures that we think and hope are representative.

THANK YOU

As always, a big thank you to all the companies that have participated in this year's survey. We hope that it will prove to be another useful and insightful report for our many readers both in the UK and around the world.

TOP 30

CRANES

Despite the long lead times from the major crane manufacturers, the majority of crane rental companies added to their fleets over the past year. Even those that were perhaps tempted to sell a few or replace older machines did it in a way to largely maintain their fleet size.

In contrast to the aerial lift market Chinese manufacturers have yet to convince UK crane

companies to take their products. However, if displays at Bauma and Conexpo are any indicator, companies such as Sany, Zoomlion and XCMG will start to break through thanks to shorter delivery times, although service support, reliability and resale value remain an impediment.

While mobile tower cranes are growing in popularity, the national rental park remains exactly the same as last year with a few companies, such as City Lifting owning a sizeable number.

The leading players in the crawler crane market have generally increased their fleets, possibly on the back of major infrastructure projects such as HS2.



TOP MOBILE CRANE COMPANIES

Company	Total	All Terrain / Trucks	Rough Terrain	Mobile Tower	Pick & Carry	Trailer cranes
Ainscough Crane Hire	392 ▲	383	0	9	0	0
King Lifting	131 ▲	126	0	2	3	0
Sarens UK	65 ▼	60	1	3	1	0
Bryn Thomas Cranes	64 ▼	60	0	4	0	0
Bronzeshield Lifting	62 ▲	59	0	3	0	0
Baldwins	72 ▲	71	0	1	0	0
Kavanagh Crane Hire	59 ▲	57	0	2	0	0
Global Port Services	57 NEW ENTRY	54	1	0	2	0
City Lifting	57 ▼	37	0	20	0	0
Davies Crane Hire	56 ▲	50	1	2	1	2
Emerson Crane Hire	56 ▲	55	0	1	0	0
Marsh Plant Hire	53 ▼	53	0	0	0	0
Southern Cranes & Access	50 ▲	46	0	3	1	0
Emsley Crane Hire	47 ▼	45	0	2	0	0
Crowland Cranes	42 ▲	36	3	1	2	0
Dewsbury & Proud	39 ▲	36	0	0	3	0
ABA Cranes	39 ▼	36	0	1	2	0
John Sutch Cranes	38 ▼	34	1	3	0	0
Sparrow Crane Hire	37 ▼	35	0	1	1	0
FORSYTH of Denny	36 ▲	34	0	1	1	0
East Cork Crane Hire	33 ▲	30	1	2	0	0
Cork Crane Hire	30 ▲	24	0	6	0	0
Coussens Cranes	29 NEW ENTRY	27	1	1	0	0
Macsalvors	27 ▼	27	0	0	0	0
Tusker Crane Hire	27 —	27	0	0	0	0
NMT Crane Hire	25 ▼	23	0	2	0	0
Bernard Hunter Mobile Cranes	23 —	19	0	2	2	0
PP Engineering	23 —	21	0	0	2	0
Cadman Cranes	20 ▼	18	0	0	2	0
Dowse Crane Hire	20 NEW ENTRY	0	0	20	0	0
Steve Foster Cranes	18 ▼	15	0	2	1	0
Horizon Reinforcing & Crane Hire Co	18 ▲	15	0	3	0	0
Thanet Crane Hire	18 ▲	18	0	0	0	0
Bob Francis	19 ▲	17	0	0	2	0
RRC Crane Hire	17 NEW ENTRY	13	0	2	2	0
J Hewitt	20 ▲	20	0	0	0	0
County Lifting Services	16 ▼	13	0	0	3	0
Birmingham Crane Hire	15 NEW ENTRY	6	0	9	0	0
Falcon Tower Crane Services	15 NEW ENTRY	0	0	0	0	15
APH Cranes	14 —	14	0	0	0	0
Bray Cranes	13 NEW ENTRY	13	0	0	0	0
Roadcraft Crane & Plant Hire	12 NEW ENTRY	10	1	0	1	0
AB2K	12 —	12	0	0	0	0

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

LARGEST MOBILE CRANES

Company	Cap.	Make & Model	# in Fleet
Mammoet	1,200t	Liebherr LTM 11200-9.1	N/D
Sarens UK	1,200t	Gottwald AK 680-3	1
Baldwins	1,000t	Liebherr LTM 11000D	N/D
Ainscough Crane Hire	800t	Liebherr LTM1750-9.1	2
East Cork Crane Hire	800t	Liebherr LTM1750-9.1	1
King Lifting	800t	Liebherr LTM1750-9.1	1
Osprey Heavy Lift	800t	Liebherr LTM 1800D	1
Global Port Services	750t	Liebherr LG1750	2
Bernard Hunter Mobile Cranes	700t	Liebherr LTM1650-8.1	1
Kavanagh Crane Hire Ltd	700t	Liebherr LTM1650-8.1	1
FORSYTH of Denny	650t	Terex TC2800-1	1
Bronzeshield Lifting	500t	Liebherr LTM1500-8.1	1
NMT Crane Hire	500t	Liebherr LTM 1500-8.1	2
City Lifting	450t	Liebherr LTM 1450	1
Cramscene	450t	Grove GMK7450	1
Davies Crane Hire	450t	Tadano AC7.450-1	1
Emerson Crane Hire	450t	Liebherr LTM1450-8.1	2
Tusker Crane Hire	350t	Terex AC350	1
Bryn Thomas Cranes	300t	Grove GMK6300L-1	2
Cork Crane Hire	300t	Grove GMK6300L-1	1
Crowland Cranes	300t	Grove GMK6300L	1
John Sutch Cranes	300t	Grove GMK6300L	2
RRC Crane Hire	300t	Demag AC300-6	1
Southern Cranes & Access	300t	Liebherr LTM1300-6.3	1
Wolffkran AG	300t	Grove GMK6300L-1	1
Steve Foster Cranes	300t	Grove GMK6300L	1
Horizon Reinforcing & Crane Hire Co	250t	Grove GMK5250XL	1
Sparrow Crane Hire	250t	Grove GMK5250L	1
Walsh Crane Hire	250t	Liebherr LTM1250-5.1	1

TOP TOWER CRANE COMPANIES

Company	Total	Rope Luffers	Hydraulic Luffers	"Normal Self Erectors"	Hammerhead /Flat Tops	
Falcon Tower Crane Services	431	▼	160	82	74	115
Wolffkran AG	208	▼	139	28	0	41
London Tower Crane	205	▼	30	80	15	80
Select Plant Hire	189	▲	132	20	0	37
City Lifting	171	▲	59	16	26	70
Mantis Cranes	155	▲	0	4	111	41
Bennetts Cranes	123	▲	33	59	0	31
Uperio UK	97	▼	57	10	8	22
Ladybird Crane Hire	80	—	0	0	50	30
Trident Lifting Solutions	76	▲	46	14	0	16
Lewis Tower Crane Services	64	▲	7	5	13	39
Irish Crane & Lifting	60	—	1	0	0	59
Heathrow Cranes	59	▲	35	12	0	12
Radius Group	57	NEW ENTRY	31	8	0	18
Sparrow Crane	29	▼	0	0	29	0
Dowse Crane Hire	23	NEW ENTRY	0	0	19	4



TOP CRAWLER CRANE COMPANIES

Company	Total	Spider Cranes	Telescopic	Lattice	Mini (<12t)
Weldex	154	0	50	103	1
Select Plant Hire	85	0	44	38	3
AGD Equipment	79	0	62	10	7
NRC Plant	70	0	15	30	25
Delden Cranes	58	0	14	44	0
Q Crane & Plant Hire	50	0	6	42	2
GH Johnson Crane Hire	41	0	11	30	0
BPH Equipment	35	0	10	25	0
Sarens UK	22	0	5	17	0
Jones Crawler Cranes	20	0	10	8	2
Hawks Crane Hire	18	0	6	12	0
Sparrow Crane	14	6	1	0	7
City Lifting	12	8	0	1	3
Emerson Crane Hire	10	3	4	0	3
Stoddart Crane Hire	8	0	4	0	4
Marsdens Crane Services	8	1	4	0	3

LARGEST TOWER CRANE IN FLEET

Company	Capacity	Model	# in Fleet
Select Plant Hire	66t	Terex CTL1600-66	9
Falcon Tower Crane Services	64t	J780PA.64	5
Wolffkran AG	60t	Wolff 1250B	3
City Lifting	50t	Comansa 21 LC 750	1
Radius Group	40t	MDT809	1
Bennetts Cranes	36t	Saez SL 730	1
Heathrow Cranes	36t	Saez SL730	1
London Tower Crane	24t	Jost 416.24	5
Lewis Tower Crane Services	24t	Liebherr 357HC-L 12-24	2
Trident Lifting Solutions	24t	Comansa	9
Mantis Cranes	20t	TLS80	2
Uperio UK	18t	Terex CTL260-18	1
Irish Crane & Lifting	16t	Terex CTT 331	5
Sparrow Crane	6t	Liebherr 81K	3
Ladybird Crane Hire	5t	Potain MCT 88	20
Dowse Crane Hire	5t	Potain MCT88	1

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CRANE COMPANIES & INVESTMENT

Company	Investment	# Bought	# Sold	Depots	Staff
AB2K	£1,000,000	2	1	3	200
ABA Cranes	£2,200,000	4	3	1	66
AGD Equipment	£1,500,000	4	7	1	95
Ainscough Crane Hire	£20,000,000	7	16	28	850
APH Cranes	N/D			1	17
Bennetts Cranes	£3,000,000			1	
Bernard Hunter Mobile Cranes	£2,000,000	5	6	2	50
Berry Cranes	£1,200,000	4	4	1	15
Birmingham Crane Hire	£3,000,000	3	2	1	35
Bob Francis	£900,000	3	0	3	40
Bray Cranes	£1,100,000			2	65
Bronzeshield Lifting	£2,500,000	0	0	2	65
Bryn Thomas Cranes	£2,650,000	7	9	5	115
Cadman Cranes	£1,400,000	2	1	3	30
Central Crane Hire	£1,200,000	2	1	1	18
City Lifting	£4,000,000	8	6	3	170
Coppard Plant Hire	£1,500,000			5	100
Cork Crane Hire	£4,000,000			2	50
County Lifting Services	N/D	3	0	1	34
Coussens Cranes	N/D	4	2	7	tba
Cramscene	£800,000	1	1	2	25
Crowland Cranes	N/D	10	3	3	70
Davies Crane Hire	£3,000,000	4	0	4	90
Dewsbury & Proud	£3,000,000	6	8	1	4
Dowse Crane Hire	£350,000	5	0	1	4
E J McGovern Crane Hire	£2,500,000	5	4	2	40
East Cork Crane Hire	£8,000,000	7	2	2	30
Ellis Crane Hire	£480,000			2	19
Emerson Crane Hire	£5,100,000	5	3	4	92
Emsley Crane Hire	N/D			2	
Falcon Tower Crane Services	£15,750,000	54	71	4	470
FORSYTH of Denny	£9,000,000	7	3	4	110
GGR Group	£2,500,000			4	153
GH Johnson Crane Hire	£2,500,000	4	3	3	125
Global Port Services	£15,000,000			3	125
Heathrow Cranes	N/D	2	1	2	23
Horizon Reinforcing & Crane Hire Co	£2,800,000	3	3	2	23
J Hewitt	N/D			1	30
John Sutch Cranes	£6,000,000	6	4	2	85
King Lifting	N/D			8	280
Lewis Tower Crane Services	£1,400,000	4	2	3	63
Lift Minicranes	£1,300,000	3	0	2	21
Macsalvors	£2,800,000	4	3	3	63
Mantis Cranes	N/D			5	86
Marsdens Crane Services	N/D	3	2	1	27
Marsh Plant Hire	£3,572,000	6	6	5	86
Radius Group	£2,500,000	9	2	1	64
Roadcraft Crane & Plant Hire	£460,000			1	15
RRC Crane Hire	£1,300,000			1	28
Select Plant Hire	£23,400,000			4	887
Southern Cranes & Access	£7,500,000	9	9	3	105
Sparrow Crane Hire	£2,500,000	7	5	2	30
Stoddart Crane Hire	£2,200,000	1	0	1	26
Thanet Crane Hire	£800,000	2	0	2	30
Trident Lifting Solutions	£3,000,000			2	
Uperio UK	£2,000,000	3	14	2	48
Walsh Crane Hire	£2,000,000			1	14
Wolffkran AG	£18,000,000	28	18	12	826

FUEL TYPE

Hybrid	Electric	Diesel
		100%
5%		95%
		100%
3%		
	100%	
9%	5%	86%
		100%
		100%
		100%
		100%
2%	5%	93%
		100%
1%	50%	49%
3%	3%	94%
		100%
5%	5%	90%
		100%
12%		88%
	100%	
10%	20%	70%
		100%
		100%
	10%	90%
1%	3%	96%
		100%
		100%
	100%	
		99%
		100%
		100%
2%		98%
		100%
	80%	
60%	30%	10%
		100%
2%		98%
	100%	
		100%
		100%
5%	5%	90%
		100%
		100%
	100%	
		100%



LARGEST CRAWLER CRANES

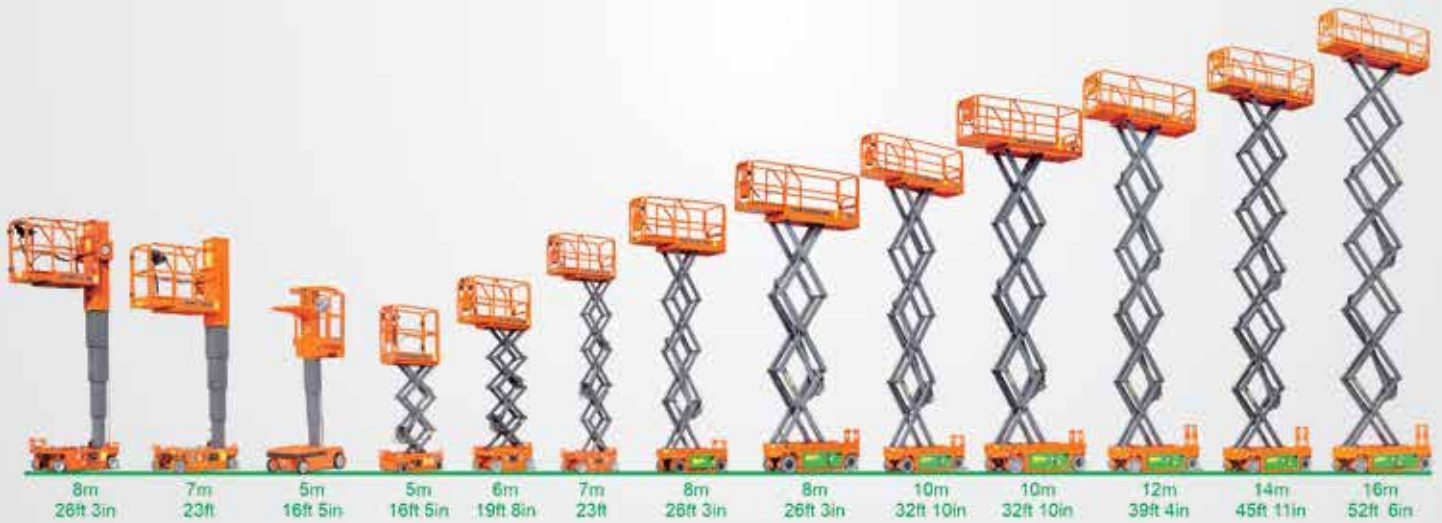
Company	Capacity	Make & Model	# in Fleet
Weldex	1,350t	Liebherr LR 11350	N/D
Sarens UK	1,600t	Demag CC8800 BB	1
Mammoet	1,200t	Gottwald AK-912-1	N/D
Ainscough Crane Hire	700t	Liebherr LR1700	1
Global Port Services	750t	Liebherr LR1750	1
Delden Cranes	400t	Demag CC2400-1	1
Select Plant Hire	300t	Liebherr LR1300.1SX	5
Hawks Crane Hire	300t	Liebherr LR1300	1
NRC Plant	275t	HSC SCX2800A-3	N/D
GH Johnson Crane Hire	250t	Kobelco CKE2500G2	2
BPH Equipment	250t	Kobelco CKE2500-2	N/D

TOP MINI/SPIDER/PICK & CARRY COMPANIES

Company	Total	Mini Crawlers	Spider Cranes	Pick & Carry
GGR Group	262	35	153	74
Hird	162	86	0	76
Coppard Plant Hire	73	1	65	7
Lift Minicranes	63	2	55	6
AMC Hire	57	1	55	1
TCA Lifting	29	6	20	3
NRC Plant	25	25	0	0
City Lifting	11	3	8	0
John Taylor Crane Services	9	1	8	0
AGD Equipment	7	7	0	0
Emerson Crane Hire	6	3	3	0
Crowland Cranes	6	2	2	2
Southern Cranes & Access	6	0	5	1
Marsden Crane Services	4	3	1	0



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World's First Oil-Free & All-Electric AWP Series

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The majority - more than 70 percent - of the access rental companies claim to have expanded their fleets in spite of higher costs, sticky rental rates and labour shortages. Chinese manufacturers have really broken through in the UK and Ireland replacing American producers as market leaders thanks to a combination of product availability and innovations, with surprisingly good reliability and backup. Most companies reported fleet growth of 10 to 20 percent however it is noticeable that three of the leading players - Nationwide, Speedy and AFI - have all reduced their fleets this year, Speedy being the largest by about 10 percent, most of that from a reduction of almost 500 slab scissors and 200 mast lifts, possibly part of a post-acquisition fleet clean up?

In the van mounted market Access Hire Nationwide continues to grow and dominate the sector with 1,668 van



mounts - 333 more than last year - with almost every other van rental company also adding to their fleet size as major users such as BT shift from owning machines to leasing and renting.

TOP POWERED ACCESS COMPANIES

Company	Units in Fleet	Articulated Booms		Straight Telescopic Booms		Self Propelled Slab Scissors	Mast Lifts	Mast Booms	Spider Lifts	Push Arounuds	Rough Terrain Scissor Lifts		Truck Mounts		Van Mounts	Trailer Lifts	
		Electric Hybrid	Diesel	Electric Hybrid	Diesel						Electric Hybrid	Diesel	35t GVW	Over 35t GVW			
Nationwide Platforms	13648	▼	1058	2616	741	588	4062	909	699	128	144	112	1898	110	168	415	0
Speedy Powered Access	8003	▼	721	0	0	39	3158	687	275	1	3112	0	0	0	7	0	3
MEP Hire	7300	▲	0	0	0	0	400	0	0	0	6900	0	0	0	0	0	0
AFI-Uplift	6454	▼	545	1296	3	404	2440	402	118	55	67	37	765	15	77	220	10
Summit Platforms	6009	▲	533	1291	0	311	1863	311	132	0	310	115	1143	0	0	0	0
Sunbelt Rentals	4555	▲	1227	5	457	1	1948	435	435	28	19	0	0	0	0	0	0
GTAccess	3830	▲	276	710	0	717	1685	50	201	30	75	25	0	30	1	0	30
Star Platforms	3532	▲	203	119	0	6	1702	361	132	0	763	123	123	0	0	0	0
HSS Hire	3340	▼	0	0	0	0	400	60	80	0	2800	0	0	0	0	0	0
Briggs	2690	—	500	0	50	200	1400	60	60	10	300	50	50	0	0	0	10
Height For Hire	2467	▼	400	250	0	350	800	50	40	75	150	10	90	50	40	160	2
Charles Wilson Engineers	2337	▲	210	500	0	120	850	65	60	12	265	75	180	0	0	0	0
JMS Powered Access	2262	▲	140	165	1	31	600	120	40	64	904	30	161	3	0	0	3
Advanced Access Platforms	1902	▲	298	29	9	38	895	118	35	26	389	29	34	0	0	0	2
Quick Reach Powered Access	1798	▲	206	242	0	123	288	201	72	15	234	112	305	0	0	0	0
Access Hire Nationwide	1668	▲	0	0	0	0	0	0	0	0	0	0	0	95	1573	0	0
Hire Safe Solutions	1426	▲	500	0	0	430	411	0	20	15	0	0	0	0	0	0	0
Elavation	1092	▲	466	26	0	0	420	36	12	32	48	32	12	0	0	0	8
KDM Hire	969	▲	65	131	4	59	380	68	19	14	111	8	83	7	0	14	6
CPH	947	NEW ENTRY	45	58	6	39	578	57	24	2	98	4	36	0	0	0	0
MPH (Mr Plant Hire)	860	▲	47	24	0	0	184	57	6	4	517	10	11	0	0	0	0
Horizon Platforms	830	▲	91	0	0	0	460	0	124	0	155	0	0	0	0	0	0
JPS Platforms	789	▲	40	42	0	2	422	59	26	4	125	2	67	0	0	0	0
UK Powered Access	726	▲	53	81	3	14	276	35	28	6	34	5	80	23	0	86	2
Smiths Equipment Hire	699	▲	83	23	0	0	315	40	30	5	117	19	63	0	0	0	4
1 Up Access	670	—	0	264	0	34	350	0	20	0	0	0	0	0	0	0	2
Gwynedd Forklifts	606	▲	40	154	0	26	161	16	41	2	8	2	154	2	0	0	0
Premier Platforms	575	▲	75	50	0	14	203	35	21	1	35	58	80	1	0	0	2
Upward Powered Access	561	▲	0	120	0	10	270	0	35	6	0	0	0	0	0	0	0
Select Plant Hire	559	▲	6	29	0	0	250	254	10	0	0	4	6	0	0	0	0
HIRD	535	▼	187	30	4	0	197	0	10	6	50	0	50	0	0	1	0
Access Plus	530	▲	60	40	0	20	310	15	20	0	40	0	20	5	0	0	0
Powered Access Services	520	▼	120	50	0	12	250	0	10	3	50	5	20	0	0	0	0
Bella Access	475	▲	60	15	0	20	250	30	15	5	50	5	25	0	0	0	0
Mainline	473	▼	105	34	0	8	224	0	21	0	29	0	49	0	0	0	3
OK Tool Hire & Sales	424	▲	15	62	0	23	228	20	15	2	30	0	25	2	0	0	2
2 Cousins	362	▼	50	20	0	0	200	0	10	10	30	0	20	10	10	0	2
Dromad Hire	345	▲	32	24	0	0	218	15	13	19	24	0	0	0	0	0	0
One Stop Hire	345	▼	0	0	0	0	80	10	0	0	250	0	0	0	0	0	5
LTC Powered Access	345	▼	60	30	0	30	150	0	10	5	30	0	20	0	0	5	5
Ashbrook	263	▲	35	72	0	8	0	20	0	0	0	62	66	0	0	0	0
Smart Platform Rental	258	▲	0	0	0	0	0	0	0	0	0	0	0	220	18	20	0
The Platform Hire Centre	245	▲	21	16	0	6	125	21	21	0	14	2	19	0	0	0	0
United Powered Access	239	▼	16	16	0	5	95	10	12	0	15	0	70	0	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

TOP VEHICLE MOUNTED FLEETS

Company	Total	Truck Mount		
		3.5t GVW	Over 3.5t GVW	Van Mount
Access Hire Nationwide	1668	▲	95	1573
Nationwide Platforms	693	▲	168	415
AFI-Uplift	312	▲	77	220
Smart Platform Rental	258	▲	18	20
Height For Hire	250	—	40	160
UK Powered Access	109	▲	0	86
Elev8 Access Platforms	62	▲	28	18
Blade Access	58	▼	25	8
Orion Access	54	▲	23	0
NSS Hire	32	—	0	17
GTAccess	31	▲	1	0
Clearview Access	25	NEW ENTRY	10	0
Maps Platforms	27	▲	0	18
PG Platforms	24	▲	5	8
Clerkin Elevation	22	NEW ENTRY	10	0
KDM Hire	21	▲	0	14



LARGEST SCISSOR LIFTS

Company	Height & Model	# in Fleet
JMS Powered Access	34m JLG Liftlux 320-30	1
Hire Safe Solutions	34m Holland Lift HL340D30	22
Mainline	34m Holland Lift G320	8
Nationwide Platforms	34m Holland Lift HL340D	3
Reactive Rentals	33m Holland Lift HL330E	1
Advanced Access Platforms	32m Dingli JCPT3214	2
Powered Access Services	27.5m PB 275-24RT	2
KDM Hire AL	27m Holland Lift 275D25	N/D
Height For Hire	26m JLG Liftlux 245-25	11
Horizon Platforms	22.5m PB Lift 225-12	N/D
Speedy Powered Access	22.3m PB S225-24DS	N/D
Dromad Hire	22m Dingli JCPT2212DC	6
Star Platforms	22m Dingli JCPT2212DC	35
UK Powered Access	22m Dingli JCPT2212DC	4
GTAccess	22m Dingli JCPT2212DC	10
Premier Platforms	22m Dingli JCPT2212DC	4
elavation	22m Dingli JCPT22.21DC	12
JPS Platforms	22m Dingli JCPT2212DC	2
CPH	22m Dingli JCPT2212DC	2
Cannon Access	21.5m Holland Lift B195	N/D

LARGEST SPIDER LIFTS

Company	Height & Model	# in Fleet
TCA Lifting	52m Palazzani XTJ52	1
Clearview	43m Platform Basket 43T	1
Hire Safe Solutions	42m FalconFS420	2
Clerkin Elevation	42m Ommelift 4200RBDJ	1
Paramount Platforms	42m Omme 4200/falcon FS420	2
JMS Powered Access	37m Omme 3700	1
Elev8 Access Platforms	36m Teupen LEO 36T	2
Orion Access	36m Easy Lift RA360	1
AFI-Uplift	36m Teupen LEO 36T	1
PG Platforms	33m Hinowa 33.17	1
elavation	33m Hinowa 33.17	4
Advanced Access Platforms	26m Hinowa 26.14	4
Dromad Hire	26m Hinowa 26.14	6
GTAccess	26m Hinowa 26.14	5
Quick Reach Powered Access	26m Hinowa 26.14	N/D
Hird	26m Hinowa 26.14	1
MPH (Mr Plant Hire)	26m Hinowa 26.14	1

LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	# in Fleet
Blade Access	102.5m Palfinger P1000	N/D
BMS	102.5m Palfinger P1000	N/D
Elev8 Access Platforms	90m Palfinger P900	2
Height for Hire	90m Bronto S90HLA	N/D
Nationwide Platforms	90m Bronto S90HLA	N/D
Clearview Access	90m Ruthmann T900-HF	N/D
AFI-Uplift	73m Palfinger P750	1
NSS Hire	70m Bronto S70XDT	N/D
ACS Access	70m Palfinger WT700	N/D
Orion Access	57m Palfinger P570	1
Palmer Access	56m Bronto S56XR	N/D
Smart Platform Rental	54m Bronto S56XR	2
Media Access Solutions	54m Bronto S56XR	N/D



LARGEST BOOM LIFTS

Company	Height & Model	# in Fleet	Boom type
Hire Safe Solutions	58m JLG 1850SJ	13	S
AFI-Uplift	58m JLG 1850SJ	3	S
JMS Powered Access	58m JLG 1850SJ	1	S
Nationwide Platforms	58m JLG 1850SJP	1	S
Advanced Access Platforms	48m Genie SX150	1	S
KDM Hire	48m Genie SX150	N/D	S
Aerial Platform Hire	47m JLG 1500SJ	N/D	S
Nationwide Platforms	46m JLG 1500AJP	4	A
Hire Safe Solutions	46m JLG 1500AJP	19	A
1 Up Access	44m Dingli BT44RT	1	S
Mainline	43M JLG 1350SJP	N/D	S
AFI-Uplift	43m Genie SX-135-XC	19	A
APH Cranes & Access	43m Genie ZX135	2	A
Gwynned Forklifts	43m Genie ZX135	3	A
Access Plus AA	43m Genie Z135	N/D	A
Media Access Solutions	43m Genie ZX135	2	A
Charles Wilson Engineers	43m JLG 1350SJP	6	S
Powered Access Services	43m Genie Z135	3	A
Sunbelt Rentals	43m Genie ZX135	5	A
Media Access Solutions	43m Genie SX135XC	1	S
Blade Access	43m Genie ZX135	16	A
Powered Access Services	43m Genie Z135	1	A
Height For Hire	40m JLG 1250AJP	N/D	A

S - straight A - articulated

WHAT PERCENTAGE OF YOUR FLEET IS HYBRID/ELECTRIC/DIESEL?

Company	Electric	Hybrid	Diesel
Advanced Access Platforms	45%	46%	9%
AFI-Uplift	60%	8%	32%
APH Cranes & Access	35%	0%	65%
Ashbrook	35%	11%	54%
Briggs	75%		
Charles Wilson Engineers	35%	20%	45%
Clerkin Elevation	5%	5%	90%
CPH	83%	1%	16%
Dromad Hire	87%	3%	10%
Elavation	60%	32%	8%
Elev8 Access Platforms	0%	0%	100%
GTAccess	70%	12%	28%
Gwynned Forklifts	40%	20%	40%
HIRD	40%	20%	40%
Hire Safe Solutions	20%	5%	75%
Horizon Platforms	85%	15%	0%
JMS Powered Access	60%	15%	25%
JPS Platforms	71%	5%	24%
KDM Hire	65%	4%	31%
Manlift Hire	55%	0%	45%
Maps Platforms	5%	5%	90%
MEP Hire	100%	0%	0%
MPH (Mr Plant Hire)	95%	100%	5%
Nationwide Platforms	49%	8%	43%
Newmarket Plant Hire	82%	4%	14%
OK Tool Hire & Sales	80%	0%	20%
Orion Access	20%	40%	40%
Paramount Platforms	25%	57%	18%
PG Platforms	60%	20%	20%
Premier Platforms	50%	25%	25%
Quick Reach Powered Access	53%	10%	37%
Reactive Rentals	33%	20%	47%
Select Plant Hire	48%	8%	35%
Smiths Equipment Hire	79%	8%	13%
Star Platforms	87%	4%	9%
Summit Platforms	12%	44%	44%
Sunbelt Rentals	49%	8%	43%
The Platform Hire Centre	70%	10%	20%
UK Powered Access	50%	10%	40%
Upward Powered Access	40%	40%	20%



Pick & Carry Cranes



V210R

Max Lifting Capacity: 21000kg



Octopus 21

Max Working Height: 20.7m

Spider Booms



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TOP 30 RENTAL COMPANIES

COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Staff	# Bought	#Sold
1 Up Access	£2,100,000.00	1	42	ND	ND
2 Cousins	ND	2	nd	ND	ND
Access Hire Nationwide	£25,400,000.00	4	220	ND	ND
Access Plus	ND	1	ND	ND	ND
Acrolift	ND	1	3	2	ND
Advanced Access Platforms	£6,410,000.00	4	62	241	92
AFI-Uplift	N/D	17	426	0	0
APH Cranes & Access	N/D	1	25	2	20
Ashbrook	N/D	2	102	0	0
Bella Access	N/D	2	20	N/D	N/D
Briggs	N/D	38	N/D	N/D	N/D
Charles Wilson Engineers	£12,000,000.00	28	380	N/D	N/D
Clerkin Elevation	£1,400,000.00	3	8	N/D	N/D
CPH	£4,800,000.00	3	31	218	N/D
Dromad Hire	£1,000,000.00	2	32	82	39
elavation	£3,000,000.00	2	48	246	151
Elev8 Access Platforms	£3,000,000.00	3	110	10	0
GTAcess	£11,000,000.00	11	160	911	199
Gwynedd Forklifts	£2,400,000.00	2	54	68	32
Height For Hire	N/D	10	N/D	N/D	N/D
HIRD	£451,762.00	3	109	20	0
Hire Safe Solutions	£22,000,000.00	2	70	0	0
Horizon Platforms	N/D	1	75	£0	£0
JMS Powered Access	£3,000,000.00	4	75	0	0
JPS Platforms	£2,120,697.10	1	29	110	0
KDM Hire	N/D	6	220	0	0
LTC Powered Access Ltd	£550,000.00	3	23	34	0
Mainline	N/D	1	47	N/D	N/D
Manlift Hire	£200,000.00	2	8	0	21
Maps Platforms	£250,000.00	1	6	4	2
MEP Hire	£9,000,000.00	12	260	0	0
MPH (Mr Plant Hire)	£1,000,000.00	3	70	108	51
Nationwide Platforms	N/D	31	963	0	0
Newmarket Plant Hire	N/D	6	55	5	0
OK Tool Hire & Sales	€750,000.00	2	20	54	34
Orion Access	£900,000.00	2	48	31	63
Paramount Platforms	£1,300,000.00	2	23	13	1
PG Platforms	£1,200,000.00	1	25	32	9
Premier Platforms	£1,000,000.00	3	30	0	0
Quick Reach Powered Access	£7,500,000.00	7	80	0	0
Reactive Rentals	£2,900,000.00	1	6	0	0
Select Plant Hire	£1,083,000.00	3	11	74	20
Smart Platform Rental	N/D	7	87	0	0
Smiths Equipment Hire	£2,350,000.00	16	N/D	126	0
Speedy Powered Access	N/D	N/D	N/D	0	0
Star Platforms	£483,000.00	7	162	0	0
Summit Platforms	£22,000,000.00	11	254	0	0
Sunbelt Rentals	£77,250,000.00	190	4,288	484	298
The Platform Hire Centre	£400,000.00	1	15	52	2



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Contribution to Safe Working at Height



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TELEHANDLERS



This year's survey results would indicate that the leading players in the telehandler sector have generally added to their fleets. Those eagle-eyed among you may notice that some of these figures are less than last year - possibly due to a software glitch last year double counting and slightly inflating the numbers.

While most of the growth has been modest, HE Services says that its fleet has almost doubled, reflecting a £20 million fleet investment over the past year.

The leading player in the 360 degree telehandler market - GT Lifting Solutions used its £15 million investment to increase its fleet to 250 units. Ardent Hire Solutions - the UK's largest telehandler rental company with almost 3,000 machines - also more than doubled its 360 degree fleet which now stands at just under 100.



TOP TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	360°	Compact	Heavy duty	Electric	Largest fixed	Largest 360°	Depots	Employees	Investment
Ardent Hire Solutions	2989	2237	97	655	3	0	20m	35m	10	270	N/D
Sunbelt Rentals	2027	2013	14	0	0	0	17m	N/A	190	4,288	£77,250,000
Morris Leslie Plant Hire	2010	1717	0	293	0	0	20m	N/A	15	240	N/D
UK Forks	1850	1603	71	176	10	17	20m	35m	9	141	N/D
Charles Wilson Engineers	1528	1300	28	200	0	0	20m	26m	28	380	£16,000,000
Plant Hire UK	755	725	5	25	0	0	20m	N/A	1	N/D	N/D
H.E. Services	746	503	0	243	503	0	20m	N/A	11	126	£20,000,000
Hessle Fork Trucks	684	576	49	59	29	1	18m	35m	4	52	£6,500,000
Plantforce	650	640	0	10	0	0	17m	N/A	7	N/D	N/D
Jarvie Plant	525	354	39	106	25	1	20m	30m	11	195	N/D
Greenwood Hire	520	220	200	100	70	20	17m	N/D	9	N/D	N/D
Boles Hire	450	265	90	95	5	1	51m	N/D	1	18	N/D
GT Lifting Solutions	425	155	250	20	80	0	N/D	39m	4	30	£15,000,000
Nixon Hire	349	223	0	126	0	0	17m	N/A	15	542	£41,400,000
Ashbrook	313	259	0	54	0	0	20m	N/A	2	102	N/D
Summit Platforms	310	310	0	0	0	0	N/D	N/A	11	253	N/D
B&T Plant Hire	300	300	0	0	0	0	20m	N/A	2	35	N/D
Chippindale Plant	250	230	0	20	0	0	18m	N/A	8	120	N/D
Fairfax Plant Hire	240	140	0	100	0	0	20m	N/A	3	106	£15,000,000
Hubbway Plant Hire	135	95	0	30	10	0	18m	N/A	1	N/D	N/D
Gwynedd Forklifts	134	118	0	16	0	0	20m	N/A	2	54	£2,400,000
L Lynch Plant Hire	130	80	0	50	0	0	20m	N/A	5		N/D
Mervyn Lambert Plant	130	100	0	30	0	0	18m	N/A	4		N/D
KDM Hire	98	46	6	43	2	1	N/D	N/D	6	220	N/D
Newmarket Plant Hire	92	54	0	38	0	0	18m	N/A	6	55	N/D
Rocket Rentals	75	57	0	18	0	0	20m	N/A	2		N/D
Emmitt Plant	70	60	0	10	0	0	17m	N/A	3	50	N/D
Mainline Hire	49	36	8	5	0	0	20m	30m	1		N/D
ABBA Plant Hire	63	52	0	11	0	0	20m	N/A	1	15	N/D
CPH	39	0	0	12	26	1	20m	N/A	3	31	£680,000

N/A Non applicable N/D Not disclosed

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THE GTC-2000

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TECHNOLOGY DRIVING GROWTH

The loader crane market must have the most acronyms and abbreviations of any type of equipment on the market. Just glancing through any of the major manufacturers' brochures is mind blowing, filled with abbreviations for every feature - and there are plenty of them. Palfinger has AOS, HPSC, SRC, DPS-C to name a few. Hiab uses LSS-V, ASC, VSL+, SAF and ADC. Fassi probably has more than any with IMC, ADC, CPM, FS, XF, MPES, JDP, FL, UHSS and FWD... While it is quite confusing, it demonstrates the incredible level of innovation and technology that exists within the sector - particularly with the three main manufacturers mentioned above.

Figures on the size and potential growth of the loader crane market vary considerably, however it is estimated that the global market last year was valued at almost \$3 billion and is expected to increase to \$5.5 billion by 2029, growing at a rate of more than nine percent a year. One trend is the growth in the medium and large product sectors - from seven to 80 tonnes. No matter what numbers you look at it would appear that production will continue to rise at an impressive pace.

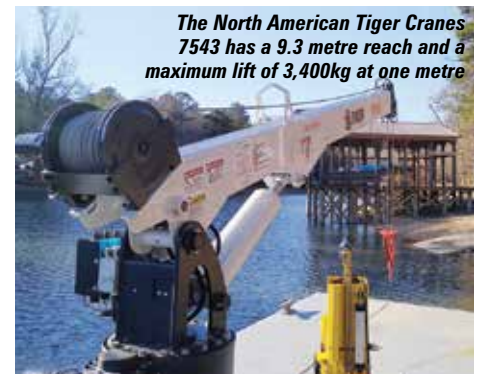
North America is apparently the largest market taking about half of the total, which is odd given that most manufacturers are European based. This is followed by Europe - about 30 percent - and the remainder by Asia Pacific, South America, the Middle East and Africa... in that order.

Europe is of course dominated by the articulated loader crane or the knuckle boom if you prefer -

with the straight telescopic loader cranes popular in Japan and some parts of Asia, while North America has its boom trucks, that started off as telescopic loader cranes but have now largely morphed into truck mounted cranes.

TECHNOLOGY DRIVEN

This is one sector of the crane market where the term mass production is justified, with the three leading European manufacturers each producing more than 10,000 units a year. This and the demands of road regulations and the fact that the operators main job is driving not crane operation, has encouraged - or rather necessitated - constant ingenuity along with the development and adoption of new technology. From the clever use of ultra-high strength steels and multi formed boom profiles to pioneering electronics result in machines that are both easier and more forgiving to use as well as improving speed and capacity -



The North American Tiger Cranes 7543 has a 9.3 metre reach and a maximum lift of 3,400kg at one metre

IMC Integral Machine control control	ADC Automatic Dynamic Control control	D900 Digital Multifunction Distributor Bank control	V7RRC Radio Remote Control control	FX900 Fast Electronic Control control
FX991 Touch Screen Display control	FSC FSC Control control	X Design Design performance	CPM Crane Position Monitoring control	OTC Oil Temperature Control control
FS Flow Sharing performance	XF Extra Fast performance	MPES Multi Power Extension System performance	JDP Jib Dual Power performance	XP Extra Power performance
FL Full Lift performance	PROLINK Progressive Link performance	UHSS Ultra High Strength Steel strength	FWD Favour Welded Design strength	ME Manual Extension control

The amount of acronyms and abbreviations in the loader crane sector is incredible. This is from the Fassi F1750RL-HXP Techno spec sheet

even when used by the most inept of operators. One of the foremost innovators has been leading Italian manufacturer Fassi. Producing around 12,000 units each year it competes for market

LOADER CRANES

leadership with Palfinger in Austria and Hiab in Sweden although Finnish owned.

Over the past 20 years Fassi has put innovation at the heart of its business, collaborating with local universities, organisations and companies. Many years ago, it invested in an innovation centre which has recently been expanded and relocated in Nembro, Italy.

One of its long-term collaborations has been with the Intellimech Consortium, which led to its recent participation in JOiINT Lab - a mechatronics and advanced robotics laboratory set up by Intellimech, a consortium of companies, and the Italian Institute of Technology (IIT) to advance robotics knowledge and its integration into practical applications.



A video camera integrated into the glasses remotely transmits to the Fassi service centre which then provides the necessary information and support interactively.

Fassi has been participating in the Robot-avator case study which allows physical activities to be carried out remotely. Two positive results from the collaboration are its 'Next View Glasses (NVG)' and 'Remote Operation'. The first results were seen at Bauma last October when it set up a working 'Remote Operation' demonstration controlling a loader crane at its facility in Dalmine, Italy from the stand in Munich.

It has also added its new Interactive Service System, an interactive on-site support system where the on-site maintenance technician connects to the Fassi assistance centre via video, wearing 'Smart Glasses' connected to a headset. The glasses not only provide the Fassi support team with a first hand view, but the information they deliver back to the technician is displayed on the lens in real time and can include documents and drawings.

The Smart glasses are small and light and allow for hands free operation and feature a colour projection with a Si-OLED display. Once the battery is charged the glasses have a six hour life before needing to be recharged. The technician rings the help centre and connects via a videocall wearing the smart glasses, earpiece and microphone. A video camera integrated into the glasses remotely transmits to the Fassi service centre which then provides the necessary information and support interactively.



The information to the technician is displayed on the lens in real time and can include documents and drawings

The first two Fassi F1450R-HXP Techno heavy lift loader cranes were delivered to Kuljetusliike Knutinen in Finland last April



This emphasis on technology also shows itself in the features on its new models such as Integral Machine Control, Automatic Dynamic Control, Digital Multifunction Distributor Bank, Radio Remote Control, Fassi Electronic Control, Touch Screen Display, Fassi Stability Control, Crane Position Monitoring, Oil Temperature Control. There are also numerous 'Performance' and 'Strength' features.



The most recent technological innovations include the FX990 control unit fitted to its Techno models

Fassi has also developed new systems inspired by the 'cranebot'. The most recent technological innovations include the FX990 control unit fitted to its Techno models, and the corresponding system FSC-Techno and the latest version of the IoC (Internet of Cranes). From sustainability and environmental impact, the recently introduced HST (Hybrid Smart Technology) has a full electric mode.

Fassi says that the North American market is showing a marked increase in the use of articulated loader cranes with the growth of new applications in mining, tree works, road construction and Oil & Gas, as well as in construction. At Conexpo the company unveiled the 132 tonne/metre F1750R.2 HXP-Techno - the second in its new Techno range - which follows the 119 tonne/metre F1450R-HXP unveiled in 2021.

The F1750R.2 HXP has a 31.8 metre maximum reach with a 30 tonne maximum capacity at four metres. The base F1750R.2.4 HXP with four telescopic extensions can lift 11.94 tonnes at 10.95 metres. The eight section version can lift 5.38 tonnes at 19.35 metres. The crane has similar features to the original F1450-HXP which in base form can handle its maximum capacity of 25 tonnes at a four metre radius, and 10.1 tonnes at its maximum radius of 11.15 metres.

The new cranes include dual lift cylinders on both folding sections, a new slew ring with dual drive motors and 360 continuous slew. They also feature the new FX990 electronics and control system, complete with seven inch touch screen colour display, variable outrigger set up and V7 radio remote controller as well as a new 10 sided ultra-high yield steel boom.

Other features include Fassi's FSC-SIII stability control system, which combines the technologies of its FSC-H and FSC-SII systems to offer two operating modes, single or dual lever. Its Jib Dual



Fassi F1750R-HXP

Engineered for the future, built on experience

LTM 1110-5.2 with LICCON3

The LTM 1110-5.2 with 3 new core features: the crane control system, the driver's cab and the gearbox. The new LICCON3 crane control system comes with large touch displays and is prepared for fleet management and telematics. The ZF TraXon gearbox with DynamicPerform offers wear-free manoeuvring. Plus a modern crane design – the future of the all-terrain series.

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LOADER CRANES

Power (JDP) function automatically monitors the load and is set up to provide the best performance. This can be manually activated or disabled using the remote controls. The SoftTend function is said to offer increased boom speeds while eliminating or reducing 'load swing' caused by an abrupt stop against the mechanical limit switch.

The IoC (Internet of Cranes) telematics system and DMA (Dynamic Maintenance Assistant) function allows users to view various details of the crane such as maintenance and service intervals, operator safety and machine use. The new cranes are completed with a new line of sensors that comply with EN12999 - set to come into force in 2023 - EN13849 and EN280.

PALFINGER RECORD

Austrian crane and aerial lift manufacturer Palfinger - which posted record revenues for 2022 of €2.23 billion - has also been pioneering intelligent and connected technologies with its articulated cranes. At Bauma the company highlighted digitalisation, with a focus on three key core topics - Smart Solutions, Smart Services and Eco-Efficient Solutions - all part of its Vision & Strategy 2030 to boost the services and solutions aspect of its business, thus reducing the reliance on pure manufacturing.

As part of the development the company claims to have completely redesigned its cranes "combining the advantages of its predecessors with intelligent technologies".

TURNING ANY OPERATOR INTO A PRO

The new TEC Series of cranes include the new

Paltronic 180 control system and the LX-6 control valve. All TEC Series cranes also include Smart Control to control the crane hook and the Memory Position system which can store up to four crane positions, as well as its Levelling Assistant for outrigger set up - all of which are aimed at being ready to unload more quickly, making operations both more efficient and simpler. Instead of moving three different levers, Smart Control allows the operator to move the crane tip either horizontally or vertically with a single lever - the technology combines separate boom and jib functions to reach the target position. Benefits include faster more precise crane control, increased productivity, lower operator stress and a reduced risk of damage to the crane or load.



Palfinger's Smart Control allows the operator to move the crane tip either horizontally or vertically with a single lever

The first of the new cranes is the 60 tonne/metre, 37 metre reach PK 580 TEC which can be combined with a mobile hybrid chassis for emission free work. When combined with a jib mounted tilting fork it can easily handle challenging work in restricted spaces. Featuring DPS-C, the lift capacity is continuously adjusted to provide maximum capacity in every position.



The 60 tonne/metre Palfinger PK 580

Other recently introduced Palfinger models include the PK 250 TEC, PK 580 TEC, PK 1050 TEC and PK 135.002 TEC 7.

HIAB PARENT REORGANISES

Hiab's parent company, Finland's Cargotec, is currently going through a major reorganisation with plans to separate its two core businesses - Kalmar and Hiab - into two completely standalone



A Hiab L-Hipro 195

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companies. Hiab of course includes Effer which it acquired in 2018.

The first step involves floating Kalmar as a public company on the Nasdaq Helsinki stock market, in order to “unlock shareholder value by allowing both businesses to pursue sustainable profitable growth opportunities independently”. It is due to become a reality sometime in 2024. This will mean Hiab will return to being an independent company - albeit with a single shareholder - while Cargotec resorts to being an investment company.

As already mentioned Italian manufacturer Effer was acquired by Hiab in 2018, it then took three years before it launched its first all new crane under new ownership, the 80 to 90 tonne/metre Effer 1000 which has a maximum capacity of 25.8 tonnes at three metres or 16.8 tonnes at 4.8 metres. Development has obviously continued at a pace because in the past 12 months or so it has launched five new models including the 90 tonne/metre Effer iQ.950 HP in February and the most recent, the 135 tonne/metre Effer iQ.1400 HP 'super heavy loader crane'.

LATEST MODELS

The Effer iQ.1400 HP combines the V10-Force decagonal boom with up to 10 sections - base plus nine telescopic elements - providing a tip height of 25.5 metres, or a 21.48 metre radius with a capacity of 3,700kg. Maximum capacity is 30 tonnes at a 3.2 metres. It can be topped with a seven section jib, taking the maximum tip height to almost 40 metres, or a maximum radius of 33.6 metres with a capacity of 1,150kg.

The jib can be raised by 20 degrees above the

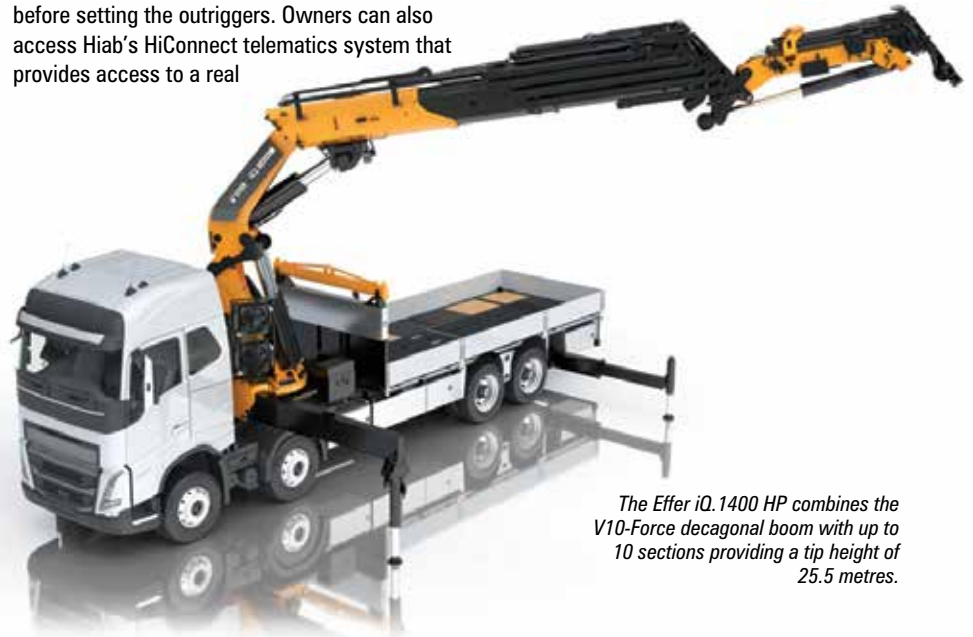
horizontal with the boom elevated to 70 degrees (the maximum boom elevation is 83 degrees) and the jib horizontal. Up & over height is 26 metres with an outreach of 19 metres with a capacity of 1,300kg.

Technology wise, the SPACEevo control system includes the Load Stability System (LSS-V) which compensates for unintentionally excessive lever movement in the vertical plane, while Variable Stability Logic Plus (VSL+) provides variable outrigger set up, optimising lifting capacity by monitoring the position of and pressure in the stabiliser legs. The Dynamic Load Chart (DLC-S) reduces setup time by simulating the capacity before setting the outriggers. Owners can also access Hiab's HiConnect telematics system that provides access to a real

time view of the equipment's condition, while monitoring its status.

Speaking of the new crane, the company said: “The high lifting capacity makes it suitable for many applications, but the possible 83 degrees working angle is perfectly suited for operations in city areas. Being able to work closer to the buildings makes it less obtrusive to the surroundings, and the boom profile reduces the side oscillations for high precision load delivery.”

Marcel Boxem of Hiab added: “Customers will be able to experience a whole new level of heavy load lifting, with a crane that excels with a



The Effer iQ.1400 HP combines the V10-Force decagonal boom with up to 10 sections providing a tip height of 25.5 metres.

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The jib on the Effer iQ.950 HP can be extended to eight sections including one manual



PM's Smart Winch system automatically maintains the same distance between hook block and boom nose

vertical reach of over 39 metres. The engineering, combined with a CombiDrive4 remote control from Olsbergs gives operators unprecedented precision. The 135 tonne/metre range delivers performances similar to bigger cranes, while the smaller frame makes it suitable for installation on smaller trucks and provides plenty of payload, not normally seen in this market sector."

90 TONNE/METRE IQ.950

The 90 tonne/metre Effer iQ.950 HP features a V12-Power 12 sided boom profile and new SPACEvo operating system. It can be equipped with up to a 10 section boom, which offers a maximum capacity of 16 tonnes at 4.7 metres, and a maximum radius of 23.8 metres with a capacity of 2,340kg. If an eight section maximum luffing jib is added the maximum tip height is just over 40 metres, or with jib fully luffed and boom at maximum elevation, the crane can reach a radius of 21.7 metres at a height of 25 metres with 540kg capacity. With the boom horizontal the jib can be luffed 24 degrees above the horizontal. If an eight section boom is specified, the maximum - or nominal - capacity is 28.5 tonnes.

PM'S NEW 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.

TKA

One company that is probably unfamiliar with most of our readers is TKA - one of the leading

manufacturers of articulated loader cranes and access platforms in South America and market leader in Brazil, Argentina and Uruguay. Founded in 2008 it operates from a modern 6,200 square metre facility in Flores da Cunha, Rio Grande do Sul to the south of Brazil, producing in the region of 300 units a month. In 2018 it added aerial lifts. Having started exporting in 2015 it has now sold cranes across 20 countries including the USA and Mexico, while other markets include Belgium, Ghana, Thailand and New Zealand.

The company has three types of loader cranes including the European and Brazilian articulated. The 12 model European style articulated loader cranes have capacities ranging from 2.67 tonnes to 30.19 tonnes. The two largest - the 30.19 tonne, seven section TKA 66.700C and the 24 tonne, six section TKA 50.700C - are both available with four hydraulic sections and a manual section jib. The Brazilian Knuckle Boom range has up to seven hydraulic and three manual sections and up to five sections on the jib. Capacities range from 2.7 tonnes to almost 40 tonnes. ■



The 59.4 tonne/metre PM 70.5 SP can be installed on a 32 or 44 tonne chassis



TKA operates from a modern 6,200 square metre facility in Flores da Cunha, Rio Grande do Sul



TKA makes a variety of loader cranes and access platforms



Rental company TIP - which has more than 90,000 vehicles and more than 120 locations in 18 European countries and Canada - has ordered 10 Atlas 170.2 V medium loader cranes supplied and serviced by Atlas dealer Atlas Nordhessen. The crane features two extensions, a maximum reach of 10.8 metres where it can lift 1.5 tonnes. Maximum lift capacity is three tonnes. It is mounted on a three axle MAN chassis and equipped with a brick grapple - ideal for delivering building materials. Total weight of 2,610kg, and slewing range is 410 degrees

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BLACK SLOPES FOR HUDDIG

Renovating ski lifts in mountainous terrain to the tough safety standards is a challenge for any equipment... apart from Jocke Kristoffersson and his brand new Huddig 1370 with front mounted Palfinger loader crane. The loader backhoe has been specifically modified so that it can use the loader crane safely on the steep ski slopes around Vemdalen in Sweden.

Kristoffersson formed his own company in 2002 after working two jobs as a snow groomer and backhoe loader operator. After buying his own machine he started with construction company Vemdalens Åkeri working on the ski slopes both during the summer and winter. Being a champion cross country skier, he knew the slopes like the back of his hand which has, he says, proved invaluable.

After a few years he upgraded his original machine to a Huddig 1160D and since then he has had a variety of Huddig loader backhoes, until last October when he purchased a brand new 'top of the range' Huddig 1370. "The machine's unique off-road properties combined with its power and stability make it the obvious choice when driving on hard to reach ski slopes," he says.

The Palfinger PK18502A SH loader crane is equipped with two outriggers and is mounted on the Huddig's tool mount replacing the front bucket. It features a special locking system so that the crane can be used safely. The six section crane has a maximum lift capacity of six tonnes and a reach of up to 20 metres. A four section hydraulic jib is also available giving 12.6 metres of additional reach for a total of 25 metres. A work platform is also included.

Kristoffersson says: "In some locations and on

some jobs, I have replaced a helicopter. It's great that my solution works so well."

LIFT RENOVATION

"There are a lot of lifts in Vemdalen, so we start before the snow is gone taking down the roller racks. The running gear is dismantled and serviced in the workshop with axles and bearings changed at regular intervals. The work must then be completed by the middle of summer."

"Establishing a safe and functional working method has been challenging, as each part to be lifted down and dismantled weighs between one and three tonnes. The first year, we tried using a mobile crane, but it didn't even work on the training slopes which have a slight incline.

Winching them down also takes a very long time. A loader crane on the Huddig was an option, but to comply with safety requirements truck workshop Vemservice - which usually builds cranes on trucks - came up with the solution that locks the front loader into its working position with a hydraulic cylinder instead of mechanical connection."

Kristoffersson also has a nine tonne Waldung trolley that he uses extensively. Originally it was to carry buckets and tools, but parts are also now loaded directly onto the trailer.

"We use the Palfinger with the work basket for different service jobs up to a height of 24 metres. I can guarantee butterflies in the stomach when you look down from up there!" ■





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INCREASINGLY COMMON

Once the ultimate niche, specialist aerial work platform, the spider lift is becoming an increasingly popular form of powered access, with a growing number of manufacturers offering machines with working heights now pushing 60 metres. We take a look at the market and the latest product developments and offerings.

The list of spider lift manufacturers continues to grow longer with at least 30 companies now offering products, while working heights now reaching 58 metres - courtesy of Palazzani which unveiled the prototype of its TTZJ58 last October. The latest producer to enter the fray is a newly established manufacturer, Italian company I-Lift Access Solutions, which made its public debut in Maastricht this June, unveiling the 18 metre articulated I-Lift 18 at the Apex show. It is one of two initial models along with the 21 metre twin telescopic boomed I-Lift 21. The company has also recently released details of the new 13 metre IL13 and the 15.7 metre IL16.

NEW KID ON THE BLOCK

The company, which is based in Bari in the south east of Italy was set up last September. Its location is no accident as all of the key managers were previously employed by neighbouring company CMC which has been growing at a rapid rate in recent years to become one of the leading spider lift manufacturers.

The IL18 has a classic twin sigma type riser topped by a two section telescopic boom and articulated jib. Maximum working height is 18 metres, while outreach is 8.3 metres at an up & over height of eight metres with the unrestricted platform capacity of 230kg. Overall width is 780mm, while the tracks can extend to almost 1.2 metres for additional stability when travelling on uneven ground. The outrigger spread is 2.9 metres by 3.15 metres with the ability to level on side slopes of up to 12 degrees. Overall stowed length is 4.5 metres with the platform removed, while the overall stowed height is just under two metres. Total weight is said to be 2,500kg. Power on the show machine was petrol, but a battery electric version is also available.

The second model, the IL21 has a working height of 20.8 metres, an outreach of 11 metres at a seven metre up & over height, while the maximum up & over height is eight metres with an outreach of 10 metres. Unrestricted/maximum platform capacity is 230kg.

The company claims its latest 15.7 metre working



I-Lift facility in Bari, Italy



New spider lift manufacturer I-Lift made its debut at the Apex show

height IL16 is the most compact on the market measuring 4.5 metres long (3.8m without the basket), 780mm wide without the basket and 1.99 metre high. Maximum outreach is 7.7 metres with 230kg unrestricted maximum load. Smallest lift is now the 13 metre IL13 which has a 7.5 metre outreach, 200kg maximum load and weighs 1,660kg.

SPIDER LIFTS

First image of the new 16 metre IL 16



As far as the specification goes, most equipment is standard including telematics and remote diagnostics, radio remote controls, outrigger cylinder covers, automatic 'home', self-centring, boom stowage and simplified auto levelling.

However, as with all equipment sectors that become more and more established, the new entrants rarely offer any innovative ideas or features, perhaps improving on certain features but often just adopting what already exists, is liked and works.

The company is stressing the attention to detail in its machines, from all internal hydraulic hoses and electrical wiring along with nylon riser rest pads and jib retainers to stop 'jib and boom waggle' while travelling on rough ground. It also highlights additional safety features such as a triple platform retainer pin retention comprising lynch pin, swing type plate and finally micro switch warning if both fail.

The benefits of having an experienced team running a startup are obvious however, to succeed in an increasingly competitive sector will not be easy - even with a well-sorted machine.

Zoomlion's first spider lift is the 27 metre ZX27AE seen here working at the Jiangxi Railway station in Jiangxi between Shanghai and Hong Kong



Success will depend on how rapidly it can build brand awareness and win the trust of buyers who already have plenty of choice.

CHINESE MARKET POTENTIAL

While there has been an influx of Chinese manufacturers into the aerial lift market, until now few have truly shown willing to take on spider lifts. Goman is one, although on a relatively small scale, while Sinoboom and Dingli have dipped their toes in the market in the past. They quickly realised that it was a very specialist market with few high volume product sectors. More recently Zoomlion announced its first spider lift, the 27 metre twin telescopic boom ZX27AE with lithium ion battery power - more on that later.

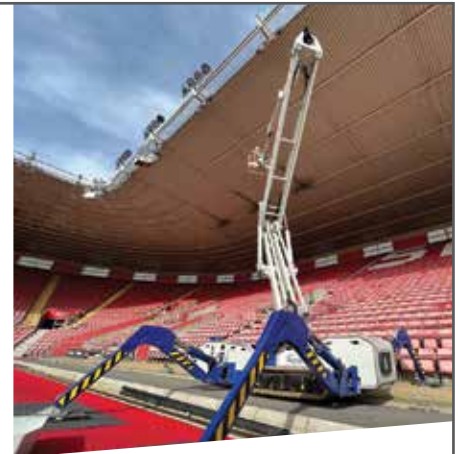
European manufacturers have had some success in China in the past, with both Falcon and Teupen having sold their larger models to specialist contractors or venues. Sinoboom has recognised the growing potential for such machines in China and other parts of Asia. Rather than try to design and build its own, it decided that a partnership



Thyge Mikkelsen of Falcon with Susan Xu of Sinoboom signing the partnership agreement at Bauma

with an experienced manufacturer was a better way all round. It announced a partnership with Danish spider lift manufacturer Falcon which as Falck Schmidt invented the spider lift concept. Sinoboom will distribute a number of Falcon models worldwide, excluding North America and Denmark. When the agreement was announced last October, Sinoboom had already sold 10 Falcons - mostly 43 and 52 metre models - to rental companies in China. Initially the machines will simply be Sinoboom branded versions of Falcon's standard products, however that could change in the future with Sinoboom adding additional features.

The move by Sinoboom is part of its commitment to providing its global customer base with a complete range of aerial work platforms. For Falcon, it helps to further develop its products. Its most recent introduction was the 38 metre telescopic 380XL Vario more than a year ago, which also includes a built in slide-out panel carrier designed to hold sheet material weighing up to 100kg on the outside of the platform,



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The Falcon 380XL includes a built in slide-out panel carrier designed to hold sheet material weighing up to 100kg on the outside of the platform



suitable for lifting glass and solar panels, plywood and other materials.

GROWING SPIDER LIFT ADOPTION

Spider lifts were initially limited to a few applications, such as cleaning and maintaining high atria in buildings with standard doorway entrances, or to reach transmission towers in remote locations, both with limited volume and specialist requirements. What has driven the relentless, if steady growth in spider lifts has been the uptake from arborists for tree work. The general 'working at height' hierarchy when working on trees, at least in Europe, is to use powered access where possible rather than climb. But another huge advantage is that aerial work platforms can be substantially quicker - as much as 70 percent or more. Not only that, it allows highly experienced tree surgeons to carry on working in the tree canopies long after they no longer care to climb.

Italian manufacturer CMC has largely built its business on the back of the arborist sector - particularly in North America, its largest market. In the last issue of Cranes & Access (July/August) we featured UK company TreeSmiths, following the arrival of the first 23 metre CMC i23 Insulated spider lift to be delivered in Europe. At its launch early last year CMC said it was the first in a new line of insulated spider lifts, although no other models have yet been announced.

Sam Smith of TreeSmiths said: "Power line work requires clearing vegetation from the conductors and involves a great deal of side pruning. Using an aerial work platform is far more productive than

climbing, making a huge difference to productivity when taken over a year. I would say that nine out of 10 jobs are faster with a work platform."

The CMC i23 is insulated to 46kV and uses insulated fibre inserts in each boom section as well as a high insulation fibreglass platform/ bucket for one person and special nonconductive 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 below.

The i23 has a working height of 22.8 metres, a maximum outreach of 10 metres at an up & over



The 33m Sinoboom SPA 33HJ shown at Bauma was a badged Falcon 330 Z Vario



The CMC i23 is insulated to 46kV and uses insulated fibre inserts in each boom section



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SPIDER LIFTS

height of 12 metres with 180kg unrestricted/maximum platform capacity. The basket is snug at 600mm square. Overall weight is 3,930kg which according to TreeSmiths is one of its downsides as it has to be transported on an HGV trailer. The i23 is diesel with AC mains power for use alongside buildings, however other options include a lithium battery powered all electric or hybrid versions. 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. 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.

CMC EXPANSION

Late last year CMC received a significant financial boost when Italian private equity firm Metrika took a 70 percent stake in the company, with the intention of funding several new development programmes including adding further production lines to its 12,000 square metre facility, and the development of new models. It also promised "a targeted acquisition policy to speed up the expansion of production capacity to meet the growing number of orders from the market".

Barely a month after the investment, CMC agreed the acquisition of its largest distributor, All Access Equipment which is based in Wilmington, near Boston, Massachusetts, All Access was founded in 2010 by Lenny Polonski and has been the CMC distributor since 2011. A leading player in the North American spider lift market, it employs more than 60 staff over its two locations. The Polonski family will continue to manage the company under CMC ownership.

CMC also launched two new mid-range spider lifts last October - the 27 metre S27 and the 30 metre S30 - to replace its S25 and S28 models. The two machines are essentially one and the same, apart from the lower boom/telescopic riser which is two section on the S27 and three section on the S30. Both models share the same three section telescopic top boom and twin link articulated jib. Both have an overall stowed width of 890mm with the tracks extending to 1.4 metres, while overall length is 6.8 metres, overall height is less than 2.2 metres and it has more than a metre of outrigger levelling on slopes.

The S27 has a maximum working height of 27.3 metres and can reach 6.9 metres below ground level. Maximum outreach is 15.4 metres with 80kg in the platform, while the maximum platform capacity of 230kg is available at an outreach of up to 12.4 metres and an up & over height of 10 metres. The overall weight of the machine is 4,100kg.

The S30 has a maximum working height of 30.3 metres, with the same outreach and capacity as the S27 but at an up & over height of 14.5 metres - thanks to the longer riser - which also has a very slight effect on below ground reach which is 6.7 metres rather than 6.8. The S30 is marginally heavier at 4,270kg. The new machines have variable outrigger positions with automatic monitoring, which feeds into the machine's system and adjusts the working envelope accordingly.

The first 30 metre CMC S30 spider lift to arrive in the UK has been delivered to Affordable Access Hire



The CMC S27



A glimpse of Easy Lift's 52.4 metre RA53 before its unveiling at Bauma

BIG AND BIGGER

Bauma last year was eagerly anticipated because of the rumours of the launch of the 'world's largest' spider lift. Easy Lift kicked it off announcing the 53 metre RA53 a few weeks before the show, just before the opening day Palazzani took the wind out of its sails with the announcement of its prototype 58 metre TTZJ58.

Easy Lift's RA53 offers a working height of 52.4 metres, outreach of 20 metres with 120kg in the basket at a 32 metre up and over height, while the dual boom Palazzani TTZJ58 also features a telescopic jib with 20 metres of outreach at 29 metres up & over height. 19 metres outreach is possible with 230kg, while the maximum capacity of 400kg is available at around 14.5 metres. The lift can also reach eight metres below ground.

Overall length including basket is 9.25 metres - 8.59 without - and minimum height is 2.51 metres. The minimum track width is 1.45 metres,

increasing to 1.9 metres when fully extended. Basket widths range from 1.6 to 2.4 metres. As a comparison the much older and smaller 50 metre Teupen Leo 50GT is slightly longer at 9.35 metres including basket but more than half a metre lower at 1,980mm and slightly wider at 1.58 metres. The TTZJ58 has 660 degrees of slew, while platform rotation is 170 degrees - 90 + 80 degrees. Outrigger spread is 5.45 x 6.8 metres and power comes from a 32.5kW diesel engine with a single phase 2.2kW electric motor when indoors. Overall weight is 16.5 tonnes.

Palazzani also launched its wheeled or tracked Eco Ragno TSJ 35.1 with power options including Bi-energy - diesel and AC - or Eco with AC and lithium battery. The unit has a 35 metre working height, 15 metres with 230kg of outreach courtesy of its Strenx steel telescopic boom and articulated jib. Overall height is two metres in transport configuration.



The 58 metre Palazzani TTZJ58 'The world's largest spider lift'



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TWO NEW 40 METRES

Two manufacturers - Hinowa and Cela - have both launched 40 metre spider lifts, both of which top their respective ranges. Hinowa unveiled its LL40.18 Performance IIS at Bauma with deliveries beginning in April. The LL40.18 features a four section lower boom/riser and three section upper boom for a maximum outreach of 17.5 metres at an up & over height of 10 metres, or 17 metres outreach at an up & over height of 23 metres. It can also reach four metres below ground level. Maximum capacity is 300kg/three people and is good throughout most of the working envelope, reducing to 230kg for the last metre of outreach, or when the upper boom is fully elevated, while the lower boom remains stowed. Power is supplied by a Lithium battery/diesel bi energy power pack.

UK rental company Paramount Platforms received one of the early units, director Lee Kerr said: "What's so good about it is that it has exactly the same operating system as the other Hinowa platforms, it's still one touch button to level the platform and away you go. So, our customers will have no difficulty in using it."

"Lithium spider lifts are growing in popularity because clients want the flexibility and efficiency of indoor and outdoor working in one machine. Being almost silent with zero emissions it is ideal for work in residential areas. The clients of the contractors we work with are also increasingly expecting a contribution to their zero carbon strategies."

The 40 metre Cela DT40/DT131 Spyder Hybrid+ was also unveiled at Bauma and takes over from the 37 metre DT37 at the top of the company's spider lift line. The new hybrid spider lift is powered by either diesel coupled with a heated lithium battery pack for dual power. When compared with Hinowa's LL40.18 it has slightly less outreach and is physically slightly larger, although it weighs less at 8,000kg.

The Hinowa LL40.18 has a maximum outreach of 17.5 metres at an up & over height of 10 metres



The 40 metre Cela DT40 Spyder Hybrid+ was unveiled at Bauma

Like CMC, Cela has also received an injection of private equity funding, which says something about the sector. The Consilium Private Equity fund acquired a majority stake this summer, with the senior management team of Paolo Troni,



Launched at the end of 2021, the Platform Basket 39 T is a straight telescopic spider

How the Hinowa and Cela 40 metre spider lifts compare with the Platform Basket 39 T

	Hinowa LL40.18	Cela DT40 Spyder Hybrid+	Platform Basket Spider 39 T
Working height	40.2m	40m	38.6m
Outreach	16.5m (300kg)/ 17.5m (230kg)	16m (230kg)/ 18m (120kg)	16.7m (136kg)/ 14.8m (330kg)
Format	Atriculated	Articulated	Telescopic
Up & Over clearance	21m	19.5m	
Below ground depth	-3m	-9.5m	
Max capacity	300kg	300kg	330kg
Platform rotation	180 degrees	180 degrees	180 degrees
Platform size	2m x 0.7m	2m x 0.8m	2.34 x 0.87
O/A Length	6.82m no basket	7.34m no basket	8.91m
Width	1.2 – 1.7m	1.5m with no basket	1.41m
Stowed Height	1.99m	2.0m	1.99m
Weight - D/Li/BE	8,700kg/8,800kg/ 9,000kg	8,000kg	11,900kg
Power options	Diesel, Lithium, Bi-energy	Diesel + lithium battery	Diesel/lithium hybrid, diesel/AC Electric
Outrigger footprint	5.38 x 5.04m	7.2 x 3.4m	8.4 x 2.99/5.59 x 5.65m

Roberto Rocca and Simone Scalabrini retaining a substantial stake in the business. Chief executive Paolo Troni will continue to run it, with the additional support of independent advisor and ex Haulotte manager Stefano Di Santo. 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."

GOMAN LIFT

Goman Lift is the only Chinese spider lift manufacturer that is currently exporting its own manufactured products. The company, which

Hinowa
a JLG company



hinowa.com

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and mesh floor



Chinese spider lift manufacturer Goman produces lifts from eight to 53 metres



is based in Wuhan City, Hubei Province, has an extensive range of articulated and telescopic tracked spider lifts with working heights ranging from eight to 53 metres. The company was formed almost 20 years ago and while it is better known for its spider lifts, with two thirds of its production exported, half of it to North America. It also manufactures a wide range of aerial work platforms at its 28,000 square metre facility. Products include wheeled spider lifts, articulated and telescopic booms from 16 to 50 metres, trailer mounted platforms to 23 metres, and tracked scissor lifts. It does not build slab scissors, pointing out that others supply them so cheaply! It claims to have delivered several large spider lifts including four 50 metre models to the Chinese railways and two 48 metre articulated units to the Chinese Air Force.

Its most popular spider lifts until now have been its 36 and 18 metre models, but that has changed recently and currently is the 21 metre lift. It says it produces about 120 machines per year and has a 17 metre fully insulated 46kV machine with fibreglass boom and is working on a larger 23 metre machine which should be available soon.

RAPTOR - A NEW NAME

At the end of last year Italian manufacturer Socage announced a new company with a new range of spider lifts, Raptor. The Raptor company or division has a different ownership mix to the initial truck mounted lift business. The first three models have been announced and include the 15 metre Raptor 15S, 18 metre Raptor 18S and 21 metre Raptor 21S.



The Raptor 15S offers seven metres of outreach with a maximum platform capacity of 225kg

The 15S offers seven metres of outreach, with a maximum platform capacity of 225kg, while the 18S has a maximum outreach of 8.2 metre with 230kg platform capacity, finally the 21S has up to 10.3 metres of outreach and an unrestricted platform capacity of 225kg. Automatic outrigger setting, levelling and stowage is included.

30M OIL & STEEL

Oil & Steel currently produces a three model range including the Octopus 14 and the newer OctoPlus 17 and OctoPlus 21. The 17 metre OctoPlus 17 comes as standard with a plug-in AC electric motor and can also be equipped with a battery pack. It has 7.6 metres of outreach with a platform capacity of 250kg. Its outrigger footprint is 2.81 by 2.85 metres. The 21 metre OctoPlus 21 has 10.6 metres of outreach with 150kg capacity. Like its smaller sibling it can operate either in AC electric mode or on the battery pack. The company says that it has well developed plans for a new 30 metre spider lift, its largest model to date.

ZOOMLION ENTERS THE FRAY

Zoomlion has produced its first spider lift, the 27 metre twin telescopic boom ZX27AE with lithium ion battery power. The company announced the new model in China early in the new year with the first unit delivered to Jiangxi Railway station in Jiangxi between Shanghai and Hong Kong in May. The new machine has a three section lower telescopic boom with an over centre linkage to a three section top boom and articulating jib. Maximum outreach is 14.2 metres at an up & over height of 12.7 metres with 120kg in the platform, while the unrestricted platform capacity is 230kg.



Zoomlion's first spider - the 27 metre twin telescopic boom ZX27AE - has lithium ion battery power.

Overall stowed width is 890mm, an overall length of 5.7 metres with the platform removed and an overall height of just over two metres. The widest outrigger spread is 4.48 metres while auto level is standard. Total weight is 4,650kg.

31M BLUELIFT HYBRID

While the 31 metre Bluelift ST 31 was first announced at the end of 2021, a more recent option has been the Hybrid version with deliveries now taking place. Last month the first in the Netherlands was delivered to Dutch access rental company Kamphuis Hoogwerkers. The new telescopic machine offers up to 18 metres of outreach with a platform capacity of 100kg, 16 metres with 200kg and 15 metres with 320kg, while the maximum capacity of 400kg is available at 13 to 14 metres outreach, depending on slew position. Overall weight is 4,850kg.

The lift was ordered with a full specification including the large 1.8 metre by 800mm basket option.

And finally Platform Basket has been refining its products which are now all available with Hybrid power. The Spider 33.15 now has an increased load capacity of 300kg and the Spider 20.95 has an unrestricted 250kg. Both are also available with a winch which replaces the platform. ■



The Bluelift ST31 Hybrid working on 5G telephone masts

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BENEFITS ALL ROUND

It is fitting that this feature on radio remote controls coincides with features on loader cranes and spider lifts - two completely different types of equipment but both have been transformed by the adoption of radio remote controls. There is a noticeable trend however for more types of equipment to adopt the technology, which, apart from possible security issues as highlighted in the report on page 56, have enormous benefits.

The operation of machinery via remote controls allows operators to place themselves in the most beneficial position. With the advent of radio remote controls, operators are no longer confined to a stationary control point - the end of a trailing lead, or in a cab, a platform, or at the side of a machine - but are free to move around to gain the best possible view of the load or when manoeuvring the machine or a load in a tight spot.

MORE APPLICATIONS

The continual development in technology and manufacturing has resulted in a massive growth in applications away from the more traditional use on self-erecting tower cranes, loader cranes and aluminium truck cranes, although even in these applications there are improvements and new features being added all the time. One unusual application recently involved a remote controlled 3,500 tonne spreader beam with an automated sling handling system.

Loader crane manufacturer Hiab recently announced a modified version of its new iX.162 HiPro BSS-2, following an order for 400 from UK builders merchants Travis Perkins, with delivery scheduled over the next three years. The crane features the all-new CombiDrive 4 remote controls

- the product of Hiab's acquisition of Swedish electro-hydraulic valve bank and control system manufacturer Olsbergs at the end of last year. The new controller has confirmed view sensors which automatically detects operator position, providing improved safety for the operator, customers and members of the public. The crane has also been designed so that the engine can be stopped and restarted from the remote controller, reducing idling emissions and noise.

ULTIMATE REMOTE

But perhaps the ultimate 'remote control' is the Skyline Cockpit - a tower crane teleoperation system that allows the crane to be operated live and remotely from a ground control system. The system located at ground level has many benefits including reducing the time and effort of climbing up to the cab and also allows operators with a fear of heights or mobility issues to take the job. The operator sits in a spacious air conditioned/heated cabin on the ground with all the usual office comforts.

The system uses a peripheral wide-screen display that replicates the panoramic view from the cab, and it is even possible to operate the crane in the dark using a system based on advanced technological developments, Artificial



One unusual application recently involved a remote controlled 3,500 tonne spreader beam with an automated sling handling system



Hiab's new iX.162 HiPro features the all-new CombiDrive 4 remote controls

Perhaps the ultimate 'remote control' is the Skyline Cockpit - a tower crane teleoperation system that allows the crane to be operated live and remotely from a ground control system



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, direction and work speed. The system has been marketed by UK tower crane specialist Radius Group which also claims that the Skyline Cockpit can detect any tower crane problems and immediately address them through preventative maintenance.

'REMOTE ONLY'

There has also been a move towards 'remote only' controls on many types of equipment - even boosting the usefulness of products such as the latest generation of tracked carriers. Spider lift manufacturers are increasingly dispensing with traditional fixed controls in the platform but rely on the radio remote controller which clips into a docking system when the operator is controlling the machine from the platform. This allows them to use the controller to manoeuvre the lift from the basket in the traditional way or quickly remove it to use it remotely when moving the machine, positioning in a tight spot or loading.

This move towards 'remote only' has also gained pace with Italian pick & carry crane manufacturers including Manitex Valla which has announced that it will unveil two more all-new pedestrian controlled all-electric pick & carry models - a 16 and an 18 tonne - although it still offers versions with cabs for those who prefer them. Valla had previously announced two smaller radio controlled cranes the 4.6 tonne V46 R and the 13 tonne V130RX. All of the new models will be launched at the upcoming CIS exhibition next month.



The radio remote control Valla V130RX with chassis extended forward

PRODUCT DEVELOPMENT

As already mentioned remote control manufacturers are constantly developing and improving their products. Most recently Cavotec announced the development of a new lightweight control unit for operators working with mobile and tower cranes over extended periods. The company says its MC3100 is lighter and more compact than many other of its current systems and broadens the scope of RRC applications as it includes all the safety features of its other units designed for the oil, gas and mining sectors. One of its main features is the option for users to easily adjust the height and angle of the controller from their belt, essential when the unit is in constant daily use.



The new Cavotec MC3100 RRC unit

SUSTAINABLE CONSUMPTION

The downside of the boom in the use of radio remotes is the growing amount of electronic or 'E' waste. Last November members of the European

parliament called for new measures to promote a culture of repair and reuse, along with support for repair and rebuild as well as second hand businesses, by making it easier and cheaper for consumers to have products repaired. Perhaps this will also allow users to have controls repaired and upgraded - with security patches for example - extending the lifespan and reducing electronic waste. ■



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JOIN THE CONVOY



The Plant & Hire Aid Alliance is organising another convoy of aid to people in Ukraine on Sunday 15th and Monday the 16th of October. This will be the third humanitarian run the charity has organised and will travel to the Slovakian town of Chminianska Nová Ves, near to the border with Ukraine, where volunteers from Rotary International will distribute the aid via their humanitarian centres in Uzhorrod and Vinnytsia to those affected by the war.



Several members of the aid alliance have already signed up, but others willing to join the convoy with vans, trucks or estate cars are invited to join the convoy. While it will set out from the UK, there is no reason why companies or individuals based in Continental Europe could not meet up and join along the route.

Rotary International is looking for the any of the items below. Even if you are unable to join the excursion you can always participate by sending any of the items to the address below where Ardent is consolidating the donations. They should be sent to Ardent Hire, 289-297 Felixstowe Road, Ipswich, Suffolk, IP3 9BS before the 7th of October.



ITEMS REQUESTED:

- food, camping food, baby food,
- aids for disabled and elderly,
- hygiene items (except sanitisers),
- generators (5kW and more)
- heaters
- candles, torches
- sleeping bags and mats
- thermal clothing, warm socks
- first aid kits
- power banks
- bedding and blankets
- disposable dishes.



Donations should ideally be packed in boxes or in bags and clearly labelled showing the items and quantities. This will help with clearing items through customs. Those planning to travel with the convoy, but struggling to fill vans might be able to top them up with the donations sent in.

If you would like to participate with a van, please contact the Alliance via email at: hello@aid-alliance.com

www.hello@aid-alliance.com



HACKING CRANES - A REAL THREAT

In 2019, two pioneers from the cyber technology industry - Federico Maggi and Marco Balduzzi - embarked on a mission to hack crane remote controllers. They travelled through the Lombardi region of Italy and with the permission of the site managers, were able to demonstrate the vulnerability of lifting equipment taking control of the cranes and hoists often within minutes. The results of their research and others are contained within an 82 page report funded and published by Trend Micro Research entitled 'A security analysis of Remote Controllers for Industrial Applications'. Imogen Campion reports



Taking control or hacking cranes involves a simple process using laptops connected to radio frequency (RF) equipment. What Maggi and Balduzzi discovered was that the radio remote control technology used on many, if not most cranes was inherently less secure than that used on the average electric garage door opener and is the weakest link in a safety critical piece of equipment.

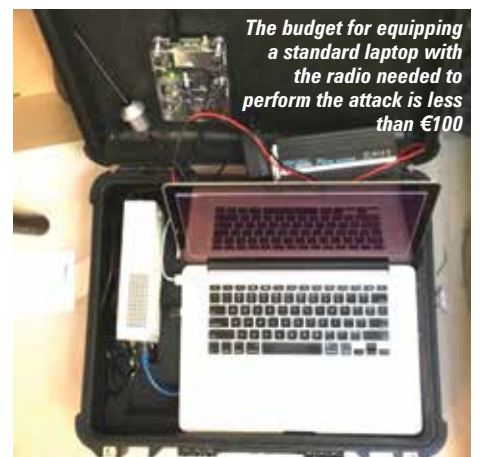
In simple language, Maggi and Balduzzi were doing something similar to cloning the transmitter. The vulnerability is not in the lifting equipment but in the communication between the remote controller and the crane. The pair reverse engineered the communications coming from the RF equipment to find ways of copying commands. These should have been in unique formats however, they discovered the command 'data packets' were often transmitted with little

or no security which, they say, makes it easy for hackers to replicate using a software-defined radio which scans the bandwidths.

"There is high risk of injury for the operators as well as the cost in damages," says Balduzzi who has been in the cyber security industry for 15 years and warns of the impact if the equipment isn't adequately secured. "It is very easy to attack, it only requires the attacker to sit within the range of coverage of the radio remote controller, usually a few hundred metres, and it is very cheap. The budget for equipping a standard laptop with the radio needed to perform the attack is less than €100."

So far, they are not aware of any recorded attacks, but the point of the exercise was to identify issues before they are targeted by attackers. One of the main goals of conducting the research was to raise awareness of the subject.

Federico Maggi (R) and Marco Balduzzi embarked on a mission to hack crane controllers



The budget for equipping a standard laptop with the radio needed to perform the attack is less than €100

Possible types of attack include:

- **Theft:** Automated ports use industrial RF technology. Due to their sheer size, they are often too large for wired only connections. Attackers can therefore interfere with the lifting operations at say an automated port to hijack or steal in-transit goods. They could also ultimately conduct a larger supply chain attack.
- **Extortion:** The bigger the asset the bigger the risk and the bigger the opportunity. An attacker could cause repeated damage to equipment and demand a ransom to stop.
- **Sabotage:** Incidents that occur at a facility or a construction site can cost months, or even years of programme delays.

CRITICAL CONCERN

A critical concern centres on the use of RF controllers which often feature rudimentary interfaces and have long been designed with a focus on safety over security. The controllers are not exclusive to construction and are commonplace in mining, transportation, material handling and manufacturing. Consequently, these sectors are equally susceptible to cyber threats. Transitioning towards wireless, standardised technologies emerges as a prudent step forward.

Jon Clay, vice president of Trend Micro emphasises the need for cybersecurity within the field: "The construction industry is becoming more and more run by technology and software. As such, companies need to ensure they are putting cyber security on their radar to ensure equipment such as cranes are protected from attack."

"Our research laid out a number of attack scenarios we thought could be used to target these cranes and even had some 'proof of concept' attacks that were successful. Hopefully the industry, dealers and manufacturers will take these into account and implement the suggestions we gave to secure them from attack."

Trend Micro's research outlined five distinct forms of attack, which may evolve as technology advances:

1. **Replay attack:** The attacker records RF packets and subsequently replays them to seize control of machinery.
2. **Command injection:** An attacker can modify the RF protocols to have complete control of the machines.
3. **E-stop abuse:** The attacker can replay emergency stop commands and in turn causing a denial-of-service (DoS) condition.
4. **Malicious re-pairing:** An attacker can clone a remote controller or its function to hijack a legitimate one.
5. **Malicious reprogramming:** The attacker 'trojanises' the software operating on the remote controllers to obtain full control.

A poignant reminder is an incident in 2021 involving Colonial Pipeline in the US, which paid a ransom of almost \$4.4 million to Russian cybercriminals following a crippling cyberattack on its IT network. The disruption halted fuel deliveries along the East coast spanning 5,500

ATTACKS	VENDORS	DIFFICULT	COST
1: Record & Replay	ALL	LOW	\$\$\$\$
2: Command Injection	ALL	MEDIUM	\$\$\$\$
3: E-Stop Abuse	ALL	LOW	\$\$\$\$
4: Malicious Re-pairing	FWMT	MEDIUM	\$\$\$\$
5: Malicious Reprogramming	FWMT	HIGH	\$\$\$\$

Trend Micro's research outlined five distinct forms of attack

miles of pipeline and caused significant disruption to fuel station restocking and airline operations. Joseph Blount, chief executive of Colonial Pipeline admitted that the software was not protected by multifactor authentication. The incident's relevance lies in its highlighting of the consequences stemming from inadequate cybersecurity protocols.



Colonial Pipeline in the US paid a ransom of \$4.4 million to Russian cybercriminals following a crippling cyberattack on its IT network

In response to these looming threats, Trend Micro has released a comprehensive security checklist to guide users in safeguarding their systems. Key recommendations include thorough scrutiny of manuals before purchasing controllers to ensure configurable pairing options, immediate modification of pairing (ID) codes upon purchase, and a preference for devices that employ open, established standard protocols such as Bluetooth or 5G - providing inherent security.

NAÏVE PAIRING

All radio remote controllers are shipped with a pre-configured pairing code in the exchange packets to avoid protocol-level interferences while working on the same frequencies. This feature, however, does not offer any security measures. Trend Micro's research found that manufacturers could mislead customers when it comes to security features. One manufacturer for instance mentions that the pairing mechanism 'prevents messages from other radio equipment from activating any system function'. The hacking above proved otherwise.

Some RF controllers have a slightly more advanced security feature involving a passcode or a hardware key, however the Trend Micro team found that the start sequence is not protected by the password or hardware key, so an attacker could power on the machinery without the passcode. The proper way to secure RF controllers is to make sure all transmissions are authenticated and encrypted.

One of the manufacturer's in the report - HBC-radiomatic - does implement an authentication authorisation function which requires a smart card to gain access, although it could be said that even these can be lost, stolen or cloned.

HBC-radiomatic does implement an authentication authorisation function which requires a smart card to gain access



Finally, during field tests the team noticed that one tower crane had an infrared (IR) receiver mounted on its jib and aimed downwards at the ground. Some manufacturers use a 'virtual fencing' system using IR for secure communication, allowing commands only within the IR beam's range. Others use RF heartbeat packets to signal proximity between the remote control and crane. However, RF lacks the security of IR. In tests with Juuko controllers, the team replicated the heartbeat packets to trick the crane's receiver.

INDUSTRY ISSUES

According to the report, one of the main issues the industry will face is that because industrial radio devices have higher replacement costs and longer life spans than those aimed at consumers, these vulnerability issues are likely to persist for years and it is unlikely that the issues identified are rectified quickly, if at all. However, patching the devices is always possible.

Some of the manufacturers Trend Micro contacted have since improved the security of their equipment but it says there is a reluctance to fix issues due to high downtime costs and 'business continuity constraints'.

The possible long term solution is to move away from proprietary RF protocols and focus on standards such as Bluetooth Low Energy which is one of the main standard options. The benefit is the increased security level and subsequently less burden on the manufacturers to design or integrate custom RF protocols.

Users concerned about security risks should opt for a device that has virtual fencing features which disable the equipment when the remote is out of range. This would make hacking the equipment more difficult as the attacker would need to be on site or know when the transmitter is enabled to carry out the attacks.

Whatever your view, there is a genuine threat that looms over the crane or equipment sector. Let's hope it doesn't take a major incident to make people take the issue more seriously. ■





TRUST AND COLLABORATION

Based in Aalborg, Denmark and Chicago, USA with subsidiaries in Sweden, Norway, France, Holland, Germany and England, Trackunit is one of the leading SaaS (Software as a Service) and tracking companies serving the equipment market, offering hardware, fleet management software & telematics. Its chief product and marketing officer is Laerke Ullerup who is also one of the eight members of its leadership team. Mark Darwin sat down with her for a quick chat at APEX, where the company was launching several new products.

“I am interested in people and try to understand what makes humans tick and how to drive transformation and change specifically around adopting new technologies and new digital products,” says Ullerup. **“For me, the construction equipment industry is an exciting place to be when you are interested in that - there is so much potential for unlocking new innovations, new ways of collaborating and new customer experiences which is driving the new digital transformation.”**

“The technology side, I sometimes think is the easy part because people can be complicated and difficult. We need to make sense of the technology so that our customers can use and see the value of it.”

Prior to joining Trackunit almost five years ago, Ullerup worked as a consultant for more than 12 years, running her own business and co-founding Purpose Makers. The projects she became involved with included driving innovation, leadership strategy programmes and workshop initiatives in the start-up and technology sectors, with a focus on digital transformation, entrepreneurship, communication and marketing.

As chief product and marketing officer at Trackunit she is responsible for building brand awareness and improving corporate communications, while promoting growth through working with sales and tech support to help forge more partnerships.

“I am now five years in and have much more work to do. It is a very exciting sector and I



strongly believe that there is opportunity for everybody to work smarter and more innovatively, and ultimately more efficiently while playing a part in sustainability. All these are possible. Change is never easy but usually the harder things are to achieve, the greater the reward. If it was easy it is not as satisfying - change takes time, needs a bit of curiosity and a little bit of love.”

“The ability to empathise and connect is more relevant than ever,” she says. “I am a strong believer in the power of the human touch. We are all just humans, so the ability to empathise and connect in a world of computer screens, technology and abundance is more relevant and more important than ever. I have always been intrigued and fascinated with technology and the impact it has on work, collaboration, society and human relationships. Bringing people together and building connections gives me energy and drive. Developing Trackunit’s GTM (go-to-market) strategy through partnerships is therefore a truly exciting challenge to tackle for me.”



Established 20 years ago, Trackunit claims to have connected more than a million machines and tools on its platform. The bulk of its customers are currently in the aerial lift sector, making it a key market for the company and accounting for the majority of the equipment connected to the Trackunit cloud.

Trackunit Iris is the platform it purpose-built for the construction equipment market, it is hardware agnostic and runs everything from scissor lifts to excavators and all manner of products in between. It has an all-in-one embedded firmware and cloud system for software updates, data logging and diagnostics. Products include Trackunit Manager which gives an overview of every asset in the fleet, Trackunit Go and Trackunit On. These provide customers with information on machine utilisation, location, daily tasks, workflow, maintenance, repair information and theft protection.



WHAT DOES TRACKUNIT DO?

For many people who do not fully understand what Trackunit does, this example may help.

“The OEMs we partner with want to understand how their equipment is being used enabling them to make better machines and deliver better services,” says Ullerup. “For example, one of the insights one company gained from the data supplied by us was that one telehandler model was never used at its maximum height. The real time usage data showed users were only making lifts to lower heights, which allowed them to build a slightly smaller and less costly model, which still served the needs of the users. Manufacturer’s collect a lot of feedback on their own, but real time feedback on machine usage provides tangible data which helps improve their R&D and build better products. We cannot design machines, but we can provide the data that helps designers understand usage.”

NEW PRODUCTS

Three new products unveiled include ‘Sites’, ‘Emissions reporting’ and the ‘Market Place.’

“Sites is a new way of looking at the data we are already collecting, such as its location etc,” says Ullerup. “Previously you could see the information for the fleet and manually create groups, but this new feature allows you to create the site in a much easier and scalable way. For the fleet owner, contractor or rental company, they can now see their equipment at site level whether that is in a rental yard, on a job site or in a depot and it doesn’t matter if these sites are not permanent such as a construction project. Our customers can now see the dashboard of a given site and see the equipment there and with diagnostics which equipment is due for service or collection, etc...”

“We are also introducing something to help customers detect a specific site, eliminating the need for manual input, you see a location of assets and automatically it creates everything in a view instantly. A lot of our customers have been asking for this feature for a long time. Was it difficult and costly? Yes, because it is basically expanding the entire product experience, so it is something that is built into the product at every level.”

EMISSIONS REPORTING

“We are seeing a lot of demand to become smarter about how to record and document emissions. The difference is that our new product helps customers do that with real time data usage rather than a global approximation based on a make and model. We use the real telematics data, and we can see by the hour how much it has been used and can document and help customers track their greenhouse gas emissions.”

Manufacturers can give engine emission data but knowing and recording how often the machine is working etc is tricky. When you have a fleet of say 10,000 machines that becomes almost impossible to process.

“This is another in demand feature which we can also connect to Sites,” she says. “Contractors are required to document their gas emissions from job sites such as a new highway, hospital or school. It is sometimes a requirement for the right to tender so having a document that can actually prove your greenhouse gas emissions is essential. There is a lot of legislation coming in this area and this new programme can help our customers and industry establish a baseline, but also to track and record it and eventually set targets for their greenhouse gas emissions.”

“This is a very exciting area. For me it is critical that the industry takes this agenda seriously, there are a lot of great intentions, but it is hard to take action and document it because the foundation, data and the global standard has not been agreed on. It also works on site where people want to understand the emissions generated by each machine.”

MARKET PLACE

“Earlier this year we announced we were launching a Market Place with the intention to invite the industry, our customers, partners, other developers and software companies to be part of creating new value for the eco system on top of the data that Trackunit has collected.”

“It is essentially an invitation to co-create and we will announce more and more applications throughout the year. The first applications that are already live are called data feeds and these make it easy for fleet owners to see all of their

equipment data in one system, avoiding the tedious process of exchanging credentials and API tokens, this takes away a lot of manual effort for fleet owners who would like to see all of their equipment data in one aggregated view.”

“Later in the year we will invite the industry to co-create and we are already working with a lot of the leading players and have received good feedback. Early last year we announced a strategic partnership with Hilti to advance digital transformation in the construction industry - focused on bringing global scale to the tool and equipment connectivity domain. This is one of the first to have an application in the Market Place. The partnership aims to increase productivity and eliminate downtime in the industry. There will be more news on this later in the year.”

The Market Place is an example of the journey Trackunit is on,” she says. “To be able to keep a platform running requires a significant investment in security and scalability and the correct architecture. What most people don’t see is the hidden value of how you collect all the data, store it, process it, clean it, how do you make sure it is secure and shareable in a way where we don’t breach any contracts, and ensure that it is encrypted - all of that takes years and massive investment.”

“You can of course go on Amazon or Alibaba and find a cheap tracker, and also perhaps some data, but to ensure you can rely on that data to be there tomorrow and in the future and have it in a secure, scalable platform, takes years. That investment is enabling this open architecture where we can invite others to come in and create value on top. It is a big investment in terms of making the platform extendable and also means that if someone wants to work with Trackunit and says ‘I want to build by own version of the sustainability app but I want to use the Trackunit Missions reporting and I want to combine it with something that I have come up with’, we can connect and hook into our Missions reporting allowing them to build a new solution on top of that. This is why the Trackunit platform is extendable, we can either build new applications or help customers get the data into their own applications.”

“A concrete example is easier to understand. To run an internal experiment, we asked a few developers to run a little app on the Market Place. One of them had an idea to combine weather data with lift data to warn if the machine should be operating under windy conditions. You can create the app and set your own threshold - with say a 10 metres a second maximum wind speed - and then set it so that up from zero to four metres a





second you get a green light, between four and 10 a yellow warning, and a red warning when over 10 metres a second, which can create a trigger for the operator or site manager alerting them to the risks."

"This simple app is called CraneCast - the name and description were devised by Chat GPT - and all of this was done in one day by one developer. This shows the pace of innovation that is now possible."

ARTIFICIAL INTELLIGENCE

"AI is an emerging field, and everyone is trying to understand how best to benefit from it. We are looking into how to use it, however we do have very strict security policies so there is a natural limit to what we can and cannot do, but for the naming of an app, generating an essay, description or drafting something it is a great addition to the team. We also have a lot of machine learning and analytics capabilities in our

products, and this will also be supported by AI."

THE FUTURE?

"There is a huge trend around the Internet of Things (IoT), and we see massive investments in this area and an explosion in data. It is no longer enough just to produce a good machine, you also need to understand what happens after it leaves the factory."

"Lastly I think we will see a need to make data flow seamlessly. The sharing of data is a prerequisite for a lot of the new innovation that we can unlock. The data sharing part is all about humans again, a little bit tricky in that it requires us to trust each other and collaborate, to open up and come up with new ways of doing things. I know customers want to be able to access their data across many different platforms and be able to make many integrations. They don't really want to

live in closed off systems where they can only see a simple view of the world. This is where I think it will head."

"I am not saying we should share everything, but if we combine our data with something that another player has we would all benefit. It is about generating value together instead of alone. That is what I believe in and that is how other industries such as automotive, medical and healthcare succeed - why should it not work in construction?" ■



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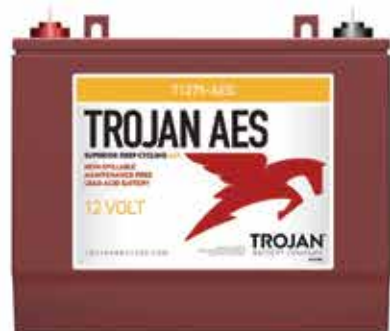
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Trojan's AES Battery solves these problems.

Available in 6, 8 and 12 volt models, they boost the performance of mobile elevated work platforms, aerial work platforms, material handling equipment, floor care machines, golf, personal transportation (PTVs) and utility vehicles.

The batteries are enhanced with a combination of technologies, including a proprietary carbon additive, to deliver all the benefits of standard AGM but also withstand both PSoC operation and opportunity charging. Unlike competitive products, they also feature Deep Cycle Series (DCS) technology and optimised active material to

prevent the degradation of the positive material. The batteries offer these competitive advantages over other models:

- Deliver up to three times the cycle life of standard AGM. The battery is validated at 1,200 cycles at 100% DoD. Competitive models only double the cycle life of standard AGM.
- Ensure robust performance in extreme temperatures ranging from -40°C to 71°C (-40°F to 160°F).
- Tested to withstand long-term PSoC, again and again. This ensures dependable high performance, helps prevent battery damage and extends life.

The maintenance free battery also has plug and play compatibility with standard AGM chargers and algorithms and is 99% recyclable.

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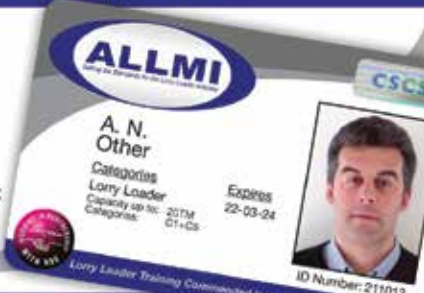
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LOADER CRANES UNDER 4TM

ALLMI has added to its industry Guidance Notes with the publication of 'GN035 Loader Cranes under four tonne/metres'. Whilst primarily aimed at those who import, examine or own and operate loader cranes, the document will also be of interest to anyone deemed as a duty holder under LOLER or PUWER.

The guidance stems from the Supply of Machinery (Safety) Regulations 2008 (in Great Britain) and the Machinery Directive 2006/42/EC (in the EU), where several exceptions are permitted regarding the design and construction of machinery. European standard EN 12999, provides a means of compliance with these regulations and details exemptions for loader cranes under four tonne/metres, covering issues such as stability monitoring, rated capacity limiters, hoists, manual extensions and control stations.



ALLMI technical manager, Keith Silvester said: "There are various exceptions for loader cranes of this type that it is necessary to raise awareness of. We would encourage industry stakeholders to contact us for a complimentary copy."

MARKET STATS – REMOTE CONTROL INCREASE

ALLMI has released its loader crane industry sales figures for the first half of 2023. The figures show a continued increase in the demand for remotes, and 100% of invoiced sales for cranes over 26tm had control units of this type.

It is also important to remember the potential hazards of remote controls if used incorrectly. ALLMI has a range of free guidance covering the 'safe use of remote controls': www.allmi.com/safe-use-of-remote-controls



ALLMI AT LEAD AP EVENT

ALLMI exhibited at the Industry Lifting Lead AP group open day on the 14th September.

Aimed at appointed persons, logistics managers, procurement leads, plant managers and senior health and safety professionals, the theme was innovations, load control and people load interface solutions. Delegates saw a working range of bespoke lifting equipment and heard from guest speakers.

ALLMI chief executive, Tom Wakefield said: "ALLMI has been involved with the lead AP group for many years and we have witnessed its development into one of the lifting industry's foremost collaborations for safety and good practice. It was a pleasure to see its status and standing represented at the event, and to spend the day with peers discussing topical industry issues."

The Industry Lifting Lead AP Group was formed in 2015 to encourage collaboration and co-ordination between working groups, associations, governing bodies, contractors, owners and suppliers. Its aim is ultimately to make lifting operations safer and more efficient.



UKCA MARKING UPDATE

The UK government has decided to allow the continued use of CE marking for machinery. Therefore, UKCA marking will no longer affect the UK lorry loader industry. UKCA marking can still be used if desired. Should you have any questions, please contact ALLMI.



GUIDANCE NOTES SERIES

The following is a full list of ALLMI guidance notes.

- GN001 Guidance for Life Expectancy of a Lorry Loader
- GN002 Second Hand Lorry Loaders
- GN003 Guidance for the Purchase of Second Hand Lifting Attachments
- GN004 Regulations and Standards
- GN005 Guidance for Lorry Loader Installers and Operators
- GN006 Guidance Note for Hiring of a Lorry Loader
- GN008 Bridge Bashing Regulations
- GN009 Trailer Mounted Loader Cranes
- GN010 Thorough Examination & Testing of Loader Cranes
- GN011 In-service Structural Inspections
- GN012 Non-Destructive Testing
- GN013 Stabiliser Forces
- GN014 Guide for the Purchase of Chassis Suitable for a Loader Crane
- GN015 Guidance for Calibrating Reduced Capacity Areas
- GN016 Guidance for the Supply & Use of Remote Controls
- GN017 Guidance for Employee Induction

- GN018 Implications of BS7121 Safe Use of Cranes - Part 4: Lorry Loaders
- GN019 Interim Maintenance & Inspection of Lorry Loaders
- GN020 Reporting of defects arising from a Thorough Examination of a Loader Crane
- GN021 Determining the Sail Effect for Wind
- GN022 Correct Identification of Appropriate Types of Stabiliser Beam Locking Device
- GN023 Protocol for Provisional Overriding of Safety Systems
- GN024 Handbrake Interlocks
- GN025 Lorry Loader Technical Files
- GN026 Work at Height: Points to Consider
- GN027 Lone Working: Points to Consider
- GN028 On-Site Hazard Assessment for Mobile Engineers
- GN029 Lifting Team Monitoring - Points to Consider
- GN030 Kerbside Deliveries with Lorry Loaders
- GN031 Thorough Examination of Loader Cranes on Waterborne Vessels
- GN033 Swing-Up Stabiliser Safety
- GN034 Tipper Grab Supplementary Instructions
- GN035 Loader Cranes Under 4tm

Guidance notes, as well as other good practice material, can be downloaded from www.allmi.com/guidance



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

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IPAF ASIA CONFERENCE VISITS THAILAND

The IPAF Asia Conference 2023, was held for the first time in Bangkok, Thailand this August, attracting 153 delegates from 12 countries, all of whom shared an interest in advancing safety, technology and practices in the powered access industry.



The conference - which featured a line-up of 15 speakers - was held over two days and covered industry trends, safety practices, technical advancements and future prospects.

IPAF chief executive Peter Douglas opened the conference, emphasising the importance of the safe and effective use of powered access. The official presentations then began with Sakdisilpa Tuladhorn, director of the OSH Division at the Labour Protection and Welfare Department at the Ministry of Labour in Thailand.

He was followed by Supitchaya Sornsit from SHAWPAT, the Safety & Health at Work Promotion Association, that was set up by cabinet resolution which also runs an impressive practical training centre. She provided a comprehensive overview of incidents involving powered access equipment in Thailand. Her presentation served as a poignant starting point which set the scene for the presentations that followed.

Other presentations came from Mike Ashton, He Dawei, Jasling Ong, Surasak Sonklin, Chi Sen Gay, Bernard Tan, Roseline Zhang, Julien Micheli, Martin Wraith, Raymond Wat, Desmond Ong, Jack Jim and Olivia Shen. On day two delegates visited local rental company Promech Service Centre.

IPAF regional manager Raymond Wat, said: "It was fantastic to see so much support for IPAF

and the promotion of the safe use of aerial work platforms in the country. We look forward to continuing to work closely with our members to ensure we are doing all we can to prevent accidents so that all workers can return home safely after working at height."

Peter Douglas added: "Thank you to all those who joined us at the first event in Thailand. We were also pleased to announce that next year's IPAF Asia Conference will take place in China, the largest region in Asia for both IPAF training and membership. We look forward to welcoming guests together once again and having a successful event."



NEW IPAF REPRESENTATIVE FOR CHINA

IPAF has appointed Tim Mo as IPAF representative for China. He started on 1st August and joins the association after six years with Haulotte Shanghai, most recently as marketing manager. He will be responsible for supporting members in China, Hong Kong, Macao and Taiwan and encourage engagement with IPAF safety campaigns and eLearning programmes, while developing member benefits and increasing collaboration with national institutions and contractors. He will work alongside Bai Ri to ensure a smooth transition prior to his retirement later this year.

Romina Vanzi, IPAF's Head of Regional Development, says: "China has a significant and rapidly growing powered access industry and is a key market for IPAF to develop. Tim has an exceptional range of skills and experience and will certainly help drive engagement with our members and help raise awareness of safety issues - he will be a fantastic addition to the IPAF team."

Mo added: "When I learned there was a vacancy to be IPAF's China representative, I jumped at the chance. IPAF is already very well known to me from my previous role, and I believe my knowledge of the industry and skills in marketing and customer engagement will be a very good fit."



Tim Mo

IPAF IS RECRUITING!

IPAF has several job openings, including communication manager - based in the UK - and customer services manager, responsible for overseeing the IPAF training support team and regional manager for North America, a role focused on membership in the region, improving the service to current members as well as the recruitment of new members.



IPAF ELEVATION UK 2023 PROGRAMME ANNOUNCED

This year's IPAF Elevation UK conference will be held on the 16th and 17th November at The Belfry Hotel & Resort and is themed 'It's all about the people'. The afternoon conference will include presentations from Penny Mallory on 'Mental Toughness' and Ben Hirst of Horizon Platforms on behavioural science and how we can use it to improve the culture in our workplace.

Charlotte Bennett of Sunbelt Rentals, Darren Nash from the HSE, Peter Douglas of IPAF and leadership consultant Ali Moore covering topics such as recruitment, safety, learning and development and changes within the workplace and wider industry.

The conference will be followed by a networking reception and a three-course dinner featuring entertainment from comedian Simon Evans.



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FALCON EXPANDS AND UPGRADES TRAINING CENTRE

UK tower crane sales and rental company Falcon Cranes has extended and updated its training centre.

The upgraded facility includes a refurbished training yard with three permanent training cranes - a luffer, a hammerhead and a self-erector - along with an all-new office building containing four training rooms with the latest audio visual technology providing improved facilities for both theoretical and practical learning.



INDEPENDENT CAP TRAINER



UK training company, 'The mewp training centre' has been approved to offer IPAF CAP (Competent Assessed Person) training courses, the first centre that is not owned by a sales or rental company.

The business is owned and operated by Paul Stray, who has teamed up with Tony Campana, an Approved IPAF CAP Assessor trading as Newton Training, to provide the CAP courses. The training company also offers all PASMA and IPAF courses and has collaborated with Access Platform Sales to offer training for the Wienold GML800 material lift.

SCAFFOLD SHOCK COULD COST NZ\$1.5 MILLION

In New Zealand WorkSafe - having completed its investigation - has laid charges following an incident in April 2022 that left a scaffold erector with a 20 percent chance of survival. Jahden Nelson, 28, had to have both arms amputated after he suffered an electric shock when the steel scaffold pole he was handling touched low-hanging overhead power lines at a building site in Auckland. He says that he and others assumed that the power lines had been disconnected.

Nelson, an employee of Supercity Scaffolding, suffered a heart attack after his body took the full voltage of the power line. He then spent six months at the national burns centre in Auckland before being transferred to City Hospital to learn how to walk again.



The identify of the charged 'entity' has been withheld as it has the right to seek name suppression. Worksafe said that the 'entity' had failed to ensure, so far as is reasonably practicable the health and safety of those working on site.

It added: "The failure exposed workers to a risk of death or serious injury arising from the interaction between workers and overhead electric lines." The entity has now pleaded guilty and faces a penalty of up to \$1.5 million.

£535K FOR DROPPED CRANE BOOM

Repsol Sinopec Resources UK has been fined £535,000 after a man sustained life changing injuries when the 45 metre boom of a crane dropped to the deck of the Fulmer Alpha North Sea oil platform in September 2017. Enermech employees Greig Harwood, 40, and John Divers, 69, were hit by flying boom parts as a result of the impact.

Harwood, who was 34 at the time, suffered a fractured jaw and lacerations to his chest. He had his jaw wired together and three titanium plates fitted and could not eat solid food for four months. He also suffered psychological damage and has left the offshore industry. John Divers, who was 63, also required counselling sessions. It could have been worse, the boom narrowly missed a high pressure flare line, a gas line and the main oil line.

An investigation by the HSE found that the company had failed to carry out a suitable and sufficient assessment of the risks of the work and had failed to maintain the crane braking systems and equipment in a safe condition before work commenced. Repsol Sinopec pleaded guilty and was fined £535,000.

OLIVER CROSBY & EDWIN HARRINGTON MEMORIAL SCHOLARSHIP

US lifting and rigging equipment manufacturer, Kito Crosby has launched the 'Oliver Crosby & Edwin Harrington Memorial Scholarship' through the AWRF (Associated Wire Rope Fabricators) scholarship programme.

Named after Crosby and Harrington Hoist founders, the \$3,000 scholarship is open to North American AWRF member employees or their children pursuing an accredited technical/trade education.



WHO TRAINED HIM THEN?

Spotted by a reader who was having work done on their home, all the right equipment had been supplied and then looking out of the window they saw this...





IPAF 2023 ELEVATION

LAST FEW PLACES REMAINING!

16 & 17 Nov 2023

The Belfry Hotel & Resort, Sutton Coldfield

For more information and booking visit:
www.ipaf.org/elevation

OR SCAN



***An event to celebrate the powered access industry:
conference, networking, dinner, entertainment &
golf and spa options to celebrate IPAF's 40th anniversary.***

NEW CITB TRAINING STANDARDS

CITB has introduced the first set of new standards for the training of equipment operators and allied occupations. In the lifting sector this includes slinger/signaller and telescopic handlers developed in collaboration with industry working groups chaired by the CPA and ALLMI.



They are made up of learning outcomes that encompass the technical content and assessment criteria, as well as training durations for both novice operators and for those with experience. The standards are intended to provide consistency to training and testing requirements across the construction industry. In addition to the new standards, the grant rates for training and testing will also be changed, where a single grant will be available for all CITB registered employers.

To be able to claim a grant, training will need to meet the assessment content of the standards, be delivered by a CITB Approved Training Organisation and lead to a card that carries the CSCS logo. The next tranche of standards will include those for mobile cranes, tower cranes, loader cranes and aerial work platforms, with the relevant federations - ALLMI, CPA and IPAF - taking a leading role in developing the respective standard.

More information at <https://www.citb.co.uk/about-citb/news-events-and-blogs/>

SUPPORTING TWO IMechE EVENTS

The CPA is supporting two industry events being organised by the Institution of Mechanical Engineers (IMechE) this autumn - Cranes 2023 and Net-Zero Construction 2023.

CRANES 2023

The theme of this year's Cranes 2023 on the 26th of September is 'Innovation for Safety and Sustainability'. It will once again be held at the Institution's impressive London headquarters - 1 Birdcage Walk, near Buckingham Palace. Subjects include new safety technology, crane inspections, best practice and sustainability. The event is aimed at anyone involved with lifting and crane safety, including managers and owners from crane rental companies, contractors and civil engineers as well as service providers.



Speakers will include key individuals from Bowmer & Kirkland, Skanska, HSB Engineering Insurance Services, GGR, Select Plant Hire, Radius Cranes and VolkerRail.

Sean Robinson, principal engineer at HSB Engineering Insurance Services said: "I am looking forward to delivering a presentation which dispels a common myth about the inspection industry, encompasses and reiterates the importance of thorough examinations and details the benefits this offers to the duty holder and their legal obligations...It is clear that, engineered solutions for lifting operations are becoming increasingly innovative, and whilst adapting new and emerging technologies, safety is still paramount and at the core."

Tickets can be booked at www.imeche.org/cranesafety2023.

NET-ZERO CONSTRUCTION 2023

The second event, Net-Zero Construction 2023 will also be held in London on 12th October and will discuss achieving carbon neutrality targets for 2030, 2040 and 2050 across all industries.

The seminar will showcase the role of engineers in supporting the sector's decarbonisation efforts through areas such as 'green steel', hydrogen vehicles, battery powered equipment and more.

It will also focus on engineering and project challenges and solutions. Speakers will include specialists from Shell, Buro Happold, Laing O'Rourke, Volvo CE, Keltbray, Lubrizol Highways, GGR and H2 Green Steel.

Information at www.imeche.org/netzeroconstruction.

CPA members can claim a discount when booking these events. Book at the Supporting Organisation discount, or email eventenquiries@imeche.org and mention your CPA membership.



2023 CPA CONFERENCE DETAILS

This year's CPA Conference which will be held on the 9th of November at the Heart of England Conference and Events Centre in Fillongley near Coventry, with the theme 'Facing the Challenges in the Plant-hire Sector'. Tickets can be booked online for £75 per person including lunch. The conference is open to all.

Former BBC news presenter Merryn Myatt will host four panel debates covering 'CPA Special Interest Groups and their challenges', 'Combatting equipment theft and fraud', 'The equipment rental market in 2023' and 'Fuelling the Future'.



Speakers will include:

Asif Latief, Boels Rental
Mark Anderson, GAP Group
James Atkinson, UK & Europe Rouse Services
Jim Haigh and Adam Nicholson, Eagle Platforms
Joel Babb, Falanx Cyber
Kirsty Archbold-Laming, Southern Hoist Services
Alasdair Reisner, the Civil Engineering Contractors Association
Chris Gill, L Lynch
Peter Gibbs, Ainscough Crane Hire
Kevin Howells, Datatag ID

CPA chief executive, Stu McInroy said: "The conference will address some of the most important issues currently faced by CPA members and the construction industry, with topics such as future fuels and equipment theft or fraud that concern many of our members. The event will also provide delegates with an opportunity to develop a better understanding of the challenges faced and how they may be addressed."

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 October issue of **Cranes & Access**...



THIS ISSUE WILL INCLUDE FEATURES ON:

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With the ability to take on heavier and more complex work, the spider and mini crane feature will review the latest developments of this compact, go anywhere equipment sector.



MASTCLIMBERS AND HOISTS

Offering onsite advantages in terms of speed, safety and aesthetics, mastclimbers and hoists continue their popularity amongst contractors and developers. We review the latest products and launches, together with an update on the mastclimber and hoist market.

GLASS HANDLING

We take a look at the expanding choice of specialist glass handling equipment and attachments and review some interesting applications.



SUSTAINABILITY, RENEWABLES AND RECYCLING

We take a look at the latest sustainability developments taking place across the lifting and access industry.



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**.

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The parts out of the box



On the road



Detailed small graphics



Lifting an office unit

PALFINGER PK 135.002 TEC 7

The Palfinger PK 135.002 TEC 7 is a loader crane rated at 109 tonne/metres with a maximum capacity of 30 tonnes, and a maximum outreach of 34.7 metres when fitted with the jib.

This 1:50 scale model of it is made by WSI Models and includes the jib. It is mounted on an 8x4 Volvo FH5 Globetrotter truck and comes in a Palfinger branded box, and an instruction booklet that explains the features of the model.

WSI models has a strong reputation for its truck models and that is demonstrated here. The Volvo chassis is modelled in detail and the cab is decorated nicely and looks attractive. At the front the grille is formed very well and there is a box for the front outrigger. The cargo box is metal.

Working features of the truck include linked steering, a tilting cab and a removable flatbed cargo box.

The rear outriggers have two stage beams, while the jacks are fitted with metal pads. Sadly, the jack cylinders cannot be fully retracted, which detracts from the appearance in transport mode.

The Palfinger crane is very impressive. The outriggers are both two stage, and the jack

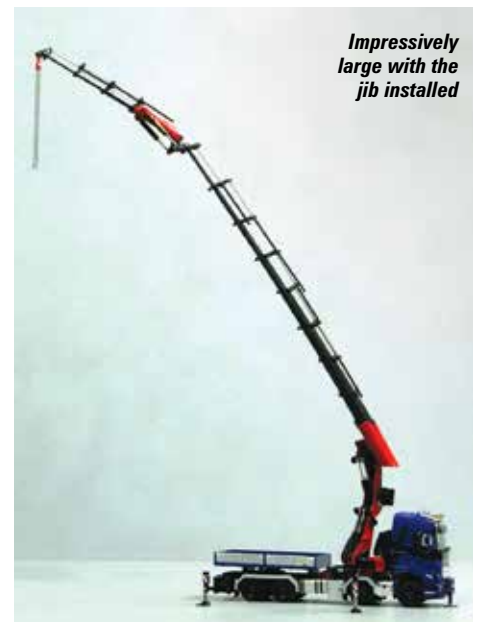
cylinder rods are smooth, the base section is detailed with many tiny graphics. In use, the outriggers can be extended and lowered although they cannot support the model with wheels free of the ground.

The boom sections appear to be thin wall metal, and they have a stiff profile whilst being smooth in operation. The final boom section has a small, fixed metal hook.

The crane slew is smooth, and the boom unfolds with the cylinders being stiff at most extensions. The boom has many telescoping sections which extend well and generally hold a pose. There is a non-functioning winch mounted on the main boom which is hinged and can be rotated to the side.

A separate jib can be fitted or left off, although the modelling scale means the last sections are not telescopic. It has an adjustable angle and telescopic sections.

This model is well made with a high metal content. It looks really good and the detailing and features are to a high standard. It costs €158 from the Palfinger web shop.



Impressively large with the jib installed

CRANES ETC MODEL RATING

Packaging (max 10)	8
Detail (max 30)	26
Features (max 20)	17
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	83%

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

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READERS LETTERS

ANTHONY (ANT) EATON 1963-2023

We have received the sad news that UK powered access industry veteran Anthony Eaton - better known as Ant - died suddenly on Monday 28th August, he was only 59.

Ant Eaton got his start in the access industry when he went to work for Kimberly Access in 1995, just after it had been set up by Gary Smith. Smith sold Kimberly in 2007 and Eaton remained on board, but when Smith started Bella Access a few years later, Eaton joined him. Sometime later he moved to Premier Platforms, leaving in July 2020 for Star Platforms, where he was initially appointed as a mobile service engineer, and before long was promoted to North West service manager.

Star Platform's Richard Miller said: "It is with profound sadness, that we announce the loss of Ant Eaton, our North West location service manager. He was a hardworking and conscientious powered access professional who will be sadly missed by all his friends and colleagues. I was personally very upset to learn of the passing of not only a colleague but a friend. Ant was a man of integrity who was always willing to help others."

"He did a great job, initially overseeing our Coalville depot. I met Ant in Warrington when we were looking for a site for our forthcoming depot, and it gave me great comfort to hear he was prepared to head up our North West depot as location service manager, as I knew the project would be in safe hands. The depot has subsequently gone from strength to strength. Star Platforms is now fully established in the area, in no small part thanks to Ant's hard work and dedication."

"He will not be forgotten. We are planning an award to honour his name and recognise engineering excellence at Star Platforms. Our thoughts at this time are with Ant's partner, Jane, and his family."



Anthony Eaton



Ray Balach

MILAN 'RAY' BALACH 1939-2023

UK tower crane entrepreneur Ray Balach has died. He would have been 84 this month.

Ray Balach or Milan to give his real name arrived in the UK in the 1950s from the former Yugoslavia. He was 15 or 16 at the time but soon found employment in the tower crane industry, joining Climbing Cranes Ltd, the UK agents for Linden Alimak tower cranes (now Comansa). The name Ray was a nickname he was given after the film star Ray Milland and it stuck.

When Linden Alimak decided to set up its own distribution business in the UK, Ray played a role and left Climbing Cranes for the newly established company. In his years with the business, he was involved with the Alimak hoists as well as the Linden tower cranes, all of which were manufactured in Sweden.

In 1980 he teamed up with Tommy Newell to start Vertical Transportation Limited in partnership with three Swedish crane company executives - Ingmar Pada, Nils Soderlof and Christer Klemets. They began importing a range of cranes from Sweden, including Linden Alimak, Tornborgs and Krøll, all of which were added to their rental fleet which ran very successfully for many years.

The company did particularly well with the articulated jib tower cranes manufactured by Tornborg as well as the unusual Krøll pipe cranes.

The Swedish directors left the business in 2000, while Ray and Tommy carried on until 2016 when they sold the business to City Lifting and finally retired. Long after he retired Ray would drop into the City Lifting yard from time to time for a coffee and to see how things were going. Everyone was always please to see him.

Ray met and married his wife Rose in 1961 and together they had four children, Stevo, Julian, Jan & Elaine. One of his friends and ex-work colleagues said: "Ray was a larger than life character with strong opinions. He was also very strong physically and was still preparing and loading cranes in the yard well into his seventies. He had a sharp wit and would help people out if he could. His love of family was his greatest joy."



J. KEITH ANDERSON 1953-2023

We have received the sad news today that Keith Anderson - a widely recognised lifting and rigging engineer and former chief rigging engineer for Bechtel - has died. He passed away peacefully on Thursday August 24th after a long battle with cancer, his wife Kathryn was at his side. He was 70.

Anderson was born in Newcastle, UK and graduated in 1975 with a BSc in Mechanical Engineering from Lanchester Polytechnic Coventry - now Coventry University. He began his heavy lifting career in 1979 when he was appointed as an engineer at Kramo Montage, following a couple of years designing high pressure hydraulic braking system components. At Kramo he was involved with engineering and overseeing custom lifting and skidding applications using its hydraulic gripper type climbing jacks. Over the next 12 years with the company, he was promoted to increasingly senior roles, becoming chief engineer.

In 1991 he was appointed chief engineer for Van Seumeren UK - now Mammoet UK - leaving in 1996 to join Sarens in order to manage its heavy haulage operations in the UK. He rejoined Van Seumeren in 1998 as contracts manager, based in Utrecht, the Netherlands, and then in 2000 he was recruited by global engineering and construction company Bechtel, initially as senior rigging engineer based in London. The following year he moved to Bechtel's operation in Louisville, Kentucky as rigging manager and then chief rigging engineer. He retired from the company in September 2020.

Over the years he has made a massive contribution to the rigging and heavy lifting industry, and in 2013 he published a book 'Rigging Engineering Basics' followed by 'Rigging Engineering Calculations'. He said at the time: "Training resources for engineers and others who plan to engage in lifting and moving operations have not kept pace with the evolution of cranes and sophisticated, heavy transport equipment. When you are lifting and moving things, you are dealing with considerable risk. Training for people who plan and execute this type of work is critical."

During his time with Bechtel, he was adopted into the Bechtel Distinguished Engineers & Scientists Programme which "recognises employees who have made significant technical contributions to Bechtel's success and reputation. They promote technical excellence throughout the company and take a leadership role in coaching and mentoring other specialists". At the time he was one of only 51 Bechtel employees to receive the accolade out of more than 50,000 employees. He was also named a 'Top 25 Newsmaker for 2015 by Engineering News-Record (ENR) magazine.

Keith Anderson was not only a brilliant lifting engineer, but he also authored numerous papers and helped train and mentor dozens, if not hundreds of budding heavy lift riggers and planners, while advising more senior engineers tackling challenging lifts. In the words of one of them: "Ever the practical engineer, his final decisions led to his exit in a manner that satisfied him. He was a kind and generous mentor to me and hundreds of others over the years. The world is a poorer place today."

Another said: "The construction and heavy lift industries, and the world at large, are a whole lot poorer today... It's been said that when an older person dies, "a library burns to the ground"... In Keith's case, and for those of us in the heavy lift business, this is like having the US Library of Congress burn down... he will most certainly be missed."

He leaves behind his beloved wife Kathryn and children Rory, Aidan and Ollie.



Keith Anderson

JOIN US FOR THE UK & IRELAND'S LIFTING EQUIPMENT & WORK AT HEIGHT EVENT

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HOLD A LUNCH
MEETING AT
THE CATERING
PAVILION

WOLFGANG DAHMS 1947-2023

German aerial lift and spider crane veteran Wolfgang Dahms has died at the age of 75. He passed away on August 18th at his holiday home in Hunnebostrand, Sweden, after a short illness.

Born in 1947 in the town of Friedrichshafen on the edge of Lake Constance in southern Germany, Dahms entered the access business in 1989 when Joachim Metzner, then managing director of aerial lift sales and rental company Bertram Arbeitsbühnen in Hanover, recruited him as sales manager.

In 1991 the two of them set up a rental association Ringlift, the first aerial lift rental franchise in Germany, which brought together independently owned regional rental companies to create national coverage for each of them. Between 2002 and 2003 the organisation began to suffer from internal disputes over its future direction and other issues, with Systemlift set up by a 'breakaway group'.

Dahms and Metzner carried on and converted Ringlift into Partnerlift, which has grown into a substantial organisation currently managed by Kai Schliephake.

In 2002 Dahms established a new business Conmac International in partnership Metzner and Reinhard Willenbrock in the Hanover area. The company was appointed as the German agent for Kranlyft and the Maeda spider crane range, introducing the spider crane concept to the German market.

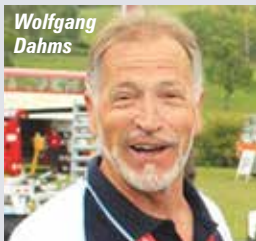
In 1999 Dahms, along with his son Oliwer and Reinhard Willenbrock had the idea for the Platformers' Days event, which became the main exhibition for aerial work platforms in Germany and was the example on which Vertikal Days in the UK is based. Dahms was still active in business until the end, selling and renting spider and mini crawler cranes from Maeda in partnership with his son Oliwer.

Wolfgang Dahms had great foresight and was a true innovator within the aerial work platform and spider crane markets. He contributed substantially to the development of the market for these products in Germany, with numerous ideas and initiatives. He was a highly valued and respected partner, mentor and advisor for many industry individuals and companies.

He would always greet you with an incredibly warm and genuine smile and be ready for a chat and a catch up. He genuinely loved the industry and the people that worked within it, whether colleagues, suppliers or competitors. He had integrity, honesty, a great sense of humour and of fair play. He will be widely missed and fondly remembered.

His longtime business partner Joachim Metzner said: "I am so incredibly saddened by the loss. Wolfgang and I have worked together in the industry for more than 30 years. He has always been a fair and competent business partner, a gifted salesperson, a good friend and an eternal optimist. We will all miss him sorely."

He leaves behind his wife Inger, three adult sons and four grandchildren.



Wolfgang Dahms



Wolfgang Dahms

SAM JAMIE SANDERSON 1975-2023

We have received the tragic news that Sam Sanderson joint managing director and minority shareholder of Northamptonshire, UK regional Manitou dealer Mawsley Machinery has died. He passed away suddenly on Friday, August 4th, he was just 48.

Sanderson joined the company in 2012 after more than four years with Case and Kobelco dealer CNH Industrial. He was promoted to sales director in 2017 and joint managing director in 2019 when Manitou UK took a majority stake in the business.

Those who knew Sam well all say the same, that he was a true gentleman, friendly, helpful, with a great sense of humour. He was also a fantastic salesman and business manager.

His son Joe, who works with the new UK XCMG aerial lift distributor Genesis, perfectly sums up what many others have said: "It pains me to write this that yesterday my dad, Sam Sanderson, sadly passed away. My dad was a great man with a unique personality who made an impact on everyone he met. He was a brilliant business minded man who lived and breathed sales. He was loved by so many and will forever be missed. Rest in peace Dad."



Sam Sanderson

SEAN LYNOTT 1966-2023

We have received the sad news that Sean Lynott of Hawks Crane Hire in the UK, and previously Select, has died. We understand that he passed away in his sleep on July 29th, he was 57. He joined Hawks four months ago as business development manager and joined the team on the UpRate stand at this year's Vertikal Days.

Sean Lynott began his crane career in 1993, starting out as a freelance crawler crane operator, joining the equipment division of UK contractor Kier in 1997, moving into its tower crane division before leaving for Select Plant Hire where he was appointed senior product manager - crawler cranes - leaving the business as the Pandemic drew towards an end. As an interim measure



Sean Lynott

he went to work as a much needed yard manager for the Gweek Classic Boat Yard near his home in Helston, Cornwall, joining Hawks Crane Hire just four months ago.

Around 14 years ago he contracted Type 1 diabetes - following in his father's footsteps - and in 2019 volunteered to take part in the 100 mile Prudential 100 Diabetes UK bike ride from London to Surrey to raise money for the charity. At the time he said: "I am riding the Prudential 100 for Diabetes UK because this disease needs beating." He added: "If you don't know anyone with diabetes just send some money to see a fat bloke on a bike struggling in the Mall, must be worth a tenner hasn't it?"

**DEREK PAUL WARREN 1939-2023**

We have received the sad news that Derek Warren of UK based rental company Warren Access has died. He passed away following a short illness, he was 83.



Derek Warren

Derek Warren founded the company that bears his name in May 1993 after he was laid off from his 28 year career at rental company Marshall Branson, where he was general manager of its plant and access division. He was 53 at the time and wondering what to do next.

He decided to utilise his severance pay to acquire two used Acklift van mounted platforms and go into business for himself, using the knowledge and experience he had gained. He set the business up and soon found work for the two platforms, renting them to the local council and marking the beginning of a successful new career as an entrepreneur.

In the years that followed the company expanded its fleet with additional truck mounted lifts and ventured into the spider lift rental market. The growth obliged a relocation to larger premises and included the addition of a training centre, which soon gained IPAF and PASMA training centre accreditation. In 2012 the company acquired the Huntingdon based Height for Hire rental business and APS Training operation from APS, establishing a second location and southern presence, moving to larger premises in the area in 2018.

In 2018, as he approached his 80th birthday, Derek decided to retire from the business, handing over to the second generation in the form of his son Graeme and daughter in law Michelle who had joined the company in 2005. He did though remain a director of the business and retained a keen interest in its activities.

The family commented: "Our hearts are filled with sadness and grief over the sudden passing of Derek, he touched the hearts of everyone he met. It is quite unthinkable that only three months ago, we were celebrating the 30th anniversary of Warren Access. The world has lost a wonderful person and it will never be the same again. Anyone that knew Derek will agree that he was a selfless, true gentleman."

HARRY WITTENDORFF LORENTSEN 1953-2023

We just received the sad news that Harry Lorentsen of Danish aerial lift manufacturer Ommelift has died, he was 69. He passed away after a short illness.

Harry Lorentsen was born on 4th of November 1953 in the southern Danish town of Sønder Omme. He was the eldest son of Frode and Mariane Wittendorf Lorentsen, who at the time ran the company, then called Sønder Omme Maskinfabrik.

From a young age he spent a great deal of time at the factory and was later apprenticed as a machinist. He subsequently studied mechanical engineering and in 1979 he settled down in Sønder Omme with his wife Birgit.

The Lorentsens - Harry, Torben and Frederik - took over from their father's Frode and Kristian in 1983 shortly after the company had started manufacturing aerial work platforms. Under Harry's leadership the company became a pioneer and leading player in the spider and trailer lift market. In 2018 the brothers appointed a new managing director - the first non Lorentsen in 112 years - in 2018 as part of a succession strategy.

He leaves behind his wife Birgit along with their four sons Henrik, Thomas Jacob and Kasper along with nine grandchildren.

Harry Lorentsen was certainly a character, if you bumped into him at a trade show for example he could seem like a very disagreeable old grump as you approached, but by the time you reached him he would smile with a glint in his eye and be so aimable and funny - initial impressions were useless. He had a lot of depth and a wicked, and often subtle sense of humour. He appeared to love life and all the things it offered. He was a man with great depths, who could be difficult to read at times - one of his many assets. He will be missed by many.

A message from his colleagues

"Harry had insight into the technical aspects of the business and was solution oriented in everything he worked with. For many years, he travelled the world cultivating export markets, and participated in countless trade fairs to help raise the profile of Ommelift. Being a social soul, Harry was often the focal point for dealers, customers and colleagues in the industry, when he was out and about."

"Under Harry's leadership the company became a pioneer and leading player in the spider and trailer lift market. In 2018 the brothers appointed a new managing director, but Harry continued his involvement as a member of the Ommelift board. Harry was an owner manager, who showed a high degree of strength and courage in his work, just as he had a strong value base, where words such as credibility, responsibility and commitment were of great importance to him. Part of the value base of Ommelift is to be a socially responsible company, also in the local community, which Harry has also helped to make his mark."



Harry Lorentsen

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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 Vertical 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

**IMCA Lifting and rigging seminar**

October 26, 2023
The 11th annual IMCA event will be held in Amsterdam this year and will focus on Lifting in the new offshore environment.
Amsterdam, Netherlands
Tel: +44 (0) 20 7824 5520
www.imca-int.com/calendar/imca-lifting-rigging-seminar-2023/

**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: +1800 334 2177
<http://www.arashow.org/>

**The IPAF Summit and awards**

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

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

**Vertikal Days 2024**

September 11-12, 2024
UK/Ireland Crane, access and telehandler event.
Venue to be confirmed
Tel: +44 (0) 8448 155900
www.vertikaldays.net

**JDL Expo**

September 25-27, 2024
French cranes and access exhibition/event Beaune, France
Tel: +33 (0)1 45 63 68 22
<https://jdlexpo.com/>

**Bauma China 2024**

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

**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/hm/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: +1800 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



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Battery Service Hub	www.batteryservicehub.com
DC Battery Technologies	www.dcbattery.tech
C&D Technologies	https://www.cdtrajan.com
Leoch Battery UK	www.leochbattery.co.uk
Platinum International Ltd	Platinuminternational.co.uk

LOAD CELLS & LOAD MONITORING SYSTEMS

PCE Instruments UK Ltd	www.pce-instruments.com
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CONTROL SYSTEMS

MOBA Automation	www.moba.de
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GENERATOR SALES & RENTAL

JMS Powered Access	https://jms.co.uk
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ONLINE TECHNICAL HELP

Crane Tools	www.cranetools.com
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OUTRIGGER PADS, MATS & ROADWAYS

Brilliant Ideas / Alimats	https://brilliantideasltd.co.uk/alimats/
DAWSON-WAM Steel Mat Hire	www.SteelMatHire.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.co.uk
Outriggerpads	www.outriggerpads.co.uk
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

PCE Instruments UK Ltd	www.pce-instruments.com
Tele Radio Group	www.tele-radio.com

WIRE ROPE & CABLE

Rope and Sling	www.ropeandsling.co.uk
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LIFTING GEAR MANUFACTURERS

Britlift	www.britlift.com
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PARTS & SERVICE SUPPLIERS

Alfa Access Services	www.alfa-access-services.com
Crowland Cranes	www.crowlandcranes.co.uk
Ernest Doe & Sons Ltd.	www.ernestdoeloadercranes.com
Gantic, Norway	www.gantic.no
Haulotte	www.haulotte.com
IPS	www.ipspartsonline.com
JLG	www.jlg.com
Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk

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

Vertikal.Net	www.vertikal.net/en/recruitment
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SAFETY EQUIPMENT

Load Systems UK Ltd	www.loadsystems.co.uk
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RENTAL MANAGEMENT SOFTWARE

Higher Concept	www.higherconcept.co.uk
HireHop Equipment Rental Software	www.hirehop.co.uk
HireHop Equipment Rental Software	www.hirehop.com
Infosystem	www.levaplus.ch
inspHire	www.insphire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcsrentalsoftware.com
vWork	www.vworkapp.com

STRUCTURAL REPAIRS

Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk

TRAFFIC MANAGEMENT

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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TRAINING ASSOCIATIONS & NETWORKS

ALLMI	www.allmi.com
AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk

TRAINING CENTRES & TRAINERS

Access Platform Sales (APS)	www.accessplatforms.co.uk
Astra Access	www.astratraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Boss Training	www.bosstraining.co.uk
Certora Training	certoratraining.co.uk
Haulotte	www.haulotte.com
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
Smart Platform Rentals	www.smartplatforms.com
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

JLG Training	www.jlg.com
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
TVH Group	www.tvh.com

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