

cranes & access

February 2015 Vol.17 issue 1

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Mobile tower
cranes
Batteries

Hybrid/electric
scissor lifts

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On the cover:

The Skyjack SJ6832 RTE battery/electric powered compact Rough-Terrain scissor lift claims to be the first of its size with crossover symmetrical four wheel drive and 45 percent gradeability.



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Hybrid/electric scissor lifts 17

Hybrid is the buzz word of the moment as manufacturers strive to meet ever tougher emission regulations and cater to contractors demands for equipment that helps them reduce their 'carbon footprint'. We take a look at the various 'hybrid' systems and see how manufacturers are adopting them. We also interview Eline Oudenbroek of Holland Lift.



Mobile tower cranes 27

The mobile tower crane continues to grow in popularity due to its rapid set-up times and faster working cycles. We take a closer look at its benefits as well as interviewing Oliver Arnold, the new owner of UK-based Quinto Cranes.

Vertimac 35

Cranes & Access visited Vertimac in Belgium which has quickly established itself as a major international player in the used aerial lift market.



In the next C&A

The next issue of Cranes & Access - scheduled for mid-March - will feature our main Intermat preview, a review of the New Orleans and Coventry rental shows, Mast booms and small electric/hybrid booms and Small to mid-range All Terrain cranes. If you have any contributions or suggestions, please contact our editorial team.

Batteries 39

Deep Cycle batteries are critically important factor in the running cost of electric scissor and boom lifts. We take a look at the latest developments in the market and what companies are doing to reduce costs and improve reliability.



Intermat taster 47

This year's big international construction equipment show is Intermat, which will be held in late April in Paris. We offer a brief 'show taster' along with some planning information to help you decide whether to attend or not.



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By three methods we may learn wisdom: first, by reflection, which is noblest; second, by imitation, which is easiest; and third by experience, which is the bitterest.

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Getting better or worse.....

Some of our more mature readers (myself included) will remember a time when improving safety on a construction site meant having fewer beers at lunchtime or not walking on scaffold poles six storeys up. I recall in 1980 seeing a client's consulting engineer with a fluorescent jacket and safety hat while everyone else on site was wearing donkey jackets and thinking "what a wally". My, how times have changed particularly with site

safety, PPE and equipment that promotes safer working practices.

The aerial lift has revolutionised work at height, providing a safe, stable platform from which to carry out tasks that in the past would have been done from makeshift scaffolding, a man-basket hanging from a crane or the bucket of an excavator. Platforms are inherently safe and highly efficient, speeding up work and cutting disruption. In the early days, boom lifts were promoted by manufacturers as being able to reach over production lines or busy streets to reach the work, while business continued as usual below. Increased health & safety awareness now means that pavements, walkways or work zones below a crane or platform are cordoned off, just in case anything falls or there is a problem with the machine. However some of our readers have recently questioned applications where manufacturers or users have appeared to ignore this principal.

For example aerial lift manufacturer Ruthmann has repeatedly used pictures in its promotional material of truck mounted platforms working over busy streets. Earlier this month Time Denmark supplied a customised 25 metre hybrid Versalift truck mount fitted with an elevating turret to renovate existing street lighting in Copenhagen. When operational the vehicle is parked at the side of the road and as in the promotional photos, the boom is extended over a busy street. In a response to a readers criticism, Time pointed out that Denmark only requires traffic management cones behind the machine and a person in a hi-viz jacket directing traffic. But is it right to work over a busy street?

Another recent product launch is the Genie Fall Arrest Bar - a sliding lanyard anchor point fixed to a platform's guardrails - for those who need to exit the platform at height. A few years ago JLG also launched an aviation boom lift with an external anchor point, for the user to attach his fall arrest lanyard when working outside the basket. Many safety officers feel that leaving the platform at height carries too many risks and issues such as if the person falls can the machine or the attachment withstand the dynamic loading etc...?

Are we becoming too extreme as we strive to eliminate risk from everyday life? And by trying to rule out almost every possible risk do we lose sight of the fact that using this equipment is a much safer way of working? The manufacturers - who are obviously in the firing line if anything goes wrong - are obviously confident that their products can be used safely in the way they are being promoted - but have risk assessments and safety gone too far?

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

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New Genie telehandler

Genie will launch a new 17 metre North American telehandler - the GTH-1256 - at the ARA/Rental Show this month. The new machine follows a European low boom design and features a 56ft/17m lift height with 12,000lbs/5.4 tonne capacity.

The GTH-1256 features a heavy duty four section boom, front stabilisers, hydrostatic drive, a side mounted engine with Deutz or Perkins Tier 4 turbocharged power units, fully enclosed operators cab, single multi axis joystick controls and a rear view camera. The company will also launch the GTH-636, a more traditional 11 metre high boom telehandler with 6,000lbs/2.7 tonnes lift capacity and 36ft lift height.

Haulotte and Manitou innovate for Intermat

Both Haulotte and Manitou are promising substantial innovative new product launches for Intermat in April. Haulotte - celebrating its 30th year in the access market - has a number of new models, including all-new Star 8 and 10 mast booms and a 20 metre version of its new HA16RTJ Pro articulated boom lift.

It has also said that it will unveil an all-new platform, details of which it has stubbornly refused to even hint at, apart from confirming that it will not extend its working height range. Haulotte will also show improved versions of its telehandlers equipped with Kohler diesel engines, which it says will be the first to comply with Tier IV final, without a diesel particulate filter.

Manitou is also being coy about its plans, saying that it will unveil a radical new access product - possibly in the 12 to 14 metre range - that will be simpler to operate and according to the company a 'game changer' - a lot to live up to! On the telehandler front it will launch the new MT625 Easy, a simpler, smaller engined version (without diesel particulate filter) of its popular MT625, targeted at rental companies and construction.



Haulotte will launch a 20m version of its HA16RTJ Pro.

Genie Fall Arrest Bar

Genie has introduced the Fall Arrest Bar, a sliding anchor point for boom lift users who need to exit the platform at height.

The device will be sold as an accessory, and is currently available for ANSI and CSA booms, and may be available on CE models at a later date. The device attaches to 1.8 or 2.4 metre wide platforms on all Genie telescopic boom lifts except the S-125HD, and on all articulating boom lifts from the Z-45 up.

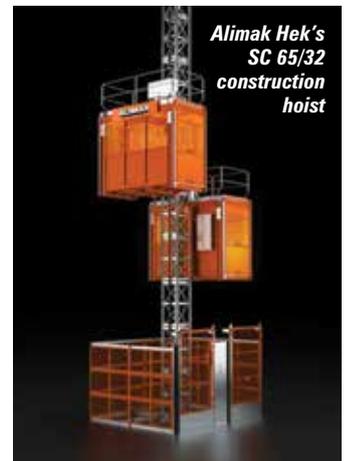


Genie Fall arrest bar

Alimak launches UK construction hoist

Alimak Hek has introduced a UK version of its new Alimak SC 65/32 construction hoist following its recent launch. The new passenger/material hoist is available in single or dual car configuration with payloads up to 2,400kg and car sizes of 1.5 x 3.2 metres. Available with Direct-On-Line or Frequency Control drive, the hoist uses high-strength materials to reduce energy consumption and reduce wear.

Alimak Hek managing director Rolf Person said: "Unlike our modular hoists, this new model comes in one size, with a fixed set of features. We are convinced the Scando 65/32 will be a great success in Europe and in particularly the UK, especially for those customers who demand a more functional operation without the need for special solutions, which applies to large portions of the rental and construction market."



Alimak Hek's SC 65/32 construction hoist

Manitowoc to split

At the end of January Manitowoc announced plans to separate its Crane and Foodservice businesses into two independent, publicly-traded companies by 2016.

The move follows pressure from Carl Icahn - who acquired a 7.7 percent stake in the company in December - supported by at least one other large shareholder. The company subsequently sealed a deal with Icahn, agreeing to separate via a tax-free spin-off of the Foodservice business into a new public company, while offering him a seat on both boards, and freeing him to increase his stake to 14.99 percent. In exchange Icahn has agreed not to contest Manitowoc board elections for 2015. In 2014 crane revenues were \$2.3 billion and Foodservice \$1.6 billion.



AFI acquires SAS assets

UK rental group AFI has acquired the assets and goodwill of Safe Access Solutions (SAS) following the appointment of an administrator.

An AFI statement said: "We are pleased to announce that AFI has acquired the assets and goodwill of Wolverhampton based Safe Access Solutions from its administrators, the business will be integrated into our West Midlands operations, providing an excellent opportunity to further develop our activities in the area by gaining additional revenue for our existing infrastructure."





The 70 tonne Grove GHC75

Grove badged Sennebogens

Sennebogen has concluded an own label supply deal with the Manitowoc group to provide the company with three Grove branded telescopic crawler cranes, as part of a long term strategic partnership for the Americas.

The three cranes - the 50 tonne GHC55, 70 tonne GHC75, and 120 tonne GHC130 feature 30.4, 36 and 40 metre main booms respectively and are based on a new Sennebogen's 50 tonner the 70 tonne 673 and 120 tonne 6113 telescopic crawlers. They will all be built at the Sennebogen plant in Straubing, Germany. The cranes will be sold and supported through the Grove dealer network, exclusively in North, Central and South America.

Liebherr tower crane elevator

Liebherr is to launch an innovative self-contained tower crane elevator at Intermat dubbed the LiUP. The two man, 200kg capacity elevator rides either on the inside or the outside of the tower using a double rack and pinion drive with dual rails, which can be left permanently installed within the tower.

The elevator is fully self-contained and autonomous, using a lithium ion battery power pack mounted at the base. When the elevator descends a regenerative power unit re-charges the battery. As it does not require supply cables, ropes or drag cables it can be installed and removed quickly and easily. The elevator can be fitted to new or old towers and possibly to other brands of tower crane. The product also won an Intermat gold award for innovation.



The LiUP elevator is installed internally on larger tower sections.

Terex acquires Dueco

Terex has acquired the assets of Dueco - Terex Utilities' largest distributor and mounting company. Based in Wisconsin, Dueco is responsible for Terex Utilities sales and service across 17 states.

While details of the transaction have yet to be released, early plans suggest that the Dueco support network will merge with Terex Services to provide additional product support coverage, which could also be used to help support other group products, including Genie.

Dueco - founded by Pete Dalum in 1955 - has expanded its business rapidly in recent years and was appointed as a Fassi dealer in 2011. In May last year Terex added Wyoming and Montana to its territory.



Hiab's X-HiPro 1058 will be its biggest loader crane to date

Hiab to launch biggest crane to date

Hiab has announced the launch of its largest loader crane to date - the 90 tonne/metre X-HiPro 1058. When fitted with a jib the 1058 has a maximum radius of 34.5 metres and a height of 38 metres, making it well-suited for lifting heavy and bulky materials.

The company says that the X-HiPro 1058 is the first in a series of new heavy lift cranes. Features include the company's new Variable Stability Limit+ system which automatically uses any extra load on the chassis as counterweight and new faster chain-driven outrigger system with two stage beams and dual cylinder jacks.

New products from JLG

JLG will unveil a number of new products at the ARA and Intermat this year. Details are sparse but will include new hybrid boom lift models which will extend the hybrid articulated boom range from 34 to 66ft, employing the same concept as the current H340AJ with four wheel AC electric drive and both battery electric and diesel power sources.

Intermat will also see substantial updates to its premium ES scissor lift range, with a new steel deck, new steel covers, an increased overall width from 30 to 32 inches and new controller to meet the latest European standards. Finally it will also show a new 26 metre spider lift - the X26J Plus - with a 230kg unrestricted platform capacity and lithium ion power pack. A new jib design and platform rotation will offer good up-and-over capabilities, while a high power electric motor provides 20 percent more torque and 43 percent more speed than other models.



The JLG H340AJ hybrid boom lift.

Tadano moves European parts to UK

Tadano is significantly expanding the replacement parts warehouse and inventory holding at its UK distribution facility, in Tankersley, South Yorkshire, converting it into the main parts source for the whole of Europe and Africa. The parts inventory has initially been increased to just over €1 million.



HTC sells hoist division

UK-based tower crane company HTC Plant has sold its hoist division to the UK subsidiary of Dutch rental company Reco Hoists for an undisclosed fee. All 41 employees, together with all contracts and agreements will be retained.

HTC contracts manager Marcus Percival will also transfer to Reco Hoists to head the team, while HTC will continue to play an active part during the transition period.

Duncan Salt, managing director of P C Harrington which owns HTC, said: "The core activity at HTC is our tower crane operation, an area that we want to develop further. Reco is an extremely reputable and well thought of hoist business, active in mainland Europe, which has wanted a UK operation for some time. The deal gives them a ready-made hoist operation in the UK and enables HTC to concentrate more actively on its core crane hire business, which is experiencing strong demand."

HTC Plant originally acquired the hoist division from Hewden Stuart at the end of 2007.



Ruthmann stop/start by Gerken

German rental company Gerken has collaborated with Ruthmann to develop a stop/start system for its truck mounted lifts. On standard units the engine runs constantly, even when no platform function is being operated.

Gerken engineers have developed a system which cuts the engine 15 seconds after the last movement and then restarts it once the operator moves a controller. The starter batteries are monitored to prevent them draining below a certain level. Managing director Christian Gerken said: "We are very proud to have taken this system to the production stage. It has always been a thorn in my side that fuel is wasted and the environment polluted when the engine runs when not needed."



Gerken has developed a stop/start system for its truck mounted lifts.

More Kobelco cranes for GH Johnson

UK rental company GH Johnson Crane Hire has purchased two new 80 tonne Kobelco CKE800G crawler cranes, taking its Kobelco crawler crane fleet to 18. Five units delivered over the past 12 months, including three 135 tonne CKE1350G and two 110 tonne CKE1100G. The two new 80 tonners will arrive in April, following an inspection at the factory in Japan this month.



A Kobelco CKE1350G on site in Beckton, East London rigged with 30m of main boom, lifting 55 tonnes.



The new CTE Z23.2JH

CTE unveils new Zeds

CTE has introduced new versions of its 21 metre Z21JH and 23 metre Z21JH 3.5 tonne truck mounted lifts. The new machines have been redesigned with a lower overall weight by using ultra-high yield SSAB Docol steel.

Up and over reach has been improved, with a 230kg unrestricted platform capacity. The platform has been redesigned with a new 180 degree platform rotator, a dual top rail for finger protection and a new control station including dead man pedal. The lower controls have also been redesigned.



The CTE Z23.2JH platform: caption: The new CTE Z21 and Z23.2JH include a new platform and rotator, new structure and new controls.

A tamper-proof proximity switch on the boom rest ensures that the machine is properly stowed before moving off. The extended outrigger width is less than three metres as is the overall height.

The first production unit was delivered to Smart Platform Rental, the UK's largest self-drive truck mounted rental specialist. Managing director Andy Burt, said: "The new Z23.2JH slots right into our equipment line-up, offering a greater knuckle height and practical fly jib solution on a true sub-3.5 tonne vehicle mounted package. This year we are purchasing 20 new truck mounts, including five CTE Z23JHs and five CTE Z21JH for expansion, with the remainder forming part of our fleet replacement programme."

Global Parts Centre for Kobelco

Kobelco Cranes has officially opened its new Global Parts Centre in Singapore. The centre is strategically located to supply Asia Pacific and Australasia regions as well as Europe, Africa and the Middle East, from a single location. The initial stock holding is valued at ¥400 million (\$3.4 million) and will be expanded to ¥1 billion (\$8.5 million) by 2020.



The ribbon cutting ceremony at the new Kobelco Global Parts Centre.

UK first for Crowland



The first Tadano ATF100G-4 to arrive in the UK immediately heads off to its first job

Peterborough-based Crowland Cranes has taken delivery of the first four axle, 100 tonne Tadano ATF 100G-4 All Terrain. The new crane is equipped with Euromot 4/EPA Tier 4f engines in the carrier and superstructure, a 51.2 metre six section main boom plus 10 to 18 metre bi-fold extension and a new counterweight system.

First UK LTM1300-6.2 delivered

King Lifting has taken delivery of the UK's first 300 tonne LTM1300-6.2 six axle All Terrain crane. Ordered shortly after its launch at Bauma 2013, the LTM1300-6.2 features a single engine which powers both the carrier and the crane superstructure via a combination of mechanical shafts.

The new crane features a 78 metre main boom and has been ordered with the full 70 metre luffing jib, 22 metre bi-fold swingaway extension with hydraulic luffing and two seven metre extension sections. King has also taken a 200 tonne five axle LTM1200-5.1 which will share the extension inserts with the LTM1300. King Lifting now has eight Liebherr cranes in its fleet, all of them delivered since the start of 2014.



King Lifting's new Liebherr LTM1300-6.2

Fork Rent chooses Manitou

UK-based telehandler rental company Fork Rent has placed a record order for 150 Manitou MT625 compact telehandlers along with 20 new boom lifts. This latest purchase - along with the 50 MT625s taken last year - constitutes the largest single order ever placed for the 2.5 tonne/six metre MT625. The boom lift order comprises a mix of the 16 metre 160ATJ and 18 metre 180ATJ articulated booms.



Fork Rent has ordered 200 Manitou MT625s in the last 10 months

Travis Perkins adds Hiab

UK-based builders merchant Travis Perkins has ordered a large number of new Hiab loader cranes with capacities ranging from four to 14 metre/tonnes. The order includes the 044-2 Hi Duo, 077-2 Hi Duo, 099-2 Hi Duo, 122-2 Hi Duo and 144-2 Hi Duo models, all of which will be equipped with Hiab's latest telematics technology delivering real-time information including data on operating cycles and the number of lifts carried out, together with maintenance and diagnostic indicators.

Additional safety features include the company's VSL variable outrigger positioning system with a pressure readout for each leg, its new Power Line Logic system which is said to help prevent contact with power lines and its operator protection system. Travis Perkins has 1,987 outlets across the UK and Ireland.



(L-R) Graham Bellman of Travis Perkins with Hiab's key accounts manager John Bailey



C&A

news

Palfinger fold assist

Palfinger loader cranes has launched the P-Fold assistance system on its PALcom P7 radio remote controller which will be available on all cranes in its SH model series from the PK 42002 SH to the top of the line PK 200002 LSH.

The assist system is activated with the crane in fully stowed position and can then be moved with a single control lever, with the intelligent P-Fold controls taking over co-ordination of the crane movements until a defined working position is reached. Once the lift has been completed, the crane can be folded from any working position, with a single control movement including any fly jibs and hoists that might be fitted.

A room with a view...

A new hotel has opened in a fully renovated 50 metre harbour crane in Amsterdam, The Netherlands. Located on the NDSM Wharf - a working shipyard until 1984 - the Faralda NDSM hotel incorporates three lavishly furnished hotel suites.



The harbour crane in use back in 1974

Along with a broadcasting studio, and a hot tub on the roof, it offers a view of the city, which changes as the free-slewing crane weathervanes with the wind. The cost is €435 a night and for an extra €85 you can bungee jump from the top! This isn't the first harbour crane hotel in The Netherlands - there is another one in Harlingen, Friesland.



The Faralda NDSM hotel



One of the rooms in the Mystique suite

Record order for Ruthmann

Gardemann, the German subsidiary of UK-based Lavendon, has ordered 50 Ruthmann truck mounted lifts in a deal worth €6.4 million.

The order includes 22 metre TBR 220 and 27 metre TB 270 models mounted on 3.5 tonne chassis, as well as several 33 metre T 330.1 models on 7.5 tonne chassis. The order also includes a number of larger lifts, including the 48 metre T480, 54 metre T540 and 72 metre T720. Gardemann has also placed an order for the company's T190, which is scheduled to be launched later this year. The deal is the largest single order in the manufacturer's history, topping its previous record of €4 million, placed by Gerken last January.

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Articulated Jekko for Germany

Jekko has developed a version of its 2.5 tonne capacity SPX 424 spider crane primarily aimed at the German market.



The Jekko SPX424CDH

The new SPX 424 CDH features a three section hydraulic luffing telescopic jib, effectively converting the standard machine into an articulated spider crane with a reach of 13.5 metres, compared to a tip height of 9.5 metres on the standard crane's five section main boom. In spite of the extra attachment and reach, the overall weight of the machine remains at 2,300kg, allowing it to be towed on a two axle trailer in Germany. The company claims that it is the only crane in its class which can be transported on a 3.5 tonne flatbed trailer.

10 tonne spiders for Spain

Madrid-based electrical supplies and logistics management company Amara - a subsidiary Iberdrola - has taken delivery of two 10 tonne Unic URW-1006 spider cranes from local dealer Spain Crane International. The URW-1006 features a 23 metre, six section boom and jib, providing a hook height of up to 30.7 metres.

Monica Gomez, Amara communications manager, said: "Both machines are heading to the Caribbean, where they will be used in the repair and maintenance of electrical infrastructure networks."



(L-R) Jeanine De Cock - Unic Cranes Europe, Enrique Castrillo Gutierrez - Amara, Jens Carstens - Spain Crane International, Alvaro Martin Centeno - Amara and Scott Ainsworth - GGR

Hiab restructures

Loader crane manufacturer Hiab has announced changes to its organisation in order "to further develop its operating structure to improve profitability and to grow faster than the market".

The new structure creates five divisions with profitability and cash flow responsibility: Loader cranes, headed by Joakim Andersson, Forestry cranes, headed by Jon

Lopez, Demountables, headed by Conor Magee, Truck mounted forklifts, headed by Keith Quigley and Tail lifts, headed by Johan Sandberg.

Each of the five will be responsible for operations, product development and supply chain functions. Meanwhile sales and marketing, sourcing and technology and quality development will remain as single



PM cranes are likely to be built in North America as well as Europe.

PM to be built in North America

As Manitex finalised its acquisition of Italy's PM group at the end of last year, it announced that PM cranes will be built in North America as well as in Europe. The \$107 million acquisition - which includes PM loader cranes and Oil & Steel work platforms - was agreed last July. The addition of PM, together with ASV - Manitex's new joint venture with Terex - will take annual revenues to around \$500 million.

Manitex International's chief executive David Langevin, said: "Knuckle boom cranes have been gradually gaining traction in the North America and we believe that this is a very exciting opportunity for Manitex and our shareholders. We expect to introduce the new product line throughout our North American dealerships this year."

Terex Explorer open day

In late January Terex Cranes UK held an open day at its Long Crendon premises offering customers a chance to tour the facility and view the first Explorer 5600 All Terrain cranes to arrive in the UK. The units for Southern Cranes & Access, ABA Crane Hire, King Lifting and Sangwin Crane Hire will be delivered this month.

ABA's Explorer 5600 All Terrain crane - one for four being delivered to UK rental companies this month



The five axle single-engine Explorer 5600 features a seven section, 68 metre main boom, plus a 21 metre bi-fold swingaway with a 12 metre straight insert, for a maximum tip height of 94.6 metres. Other cranes on display included a 40 tonne AC40/2L City crane for King Lifting, two 60 tonne Challenger 3180s for AB2000 and Sparrow Crane Hire and a 220 tonne Explore 5800 for HTC Plant.

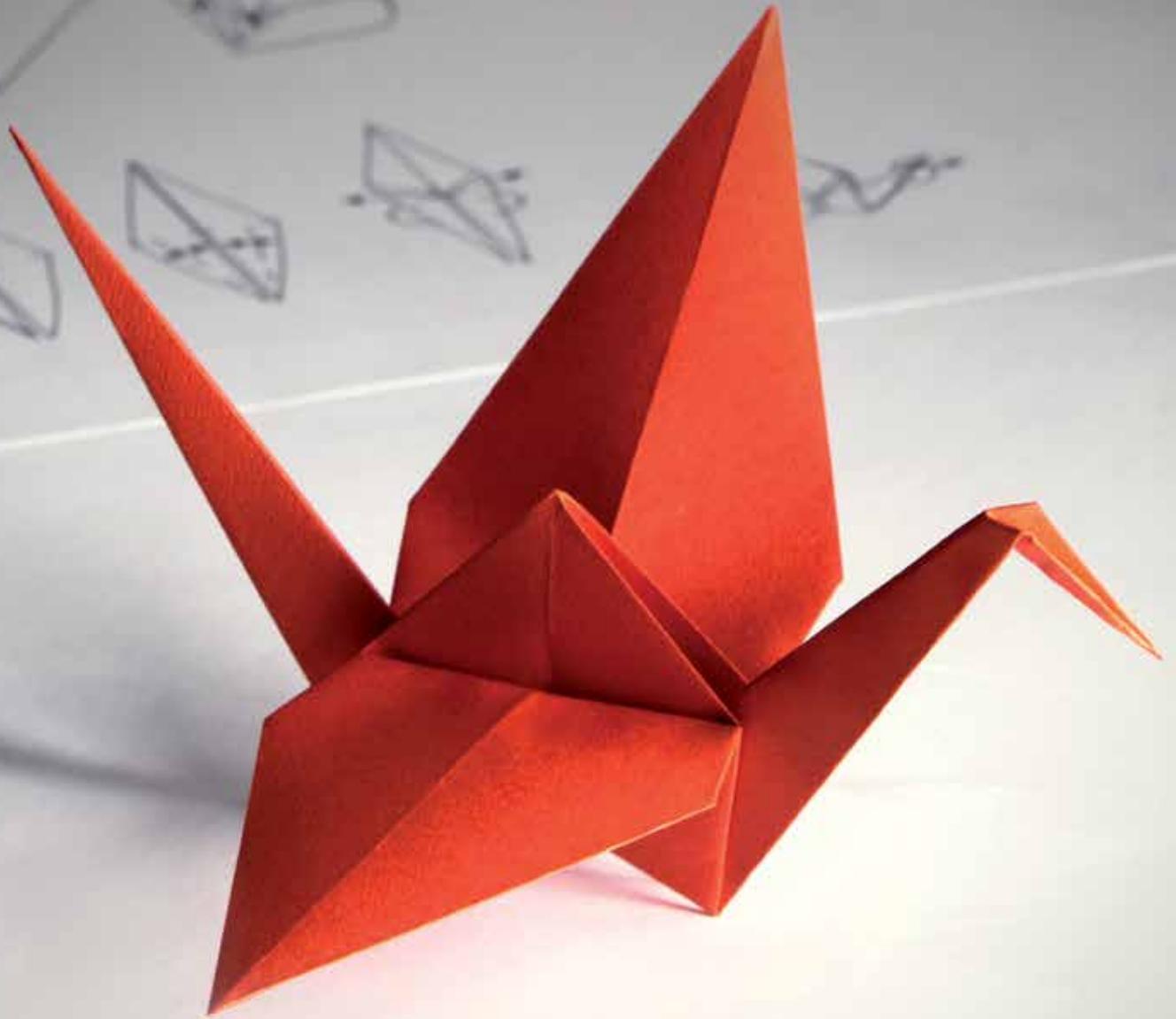
centralised departments, with sales and marketing headed by Carl-Gustaf Göransson, sourcing by Hans Lindblom and technology and quality development by Rafal Sornek. Simon Greaves joins as head of finance/business control.

Hiab president Roland Sundén said: "The previous model has served Hiab well during the turnaround phase, focusing on building a solid

business foundation and improving profitability. In the next phase we need to prepare Hiab for growth and develop operational excellence, requiring a more accountable and responsive organisation."



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Financials round-up

Palfinger breaks a billion

Palfinger has posted an 8.4 percent increase in 2014 revenues at €1.06 billion. Pre-tax profit for the period dropped 10 percent to €54.6 million on lower second half sales in Europe, and a poor first quarter in North America along with fluctuations in exchange rates in South America and Russia.



Subdued start for HSS

Shares in UK rental company HSS had a slow start in the first week of trading on the London Stock Exchange falling as low as £1.95, following the £2.10 launch price which valued the company at £325 million.



Manitou lifts revenues 6%

Manitou has announced full year revenues of €1,246 million, six percent higher than in 2013. The telehandler/aerial lift division saw revenues rise by four percent to just under €800 million, while the compact equipment division - largely Gehl - improved 17 percent to €240 million. The service and support business also managed a three percent increase at 206.8 million.



Profit spike at Kobelco Cranes

Kobelco cranes reported nine month revenues of ¥51.7 billion (\$440.6 million), an increase of 29.8 percent on last year. Operating profit leapt 75 percent to ¥4.5 billion (\$38.3 million). The company expects the trend to continue and confirmed full year revenue forecast of ¥71.6 billion (\$610 million) - almost 27 percent up on the year, with operating profits up 75 percent to ¥5 billion (\$42.6 million).



Manitowoc Crane slips further

Manitowoc Crane has reported revenues for the full year of \$2.3 billion, eight percent down on 2013, mainly due to lower sales of Rough Terrain cranes and boom trucks. Operating profits for the 12 months were \$163.9 million - 25 percent lower than in 2013. The order book at the end of the year was 28 percent higher than at the end of 2013. Manitowoc has also announced plans to spin off its Foodservice businesses into a separate publicly-traded company in 2016.

JLG up 7% on strong telehandler sales

JLG has reported first quarter revenues up 7.5 percent to \$716.7 million. Aerial lift sales fell 12.5 percent to \$277.3 million due to lower sales in South America, while telehandler sales jumped 33 percent to \$290.4 million, thanks to shipments ahead of price increases and Tier 4 engine changes. Other revenues increased 11 percent to \$149 million, but operating income fell 14.5 percent due to product mix and higher product development spending. The backlog increased 69 percent to \$7993.3 million.



United races past \$5 billion

US-based United Rentals has reported full year revenues of \$5.7 billion, an increase of 14.7 percent on 2013 and a new record. Pre-tax profits were \$850, million more than 40 percent higher, due to higher rental rates and better utilisation. The company will exceed \$6 billion in 2015.



Lavendon tops expectations

Lavendon says that it will achieve the top end of its 2014 forecasts. Nationwide Platforms in the UK saw revenues rise seven percent, thanks to higher rates and a favourable machine mix. The Middle East ended the year 15 percent higher, while Gardemann in Germany achieved a positive fourth quarter, ending the year three percent below last year, while France grew eight percent, and DK Rental in Belgium posted a 13 percent decline.



Haulotte up 20%

Haulotte saw total revenues for 2014 improve 20 percent to €412.6 million. New equipment sales were €349 million, 23 percent higher than in 2013, while revenues at its rental operations increased just four percent to €23 million. Revenue from services - which includes product support - came in at €40.6 million an increase of 13 percent on 2013.



Profits up at Hiab

Hiab reported revenues of €840 million for 2014, virtually the same as last year, while order intake improved five percent to €909 million. Operating profit for the period was €42.5 million compared to just €400,000 in 2013. The order book at the end of the year was up 30 percent at €264 million.



Speedy up 10%

UK-based Speedy issued a third quarter trading update, with revenues for the first nine months up 9.9 percent. It expects the full year to be as forecast.



Hard year end for Rami

2014 revenues at Ramirent were €613.5 million, 5.2 percent down on 2013, while pre-tax profits declined more than 28 percent to €42.5 million. Fourth quarter revenues were 4.1 percent lower while pre-tax profits were half 2013 levels at €6.4 million.





IMT's new 22.3 tonne/metre 28562 loader crane.

IMT adds to loader range

US loader crane manufacturer and distributor Iowa Mold Tooling (IMT) has added a new 22.3 tonne/metre loader crane, the IMT 28562 to its range.

The new model combines the capacities of its 22.3 tonne/metre IMT 16000 and the outreach of its IMT 24562, lifting a maximum capacity of 2.58 tonnes to a radius of eight metres. At its maximum radius of 19 metres it can handle just over a tonne. Features include radio remote control, the company's RCL 5300 rated capacity limiter and a 420 degree rack and pinion slewing system. IMT's hydraulic crane range now consists of the 22.1 tonne/metre IMT 16000, the 18.2 tonne/metre IMT 24562 and the IMT 28562.

IPAF announces winners

PAL card holders from around the world won prizes in its 'Verify and Win' draw, celebrating the one millionth PAL card issued. The five winners of the all-inclusive trip to the IPAF Summit and International Awards dinner were: Natalie Bird, Reanne Graver, Colin Simpson, John Tominay and Richard Willis. A further 10 entrants won IPAF Powered Access Rental Market Reports.

The first five cards drawn have won a free trip to the IPAF Summit and awards dinner in Washington.



NCSG acquires Energy Crane

Canadian crane group NCSG Crane & Heavy Haul has acquired all of the equity of Energy Transportation of Wyoming, which also trades as Energy Crane and Rigging. NCSG is majority owned by two private equity firms and has been back on the acquisition trail since September 2014 and will take over the ongoing operations and working capital of the business, while the cranes and equipment will be sold off separately. Energy Transportation's founder and owner, Dan McGlade will continue to be an owner in the business through the purchase of a stake in NCSG as part of the transaction. Energy Transportation is the largest supplier of fully operated crane services,

specialised rigging and heavy haulage in the state of Wyoming, and a leading supplier in Montana, Colorado, Texas, New Mexico and adjacent states. It operates a fleet of All Terrain, truck and crawler cranes up to 600 tonnes capacity.





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PART OF **HSS** Hire

Ramirent is to appoint two new non-exec directors **Anette Frumerie** and **Tobias Lönnevall**. **Erkki Norvio**, **Peter Hofvenstam** and **Gry Hege Salsnes** will step down.



Tobias Lönnevall



Anette Frumerie

UK-based **GH Johnson Crane Hire** has bought two 80 tonne **Kobelco CKE800G** crawler cranes

Summit Platforms in the UK has appointed **James Watson** as director. **Custom Equipment** has appointed **Brad Perrine** as Northeast territory manager.



Brad Perrine

Cramo has acquired Helsinki-based rental company **Vuokra-Pekati**.

Kalmar has launched a **Gloria** reachstacker for empty and semi-laden containers.

Jersey based 4 Hire has taken delivery of a **Bobcat T40180** telehandler.

Upward Powered Access has added more **Niftylift** booms and **Skyjack** scissor lifts to its fleet.

AFI has hired former employees **Brian Parker**, **Darren Kesterton** and **Paul Maxwell** as part of a new business development team.



Brian Parker

Peinemann has taken delivery of a new **Spierings SK1265-AT6** mobile tower crane.

GGR has achieved gold status for Transport for London's Fleet Operator Recognition Scheme.

Ommelift Germany has appointed **Christian Lohnhardt** as an area sales manager.

Alan Peck has been promoted to sales director at **Kranlyft UK**.



Alan Peck

UK rental company **APL** has taken delivery of a **Niftylift HR28 Hybrid** boom lift.

Genie has appointed **Anders Mantere** as product manager for telehandlers.

Manitowoc is moving its Brazilian parts warehouse into its production facility.

UK-based **Elavation** has taken its fourth **Niftylift HR28 Hybrid** boom lift.

Safety & Access of the UK and **UG group** have opened a **CISRS** training centre in India.

UK heavy lift & haulage company **Merritts** has appointed **Ian McArthur** as training manager.



Ian McArthur

Indian access specialist **Mtandt** has opened an office in Mumbai, its third in West India.

South American crane and access veteran **Fulvio Gomes** has died.

UK access veterans **David** and **John Barton** have established access rental company **Quick Reach**.

Genie has launched a lanyard anchor point for boom lift users who need to exit the platform at height.

Moba UK has appointed **Ian Lewis** as managing director.

German rental company **Cegema** has appointed **Jens Jarchow** as managing director.



Jens Jarchow

Hewden has appointed **Adrian Murphy** as its chief executive following the departure of **Kevin Parkes**.

Palazzani has delivered two 30 metre hybrid spider lifts to projects in Cairo, Egypt.

Brazilian-based **Mills** has dismissed **Rogério Bregaglio** head of Heavy Construction and eliminated the role.

UK crane veteran **Syd Appleyard** has died.



Syd Appleyard

AFI has gained Gold status under London's Fleet Operator Recognition Scheme.

Speedy non-executive director **Michael Averill** will leave at the end of February.



Michael Averill

Terex Utilities has appointed **Jonathan Harlan** as director of customer responsiveness.

George Kalinka former district manager for **UpRight** international has died.

Swedish software specialist **Infobric** has opened **Infobric UK** with **John Robertson** as sales director.



John Robertson

IPAF has appointed **Maurizio Quaranta** as country representative for Italy.

Ainscough Industrial Group, has launched **AIG Electrical**.

The **NCCCO** US crane operator certification company is celebrating its 20th anniversary.

DM Service of Italy has taken delivery of a new **Isoli PNT 230**.



Isoli PNT 230

Ruthmann has appointed **Günter Fuchs** as regional sales manager S.E Germany.

Barnhart Crane and Rigging has acquired **E.J. Cattani & Sons of Ladd**, Northern Illinois.

Terex Utilities has appointed **Oswaldo Jimenez** as a sales account manager in South Texas.



Oswaldo Jimenez

Konecranes UK has appointed **Natasha Cairns**, its first female field service technician.

Andrews Crane Hire Sydney has taken delivery of a **Terex Franna AT20-3**.

Teams from three Dutch access companies entered the 7,000km drive to the **North Cape** for charity.

Slovakia's Ministry of Transport has taken delivery of a **CMC PLJ 250** truck mounted lift.

Liebherr's mobile harbour crane division posted record sales in 2014.

Ramirent is moving from six to two regions - Scandinavia and North Central Europe.

Loxam has ordered the first three **Palfinger P480NX** truck mounted lifts in the UK.

Wong Meng Choong, group chief operating officer of **Tat Hong Asia** has left the company.



Wong Meng Choong

LH Construction and Machinery has taken delivery of a **Liebherr LTM1300-6.2** and two **JLG 1850SJs**.

JMG has appointed **Trac-TOR** as dealer for Russia.

IAPS has rebranded its French business as **Nacelexpert** following the sale of its parts business to **TVH**.

UK-based **Prolift Access** has taken 12 **Skyjack** scissor lifts for its new Bristol depot.

UK-based **Dewsbury & Proud** has taken delivery of a **Grove GMK5130-2**.

Link-Belt has promoted **Missy Walden** to credit manager.

Ron Schad has joined **Liebherr Nenzing** to lead its sales efforts in the Midwest.



Ron Schad

Teupen has appointed **Shanghai Horizon** as distributor for mainland China.

Lee Kramer president of **Xtreme Manufacturing** died suddenly from pneumonia.

Skyjack has appointed **Doug Mingst**, **George Kidwell**, and **Richard Pomponio** as territory managers.



Doug Mingst

George Kidwell

US-based **We Energies** has taken delivery of its first **Ondyne** hybrid powered **Terex Utilities** bucket truck.

UK rental company **Lifterz** has purchased six new service vans.

The **Lotte World Tower** in Seoul, Korea, has taken delivery of a 42 metre **TCA Falcon FS420** spider lift.

Adare Machinery of Limerick, Ireland has been appointed a **Bobcat** dealer.

Maxim Crane has appointed **Allen Wenturine** as industrial account manager in the North East region.



Allen Wenturine

CLM Construction Supplies in the UK has moved to larger premises.

Palfinger has acquired marine winch and handling supplier **NDM**.

Daniel Pitzer has replaced **Georg Diesch** as president of **Liebherr Cranes Inc** in the USA.

UK **Genie** dealer **Workplatform** has appointed **Dean Brooks** as operations manager.



Dean Brooks

Germany's **Mateco** has acquired **Irmeler Wob-Lift**.

Davies Crane Hire of UK has taken delivery of a **Liebherr LTM1060-3.1**.

Blüggel Krane has taken the first **Terex Explorer 5600** in Germany.

T H White has appointed **Transloader** as **Palfinger** dealer S.East England.

Genie has started manufacturing telehandlers at the **Terex** plant in Oklahoma City.



Carlo Vinci

AFI has appointed **Carlo Vinci** to the newly-created position of customer service director.

BlueLine Rental has acquired New Jersey-based **Trico Lift**.

In the UK **JMS Access** has taken delivery of its 1,000th aerial lift.

Australia's **NO Group** has acquired **CQ Group** of Nebo, Queensland.

Link-Belt has promoted **Dallas Coffey** to general manager Mid-Atlantic.



Dallas Coffey

US-based **Acme Lift** has completed its \$109.1 million financing deal.

Manitex has agreed new and amended credit facilities.

Kimberly-Clark has taken delivery of a **Galizia G20** pick & carry crane.

Speedy of the UK has appointed **Russell Down** as group finance director.

Ashtead's Sunbelt Rentals has acquired **Theros Equipment**, of Warrenton, Virginia.

Gardemann, has ordered 50 **Ruthmann** truck mounted lifts.

Hird, the UK sales & rental company, has taken two **Unic URW-706** spider cranes.



Markus Happ

Genie has appointed **Markus Happ** and **Uwe Wiedemeier** as territory sales managers in Germany.

Manitowoc is to spin off its food division and give **Carl Icahn** a seat on both boards.



Uwe Wiedemeier

HSS had a slow start in its first week of trading on the London Stock Exchange.

Terex has acquired **Terex Utilities'** largest distributor - **Dueco**.

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Hybrid - the new buzz word

One of the buzz words at the moment on any engine powered product - from cars to access platforms - is hybrid. But as with the word 'Turbo' in the 1970s and 1980s which was added to everything from aftershave to sunglasses, it is being applied to a variety of different solutions to improve fuel efficiency and emissions.

In the crane and access sector the number of 'hybrid' machines continues to grow. Several manufacturers now produce hybrid booms, scissors, spiders and truck mounted platforms including JLG, Genie, MEC, Holland Lift and Versalift. There are even cranes with hybrid drives such as the Spierings City Boy.

But what is a hybrid machine or drive?

A generally accepted definition of a hybrid vehicle is one that uses a mixture of power or fuel sources together with other mechanisms to capture and re-use energy. This may include:

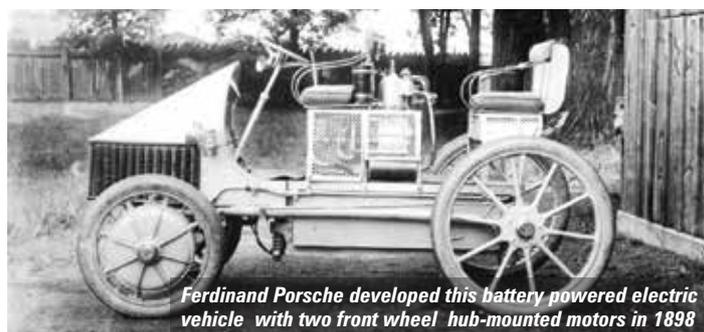
- Hybrid electric which uses both a traditional internal combustion engine and an electric battery motor/generator to provide motive force and energy recovery.
- Hydraulic hybrid which employs both a traditional internal combustion engine and a hydraulic motor/pump to provide motive force and energy recovery system.
- A dual mode hybrid vehicle which uses power from two sources of the same type
- Flexible-fuel vehicle, a hybrid vehicle which can use more than one type of liquid fuel for its internal combustion engine (commonly petrol/LPG or petrol/alcohol or petrol/ethanol)

Like most engineering ideas the hybrid was developed way before you would ever imagine. Among the first hybrid designs was a system introduced in 1900 by Belgian car maker Pieper, which used a petrol engine to charge the batteries at cruising speed and then combined both the petrol engine and under-seat electric motor to accelerate or climb a hill.

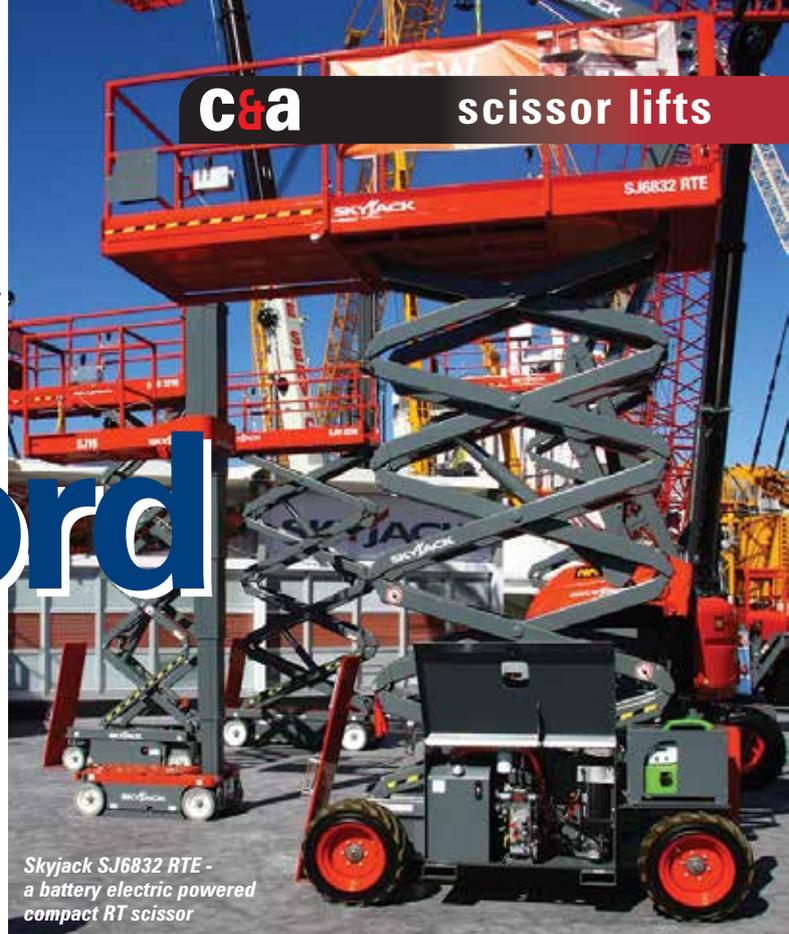
Possibly even earlier - around 1898 - Ferdinand Porsche developed a two wheel drive, battery powered electric vehicle with two front wheel hub-mounted motors. A later version - a 'series hybrid' - used hub-mounted electric motors in each wheel, powered by batteries and a petrol generator.

While hybrid power systems were used throughout the 20th century they tended to be restricted to automotive products - cars, trucks and buses - primarily to overcome concerns about environmental damage/global warming.

In the access equipment sector it was roughly 100 years (in the late



Ferdinand Porsche developed this battery powered electric vehicle with two front wheel hub-mounted motors in 1898



Skyjack SJ6832 RTE - a battery electric powered compact RT scissor

1990s) after Porsche's development that the system found its way into machines such as Niftylifts Bi-Energy HR12 and a petrol generator fitted to Economy slab electric scissor lifts by European importer Kranlyft. A few years later UpRight took this a step further by fitting a diesel powered generator to its LX electric Rough Terrain scissor lifts and AB38 boom lifts, both of which featured direct electric drive hub motors. The idea of an electric powered Rough Terrain scissor lift was not taken up by others and never widely adopted. Until now that is.

But why bother with electric/bi-energy?

The internal combustion engine is a major source of air and noise pollution, while diesel engines are facing constant pressure to meet ever tighter emission standards. On top of this the electric motor is far more efficient than a combustion engine, particularly

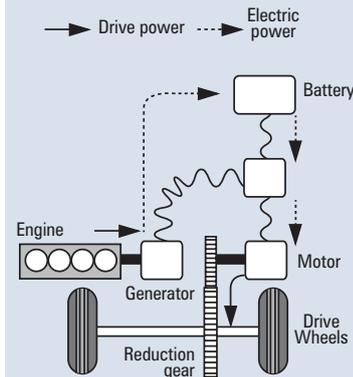
when regenerative energy can be captured. Electric and bi-energy development has also been helped by improved electric drive technology and lower component prices. They are also more environmentally friendly with zero emissions - at least at the point of use - and low noise, which for access equipment means being able to work indoors and during the night without causing problems.

The three types of hybrid system

Series hybrid

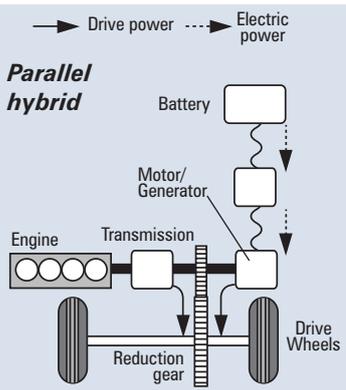
In this system the power to the wheels always comes from the battery to the drive wheel motors and/or hydraulic pump. A small engine and generator can be started - either manually or automatically - to supply electricity to charge up the batteries as they are depleted.

Series hybrid



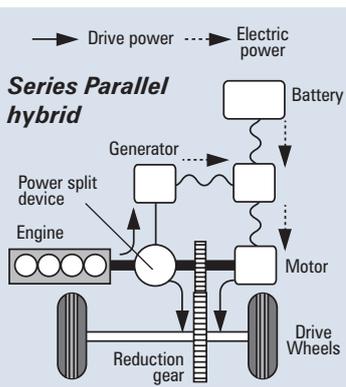
Parallel

In a parallel hybrid system, the power can come from either the engine or the electric motor, depending on the prevailing conditions. For example when inside you will want to use electric power, but when maximum traction or long distances are to be covered, you use the diesel engine, which can also top up the batteries. Some will recognise this as the 'true Bi-Energy' systems adopted by Niftylift and then Genie on their boom lifts in the 1990s.



Series/parallel hybrid system

For many the series/parallel system is the 'true hybrid' in that not only can the two power sources power the machine independently, but they can also be combined to provide maximum power for situations such as driving up steep grades or through heavy mud. This allows a smaller, more fuel efficient engine to be used without compromising on maximum power output. Smaller engines are often excluded from having to meet the latest emission standards, or meet them more easily. In this system the engine can often also run a generator to top up the batteries. The Niftylift and Holland Lift hybrid systems work in this manner with the diesel engine running the main electric motor which drives the hydraulic pumps, the motor can also be used as a generator to top up the batteries remotely.



For manufacturers the substantial and ongoing engineering investment required to meet new emission levels every few years, not to mention the increased costs and maintenance requirements of the more sophisticated engines makes a hybrid solution increasingly attractive. The lower prices and improved specification of the latest electric drive motors have also encouraged manufacturers to switch to one form of hybrid drive or another, as has the superior efficiency, power and braking direct electric drive offers. By adding a small diesel power pack you have the very best of both worlds in terms of performance, while overcoming the high cost of engineering a new engine installation.

Some would say that these diesel recharging packs currently seen on some scissor lifts are not 'true' hybrids, although this is a similar debate to the different Bi-Energy systems of the 1990s. Some units do have what they call a 'hybrid setting', which allows the system to monitor the charge in the battery pack and then start the diesel motor automatically when the batteries reach a certain level of discharge, in order to top them up. There is also an 'always off' switch, so that the engine has to be started by the operator, preventing it kicking in automatically while working indoors, or an 'always on' position, useful when working outside and when the batteries are in need of being topped up when no mains power is available. The key to the effectivity of these recharging hybrids is whether the batteries can be topped up while the machine is being operated, and whether the topping up can match the power being drawn. If not then this is definitely not a full hybrid. The UpRight LX and AB38 machines for example had a line contactor that cut battery charging while a machine function was being operated. So that driving long distances with the engine running was only adding noise and heat to the situation, rather than any power.

Niftylift hybrid system

Niftylift was one of the first manufacturers to launch a true hybrid platform - not on a scissor lift of course - but on one of its articulated booms. The system



The Nifty HR28 Hybrid uses a series/parallel hybrid system

uses a diesel engine coupled to an electric motor in a series/parallel fashion. The company has for a long time produced bi-energy machines - electric and diesel, and it is this concept that has evolved into its far more efficient hybrid offering. The system uses a much smaller three cylinder diesel engine than would usually be needed for the size of machine, reducing fuel consumption by up to half. The engine can power the machine completely independently, however for maximum tractive effort the electric motor kicks in to top up the power flowing to the hydraulic wheel motors. The electric motor can also be used independently in exactly the same way as a full battery electric machine, and a full size battery pack is included.



Nifty HR21 hybrid drive system.

When the diesel engine is being used on its own it also turns the electric motor into a generator to recharge the battery pack up to 40 percent faster than standard mains power, taking just four hours for a full recharge. This means it can potentially work 24 hours a day, using the electric motor to work quietly at night and then re-charge during the day-shift while running on diesel.

The Niftylift hybrid technology power pack also incorporates an advanced exhaust purification system, greatly reducing Carbon Monoxide, Hydro-Carbons and particulates as well as reducing noise emissions.

Holland Lift hybrid

Holland Lift launched its hybrid

scissor last year and appears to be quite similar to the Niftylift series/parallel system. Holland Lift's two power sources - an electric and diesel engine - both power the hydraulic pumps which power the lift and steer functions as well as the hydraulic wheel motors. Holland Lift says that its customers only need maximum power around 10 percent of the total working time, so a single power source, has to be designed to deliver this maximum power, even though it is not needed for 90 percent of the time. By using the series/parallel system, the two power sources combine for maximum power, allowing the use of a smaller engine and motor, making it substantial more efficient.



Holland Lift's new hybrid scissor was launched at Apex



Discussing the benefits of the Holland Lift system

Full hybrid soon?

Niftylift has been followed by JLG, Genie and MEC all of which have introduced 'hybrid' power systems on booms and/or scissor lifts. These tend to use an even smaller diesel engine with a generator and an electric motor which can combine to provide the machine's maximum



JLG claimed its H340AJ was the world's first true four wheel electric drive hybrid boom. It uses an independent electric drive motor in each wheel

tractive effort with the engine and its generator on these systems inputting current directly into the machine's power system, rather than running through the batteries. This allows the use of electric hub drive motors adding to power and efficiency.

JLG hybrid system

A year ago JLG launched the 34ft H340AJ articulated Rough Terrain boom lift claiming it was the world's first true four-wheel electric-drive hybrid boom. The unit combines a Tier 4 diesel engine with a generator for recharging/topping up the batteries. Traction comes from four independent electric drive motors on each wheel.

A similar system is used on JLG's hybrid scissor - the 12 metre working height, 1.75 metre wide M3369LE - initially aimed at the Australian market. The two wheel drive scissor uses two DC electric wheel motors and a 4.5kW Kubota diesel engine powering a Mechron rotary 55 amp charger to top up

the battery pack, when the voltage drops below a prescribed level, as well as recharging on the go. The M3369LE can also be upgraded to four wheel drive but when this is done the rear wheel DC electric drive is augmented by front wheel hydraulic drive.

JLG has said that it now intends to extend its hybrid boom range at Intermat and you can be sure that further scissor lift models will also follow.

Genie regenerates

Genie's 69E and BE scissor lift ranges are similar to the JLG system but also include regenerative braking, so that as the machine brakes, slows down or runs downhill the wheel motors generate power which is used to top up the battery pack. This principle could also be applied to the lift function, so that when the platform descends under gravity it generates power - although it would be interesting to see how much power this generated.



The JLG M3369LE uses two DC electric wheel motors and 4.5kW Kubota diesel charging the battery pack.



The Genie 69E and BE scissor also has regenerative braking




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MEC launched the compact electric 3772RT in 2008

MEC pioneers

One of the most significant product development trends for scissor lifts in the past few years has been compact electric Rough Terrain units. This has largely been pioneered by MEC which launched the 3072 and 3772 models in 2008.



MEC's range of hybrid machines were launched last year.

Last year the company introduced a range of hybrid - diesel/electric - power packs for its other compact RT scissors and Speed Levels, adding to that available on its Crossover Electric 4wd Series. It now offers the option on all of its electric powered 4x4 scissor lifts. The option utilises an on-board smart generator that has three different modes for self-charging:

Automatic Mode - the machine constantly monitors the state of charge of the battery pack and when it falls beneath a pre-determined level the generator automatically turns on and charges them while the machine is in use, once the batteries are fully charged the generator shuts off.

Manual Mode - the engine is always off unless the operator decides that he needs to use it, such as when the batteries are low or he

is driving over some distance and does not want to drain the batteries. This mode is also need for working indoors or in sensitive areas.

Manual Self-Charging Mode - the machine can be moved outside, and the generator started manually to charge the batteries shutting off once the batteries are fully charged.

MEC says that performance on its electric powered Quad-Trax 4wd drive system almost matches its diesel powered models, and that users can get a full day of use from a single charge. The elimination of both noise and emissions has made them increasingly popular with end users. Users of MEC electric RTs have the option of transferring the power pack from machine to machine as needed, if they order their machines with a Smart Kit.

Skyjack updates

In mid-2014 Skyjack made the decision in Europe to equip all of its electric powered scissor lifts with the motor control system that it introduced in its SJ12 and SJ16 vertical mast lifts - possibly becoming the last manufacturer to do so? The advantages include significantly improved battery life, more precise control and reduced noise levels. More significantly Skyjack has also introduced a battery electric powered compact Rough-Terrain scissor lift, the SJ6832 RTE which it claims is the first unit of its size with crossover symmetrical four-wheel drive and 45 percent gradeability as standard. The diesel powered generator option adds versatility allowing it to be used at green field construction sites where no AC



A MEC Crossover scissor



AC wheel drive motors from JLG and Genie



Rival launched its own version of an electric JLG boom at Apex



Part of the Holland Lift hybrid system



The 12m JLG 3369LE

power is available, or when multiple shifts do not allow sufficient downtime to complete a standard re-charging cycle. The generator can either be manually controlled from the platform or set to come on automatically when the batteries fall below 50 percent of charge.

Electric advantages

Another trend in electric and hybrid scissor lift is increased use of brushless AC drive motors, with the latest compact sealed hub motor versions offer an even more efficient direct electric drive system. When

combined with an automatic battery top-up system or sealed batteries maintenance is significantly reduced.

However for end users, the main advantages of electric/hybrid powered lifts are the fact that they can be used both indoors and out, with substantially lower fuel costs and refuelling time, with reduced noise. It also allows a machine to stay on site for the duration of a contract saving on delivery and collection costs.

Innovation and quality the key to success

Eline Oudenbroek took over as Managing Director of heavy duty scissor lift manufacturer Holland Lift around 18 months ago, following its acquisition by ProDelta Investments - the investment group which also owns Hovago and other equipment rental companies. For the last thirty years, Holland Lift has designed and developed scissor lifts with the world's highest platform heights. So what plans has the new managing director got for Holland Lift? Cranes & Access finds out.

A chemical engineer by profession, Oudenbroek has spent a lot of her career working with machinery and large milling and turning machines, although Holland Lift is her first experience of working for an equipment manufacturer. She took over from interim management that stepped in when shareholder/director Menno Koel and ProDelta agreed to part company shortly after the takeover. Since joining Holland Lift Oudenbroek has made some significant changes, as well as defining a new strategy for the future.

"The most important change has been to reposition the company, to concentrate on developing larger models, whilst striving to further improve the products' strength and quality," she says. "Holland Lift is a great brand and we want to build on its reputation for safe, high quality, innovative scissors from 15 metres and up, as well as developing the hybrid and narrow aisle ranges. This repositioning also includes a new logo, website, company colours - now blue and green - and an enlarged focus on innovation."

Oudenbroek was appointed because of her skills and experience and also because ProDelta wanted someone to work with the existing staff and management, blending its experience,



Eline Oudenbroek

knowledge and dedication into a team that is motivated and truly proud to produce and develop the Holland Lift equipment. Almost all of her initial tasks - which included improved production and delivery predictability, ICT, design, marketing and a specific plan for future products - have been completed.

"We want to be market leader - in terms of sales, innovation, safety, quality etc - in big scissor lifts," she says. "By specialising in the larger scissors we are building on our traditional strengths as well as including innovations such as hybrid drive and high narrow width products. To serve our customers we are still producing smaller platforms but our focus on high



equipment will continue to grow in the near future, supporting the firm positioning of Holland Lift at the top end of the industry. It makes no sense competing with the likes of JLG and Genie in their segment. We need to focus on our strengths and differentiate with our quality products at greater heights."

First parallel hybrid

Holland Lift introduced the first true hybrid powered scissor lift at Apex last year. Developed in-house

the 90ft M-250HYL25 4WD/P/N (a mouthful to say and remember) has a 27.5 metre working height and platform capacity of 1,000kg on its eight metre long extended platform. Oudenbroek has already addressed the model nomenclature with the biggest hybrid model now called the HL-275 H25 4WD/P/N - still a mouthful, but better.

"Rental companies in particular will find the hybrid scissor an interesting option," she says, "as

Holland Lift is concentrating on developing scissors from 15 metres and up



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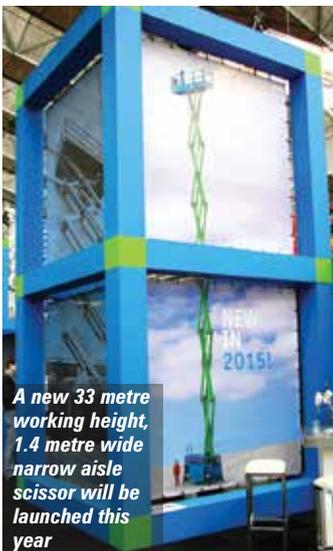
Production is currently about 250 machines per year but this will hopefully double over the next five years



it removes the need for separate diesel and electric models, leading to higher utilisation and potentially lower logistical costs, by using the same machine throughout a contract, resulting in a higher return on investment."

"The hybrid resulted from really listening to customers, just when I joined the company. There are a lot of people claiming that they have a hybrid scissor lift, but in fact they are 'series hybrids' - either electric drive or diesel drive. Ours is a parallel hybrid that drives the whole system. We will also continue to rise to the height challenge and this year we are looking to introduce the 108ft, 1.4 metre wide, narrow aisle scissor lift the HL-330 E14 4WDS/N with a 33 metre working height."

"Holland Lift was also recently named one of the top 50 most innovative companies in the Netherlands," adds Oudenbroek. "Throughout its 30 year history the company has always been committed to innovation and has consistently invested in quality improvements. This fact has helped Holland Lift secure its position as a market leader. As well as the



A new 33 metre working height, 1.4 metre wide narrow aisle scissor will be launched this year

new narrow 33 metre model, the company aims to introduce a whole range of hybrid machines starting with the 22 metre and then a 19 and 16 metre hybrid, but all this will take time. Another new range will be 'reduced feature' rental models offering customers a lower acquisition price and possibly a simpler but certainly as robust a machine."

Developing products?

"In order to go above 34 metres you have to take note of the overall weight and the ability for buyers to transport it etc. We are currently constrained by the structural material we use. Hopefully in the next few years we can employ higher strength steels to reduce the overall weight and therefore go higher for the same weight and size - although I feel that this will need a complete redesign. Another development is to make some of the high lifts even narrower - we have built a 700mm wide machine - but currently there is no market for it. So for now we will concentrate on the new narrow 33 metre, the hybrids and the reduced specification rental ranges."

With a reduction in the number of small machines produced, annual capacity is currently around 250 machines, but obviously that depends on mix of machines produced.

"In the next few years I am sure we will increase production to between 300 and 400 units, from the same facilities in Hoorn, by making more efficient use of the space. We used to have three production halls but we now only use two of them by working smarter. We have the space to expand in the future but it is more about getting the right people with the expertise and knowledge."



Holland Lift's first true hybrid - the HL-275 H25 4WD/P/N - has a 27.5 metre working height

"One of our key strategies is to expand geographically and build up our distribution network. We have been appointing new dealers, including AJ Access in UK, Yacontee in China and Q-FAB in Qatar, but outside of the main European countries all sales are currently dealt from our head office in The Netherlands. We do need more good quality dealers."

Stretching the life by refurbishing Holland Lift has a long history of fully refurbishing, or even rebuilding its machines which can easily double their already long average life. "Customers with custom-made equipment use this service a lot as they can have a machine for say 20 years by refurbishing the original. Specials are often seen as expensive but with refurbishment they can last a long time and therefore be very cost effective."

Fewer companies now manufacture large heavy duty scissor lifts with JLG cutting back Liftlux production and the demise of German manufacturer H.A.B.

"I do expect other manufacturers to start building larger machines, but they will probably be made to a different quality level and price. The Liftlux/HAB story shows how difficult it is to survive in this market with a product of the right quality. However a strongly competitive product always focuses the mind to produce an even better machine."

I am very excited about the future of our business and its potential, and can see a day - perhaps in five years - when we will be building at least 500 big, high quality machines a year and be recognised by our customers as the top end supplier for high quality, innovative scissiors."



The new hybrid scissor at its launch last year at Apex



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Joe Vaccarello, MAXIM Crane Works

"The VPC technology is going to set a new standard in Ground Bearing Pressure standards and expectations."
Paul Belcher, Mountain Crane Service

"The VPC technology reduces ground prep, which is an immediate savings for our customers."
Rick Mikut, ALL Erection & Crane Rental Corp.

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Speed is the key

It has been almost five years since our last feature looking at the mobile self-erecting tower crane market, and while there have been model upgrades from the two major manufacturers - Spierings and Liebherr - the single most important development has been the increased popularity and a growing realisation of the benefits of using this type of crane in countries other than the Netherlands where they have been well established for many years.

A chemical engineer by profession, Oudenbroek has spent a lot of her career on changes, as well as defining a new strategy for the future.

Many users consider the natural habitat of the mobile self-erecting tower crane to be the narrow streets of towns and cities, working between multi-storey buildings. Its quick set-up times make it ideal for refurbishment and maintenance duties, lifting and placing loads and materials such as air conditioning units and generators etc. However as the interview with Quinto Cranes on page 31 reveals, mobile tower cranes are also finding a place carrying out everyday lifts where All Terrains would previously have been used. The main reasons for this is the speed of setting up and faster work cycles, allowing more lifts to be carried out in a day - a real bonus on some jobs.

Benefits of a mobile tower crane include:

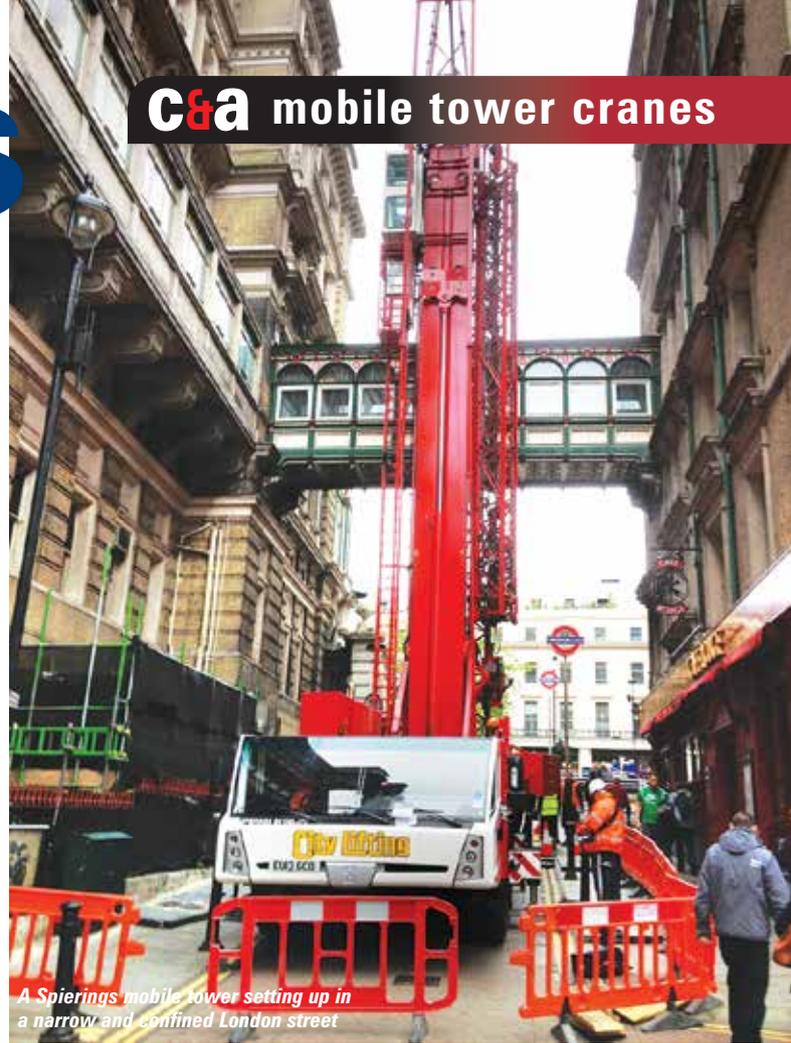
- Compact chassis capable of accessing tight spaces
- Maximum of 12 tonne axle loads coupled with high road speeds.
- Arrives on site fully self-contained
- Set up in less than 15 minutes by the operator using a remote control
- Variable raised cab height gives the operator improved visibility of the load and the site
- Compact outrigger footprint allows set-up in narrow spaces
- Fast work cycles
- Substantially more fuel efficient and therefore environmentally friendly
- One man can erect and operate - no additional transport required
- Quiet in operation and with built-in work lights on the booms allowing night lifts

Another reason why the mobile tower crane is becoming more popular with rental companies is the rate. Even with its newfound popularity the mobile tower crane is still a relatively rare beast but while a decade ago there were only a handful of companies with any units in their fleet, today many crane companies have at least one mobile tower crane. And at a time when rental rates are only just showing signs of rising from historic lows, the mobile tower commands a much better rate - perhaps double that of a similarly sized All Terrain crane.

True, a 50 tonne AT crane is substantially cheaper to purchase than say a four axle mobile tower (€700,000 compared to €500,000) but then day rates can be double - £1,000 compared to £500 in the UK - and utilisation is generally high, making it a better financial investment. Although the main point is that for many jobs - light to medium loads at long radius at height - a mobile tower crane will match a 200 tonner.

For the customer the benefit of using the mobile tower crane is its speed - the rapid set-up allows the crane to start work just minutes after arriving on site reducing the overall rental time and saving on the rate and disruption, not to mention the benefit of getting the job done faster. The mobile tower crane can also set up alongside tall buildings and is safer and more efficient with the operator setting up using a remote control carrying out the lift from the optimum viewpoint using the raised cab.

C&a mobile tower cranes



A Spierings mobile tower setting up in a narrow and confined London street

Lower capacity - smaller working radii

Being able to set-up and work adjacent to a multi-storey building allows the crane to work at a closer radius making the most of its relatively low maximum capacity - five to 10 tonnes compared to 50 to 200 tonne ATs. It also means the crane can often work in just one lane of a street cutting the cost, planning, delays and aggravation of a full road closure. When being used in confined city spaces, speed is of the utmost importance and the quick set up and stowage means road and pedestrian disruption is kept to a minimum. ATs can

struggle in city centre environments particularly when working on multi-storey buildings as they have to set up far enough away from the building to allow the main boom to reach well into the roof area, or to use the street to rig and de-rig a luffing jib. Setting up further away from the building means an increased lift radius which usually translates into a larger capacity crane - causing more problems with access and set-up - even when lifting a relatively light load (500 - 1,000kg).

Of course choosing the right crane depends on so many variables - weight of the load, height to be

The four axle, eight tonne capacity Liebherr MK 88





The mobile tower crane is able to set up and work between two multi storey buildings

lifted, accessibility (access, set up and road closures etc), and crane availability etc - but for many inner city lifts a mobile tower crane has the critical advantage of having a vertical main mast with a true up and over capability of at least 20 metres even on the smaller models. It is also the quickest to set up and carry out the lift.

Mobile tower v AT

With mobile tower cranes increasingly being used for general mobile crane work, we have compared typical three and four axle mobile towers - a three axle Spierings SK376-AT3 and a four axle Liebherr MK 88 - with a 50 tonne All Terrain crane (the Tadano ATF 50-G-3).

As the mobile towers can arrive on site ready to work we have compared them to the 'city crane' Tadano with its 12 tonne axle configuration - ie seven tonnes of on board counterweight, nine to 16 metre extension and blocks. In the UK where higher axle loads are allowed we have included specifications with maximum ballast of 10 tonnes but in our charts this only results in a slightly increased capacity at maximum radius (200kg) but does give better lifting ability through the load chart with the boom extended to 25 metres.

When limited to its on-board ballast the Tadano still has a maximum capacity of more than 38 tonnes, compared to the five and eight tonnes of the mobile towers and this capacity advantage continues when using its main boom up to a height of around 34 metres at a radius of



An excellent view from raised operators cab



Leo Spierings with his latest model - the SK 375-AT3



A three and four axle mobile tower crane compared to a 50 tonne AT

	Three axle mobile tower	Four axle mobile tower	50 tonne AT 12 tonnes per (7 tonne ballast)	50 tonne AT with maximum axle ballast (10 tonnes)
	Spierings SK376-AT3	Liebherr MK 88	Tadano ATF 50G-3	Tadano ATF 50G-3
Max capacity in road trim	5 tonnes @13.2m	8 tonnes @ 12.0m	38.4 tonnes @ 4.0m	50 tonnes @ 2.5m*
Capacity at max radius	1.9 tonnes @ 30.4m	2.2 tonnes @ 45.0m	0.5 tonnes @ 37.8m	0.7 tonnes @ 37.8m
Max lift height main boom/load	34.9m/1.9t	59.1m/1.85t	41.5m/7.5t (56.5m/2.3t with 16m jib)	41.5m/7.5t (56.5m/2.3t with 16m jib)
Axles	3	4	3	3
Overall length	12.8m	15.98m	11.37m	11.37m
Chassis length	9.21m	11.63m	9.39m	9.39m
Up and over height	20.5m	30m	N/A	N/A
Outrigger width	5.8/4.2m	7.0/5.75m	6.3/4.3m	6.3/4.3m
Width x height	2.6 x 4.0m	2.75 x 4.0m	2.66 x 3.73m	2.66 x 3.73m
Drive	6 x	8 x 6 x 8	6 x 6 x 6	6 x 6 x 6
Weight	36 tonnes	48 tonnes	36 tonnes	39 tonnes
Road speed	80 km/h	75 km/h	71 km/h	71 km/h

*With additional equipment

up to 12 metres. However as the radius and the lift height increases, the mobile tower cranes take over. Obviously the four axle Liebherr MK 88 is a much larger and stronger crane than the three axle Spierings SK376-AT3 with greater lift capacity, lift radius, lift height etc but of note is that the Spierings is very similar to the 50 tonne AT, being able to lift its maximum of five tonnes to a radius of 13.2 metres. At 20 metres radius it can lift over three tonnes, almost 2.4 tonnes at 25 metres and 1.9 tonnes at its maximum radius of 30.4 metres.

The problem for the All Terrain crane is that as the boom angle decreases it has to set up further away from the building - the offset extension helps reduce this, but can still only lift 2.9 tonnes at 20 metres radius and 46 metres height and 1.6 tonnes at 30 metres (at 48 metre lift height).

The physical dimensions of the three axle mobile tower and the three axle

All Terrain are very similar - the AT is slightly shorter but the mobile tower has a narrower outrigger width and a slightly higher road speed. The four axle mobile tower is obviously quite a bit longer (4.6 metres) and slightly wider than the AT but is competitive in all other dimensions and road speed. Its lifting performance particularly at the greater radii of up to 45 metres however, is way ahead of the All Terrain.

One of the major downsides of the mobile tower is that it is a very complicated crane that needs more care and maintenance. It also requires an experienced mobile tower crane operator which are becoming harder and harder to find.

New product launches

Liebherr MK 140

One of the major new product launches over the past few years has been Liebherr's largest capacity mobile tower crane - the MK 140. Unveiled at Bauma 2013 the completely new crane went into production last year. The five axle MK 140 heads its four model range with a maximum capacity of eight tonnes and can lift 1.7 tonnes at its maximum radius of 58.5 metres. In standard trolley jib mode both its range and its hook height have been significantly increased compared to the MK 100.

As well as its standard trolley

MK 140	
Max capacity	8 tonnes
No of axles	5
Max radius	58.3/65.0*
Max height	37.7 metres
Max cap jib end	1.8 tonnes
Max luffing height	74.3/94.8**
Max Luffing angle	70 degrees in special jib mode
Overall length	15.975 m
Front/rear chassis angle	12/13 degrees
Overall Height	4 metres
Overall Width	3 metres
Max/min outrigger spread	8.2/5.95 metres

*With additional 9 tonne ballast

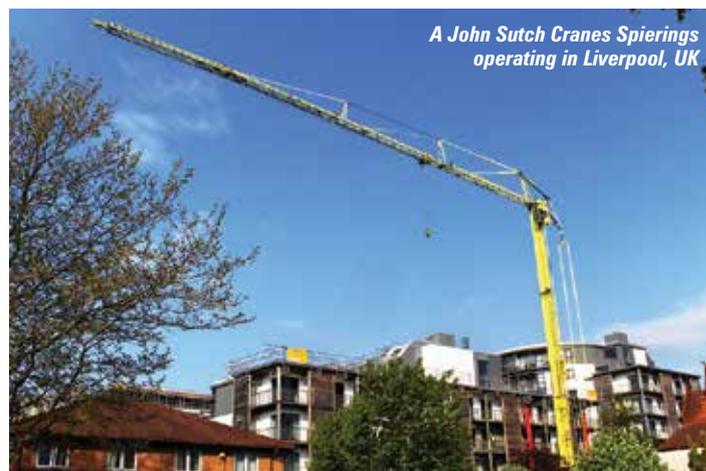
** Special luffing jib model

jib mode, the MK 140 also has an 'adjustable jib mode' which allows the jib to be infinitely luffed from minus 20 to plus 70 degrees with a load on the hook. The maximum hook height at 70 degrees is 94.8 metres giving increased flexibility when working on site.

Various tip extensions are available for the MK 140's jib. With the one-piece additional tip, it takes the maximum radius to 62.4 metres. This tip can be left in place when the crane is driven on public roads. A second seven metre tip extension can extend the radius to 65 metres where it has a lift capacity of 1,000 kg.



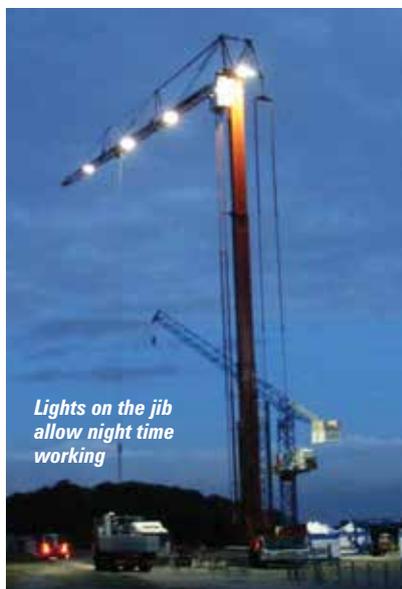
The Liebherr MK 140 at its Bauma launch



A John Sutch Cranes Spierings operating in Liverpool, UK



The Spierings hybrid drive City Boy - first seen at Bauma 2010 - will hopefully go into production later this year



Lights on the jib allow night time working

New Spierings

Spierings - which has been manufacturing mobile tower cranes since 1987 has around 800 cranes working around the world - and has launched several new models over the past few years, including the seven axle SK2400-AT7 with 50 metre jib and an updated three axle SK375-AT3 which the company says 'is highly competitive with a 50 tonne All Terrain and will hopefully introduce the mobile tower crane concept to new users'.

It has also developed the SK387-AT3 City Boy with electric hybrid drive - first seen at Bauma 2010 - however due to various reasons, including financial constraints, it was put on hold and is only expected to go into production later this year. Using the

main structural components from the SK365-AT3 the SK375 uses a new Tier IIIB engine, ZF Intarder transmission and a totally new hydraulic and electric system.

Its strongest crane is the seven axle SK2400-AT7 which is available in two versions - with maximum jib lengths of either 42 and 50 metres. The 42 metre version has a load moment of 263 tonne/metres, a maximum capacity of 18 tonnes at 14.6 metres and can lift five tonnes at 42 metres. The larger jibbed crane can lift 2.5 tonnes at 50 metres but only has a load moment of 149 tonne/metres and a maximum capacity of nine tonnes at 16.5 metres. Maximum lift height is 61.1 metres with the jib at 30 degrees.

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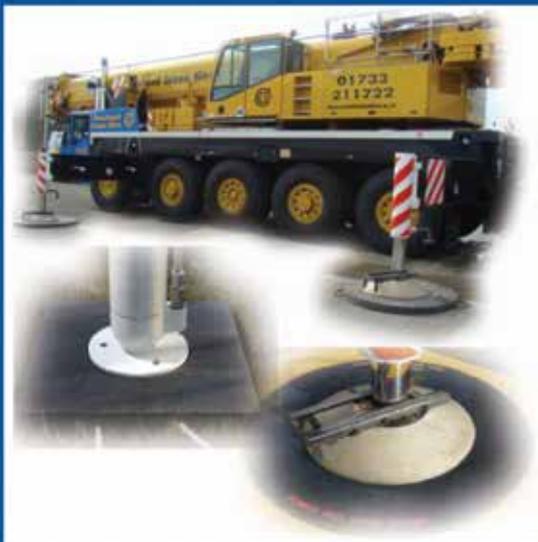
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Back to its roots

Last October UK crane rental company Quinto Cranes was acquired by farm contractor Oliver Arnold who has wasted no time in applying the philosophies and strategies that have served him so well in his contracting business. Mark Darwin visited the company at its head office in Norwich to find out more.

Oliver Arnold is totally new to cranes however having successfully progressed his agricultural contracting business, he was seeking a new challenge and decided on crane rental. Arnold heard Quinto was for sale and already having an interest in cranes, started talking to the directors about the sale.

Quinto is best known for its crane hire operations, with its fleet of around 60 mobile cranes. However the company also has a busy machinery moving arm. "Purchasing Quinto should have been a quick process, however for various reasons it took the best part of nine months," said Arnold. "The extended process enabled me to appoint Kevin Peake as general manager whose background began in cranes as a crane driver before working his way up to senior manager. This allowed us both to work with the Quinto directors to get to know and understand the company which made for a very smooth transition when the day finally arrived last October. Existing staff were able to see how we were going to operate and get used

to our style rather than having a new regime imposed on the day of purchase."

Farming business

While throwing himself into the crane business, Arnold still runs his successful agricultural business which he says is possible due to having good staff. "I don't micro manage - I pay someone a good wage and expect them to get on and do a good job. It works on the farm and that has given me the time to get involved here. This is how I want Quinto to run - by having really good training and knowing what is expected of them the crane business will also flourish."

Arnold started the farm contracting business in 2000 and now employs 30 full time staff which in farming terms is substantial. Its activities today encompass a wide variety of activities including running two biogas plants, feed and muck spreading, foraging and all other aspects of farming. It also has contracts for grass cutting and de-icing at Norwich airport. "There is a small cross-over between the two companies," say Arnold.



Oliver Arnold (L) and Kevin Peake

C&a mobile tower cranes



The 300 tonne Grove 6300L in London

"Many farm staff have been or are scheduled to be trained to work with the cranes and I am sure the numbers will increase as time goes on."

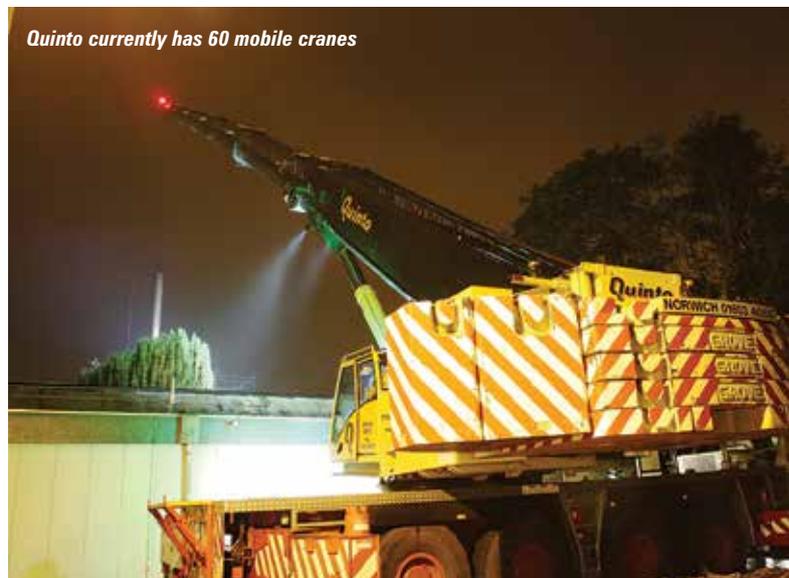
"The long-term plan is simple, the name Quinto will stay and eventually I will hand the company onto my children - now aged 12 and 10 - who both appear interested in cranes. In the past few years, staff confidence was low but now this long-term planning gives them confidence in a more secure

future. My management style of getting stuck in is a big change for Quinto. Previously there were five directors (including three members of the Kiddle family) so decisions - particularly during the 'for sale' period were a drawn out affair. Now it is almost instant. We want to grow sensibly and from good foundations which is the key to a long-term business.

Company numbers

Quinto currently employs 120 staff including 45 crane operators,

Quinto currently has 60 mobile cranes



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The new Grove GMK 6300L removing a tower crane in London



C&a mobile tower cranes

slingers, supervisors, APs, reps and office staff. The 60 cranes strong fleet is being streamlined with a comprehensive refurbishment and new acquisition programme in place. Around half the crane fleet are Liebherr, with the rest mostly made up of Grove and PPM/Terex. A lot of cranes were purchased between 2005 and 2007 and around one a year since then. In 2013 a 220 tonne Grove was added taking over as the flagship machine from two 120 tonners from 1997 and 1999. In the months running up to the completion date Arnold was able to add a new 300 tonne Grove GMK 6300L and then a 130 tonne Tadano 130G-5 just after the purchase was completed. A five axle Spierings self-erecting tower crane has recently returned from being fully refurbished in Holland.

Utilisation the key

"Crane rental rates are interesting but utilisation is the key to the business and this is an area where we will see improvement through centralisation, with all assets allocated from the Norwich head-office on a daily basis. Centralisation of bookings will allow us to meet customers needs more efficiently increasing customer service while at the same time we are keeping all of Quinto's depots with the assurance to customers of continued contact locally with staff," said Peake. "Bookings are all done electronically through a newly installed paperless system together with tracking system of all the cranes and operators so we can see exactly where everything is at any point in time."

New pay scales

After taking over the company Arnold and Peake met with the crane operators and instigated a new pay scheme 'paying them what they are worth and not what they drive'.

"Most of the industry works on

tonnage with the larger cranes working a single, planned job that may take several days however the smaller city crane may be running around doing five of six lifts over the same time period," said Arnold. "I think it is unfair to have a different pay scale based on the value of the job or size of crane. We are standardising pay and the structure includes increases for looking after the crane, good customer service and health and safety etc."

When Quinto first went up for sale a couple of years back, several operators left but many of them have now returned. "We understand it is all about the staff and want to look after them," says Peake. "We have great workshops but good crane drivers reduce the maintenance and repairs required. Appraisals are carried out every three months and these give good engagement with the operators. Communication within the whole company is the key - by talking to all the staff and not just a representative everyone has their say and is heard."

Not just cranes

For many years Quinto has operated a machinery moving business which includes Versalift fork trucks and four trucks with loader cranes as well as a six tonne Unic URW 706 spider crane. "No-one in the crane business knew about the machinery moving operations - it was run as a separate company as were the depots which worked independently. We are now integrating both divisions and the depots with the view of them working together. Quinto is also investing heavily in training, with the help of a new, dedicated site. Last month it added a new division with the introduction of Quinto Demolition & Dismantling.

Cranes are dinosaurs

Although half the cranes are Liebherr, Arnold looks for the best crane for the job. "You can go

The Grove GMK 6300L at the Norwich depot



Crane utilisation is the key to success," said Arnold

through the whole capacity range and the stand-out cranes will be from different manufacturers," he said, "a 500 tonner would be Liebherr, Grove for a 300 tonner and Tadano 130 tonner - different marques fit different slots." However what surprised Arnold with his farming background is how little cranes have developed over the past 10 to 15 years - they are really dinosaurs. "What annoys me are little things such as not having tyre pressure monitors as standard - a correctly inflated tyre is incredibly important. We are still relying on the crane driver to manually input

ballast weights etc. This should be automatic!"

"I would also like remote dashboards for each crane in head office so that we can see exactly what each crane is doing. We can do this with our agricultural machinery - I can have a machine going across a field and adjust the chop length and other variables from my laptop. From a technology point of view, cranes are a long way behind."

Spierings success

"Quinto did have two Spierings mobile tower cranes but for various



One of Quinto's smaller two axle cranes

reasons they were not popular," said Peake. "So we got rid of the older six axle crane and sent the five axle unit back to the manufacturer for refurbishment. Due to hire staff who understand the Spiering's capabilities and relay this to our customers plus the dedication of the driver, since it has been back in the fleet it has not stood one day. It is an amazing bit of kit produced and backed by a fantastic company that as a family business offers a level of care not found with the other manufacturers."

Arnold also announced that he has ordered a new Spierings four axle crane due for delivery later this year which does not have to be used for its usual city applications.

"We don't have many buildings in the area with more than eight storeys all our towns have low rise business parks on the outskirts so we don't need the height. The main advantage of the mobile tower crane is that it is very quick to set up and rapid in operation, helped by the operator having a great view from the elevated cab. We just did a job that any crane could have done, but chose the Spierings because of its speed - just 12 minutes to set up. It did more in a day than an 80 tonner did in a week! It is currently installing timber frames and again it was chosen for its working speed. The Spierings is booked solid for the next six months - no other crane on the fleet is that popular."

Other additions

Quinto has also sold the last of its small Kato truck cranes but still has three Kato 25 City cranes. "We are currently awaiting delivery of the Liebherr LTC 1045, which after dropping off the front box is as manoeuvrable as the Kato 25," said Peake. "We need to go both smaller and bigger. I really like the Unic six tonner and we may



New owner Oliver Arnold is keeping the Quinto name and is looking for long-term expansion



Quinto has one Unic 706 but hopes to add more small crawler cranes

well invest in more mini crawler cranes. Next on the list is the longer boomed 50 to 60 tonners and then 90 to 100 tonnes on four axles and ultimately a 500 to 750 tonner in a few years. We saw the new - yet to be announced - 750 tonne Tadano when we visited the factory and that looks an awesome bit of kit. We are working towards a business with around 55 to 60 busy cranes." Quinto is also looking to expand its geographic coverage. "The 300 tonner is doing a lot of work with

tower cranes in London and we generally cover Greater London when we are called upon. However Manchester and/or Leeds will be next with operations still controlled from head office in Norwich. Once operating from a hub you can bolt on depots very easily. Within 10 years we would like to be a nationwide company, with up to 20 depots across the UK." "The first target is to make the business sustainable, it has lost money year on year for the last five

years," said Arnold. "Turnover was around £7.5 million, we would like to increase that to £15 million within the next five years. Quinto will succeed. I have bought an absolute gem of a business. The original company was Quinto Crane & Plant, and by including the machinery moving and demolition businesses we are taking the company full circle to its Pointer roots where in their glory days included demolition and employed in the region of 1,000 people.

Used platform superstore

Three and a half years ago a new company in Belgium seemed to pop-up from nowhere, quickly establishing itself as a major international player in the used aerial lift market.

Such speed rarely happens organically, we all know that to become a significant force in the used equipment market takes a long time, as contacts are slowly built up, the brand established and trust won. Belgian used aerial lift specialist Vertimac has no magic potion, but it does have a secret weapon in the form of access industry veteran and entrepreneur, Dirk Naessens founder of DK Rental, who has both financed and provided guidance and contacts to a second generation of the Naessens family who run the company.

Naessens sold DK rental to Lavendon in 2007 for more than €87 million, at the time the company which operated in Belgium, France and Spain had a fleet of 2,700 units with an average age of around two years. The company's strategy



Dirk Naessens

customers for its used equipment who trusted the Naessens as straight traders.

Naturally, after fulfilling their commitments to Lavendon, which continued for several years, the Naessens family looked at establishing its own used equipment business based on the foundation of



The three principals of Vertimac, (L-R) Karel Ghistelincq, Mathieu Naessens and Frederic Naessens

was to buy new machines in large volumes when manufacturers needed the business, offering to pay cash and thus negotiating some of the best prices in the market. The second part of the strategy was to sell the units on within three years through its own used equipment operation, keeping the rental fleet young, while achieving the best used equipment prices and generating more cash to buy new machines. The formula was highly profitable and over the years the company built up an extensive network of

their personal network and business ethics. This became the primary building block, or asset for Vertimac, which the family set up in its home town of Waregem. The town has become something of a 'powered access valley' also playing host to DK Rental/Lavendon and TVH, the world's leading replacement parts supplier and owner of Europe's largest access rental fleet.

The second generation includes Frederic Naessens, Karel Ghistelincq and Mathieu Naessens. The three run all aspects of the business,



C&A

vertimac



Vertimac maintains an inventory of over 500 units all stored under cover

while Dirk spends more time focusing on retirement, although he is of course still on hand to offer advice and almost certainly cast a beady eye over the financial results.

No half measures

There must be 'something in the air' in Waregem, as the companies that are based there have a habit of 'doing nothing by half'. You only need walk down the street and view the mind boggling TVH campus to see that. Vertimac is no different. Although a young company it owns a massive 22,000 square metre warehouse in which it stores more than 500 used stock machines. The interconnecting concrete buildings were originally built as part of a large textile business, which has since shifted to the east. The 500 aerial lifts include models from most major brands ranging in age from three to 10 years from low level self-propelled units to a number of 150ft JLG boom lifts. The vast majority are, as you might expect, scissor lifts and booms, including a very decent selection of mast booms. All are 100 percent owned by Vertimac, cleaned, checked over and in good working order, ready to dispatch immediately, as long as the cash has been received of course.

Whereas DK Rental supplied a constant stream of good used equipment to its uses sales operation, Vertimac is obliged to go out and source its stock elsewhere. As a result it has had to develop

a new skill - one that it seems to have mastered well - with a growing network of suppliers. The company had a few lucky breaks at the start, in that a large number of machines became available in Spain after they were repossessed by finance companies. Vertimac was ready to step in and bid for large tranches of the equipment, having both the funds and the space to store them. This gave the business a good kick start at a time when good used equipment was becoming scarce.

Winning formula

Since then it has gone on to extend its supplier network with a formula that many companies find very attractive. Vertimac will quote a firm price for most machines on the spot, subject of course to them being in a reasonable working condition as might be expected for their age. The machines must be fully operational and have no leaks. This price is then guaranteed, with cash paid on collection. Vertimac makes all the arrangements itself, transferring the payment and collecting the machine. If on collection the machine is found not to be working, or to have oil leaks the seller is given the option to fix it, or quoted a price for Vertimac to fix it, although it prefers the seller to fix it. The machine is then taken to Waregem where it is cleaned, inspected and if all is well, put into stock awaiting sale. The formula suits rental companies or owners, in that it is simple, the price is

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guaranteed and can even be fixed well in advance and the cash is paid immediately the unit is loaded on the collection truck, making it ideal for those with urgent cash flow issues. For the seller it also eliminates the need to discuss part exchanges when negotiating with manufacturers for new machines. The company now has a good number of regular suppliers where mutual trust is particularly high and the process works even smoother than usual. The same applies when selling. While a good proportion of sales go to rental companies around the world, Vertimac is finding that



Age profiles range up to 10 years and when we visited included these two 130ft Grove AMZ models, as well as a much more recent JLG 1500SJ



All units are cleaned and checked on arrival in Waregem

an increasing number of units are shipped to local 'dealers' which buy a given machine from Vertimac and sell it on to a local buyer, essentially providing a range of added value services, such as training, after sales service and even payment terms or finance, to justify its mark-up/margin.

Wide selection to browse

Buyers know that if they visit Waregem they will have a wide range of machines to choose from and that they can be shipped anywhere in the world in a time frame that suits the buyer. The company says that as long as the funds arrive on time, it can ship product with a few hours of closing a deal, although the average is typically closer to six to 10 days due to money transfers and documentation etc... Vertimac has also inherited DK's experience with loading platforms into containers, and prides itself on using all the space to keep delivery prices down for the customer. It has a wide network of regular customers, who like the fact that they can pick up good machines with minimal notice - making it an ideal source for a last minute rental contract.

As with the collection of purchased machines, Vertimac likes to maintain full control of shipments and arranges all the deliveries itself.

It guarantees all machines to be in good working order with what it calls "a six metre warranty" – once at the buyers location, the machine is driven off the truck, or out of the container to a point where the buyer can check and operate it and confirm that he is satisfied, at that point the warranty expires.

Spare parts and other items

The company has also been called upon to add replacement parts and components to the containers of used machines it ships. Being on the same street as TVH has been beneficial for buyers in this regard, although Vertimac increasingly supplies parts to its customers, and sources them directly from the manufacturers. This part of the business has grown to such an extent that it has now dedicated a warehouse to spare parts and filled it with fast moving items. Shipping in a container alongside machines is particularly well suited to heavier parts or larger components of course, such as tyres, but it is also called upon to add all manner of items. And will also supply or add new machines to a customer's container. In fact probably the most important feature the company claims to offer is flexibility and rapidity, helped along by a young and enthusiastic team with a



Inventory includes some of the largest machines available



Vertimac's inventory includes a wide range of machines

can-do attitude.

Although the company sold almost 1,800 units last year it has just 20 employees and no hierarchy, which helps with the speed of decisions. It certainly looks like a long term winning formula.



While some telehandlers were in stock Vertimac prefers to specialist in aerial lifts - it does occasionally acquire an unusual machine such as this gold JLG M600J

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A profit opportunity?

Each year around this time we look at developments in the battery market, which is growing in importance powering an increasingly wide range of aerial work platforms and even small cranes. With regulations for internal combustion engine emissions getting tougher every year, the conversion from diesel to batteries or hybrid systems looks increasingly attractive for an ever wider line up of lifting equipment.

The problem with traditional lead acid batteries is that they require regular inspection, maintenance and proper recharging in order to keep them in peak condition and ensure that they do not fail prematurely. An average powered access rental company can easily spend £50,000/€65,000 or more on replacement batteries each year.

This cost doubles or trebles when labour and disruption is added into the equation. However is not all grim news. By adopting a few simple best practice procedures a company can easily reduce this cost not only saving money but also helping keep the customer satisfied.

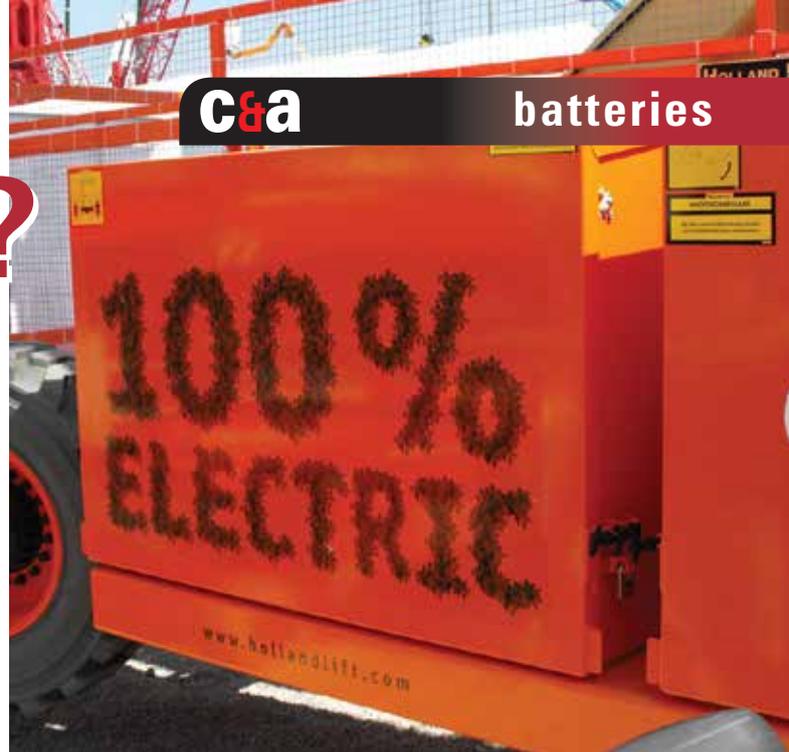
Getting more from your batteries

In the past month or two we have spoken with a number of people at access rental companies that run large fleets of battery powered aerial lifts. Some of which operate fleets of around 6,000 units and more - that's around 25,000 batteries to

charge and maintain every day! Even a small to mid-level fleet owner will have somewhere in the region of 2,000 batteries and that is before you add in starter batteries. Assuming an average life of around two years - which is optimistic for some companies - this equates to an annual replacement bill of between £65,000/€85,000 and £800,000/€1.1 million a year for the cost of batteries alone! Add in such things as labour, call out costs, dealing with the scrap - in a legal way - not to mention downtime and possible customer dissatisfaction through premature failure and it becomes clear how important this aspect of fleet management is. One large rental group told us that it had carried out load and dynamic tests on all of the better-known quality batteries a few years ago and that the difference in performance between them was marginal. With that in mind it decided to negotiate a single supply agreement in order to obtain the best price, electing to go with one



A typical four x six volt lead acid battery packs found in aerial lifts



C&A

batteries



Care should be taken with the weight of replacement batteries as they often form part of the machines counterweight

of the top two performers based on the overall package of price and service offered by its distributor. This trend towards formal national, or even international single supplier contracts gathered pace last year with a number of deals announced in the UK, including AFI and Nationwide Platforms, both of which agreed deals for Trojan batteries with its UK dealer Platinum.

While both companies have signed exclusive supply deals, they do not convert batteries on new machines entering the fleet, preferring instead to run with the standard batteries supplied- unless they are of an unknown brand - until they need changing. When replacing such batteries, care must be taken with the weight of the replacements, as the batteries usually form part of the machines counterweight. If the new batteries are heavier and roughly the same size there is no issue. If however they are lighter, even a modest reduction in the machine's

weight needs serious consideration.

The vast majority of batteries used on aerial lifts are deep cycle, six volt, flooded lead acid units, predominantly manufactured in the USA by Trojan, Crown or US Batteries. Most people we spoke to confirmed the average life of such batteries in their fleet is currently between two and three years, although over the years we have heard plenty of stories of the same batteries lasting 10 and 12 years or more. Abuse kills most aerial lift batteries well before their potential life is reached.

One rental company we spoke to said: "We would not expect to replace batteries that have been looked after or on contract hire for at least two to three years. However due to the abuse of the machines this is not what we are finding. Educating the customer on the proper charging of batteries is something that is needed right



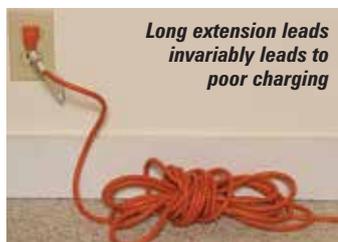
Most current battery testers do not tell the full story.

across the industry. In most cases it is not a defective battery that causes the problem. Inadequate charging is far more likely. Customers need to make sure to charge with the correct amp/hour transformers and as short a lead as possible."

A more reliable battery tester

UK rental company Nationwide Platforms is currently trialling two prototype battery testers. Rather than conducting what it refers to as a 'drop test' - i.e testing what the battery can produce (amps) for a few seconds - the prototype testers discharge the battery under load for between four and a half and five hours, which is more indicative of an eight hour cycle on a machine. The length of time this discharge takes indicates whether the battery can then be given a clear-cut pass or fail. The prototypes have been developed entirely in-house by one of the company's engineers and the hope is they will be successful in defining a battery's true condition, categorically clarifying whether a problem exists that may let the customer down.

Talking of the aims of the programme, one said: "We looked at and assessed everything on the market but could not find anything that offered what we wanted that wasn't cost prohibitive. We need to understand the impact of these testers - if there are any hard savings on batteries we are



Long extension leads invariably leads to poor charging

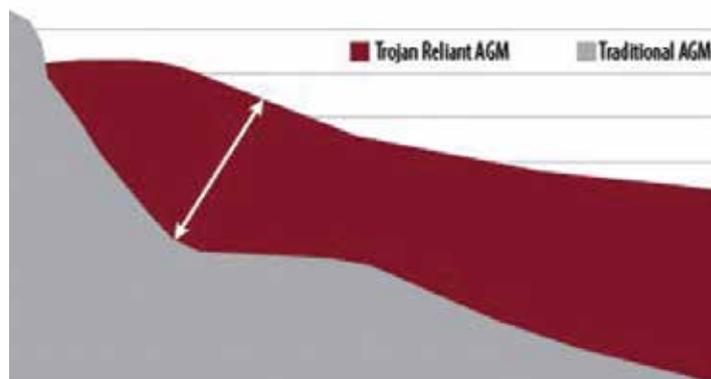


Charge with the correct amp/hour transformer.

throwing away, or if there are softer savings from machines lasting longer and reducing breakdowns. The main reason for doing this is to ensure the battery can be sent out without causing a problem for our customer. Current tests comprise short load tests on the battery - checking the voltage and then a check with a hydrometer - which is all that most people do to give a battery a clean bill of health. What you don't know - unless you drive the machine around for eight hours - is if the battery is capable of lasting a full shift. Hopefully this is what our new tester will achieve."

Proper charging helps

Where there is a repetitive battery problem on site, a good starting point is to investigate how the machines are charged. Some sites shut down power overnight and therefore machines are not properly charged when work restarts in the morning. Other problems include very poor site power supply, and customers charging using 100 metre leads. A poorly charged battery may also be the result of the machine being used when the customer is not on



Trojan claims that its new AGM technology is much better for sustained duty cycle work.

site, preventing a full charge cycle. Security key pads can this one.

Batteries are massively important part of the profitability of a rental machine. Changing batteries out prematurely can significantly eat into margins, but the performance of the battery is also part of the customer's experience of the machine so if it doesn't last a full shift he may start to look to hire a machine elsewhere.

Gel or not?

A few rental companies have been considering moving to maintenance-free batteries such as gel. In Germany and some Nordic countries a number of companies already insist on gel batteries in their machines, in order to comply with their environmental policies and reduce maintenance costs. However gel batteries are expensive, usually require different battery chargers and do not usually last as long as regular lead acid batteries. Absorbed Glass Mat (AGM) batteries offer most of the advantages provided by gel, while being considerably cheaper and do not usually require a different battery charger, however they do not have a great reputation for battery life and longevity. However some manufacturers, such as Trojan have recognised that AGM probably offers the best alternative to the traditional flooded cell batteries in heavy deep

be sure that the other main suppliers will also be upgrading their offerings in this area. While the latest AGM batteries are still more expensive than lead acid offerings, the savings in testing and replacement time should provide a fairly fast payback, while customers, such as airports, healthcare facilities, shopping centres, and educational institutions, will appreciate their convenience and cleanliness. Assuming they work as well as expected we are likely to see a steady conversion over the next few years.

A new approach to AGM

Trojan Battery has launched what it describes as the first true deep-cycle AGM (Absorbed Glass Mat) maintenance free battery dubbed the Reliant AGM with C-Max Technology. While the advantages of AGM or for that matter gel batteries are clear, until now they have not performed as well as they might in heavy duty applications such as that seen with aerial lifts. Even those supplied by reputable manufacturers have not matched flooded lead acid batteries for performance and life expectation.

Trojan makes a number of claims for the new battery technology, most importantly it maximises sustained performance (rather than rapid fall off of a starter



Gel and AGM batteries are sealed and thus cannot spill or leak and are maintenance free.



Charge with the correct amp/hour transformer.

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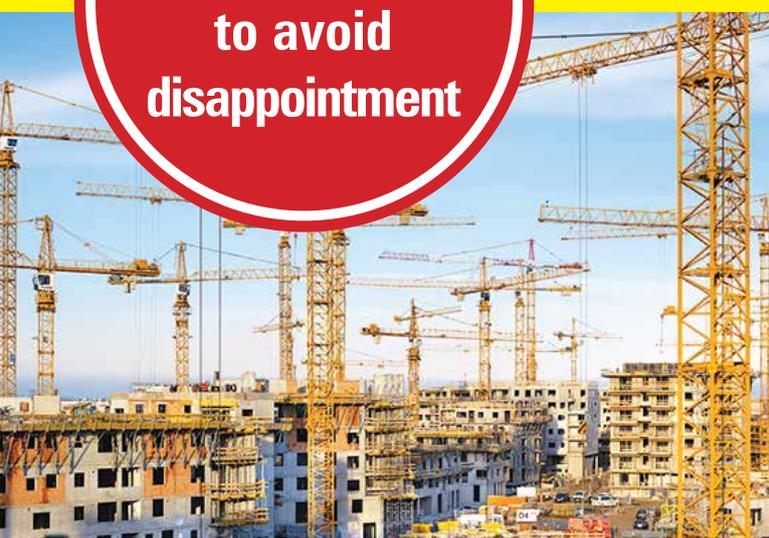
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Trojan's new Reliant AGM sealed deep cycle battery.

battery) and increases the total energy output to meet demanding deep-cycling requirements such as powering self-propelled platforms. Changes include a new proprietary paste formula designed specifically for AGM deep-cycle applications, applied with a new dual-sided pasting process. A new Thick Design separator composition ensures high compression for effective contact between the glass mat and plates, while protecting against stratification in order to extend battery life.

Other improvements include a special polymer case design with reinforced end walls to enable higher battery cell compression, and finally it uses improved flame arrestors with one flame arrestor for each cell for maximum safety. In addition to the technology, Trojan says that further improvements have been made through new manufacturing techniques, more stringent quality controls and an intensive test

programme which includes compliance testing and verification to IEC, SAE and BCI Industry standards.

Batteries with the Reliant AGM technology are being manufactured in the USA at Trojan's most recently opened production facility in Sandersville, Georgia. In addition to aerial lift applications it is targeting floor cleaning machines, golf carts, material handling equipment, camper vans/RVs, renewable energy and remote telecom equipment.

Additive options

As we have already highlighted, battery testing and replacement costs are substantial and exasperate by abuse. While switching to high quality gel or AGM maintenance free batteries might at least cut premature failure from such abuse, there are solutions which have been promoted to reduce the need for testing, inspection and the need for frequent top ups. The most enduring of these is the Demister battery additive sold by US based Thermoil. The idea is that the 'oil' is added to the battery electrolyte where it forms a protective 'skin' on top of the acid/water solution substantially reducing 'gassing' - the escape of hydrogen gas during recharging - and thereby reducing evaporation and the need to top up so often. It is also said to help prevent the furring of terminals and help keep the plates cleaner, prolonging battery life.

The product has been on the market for a number of years but take-up is still limited, perhaps because it is one of those products that seems too good to be true? What is clear is that those that do try it generally become converts. Until last year European sales and distribution were handled by Martin Davis in the UK, however in recent months replacement parts specialist IPS has taken over the distribution on a trial basis and now holds inventory.



Thermoil's Demister aims to reduce battery gassing for lower maintenance, less chance of abuse and longer battery life.

Solar powered platforms



Solar panels are relatively easy to install

installed solar panels in order to generate some of their power requirements, however at least one rental company has extended that to power its aerial work platforms. UK based rental

The majority of the world's electricity is - as we all know - currently generated from non-renewable fossil fuels such as coal, oil and natural gas. In recent years increasing demand and taxes have driven up prices and the long term trend is upwards, especially given the commitment of most western governments to substantially reduce the use of fossil fuels over the next 20 to 30 years.

Regulatory pressure for cleaner emissions is already driving equipment manufacturers towards developing more electric powered machines - this is noticeable in the aerial lift market, where battery powered or hybrid machines are multiplying. This year is certain to see further growth, as new AC hub drives are adopted on Rough Terrain booms and scissors as well as industrial pick & carry cranes. Converting machines from diesel to battery electric does not in itself reduce overall emissions - it just shifts it to the power station - unless of course the electricity is generated by a renewable resource such as wind or solar power.

Of the renewable sources, photo-voltaic solar power is the most practical for homes and businesses, and is making the most progress. A common misconception is that they require direct sunlight. While direct sunlight will provide the highest efficiency, the system still generates electricity on cloudy days because solar power converts light photons rather than direct sun light.

An increasing number of homes and businesses have already

company GT Access has installed 120, 30kW photovoltaic (PV) solar panels on the roof of its Bromsgrove facility, and is using the power to recharge its platforms, as well as provide electricity for the offices and workshops. During the summer months the company claims the solar panels will provide enough power to maintain the building and charge all of its battery machines prior to delivery, providing close to 25,000kWh a year, with an estimated payback of around seven years. Obviously machines that are only in depot overnight will benefit little from solar recharging, especially in the winter months, however those staying for a day or two will.

GT Access owner Jonathan Till said: "Having already made many energy efficiency measures at our head office, including switching to LED lighting, we looked at Solar PV for further cost savings. The system has been sized so that for around eight months of the year the building is self-sufficient and also allow us to charge our battery machines from excess solar energy. Currently this is only available at our Bromsgrove location, but we are looking to install solar power at our other depots."

The company is also installing an electric vehicle charging point at its depot allowing customers to recharge their electric vehicles free of charge.



GT Access has recently installed 120 solar panels on the roof of its head office in Bromsgrove

Quick battery swap

When Genie launched its new, all-electric Z33/18 boom lift last year it mentioned a secondary battery pack option that could be quickly changed-over should the need arise, allowing it to work two arduous back to back shifts.

The standard eight six volt, 48 volt 315 Amp/hour battery pack is said to have a conservative eight hours duty cycle, thanks to an efficient electrical system and direct AC electric drive. However it

claims the two battery boxes - one on either side of the machine - can be quickly replaced during a shift hand over. Each box, containing four lead acid batteries, weighs 240kg and can be disconnected from the machine with a single plug. A retaining latch unlocks the box, allowing it to swing out making it easier for a fork or pallet truck to lift it from its gravity hinge and then re-install the replacement pack.



A pallet truck can quickly remove the battery pack



The new boom has a box of four batteries on each side of the chassis

JCB Battery Box

JCB has launched a new product dubbed the JCB Battery Box B40 which aims to store power from mobile generators, in order to save fuel, reduce noise and increase the life span of the generator.

Sold as a secondary 'hybrid' power solution JCB claims the product can significantly improve efficiency, providing power in low load periods with the generators turned off - conserving fuel and reducing emissions. The Battery Box is compatible with all sizes and makes of generator and with mains electricity, allowing it to be charged on site.

Packaged in a steel enclosure,



the Battery Box delivers up to 10kVA continuous power output with a 20kVA peak and is available in both 50 and 60Hz configurations. As it has zero emissions the power

pack is ideal for use in sensitive applications. The maximum discharge can be set between 30 and 50 percent to prolong battery health.

Manbat acquires PowerCell

Last year Ecobat Technologies acquired UK-based PowerCell Industrial Battery Engineers - a major forklift and deep cycle battery supplier - through its specialist UK battery distribution subsidiary, Manbat, the UK distributor for US Battery.

Manbat managing director Steve Sheppard said: "This acquisition is the perfect fit with our existing industrial battery business and strengthens our position within the sector. It also adds to the group's battery distribution businesses, which are based in the UK, Netherlands, Belgium and France. Derek & Ingrid Anderson of PowerCell will stay with the business and play an important role in the integration with Manbat Industrial, and the general development of Manbat's growing Industrial Division."

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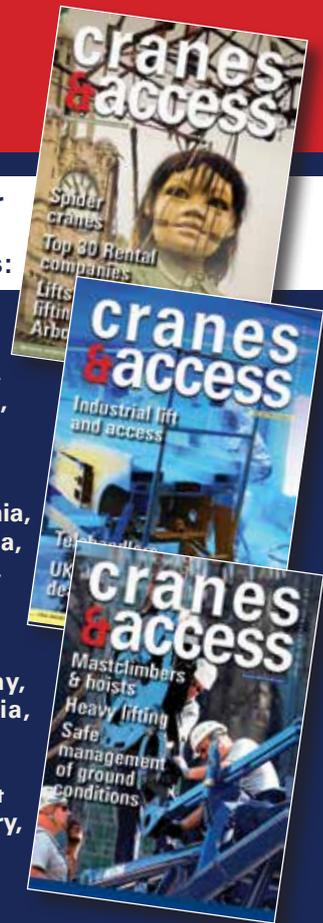
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Paris in the spring

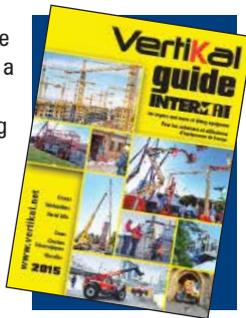
This year's big international construction equipment show is Intermat, which will be held in late April in Paris. While Intermat is run as part of the three year cycle with Bauma and Conexpo, the show has struggled to keep up with the other two since a disastrous event in 2003 when the public transport employees called a general strike.

Comparisons with Bauma are of course pointless for any exhibition, however while Intermat has lost some ground against Conexpo in terms of prestige, it is a considerably bigger show, at least in terms of visitor numbers and increasingly attracts a broader international mix of visitors, as a popular destination for buyers from the Middle East and even South America. It also has strong pulling power for North Africans and Southern Europeans of course, not to mention the substantial local market.

This year sees further changes in terms of exhibitors with some significant manufacturers - such as CAT and JCB - not taking stands. Manitou however is returning after missing the past three shows, while a number of significant new exhibitors will be making their debuts. In terms of cranes, access and telehandler exhibitors there will be plenty to see and several companies are planning global new product launches, including JLG, Manitou and Haulotte.

Our main show preview will be in next month's issue of the magazine and as in previous years we will be publishing the Vertikal Intermat guide, this time in two languages - English and French - rather than three, which will be available digitally before the show with printed copies handed out at the entrances to crane and access areas at the show. As usual, it features easy to follow tours for all major product types, listing all the 'must-see' products in each equipment category.

However the following is a brief 'show taster' along with some planning information to help you decide whether to attend or not. More details on this in next month's main preview.



When: 20-25th April 2015

Hours: 9:00 - 18:00

Where: Paris-Nord Villepinte Exhibition Centre

Getting there: Paris Charles De Gaulle is close by and served by most airlines included budget lines such as Easy Jet. A TGV high speed train station is also close by, while the RER - regional railway/metro extension - has a station within the exhibition centre.

Website: www.intermatconstruction.com

Hotel reservations: Check the website, but there are dozens of hotels of various cost levels in the immediate area and the airport while hotels in Gare du Nord/Chatelet area are on the direct RER line to the show.

Why should you go? Well, Paris is not an unattractive destination in the spring, the Euro is currently weak so if you are coming from outside the Euro zone, you will find its delights are a lot less expensive than in the past. And lest we forget there will



JLG will expand its diesel/electric range of articulated booms up to 66ft



Haulotte will show the Star 8 and 10 mast boom.

be a good number of interesting new products and ideas to see.

Here are just a few examples: On home soil, Haulotte and Manitou are promising major innovations in their new product launches. Haulotte will show all-new Star

8 and Star 10 mast booms, a 20 metre articulated boom, essentially a larger version of its new HA16RTJ Pro with new basket. And finally new Tier IV Kohler - non DPF engine versions of its telehandlers.

Manitou is set to unveil what it



Manitou MRT 3255.

describes as a radical new 'game-changing' access product in the 12 to 14 metre range, so that may be worth the trip on its own. It will also be showing its new 32 metre 360 degree telehandler the MRT 3255 and a new simpler, compact MT625 Easy telehandler, aimed at rental companies and construction.

JLG will have a number of new models on show, including new hybrid-power articulated boom lifts, an all-new Rough Terrain scissor lift, new mid-range boom lifts and a new 26 metre X26J Plus - with 230kg unrestricted platform capacity and lithium ion battery pack. The company is giving little information away on the launches, but it is thought the new hybrid booms will use the same diesel/electric concept as the current H340AJ with four AC electric wheel motors extending the range from 34 to 66ft. Substantial updates to its ES slab scissor range will include a new steel deck, new steel covers, an increased overall width from 30 to 32 inches and new controller to meet the latest European standards.



Dieci Hercules 190.10

the elevator descends it re-charges the battery via a regeneration system. As it does not require any supply cables, ropes or drag cables it can be installed and removed quickly and easily.

German crane company Sennebogen will show two new machines - the 120 tonne telescopic crawler crane with 40 metre full power boom, and the 40 tonne 640E duty cycle crawler crane. Dieci will have two new telehandlers - the four tonne, 29.9 metre 360 degree Pegasus 40.30 and the heavy duty, 19 tonne capacity Hercules 190.10 which is aimed at quarries, mines and ports. Loader crane manufacturer Atlas will demonstrate the new Atlas/Ahmeko stability control system which uses sensors to monitor the upward movement of the chassis axles. Meeting the new loader crane machine regulations the system fits to almost all two, three and four axle chassis. Those looking for

personal site safety products SwissTip will demonstrate the production version of its dual warning system for construction workers. Using a vibrating wrist watch or bracelet which is programmed to activate when the wearer is at risk, the system overcomes the problems of a noisy, busy environment giving an adequate warning and time to avoid the potential incident such as a reversing truck or falling crane boom.

Many engine manufacturers including Cummins, Deutz, FPT, Kohler/Lombardini will have engines and developments aimed at complying with the latest regulations. Cummins will also show a replica of the famous 1930s race car - the Cummins Napier Railton - powered by a 6.7 litre Cummins diesel with power boosted to 500hp. Looks like a show not to miss and



The 120t capacity Sennebogen 6113E

the Vertikal Press will be there of course, reporting on developments and meeting readers and sponsors. Find us between outside areas Ext 5 & Ext 6.



Liebherr LiUP self-contained tower crane elevator

Winner of an Intermat Gold Award, the Liebherr LiUP self-contained tower crane elevator can be fitted on new or old towers. The 200kg capacity, 25m/min two man elevator rides on the inside of larger towers and on the outside of smaller ones using a double rack and pinion drive with dual rails, which can be left permanently installed. It is completely self-contained and fully autonomous, driven by a lithium ion battery mounted at the base. When



Engine manufacturers including FPT will show off their latest developments



The Cummins Napier Railton replica.

Record breaking year for 'Idiots on Ladders'

After its most successful year ever, the UK-based Ladder Association has named the winner of its 2014 Idiots on Ladders campaign. Run every year alongside the Ladder Exchange scheme, the campaign aims to highlight the importance of having the right equipment as well as the correct training to use it safely.

The campaign was run on its Facebook page with the winner selected by the number of 'Likes' it generated. This year's winning idiot was spotted in Kent, and shows two men being lifted to a height of four to five metres with a telehandler before climbing a ladder placed against a narrow chimney. The picture racked up close to 60 per cent more votes than the two runners up, which tied for second place.

Michael Fern of the Ladder Association said: "The huge response this year shows that people know how ridiculous misusing ladders can be, but it also shows the scale of the problem, with people spotting unbelievable misuse all over the UK and beyond. Being safe on a ladder can be as simple as taking a half day training course, but many are choosing to take their lives in their hands instead."

Falls from height are still the leading cause of death in the workplace, with falls from a low level making up a large number of the serious injuries sustained. The Ladder Association runs three distinct training courses which include its flagship Ladder & Stepladder course, lasting a half-day and offering practical experience of how and when to use ladders. Other courses include the Ladder & Stepladder Inspection course, which focuses on inspecting and maintaining ladders, and the Working With Steps & Step Stools course for people who use the equipment less regularly.

Further guidance, and details about training courses, can be found on the Ladder Association website: www.ladderassociation.org.uk

Other 'Idiots on Ladders' entries



winner



Joint runners up



Ladder Association contact details:
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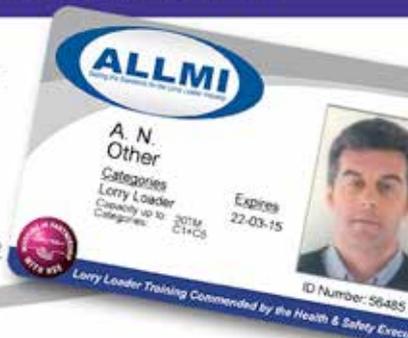
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Proposed changes for MOT testing

The UK's Department for Transport has published two public consultations on heavy goods vehicles (HGV) periodic testing and inspections and goods vehicle operator licensing exemptions. The HGV testing scheme currently provides exemption for 37 classes of vehicle however the Department for Transport is proposing to remove or modify exemptions covering 10 categories.

The proposed changes will affect many items of road going machinery including, mobile cranes, tower wagons (truck mounted aerial work platforms) and mobile concrete pumps. Both the Crane Interest Group and the British Concrete Pumping Group met in January to discuss the proposals and the CPA is now preparing a response to the Department of Transport.

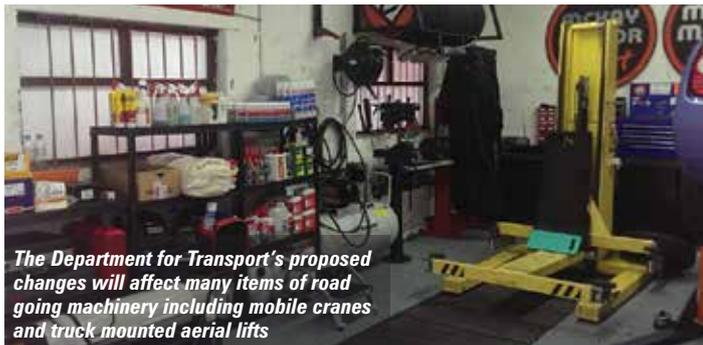
The CPA has also expressed its concerns as only one organisation was notified of this consultation document and that no relevant trade associations were sent the consultation document.

To view the consultation documents visit:

<https://www.gov.uk/government/consultations/hgv-periodic-testing-and-inspections-exemptions>

<https://www.gov.uk/government/consultations/goods-vehicle-operator-licensing-exemptions>

The public consultations will close on the 5th March 2015. If you have any comments on the proposed changes email: david.smith@cpa.uk.net



The Department for Transport's proposed changes will affect many items of road going machinery including mobile cranes and truck mounted aerial lifts



Drug driving law change

From the 2nd March a new law will be in force in England and Wales that will make it an offence to drive while over specified limits for a total of 16 drugs. The new offence will make it easier for the police to arrest motorists who drive after taking illegal drugs or who abuse medicinal drugs.

Roadside drug screening devices will be developed using saliva to identify if the person driving or in control of the vehicle had taken one or more of the specified drugs, or one that may be metabolised into one of these drugs. Following a positive screening result, the person can then be requested to provide a blood sample for evidence purposes, to enable prosecution for the new offence of being above the specified limit.

The drugs specified are split into two groups – the first 'Zero Tolerance' group consisting of commonly abused drugs such as cocaine, cannabis and ketamine. The second group consists of mainly licensed medicines that have a significant liability to be abused, and for which specified limits have been set at a higher level than the first group. The higher limits are generally above the normal therapeutic range so most patients are unlikely to be driving with a concentration of a specified drug in their body above the specified limit.

For more information on this new law which affects all drivers and operators, visit: <https://insidedvla.blog.gov.uk/2014/12/19/a-new-drug-driving-law-comes-into-force-in-march-2015/>

GLA emissions update

In the summer of 2014 the mayor of London's office published the long expected guidance on emissions and the control of dust during construction and demolition. The controls take the form of supplementary planning guidance (SPG), which imposes a new non-road going mobile machinery Low Emissions Zone (LEZ) in London.

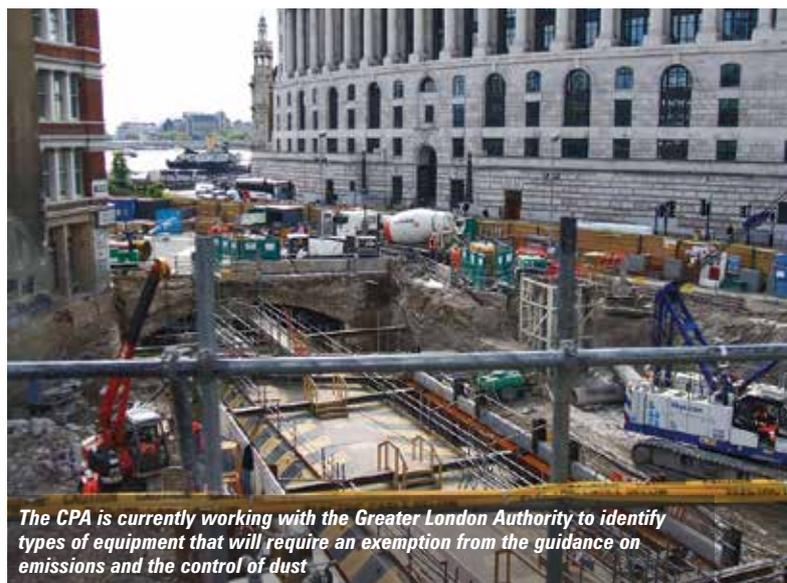
Effective from September 2015, all types of machinery working on sites in central London and Canary Wharf must meet Stage IIIB emissions standards or higher. On major sites elsewhere in London, machinery should meet Stage IIIA standards.

The CPA is now working with the Greater London Authority to identify types of equipment which cannot practically meet the new requirements, and will therefore require an exemption. As such, the CPA is inviting companies to specify what categories or items of machinery they own which they believe will not be able to meet these requirements within the time frame.

All claims for exemption will need to be justified. If an exemption is granted, a form will need to be completed for each individual item, identified by its serial number. A copy of the form agreed by the GLA can be downloaded from the CPA website: www.cpa.uk.net

CPA director Kevin Minton, said: "This is construction machinery owners opportunity to identify equipment and justify it being exempted from the controls. If companies do not do so, then non-compliant machines may be banned from London sites from September this year."

The Greater London Authority code of practice on controls on emissions



The CPA is currently working with the Greater London Authority to identify types of equipment that will require an exemption from the guidance on emissions and the control of dust

from diesel engine construction equipment in London can be viewed online at:

<https://www.london.gov.uk/priorities/planning/publications/the-control-of-dust-and-emissions-during-construction-and>

Scaffolding with integrity

The NASC Code of Practice product audit applies to new product at point of entry to the UK. NASC supplier members are audited on system scaffold, tube, fittings, timber board and aluminium beam products. From 2015 the audit will incorporate unit transoms and high tensile 3.2mm tube

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CISRS card scheme reaches 50,000

The Construction Industry Scaffolders Record Scheme (CISRS) now has more than 50,000 active card holders - the highest the scheme has achieved since its inception. During a recent series of independent reports carried out by Pye Tait, CISRS was praised for its rigorous approach to qualification through the combination of formal off-site training at approved training centres, on-site time served experience, S/NVQ assessment, practical skills tests and health and safety testing.

A full scheme review is now underway to ensure all relevant industry changes are incorporated into the core Part 1, Part 2 and Advanced programmes. The revised and standardised version of Part 1 has recently been issued (see below), while work on Part 2 begins next month.

CISRS scheme manager, David Mosley said: "To reach 50,000 current card holders is a great achievement, the numbers may not seem huge when compared to some other industry schemes, but we know that our cardholders have had to work hard to achieve their CISRS status and that they are part of a select few industry recognised competency card schemes."

Details on CISRS card courses, training changes following the introduction of TG20:13, dates of courses available and a list of approved training providers can be found at www.cisrs.org.uk or email enquiries@cisrs.org.uk.



CISRS currently has 50,000 active card holders.

NASC Apprentice of the Year award

Josh Kerwin of Mansfield-based Kaefer C&D has won NASC's inaugural Apprentice of the Year award. Kerwin received the trophy from NASC training director Dave Mosley and CITB specialist account coordinator Diane Wood, along with a certificate and £500 cash prize. Kaefer C&D was also awarded a trophy and £500 to spend on CISRS training. Dean Fry of Chris Sedgeman Scaffolding and Matt Wernham of Connect Scaffolding were runners-up.

The NASC says competition for next year's award should be particularly strong, thanks in part to its new apprenticeship challenge, which has generated more than 240 new scaffolding apprenticeships since November 2013. Those wishing to enter the NASC Apprentice of the Year 2015 award should go to the CISRS section in the members' area on the NASC website. Details will be available from September.



(L-R) Diane Wood
Josh Kerwin and
David Mosley



Principal contractors selecting NASC

UK principal contractors and major construction companies are increasingly stipulating that all scaffolding on their sites is carried out by NASC member companies. Many of these large construction companies are also joining NASC as information members.

An example of this is Wates Living Space, whose regional operations director, Tom Langley, said: "We see membership of NASC as a vital part of our commitment to zero harm, both to our workforce, our supply chain partners, and the communities we serve. It will support our approach to training for continuous high standards of scaffolding best practice."



NASC president Kevin Ward, added: "It is my hope that this decision by Wates Living Space may also act as a catalyst for other like-minded organisations to follow suit, whilst also encouraging scaffolding contractors who are not members of NASC to up their game, accept working to established best practice and regulation as a positive for their business, and apply for membership."

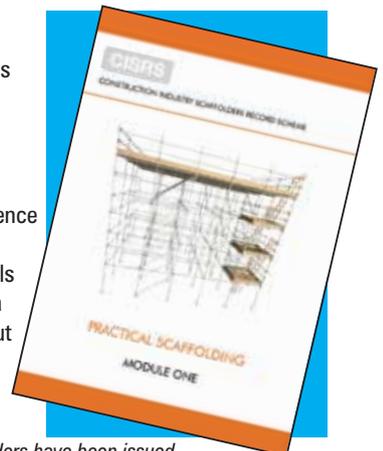
Details on NASC membership can be found on www.nasc.org.uk

Standardisation programme reaches first target

All CISRS approved training providers have been issued with the improved, fully revised and standardised CISRS Part 1 training package - which went live on the 2nd February.

The new package includes updated paperwork for both the delegate and provider, as well as a brand new 24-page Practical Scaffolding Module One document, which includes all the necessary information on scaffolding components and the basic requirements needed to safely erect and dismantle scaffold structures within the Part 1 syllabus.

CISRS scheme manager, Dave Mosley said: "Following the Instructors Conference in March 2014 everyone agreed that producing standardised course materials was the right thing to do. It has taken a little longer than we had anticipated, but we feel that this is a massive step in the right direction for the scheme."



CISRS approved training providers have been issued with the latest CISRS Part 1 training package.

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LOLER and PUWER Approved Codes of Practice released

Last month ALLMI members were provided with the latest editions of the HSE's recently re-published LOLER and PUWER Approved Codes of Practice (ACoP).

The ACoP for LOLER was revised last year and ALLMI members provided significant input into the draft for public comment. The ACoP for PUWER was also amended

in 2014 and both documents are now available. It is important to point out that it is only the ACoPs which have been revised and not the actual regulations. Most of the updates relate solely to the clarification of previously ambiguous areas, or references to other revised legislation and standards where applicable. ALLMI has also reminded



members that, with regard to the keeping of documentation relating to loader cranes, it continues to advocate retaining all prior Reports of Thorough Examination as part of a 'cradle to grave' file, contrary to the two year rule stated in LOLER.

The HSE has recently amended its LOLER and PUWER ACoPs.



Alan Roberts R.I.P

ALLMI recently received the news that Alan Roberts, one of its long-standing committee members, has passed away. Formerly of Atlas Cranes UK and then later with AR Training, Alan was one of the founder members of ALLMI's Training Committee and played a vital role in the development of many ALLMI courses.



Alan Roberts

ALLMI chief executive, Tom Wakefield, said: "Alan was an incredibly dedicated and loyal servant to the association and he had key involvement in the writing of the ALLMI Lorry Loader, Slinger/Signaller, and Thorough Examiner courses, as well as making valuable contributions to many other ALLMI activities and projects over the years. He was always very quick to devote his time and energy for the sake of raising standards and was an absolute credit to the lorry loader industry. Alan will be very sorely missed by all."

ALLMI app

As a project which has been in discussion for some time, ALLMI plans to progress the development of a smart phone app in 2015. The intention is for the app to contain a range of features for use by all those working with or interested in loader cranes, including:

- Details of ALLMI training courses
- Guidance and safety documents/bulletins
- Industry news
- Training provider/member directories and search functions
- Course booking facilities
- Various calculator tools to assist with industry job roles

The association is looking for feedback on other features which could be included in the app – should you wish to contribute ideas or suggestions then please contact ALLMI.



ALLMI plans to develop a smart phone app later this year.

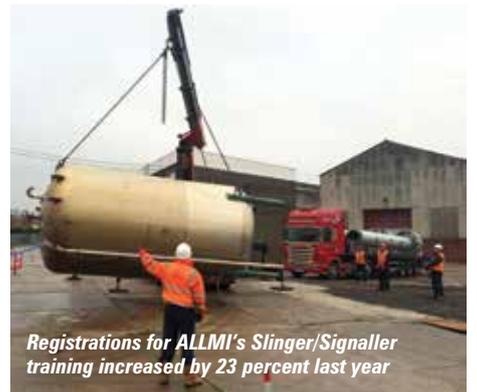
Demand for Slinger/Signaller training

Following a huge increase in ALLMI Slinger/Signaller registrations during 2013, demand for the association's course rose a further 23 percent last year, with growth set to continue in the year ahead.

ALLMI technical director, Alan Johnson, said: "Slinger training is a very important issue and we have been raising awareness of this subject for many years. Unfortunately, many employers believe that putting their operators through a lorry loader course provides them with a sufficient level of skill, knowledge and understanding to act as a slinger – this is not the case. Specific training and assessment should be undertaken in order to be proficient in this area, and this is a requirement under the Health & Safety at Work Act, PUWER and BS7121 Part 4."

ALLMI chief executive, Tom Wakefield, added: "The use of inadequately trained slingers can be a major cause of accidents. Even if such accidents do not cause a fatality or an injury, there's every chance they will lead to costly legal action or damaged equipment. A properly trained slinger is also a more profitable one, providing higher levels of efficiency and less down time, as well as a safer working environment."

For further information on the association's Slinger/Signaller course, please contact ALLMI.



Registrations for ALLMI's Slinger/Signaller training increased by 23 percent last year

New course schedule

ALLMI recently released its new course schedule for the year ahead. Whilst Operator and Slinger/Signaller courses are delivered by ALLMI's training provider network, the association also offers a range of training programmes on a direct basis:

- Crane Supervisor
- Instructor
- Manager - PUWER 9.2
- Appointed Person
- Thorough Examiner

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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

Ignored risk assessment costs £15,917

UK contractor European Active Projects has been fined £15,000 plus costs of £917 after exposing agency workers to unnecessary dangers while rigging and lifting containers at Chatham Docks last February. Photographs of the lifts were sent to the HSE by a member of public, showing a man at a height of over 10 metres attaching chain legs to a container so that it could be lifted by an All Terrain crane. A second man was five metres up, on a lower container.

The HSE investigation revealed that a risk assessment and a method statement clearly stated that the rigging of each container would be carried out from a boom lift. When the time came, the company said that it was unable to source a lift and resorted to using unfooted, unsecured ladders to access the containers. European Active Projects had previously received written advice stating that the company needed to improve the planning and organisation of its lifting operations following an investigation into a serious incident



The risk assessment clearly stated that the containers would be secured by an operator working from a boom lift

involving a lifting operation.

HSE inspector Joanne Williams said: "The company had a plan but totally ignored it when it became clear a boom lift couldn't be sourced in

time. It failed to provide any suitable measures to make sure the container structure could be erected safely and allowed dangerous practices to take place on site."

Precarious at best

Two industrial estate managers from Morecambe in the UK have both been fined £8,000 plus costs of £1,681 after strapping 15 wooden pallets and a metal cage to a forklift in order to reach a street light.

Jonathan Shaw and Stephen Fawcett, secured the pallets and cage with a single ratchet-tensioned web strap, with nothing in place to prevent a fall, or to protect pedestrians below. Lancaster city council had previously warned Fawcett about the dangers of working from height, said that the arrangement was at best 'precarious' and at worst 'reckless' and dangerous to anyone using it or coming near to it.

Working at a height of nine metres with the use of a forklift, 15 pallets and a metal cage.



Electrocution costs company \$164,275

Five Star Plastering of Laguna Hills, California, has been fined \$164,275 for a fatal incident involving two of its employees last July.

Daniel Pohl and Joshua Shetley, both 23, were erecting a scaffold by the side of Mission Viejo secondary school's football field, when Pohl was electrocuted after touching an overhead power line. Shetley was also hospitalised after being thrown from the scaffold when he attempted to help Pohl. The company was cited with six violations including a wilful-serious violation for allowing work to be performed in proximity of high voltage lines.

The company was also cited for failing to provide employees with any safety training or overhead protection.



Daniel Pohl and Joshua Shetley were erecting a scaffold when Pohl came into contact with a power line.

Another shocking incident

Ashford Homes of Melksham, UK, was fined £20,000 with costs of £5,159 after a crane came into contact with an overhead power line in Trowbridge in March 2013.

Sub-contractor Lee Burge, 38, was moving sections of steel for the construction of a new clubhouse at the Trowbridge Rugby Club when the hook block came touched a power line. Burge, who suffered an electric shock and needed to be resuscitated, now suffers from long-term memory loss. An investigation found that Ashford Homes had been warned by the electricity company about the presence of overhead power cables, and had received advice on the removal of the power supplies running across the site. However, no measures were implemented to divert or isolate the power supply with construction machinery free to operate beneath power lines.

Ashford Homes was fined after a crane came contracted an overhead power line.



Who trained him then?

Two men were spotted in Australia working from a large skip placed between an excavated edge and a building under construction. Shoring panels and wooden planks were placed on top of the skip with ladders used to gain access.



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Hamburg, Germany

This year's TABs, the German language safe work at height conference, will be held at the Still fork truck and material handling plant in Hamburg.

Early bird delegate discounts are available until the end of April, with additional discounts available for IPAF members. Display opportunities for appropriate exhibitors/sponsors are also available.

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11th June 2015

PAL card unaffected by CSCS announcement

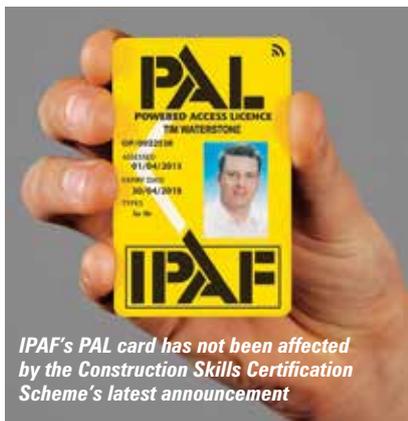
IPAF's PAL card continues to be accepted by the UK Contractors Group (UKCG) and Government bodies following a statement by the Strategic Forum noting that members of the Construction Leadership Council (CLC) have decided to specify and promote occupational card schemes carrying the Construction Skills Certification Scheme (CSCS) logo.

Under the CLC policy, some sites - notably those funded by public procurement - will specify that individuals must prove they have the agreed standard of qualification and skill for their trade/profession by producing a card with a CSCS logo on it.

Most PAL card holders will already hold an occupational skill card relating to their particular trade/profession, an electrician or steelworker for example, and will therefore be unaffected by the new policy. The PAL card will continue to be accepted and/or required as proof that the holder has successfully completed appropriate training in the safe use of aerial work platforms and mast climbing work platforms across the UK.

The UKCG has confirmed to IPAF that: "The PAL card continues to be recognised by UKCG members as proof of successful completion of appropriate training to operate MEWPs."

There are currently more than 350,000 valid PAL cards in the UK, with all new cards issued as machine-readable Smart PAL cards. All PAL cards can be verified online at: www.ipaf.org/checkpal



Nerenhausen to speak at the Summit

JLG president Frank Nerenhausen will be the lead speaker at the IPAF Summit in March, when he will explore emerging technologies and their potential application in the access industry. Held on the same day as the International Awards for Powered Access on the 26th March in Washington, DC, the summit's theme is 'new technologies and new markets'.

The panel of speakers will focus on how new technologies will change the face of the access industry in the next five to 10 years and look at how existing technologies are still battling to open up new markets around the world. With speakers still being finalised, topics will include a report from Bulgaria on the battle to reclaim stolen aerial work platforms, a presentation from Turkey on the challenges of opening new markets to new technologies, and an update from IPAF on the latest developments in eLearning.

The conference is free to attend and will be held in English, with simultaneous translation into Spanish. Register in advance at: www.iapa-summit.info

JLG's Nerenhausen has been announced the keynote speaker at the IPAF Summit.



IPAF will focus on machine pre-start inspections at Intermat later this year

IPAF at Intermat

With aerial work platforms being one of the safest ways to carry out temporary work at height IPAF will be urging all visitors at Intermat to ensure pre-start inspections are performed. Held in Paris, France, the show will take place from the 20th to 25th April.

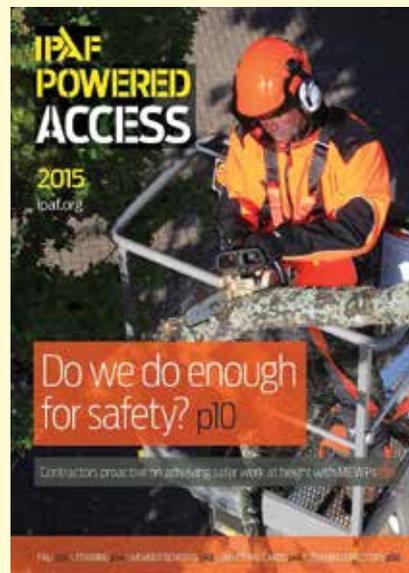
In addition to demonstrations showing how to carry out a pre-start inspection, IPAF will feature its latest safety videos which provide visual tours of how to conduct pre-start inspections for scissor and boom lifts. Each video lasts about 10 minutes and is currently available in English, German, French, Italian, Dutch, Spanish, Portuguese and Chinese.

It will also promote its range of resources on the subject of inspections, including the popular inspection key tags, which provide a handy reminder of points to cover for pre-start and workplace inspections. All inspection videos and resources can be found at: www.ipaf.org/inspections

Do we do enough for safety?

The big debate in IPAF's annual publication *Powered Access* tackles the fundamental question of whether the access industry cares enough about safety. Also featured in the issue is an interview with contractors on how to achieve safer work at height with aerial work platforms as well as articles on IPAF's PAL+ and Smart PAL cards, and more.

The online version can be found on the 'Publications' section of: www.ipaf.org - or to obtain free printed copies email: info@ipaf.org



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New BSI standard for complex towers

C&A

PASMA

The British Standards Institution (BSI) has published a revised standard for complex access tower structures. Developed in conjunction with PASMA, BS 1139-6 Metal Scaffolding specifies the requirements for the structural design of prefabricated tower scaffolds utilising components from standard mobile access and working towers specified in BS EN 1004, but in configurations that are outside the scope of the standard.

The new standard is of major importance to any PASMA member involved in the design and build of special/custom towers in complex configurations and PASMA members in the 'Hire and Assembly' category in particular must be fully familiar with the implications of the standard, which should be read in conjunction with EN 1004, the European standard for towers.

The revision, which PASMA played a key role in bringing forward, covers, amongst other things, clarification of the scope, updated terms and definitions, dimensions for certain components, new requirements for structural design and positional stability, new requirements for design verification, and new requirements for marking and for the information to be

supplied with the towers.

Michael Fern, PASMA's communications and social media officer, said: "Anyone specifying the use of a complex tower should ensure that it meets the safety requirements of this latest standard. The simplest way to do so is to hire a PASMA 'Hire and Assembly' member, safe in the knowledge that those carrying out the work will have been trained to the highest level based on BS 1139-6."



The British Standards Institution (BSI) has published a revised standard for complex tower structures

For more details, and to purchase a full copy of the standard, visit: www.pasma.co.uk

Towers on Stairs

Towers on Stairs, one of the latest courses from PASMA, teaches delegates how to build stepped towers. The course covers the latest legislation,

regulations and guidance for towers as well as focusing on the issues specific to building them on stairs.

To carry out the one day training course delegates must already have a PASMA 'Tower for Users' photo-card and a good working knowledge of work at height. Comprising of both theory and practical sessions, every delegate receives a course content and notes booklet, together with a current PASMA Code of Practice.

Other courses currently available through the PASMA training network include:



- Work at Height Essentials
- Towers for Users
- Combined Towers and Low Level Access
- Low Level Access
- Towers for Managers
- Towers for Riggers

Another record year for training

PASMA members trained over 65,000 people in 2014, setting yet another record for the number of people benefiting from the experience and expertise of PASMA training centres.

Chairman, Chris Blantern, said: "Not only has the number of PASMA trained people grown year on year, but the number of ways in which the association helps to keep people safe and productive has also broadened. A particular focus for the year ahead will be low level access, as the association continues to promote the benefits of PAS 250 - the specification for pulpits and podiums sponsored by PASMA and developed in collaboration with the BSI."

"This, combined with PASMA's Low Level Access training course and the availability of the 'Accidents can happen even at low level' DVD will, we hope, make a significant contribution to safety and best practice in this important sector of the market. 2015 promises to be an exciting and challenging year for the association."



PASMA chairman Chris Blantern

PASMA and the AIF

As a founder member of the Access Industry Forum (AIF), PASMA will be actively supporting a number of AIF initiatives throughout 2015. These include the development and launch of the much anticipated definitive online resource for work at height - WAHopedia - the introduction of the Managing Work at Height training course, and a national AIF conference supported by WWT alongside APS, HAE and IIRSM scheduled for the Autumn.

The Access Industry Forum comprises of BSIF, EPF, FASET, IPAF, IRATA, the Ladder Association, PASMA, SAEMA and WAHSA.



www.pasma.co.uk

For information about EN 1004, BS 1139-6 and PAS 250 visit the PASMA website.



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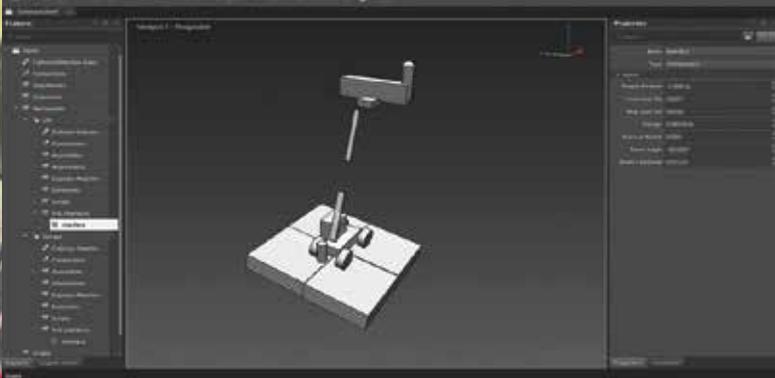
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Prolad used collision geometries to determine the possible causes to the incident.

Virtual investigations

Montreal based forensic engineering company Prolad Experts has teamed up with CM Labs Simulations to virtually recreate a fatal incident involving a telehandler which killed one and left two others injured in 2013.

CM Labs' used its interactive Vortex 3D simulation software to create a dynamic simulation of the telehandler and its operating environment based on the manufacturer's specifications and test data as well as site information about ground materials and compression.

The software was able to show the behaviour of the telehandler under a range of boom configurations, as well as highlight how the ground's incline and material composition, off-level angles and counterweight placement affected the situation. By processing various factors the software was able to calculate the precise threshold at which the telehandler could overturn, allowing the company to determine a series of causes for Prolad Experts.

CM Labs mechanical engineer Martin Hirschorn said: "Doing these calculations on this complex scale by hand is not even remotely feasible. What Vortex can do is consider positions, masses, and velocities, calculate contact forces under the wheels, and moments of forces in all of the joints. This opens a whole world of analysis possibilities."

ATEX certified load cells

Specialist load measurement equipment manufacturer LCM Systems has launched a new range of ATEX/IECEx certified load cells for Zone 1 and 2 hazardous areas.

Designed for use in flammable gas and dusty environments the range of load pins, load cells, load shackles and load links with capacities up to 1,000 tonnes, are all supplied with full environmental protection, ATEX certification and a certificate of calibration. Additional amplifiers and displays can also be supplied and used in conjunction with the new load cells in potentially explosive atmospheres.



LCM Systems' ATEX-certified load cell, load pin and load link



When not in use the rack folds up on itself

Outrigger mat carrier

US outrigger mat manufacturer DICA has introduced its ZeroLift Pad Rack for Rough Terrain cranes which eliminates the need for operators to lift and carry outrigger mats.

With a capacity of just over 450kg, the steel rack can be adjusted to fit mats up to 1.2 by 1.5 metres. Installed either on the front or rear of a crane, the rack weighs less than 30kg and has minimal impact on the crane's ground clearance. A single hitch point at the bottom of the rack allows it to fold up when not in use or when in transit. The Pad Rack can also transport other items such as tool boxes.

DICA chief executive Kris Koberg said: "The ZeroLift Pad Rack provides a reliable and convenient method to store outrigger mats. It virtually eliminates lifting injuries, because outrigger mats are stored at an easy to access height where they can be slid instead of lifted."

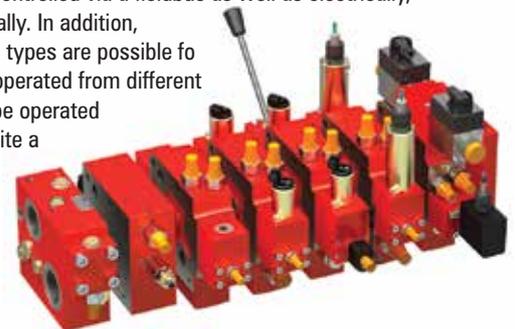
Modular valve systems

Bucher Hydraulics has developed an SC18 proportional directional valve and electronic undersupply management (EUM) system designed for a range of machines including mobile cranes and reachstackers.

Filling the gap between Bucher's LVS and SC22 ranges, the sectional SC18 valve system can be combined with a number of the company's valves. The modular system allows for up to eight actuator sections and consists of inlet and end modules as well as compact valve sections which can be combined and tailored to a particular application. It uses an internal system to control the flow rate to the actuator and offers maximum load pressures of 420 bar and an actuator flow rate of 260 litres a minute.

Features include individual load pressure cut-off for both sides, an independent pilot-pressure interrupt which prevents load-increasing movements while allowing load-reducing ones to continue, and responsive load-independent control even with parallel operation of several valve sections. The range can also be used with variable - as well as fixed - displacement pumps and includes ATEX- and IECEx-approved valves for explosion zones one and 21.

Onboard electronics provide control action and diagnostic capabilities and the valves can be controlled via a fieldbus as well as electrically, hydraulically and manually. In addition, combinations of control types are possible for valves that have to be operated from different locations or that must be operated safely and reliably despite a power failure.



Bucher's sectional SC18 proportional valve system can be combined for specific applications.

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to 12 weeks after publication.

To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: editor@vertikal.net with 'Innovations' typed in the subject box.

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GOING UP IN THE WORLD

A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

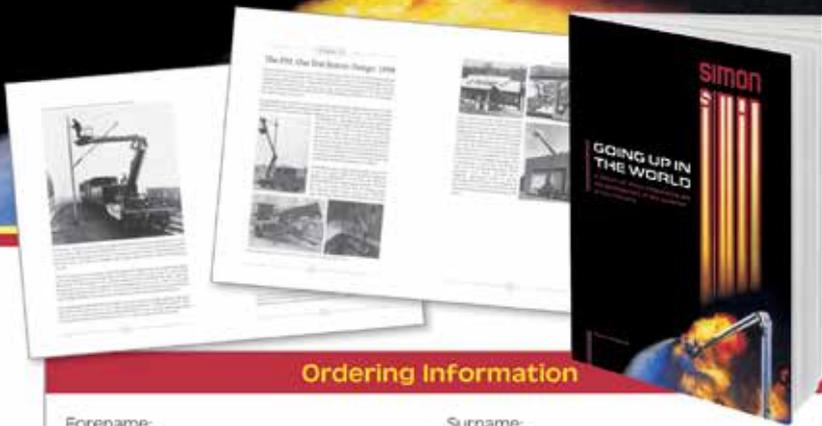
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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Lifting frame

This is a 1:50 scale model of a lifting frame with a nominal capacity of 720 tonnes and it is made by YCC Models. The original equipment manufacturer is not identified, however it looks like those produced by Hydrosplex - now part of Enerpac. The model is in the colours of Sarens, the Belgian lifting specialist.

The model comes in a fairly plain box with high quality foam rubber protecting the parts. There is no information about the real machine or model, and no instructions. However assembly is straightforward, although a photo or sketch of the assembled model would have been helpful. Some spare pins and two tools are included.

The model comprises sections of metal track which are pinned together, and four bare cylinder jacking units. Each one is highly detailed. There are tiny rollers underneath, so they roll along the tracks smoothly, and the 'pusher' cylinder can extend and retract. The hydraulics have rubber hoses and the casting details are very good including non-functioning lifting eyes, fine grab rails and a detailed equipment and console area. There are realistic small graphics/decals around the units.

The lifting cylinders are well engineered in three stages and extend easily and the head rotates. The locking system is by means of a small Allen key turning very small grub screws, although some were a little stiff initially.

The main beams are heavy-sections, with a safe load graphic. Brackets fit over the beams and four heavy strap guides are supplied for using on loads, however no straps are included with the model which is a pity.

Overall this is a very high quality model with small

parts which have to be handled with respect. It can be posed as haulage loads, or when assembled the frame is sturdy enough to handle a heavy model load although care has to be used to make sure lateral loadings are not applied to the frame. Quite a large and detailed model results when it is built up and it can be obtained from the Sarens Shop (<https://www.sarensshop.com>) for €139.

To read the full reviews of these models visit www.cranesetc.co.uk

Cranes Ect Model Rating	
Packaging (max 10)	6
Detail (max 30)	27
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	79%

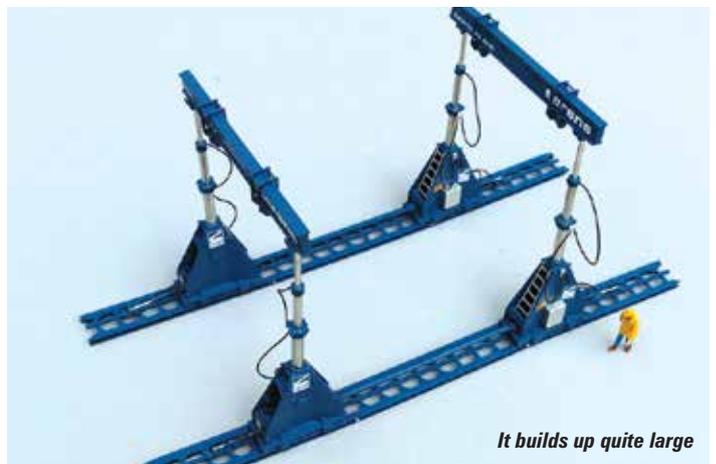
Lift cylinders detailed with hoses



The parts as a haulage load



Lifting a six axle Tadano



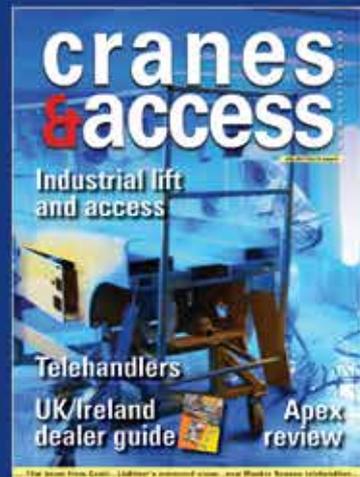
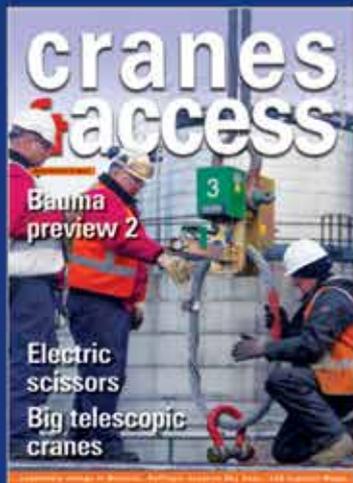
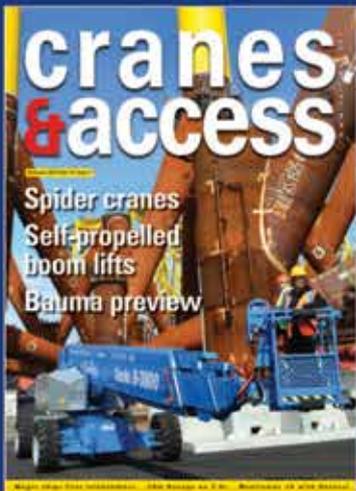
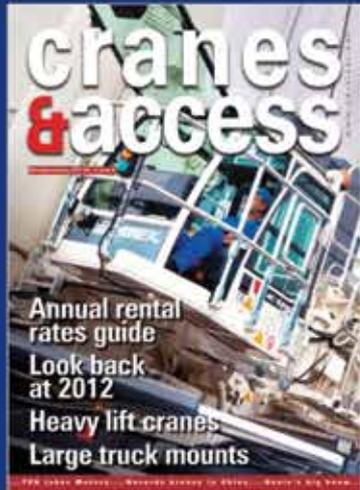
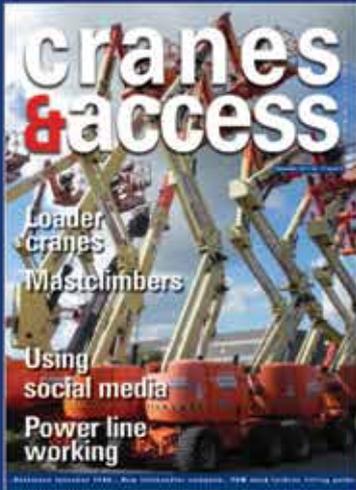
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Letters



Hi Leigh,

Hope you are well, my name is Tim Proud, I am the managing director of Dewsbury and Proud Ltd, we are a mobile crane hire and contract lifting company based in the Midlands and have 35 cranes including a couple of Maeda mini cranes. We operate mainly as a taxi crane company and have been in business since 1977, we have a staff of around 50 people.

When I started my career in the crane sector our work was mainly machine/industrial type work, the Black Country was a heavily industrialised area and we did very little construction type work, words such as 'Contract Lifting' and 'Best Practise Guide' had not yet been invented!

I view your website and read your publication regularly and with great interest, with this in mind I wondered if you may have any comments or suggestions about what I have written below, I would love to hear any comments you may have as your position within the industry is fairly unique. I would like to generate a debate, create awareness, listen to suggestions and ultimately improve our industry standards all while serving as the CEO of a company whose job description includes the line 'profit and growth'.

So the reason I am writing to you is to express my concern at the standards we have within our industry, whilst some are desperate to improve the safety and training, others are flouting the law to make a fast buck and I can assure you that the size of company doesn't necessarily come into this. There are some very good large companies, smaller companies and lifting companies that don't own their own machines who offer a complete service at a reasonable price, there are also the opposite, companies which do not complete the job in a professional manner, don't invest in training people or machines, and have a complete disregard or ignorance of the legislation involved.

I have had crane people ring me up to clarify a situation who aren't aware of BS7121, longstanding members of the industry who don't understand the difference between an ACOP, Standard or Best Practice Guide, who hide behind office doors and hope they never have an incident or who disappear quickly from site when something goes wrong, why do these people not protect themselves!?

I recently had an incident where I had a call for a slinger/signaller from another crane hire company, to work with their crane on a Contract Lift the following day. We took the information the night before and sent our guy to site for the following morning at 8am. On arrival our employee rung up and said that the crane had arrived with a qualified CPCS operator, there was a lift plan in the cab but there was no lift supervisor on site. He said the job and paperwork appear to be correct (the man I sent actually is a qualified AP, L/S, S/S and operator) it was just that there was no Supervisor on site. I rang the crane hire company who told me that the crane operator was a lift supervisor and therefore would we please continue working, or they would get someone else in to carry out the slinging duties. They said the operator could act as the lift supervisor and actually the crane had a remote control operating unit, so he could get out of the cab, and therefore everything

would be fine. The operator explained to my employee that this was common and in fact on some occasions he acts as the operator, supervisor and slinger. He said that his manager had explained in great detail that this was okay, and he was satisfied that he knew what he was doing.

Two days later I sent an AP to look at a simple job a few miles away from our depot, this time when he got to site we discovered that we were too late and that other crane company had said they would supply a crane on a 'contract lift' basis to carry out the operation. The customer initially thought that my AP was there to risk assess the job, complete the paperwork then act as a Lift Supervisor. As we were leaving the competitors crane arrived and after exchanging a few polite words the crane proceeded to rig up and carry out the job. My AP hung around and watched as the operator ticked a few boxes on a piece of A4 paper (I assume the tool box talk was being completed at that point), rigged the crane, jumped out of the cab and slung the load, completed the lift and then de-rigged the crane.

Both of the above incidents were performed by the same company but I can assure you they are not alone in this, it actually states on their website "we give you peace of mind that that all lifting operations will comply fully with BS7121 and be performed by competent, trained staff".

I have had a request from a few members of our operating staff to clarify in writing the law regarding the above issue, we discussed the role of a Crane Supervisor as described in BS7121 and the section where it describes the minimum attributes of personnel, it clearly states: "If the crane supervisor is also a crane driver, then the crane supervisor should not operate any crane involved in the lifting operation being supervised".

The problem going forward is that some companies are educating their own staff and customers that this way of operating is completely safe and legally correct. It is this sort of bad practice that we need to address as an industry and this is only one small issue. Suggestions such as MOT's on cranes, testing and inspection based on usage and cycles, rather than the standard 12 monthly inspection, operator working hours etc... I could go on!

New products can affect the ability to set standards, new types of machines are entering the market, that can be classed as a crane, a lorry loader or a telehandler for example, and with different rules applying for each type of machine we may need some clarification from the manufacturers as to what that particular machine can be safely used for. A very grey area and confusing it may be but with regards to the Crane Hire companies I think they should know better!

May I suggest that you survey members of the CPA for example, this could include questions and opinions about the above, or maybe we should consider some industry policing? Maybe by the CPA? I'm not sure what the answers are or how we should go about it, I just know that what I see on a daily basis is nowhere near where it should be. I have no objection to a company working as cheaply as possible, as long as we are all adhering to the same rules and standards.

Continued on page 69

I understand that in this modern world the cost of improvement in standards and safety is tough but it is 100% necessary, I am sure that the mind-set alters with a visit to the Coroners Court, but by then it is too late. Unfortunately we read about these issues every day, the industry has improved greatly over the last 30 years but we still have a very long way to go to achieve the levels of some other industries.

I am all for competition and thrive under the pressures of this industry but we need to increase rates to allow for training, testing, auditing, monitoring and improving standards, how many crane hire companies in the UK have their own in-house qualified Health and Safety Director? I know I haven't. Listen if you can squeeze a job in the afternoon and save your customer a few quid then that's great but let's not do that by putting our company, staff and customers at risk!

Kind Regards

Tim Proud

Tim Proud makes some very good points in this detailed and thoughtful letter. I am not sure that I agree with him on every point he makes, for example I think there is a case when carrying out straight forward simple lifts, for the operator to assess the job, figure out a lift plan, sling the load and then carry out the lift. This happens every day of the week with loader cranes and telehandlers. Although at the moment there is no question that this does not comply with current standards and best practice.

There is a tendency to treat the crane operator as a lever puller and delegate much of what should or could be his responsibility to others. I would like to see the role of crane operator being elevated, with more responsibility and more respect. After all a crane operator is responsible for highly sophisticated machine, costing anything from £400,000 to several million, which if improperly handled can cause devastation over a wide area. In many respects this is no different to that of a commercial aircraft pilot, yet all too often we treat a crane operator as though he is a glorified tractor driver.

Where I profoundly agree with Tim Proud is over the need for the industry to clarify the situation beyond all doubt - and to spread the word so the sort of misinformation that this letter refers to stands no chance of gaining any traction. The problem comes from rules or regulations that are not well suited to the real world when it comes to a good deal of taxi crane applications. If you hand down rules that are impractical, people will find ways around them or bend them to breaking point. As the letter highlights, we currently have a situation where if you adhere to the rules as they are clearly written you will lose business, do this too often and you court insolvency. So all you are faced with the unreasonable choice of bending the rules yourself and gambling that all will be well, or go hungry. This is totally unacceptable and should not be allowed to continue. We all know it goes on and yet it is allowed to continue.

We would very happy to act as a forum on this issue and to help in any way we can, but I also think that the time is right for the industry association and its members to demand that this situation is cleared up in a way that makes the situation crystal clear BUT which does not disadvantage the crane hire industry compared to the many alternative lifting solutions that now exist.

Please do let us know what you think, either publicly or confidentially, we would be happy to collate all the input and pass it on.

Leigh Sparrow

Publisher

Dear Editor,

HSE fines in Ipswich highlight the need for more training in dealing with killer asbestos.

Following a Health & Safety Executive investigation, Chelmsford magistrates fined an unscrupulous Ipswich roofing contractor £10,000 last week for handling asbestos at a farm in Essex without the correct certification or training. In dealing with the substance improperly he exposed staff to deadly cancer causing spores. As general manager of the UK Asbestos Training Association (UKATA) I'd like to remind your readers of the dangers of asbestos and that it's important that only those with the correct training should handle it.

Asbestos, which is still the biggest workplace killer in the UK, causes the rare and incurable form of lung cancer known as mesothelioma. The danger occurs when materials containing asbestos are disturbed or damaged, leading to the deadly spores of the 'hidden killer' to be released into the atmosphere where they are inhaled. It's important that those in the construction trade likely to come into contact with asbestos know how to identify it and deal with it safely.

Dealing with asbestos without the full training and knowledge can lead to putting both your own health and the health of those around you in jeopardy - that's the reason why the Health & Safety Executive continues to dish out fines. Those in the construction industry should consult our list of approved members in order to gain the correct certification at www.ukata.org.uk

Craig Evans

General manager, UKATA

Open letter to Inpex Corporation

The following was posted as a public letter on our website following a report on the dropping of a large exhaust stack during a tandem lift at the Blaydin Point natural gas processing plant near Darwin, Northern Territory, Australia. Shortly after the incident occurred - no injuries were reported - the plant management enforced a tough no photography and information blanket on the staff at the site, some of whom complained that they were not informed on what had occurred.

FAO Mr Toshiaki Kitamura CEO
Inpex Corporation
Tokyo Japan. 107-6332

Dear Mr Kitamura,

Re Dropped Column on CNG Plant, Darwin, Australia.

FYI only, 28 Men and Women were Killed in 16 Separate Crane and Lifting Incidents in the West during 2014. So your desire to avoid any Corporate embarrassment is understandable but misguided, as there is No PLACE for SECRECY where Crane Safety is involved.

Therefore please instruct your staff to lift the veil of Secrecy, then investigate the Root Cause of this Dropped Load Incident, and publish this report to the entire world, as we need to know the 5xW's to avoid any repetition of this potentially Fatal Dropped Load.

Why...Because Crane Safety affects all of us and in equal Measures too. Australian Prime Minister Tony Abbott should also be monitoring this situation very closely and be prepared to intervene, as this veil of Secrecy should be Ripped Aside in the cause of Crane Safety.

Worker Safety is my Core Value, please make it a core value of the Inpex Corporation.

Kind Regards

Mike Ponsonby



On January 18th we received the sad news that Lee Kramer, president of Xtreme manufacturing, had died suddenly that day at the age of just 67. It seems that he suffered a complication with pneumonia and was surrounded by his family and close friends at the end.

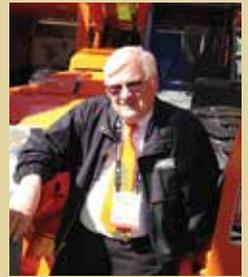
Lee was born in Waukegan, Illinois, and qualified as a mechanical engineering at the University of Illinois, before starting his career as a mechanical engineer with the Hough Company (which later became International Harvester, then part of Dresser Industries, finally merging with Komatsu to form Komatsu-Dresser. From there he moved on to Blount and then Timberjack.

He joined the access industry in 1999 as engineering manager with UpRight, in Selma California and would have been involved with the company's entrance into the telehandler market, as well as working the new boom lifts that the company was introducing. In 2003 he joined Don Ahern to set up Fresno Engineering Design Group, which became Xtreme Manufacturing. As vice president engineering, he was responsible for developing the company's all new range of telescopic handlers, of which

there is now a full range. He was later appointed president of the growing business, which now includes Snorkel aerial work platforms.

A statement from the company shortly after the news broke, said: "Lee was not only our leader, he was our mentor and our friend. He will be greatly missed by all of us at Xtreme Manufacturing, and by all who knew him. He was a true gentleman, an exceptionally kind and compassionate man who made a positive contribution to the lives of everyone who worked with him".

He leaves behind Joan, his wife of 34 years, son, Justin Lee and daughter, Jordan Lynn. Lee was one of the world's true gentlemen, always completely professional, rational, consistent and a thoroughly decent man. He will be missed by everyone who knew him.



Following his sudden passing a memorial fund has been set up in his name which will be used to benefit college engineering students. Those wishing to make a donation to the fund should make cheques payable to 'Memorial Fund for Lee Kramer'. Deposits can be sent to Plaza Bank, 8275 W. Flamingo Road, Las Vegas NV 89147, USA



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1201: Teles Demag AC 120-1	2006	10x6x8	60,00m + 17,00m
1201: Teles Demag AC 120	2005	10x6x8	60,00m + 17,00m
1301: Grove GMK 5130-1	2005	10x8x10	60,00m + 18,00m
2001: Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
2001: Teles-Demag	2001	12x8x8	60,00m + 26,50m + 2,00m
2501: Demag AC 665 SL	1996	12x8x8	58,00m + 22,00m
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Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.bravisol.com
CMC	www.cmclift.com
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie Global	www.genieindustries.com
Genie UK	www.genielift.co.uk
GSR Sps	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JLG	www.jlgeurope.com
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Ommelift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Lifetechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Ranger tracked access	www.tracked-access.co.uk
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Scaffold Towers

Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
GEDA-Dechentreiter	www.geda.de
Harsco Infrastructure	www.harsco-i.com
LTC Hoists Division	www.lfchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingtd.co.uk
Harsco	www.harsco-i.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
Access Link	www.accesslink.biz

Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI-Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
APL	www.apl-aerialplatforms.co.uk
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Easi up Lifts	www.easiuplifts.com
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS PLant Hire	www.jms-planthire.co.uk
Kimberly Rentals Group	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.riwal.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
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New & Used Platforms

IAPS	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.flesch-arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genieindustries.com
Genie UK	www.genielift.co.uk
GT Access	www.gtaccess.co.uk
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Plant Hire	www.jms-planthire.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonsales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Rothlehner	www.rothlehner.com
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk

Reachmaster (USA)	www.reachmaster.com
Riwal	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk

Special/Bespoke Access & Lifting Solutions

APS	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingtd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
JMS PLant Hire	www.jms-planthire.co.uk
Liftright Access	www.liftrightaccess.com
Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Working At Height Ltd	www.workingatheighttd.com

Special & Niche Access

Acrolift	www.acrolift.co.uk
DENKA Narrow	www.rothlehner.com
Easi UpLifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
JMS PLant Hire	www.jms-planthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	www.arnold-schwerlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Self-Propelled Modular Transporters

Collett & Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Genie	www.genieindustries.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsbladel.nl

Telehandler Rental

GT Lifting Solutions	www.gtliftingtd.co.uk
JMS PLant Hire	www.jms-planthire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Alfa Access Services	www.alfa-access-services.com
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Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagru.com
Grove	www.grovetheworldwide.com
HCME (Hitachi-Sumitomo)	www.nrcplant.co.uk
Jekko Minicrane	www.jekko.it
JMG	www.jmgcranes.com
Kobelco	www.kobelco-cranes.com
Liebherr	www.liebherr.com

Linden Comansa	www.comansa.com
Maeda	www.maedaminicranes.com
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cranes4Cranes	www.cranes4Cranes.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
E.H Hassells	www.hassells.com
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-krane.de
NRC	www.nrcplant.co.uk
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Hird	www.hird.co.uk

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
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Furniture Hoists

The Furniture Hoist Co	www.furniturehoists.co.uk
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Crane Hire

AB2000	www.ab2000.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
Cork Crane Hire (Liverpool)	www.corkcranehire.com
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifitng.co.uk
Emerson Cranes	www.emersoncranes.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.co.uk
McNally crane hire	www.cranehire-ireland.com
NRC	www.nrcplant.co.uk
Port Services	www.portservices.co.uk
Heavy Crane division	

Mini Crane Hire

Easi Up Lifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Lift Limited	www.liftminicranehire.co.uk
NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

City Lifting	www.citylifitng.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower	www.ladybirdcranehire.co.uk

crane hire	
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk

Tower Cranes

Electrogen Int	www.electrogen.ie
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Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

DWLS	www.dwls.com
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HLI Consulting	www.hliconsulting.com
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Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Ritchie Brothers	www.rbauction.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
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Trojan Battery	www.trojanbattery.com
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Platinum Batteries (Europe) Ltd	www.platinumbatteries.co.uk
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Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
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Control Systems

MOBA Automation	www.moba.de
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Intercontrol	www.intercontrol.de
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Generator Sales & Rental

Electrogen Int	www.electrogen.ie
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JMS PLant Hire	www.jms-planthire.co.uk
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Insurance

Specialist Insurance	www.cover1.com
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
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Eco power pads	www.outriggerpads.co.uk
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GreenTek	www.greensward.co.uk
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GTP Europe	www.gtp-europe.com
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KO-Mats GmbH	www.ko-mats.com
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Marwood	www.marwoodgroup.co.uk
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Mat & Timber Services	www.sarumhardwood.co.uk
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PCM Fluid Power	www.pcmfluidpower.co.uk
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Nylacast	www.nylacast.com
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Timbermat	www.timbermat.co.uk
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TMC lifting supplies	www.tmc-lifting.com
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Universal Crane Mats	www.universal-crane-mats.com
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Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
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Alfa Access Services	www.alfa-access-services.com
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Caunton - Access	www.caunton-access.com
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Chaintech (UK)	www.chaintec.co.uk
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Crowland Cranes	www.crowlandcranes.co.uk
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C-Tech Industries	www.ctech-ind.com
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Davis Access Platforms	www.davisaccess.co.uk
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Electrogen Int	www.electrogen.ie
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IAPS	www.iapsgroup.com
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JLG	www.jlgeurope.com
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Lift-Manager	www.lift-manager.com
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TVH - Group Thermote & Vanhalst	www.tvh.be
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Unified Parts	www.unifiedparts.com
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Vertimac	www.vertimac.com
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Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
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Inspire	www.inspire.com
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MCS Rental Software	www.mcs.co.uk
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Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
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Airtek equipment	www.airteksafety.com
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Heaton Trestle	www.heatonproducts.co.uk
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Handrail System	
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Heaton	www.heatonproducts.co.uk
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Scaffold Towers	
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Load Systems UK Ltd	www.loadsystems.com
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Marwood	www.marwoodgroup.co.uk
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SMIE	www.smie.com
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Software

Higher Concept	www.higherconcept.co.uk
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inspHire	www.inspire.com
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Matusch GmbH	www.matusch.de
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MCS Rental Software	www.mcs.co.uk
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Structural Repairs

Avezaat Cranes	www.avezaat.com
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Crowland Cranes	www.crowlandcranes.co.uk
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John Taylor Crane Services	www.jtcranes.co.uk
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Training Associations & Networks

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

Access	www.accessplatformsdirect.co.uk
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Platforms Direct	
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IAPS	www.iapsgroup.co.uk
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Active Safety	www.activerepals.co.uk
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Advanced	www.accessplatformsuk.com
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Access Platforms	
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AFI	www.afi-uplift.co.uk
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Ainscough	www.ainscoughtraining.co.uk
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AJ Access	www.accessplatforms.com
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APL	www.apl-aerialplatforms.co.uk
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Approved Safety Training - Ca	www.approvedsafetytraining.com
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GT Access	www.gtaccess.co.uk
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Lift-Manager	www.lift-manager.com
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LTC Training Services	www.ltctrainingservices.co.uk
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Nationwide	www.nationwideplatforms.co.uk/Training
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Platforms	
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Smart Platform Rentals	www.smartplatforms.com
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Astra Access	www.astratraining.co.uk
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Safety Training

Atlas Cranes UK	www.atlasgmbh.com
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Avon Crane	www.avoncrane.co.uk
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Brogan Group	www.brogangroup.com
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Davis Access	www.davisaccess.co.uk
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Easi-UpLifts	www.easiuplifts.com
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Emerson	www.emersontrainingservices.co.uk
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Training Services

Facelift	www.facelift.co.uk
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HCS	www.hydrauliccraneservices.co.uk
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Hewden Training	www.hewden.co.uk/training
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Hi-Reach	www.hi-reach.co.uk
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Hiab	www.hiab.com
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Horizon Platforms	www.ipaftrainingcourses.co.uk
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V16516 - Skyjack SJ3219 - 2007
Electric - 7.80 Mtr. - 139 Hrs.
€ 4.500 - NEW WHEELS!



V16558 - Liftlux SL64/8E - 2001
Electric - 8.40 Mtr. - 661 Hrs.
€ 2.250



V16471 - Genie GS2646 - 2004
Electric - 9.92 Mtr. - 544 Hrs.
€ 4.750



V16524 - Skyjack SJ4632 - 2007
Electric - 11.80 Mtr. - 118 Hrs.
€ 6.750 - NEW WHEELS!



V16219 - JLG 3369E - 1999
Electric - 12.06 Mtr. - 1007 Hrs.
€ 4.250



V16605 - Genie GS2668RT - 2000
Diesel 4x4 - 9.90 Mtr. - 3177 Hrs.
€ 4.250



V16169 - Haulotte C12DX - 2007
Diesel 4x4 - 12.15 Mtr. - 1581 Hrs.
€ 9.750



V16083 - Liftlux SL110/20 - 2001
Diesel 4x4 - 13.30 Mtr. - 2473 Hrs.
€ 4.250



V16573 - Liftlux SL153/22 - 2000
Diesel 4x4 - 17.30 Mtr. - 2964 Hrs.
€ 8.500



V16133 - Genie GS5390RT - 2003
Diesel 4x4 - 18.15 Mtr. - 1759 Hrs.
€ 15.500



V16646 - Airo SG1000 - 2004
Electric - 12 Mtr. - / Hrs.
€ 7.950



V16686 - Upright AB38 - 2008
Electric - 13.50 Mtr. - / Hrs.
€ 9.500



V16447 - Manitou 170AETJL - 2007
Electric - 16.90 Mtr. - 567 Hrs.
€ 21.750



V16475 - Genie Z45/25JBI - 2001
Bi-energy - 15.87 Mtr. - 1622 Hrs.
€ 10.500



V15706 - JLG M600J - 2000
Bi-energy - 20.36 Mtr. - 438 Hrs.
€ 15.500



V16955 - JLG 450AJ - 2011
Diesel 4x4 - 15.72 Mtr. - 1118 Hrs.
€ 28.500



V16497 - JLG 600AJ - 2004
Diesel 4x4 - 20.29 Mtr. - 3651 Hrs.
€ 23.500



V16772 - Genie Z60/34RT - 2000
Diesel 4x2 - 20.39 Mtr. - 4631 Hrs.
€ 12.750



V15986 - Haulotte HA20PX - 2008
Diesel 4x4x4 - 20.65 Mtr. - 706 Hrs.
€ 26.000



V16499 - Haulotte HA260PX - 2008
Diesel 4x4x4 - 25.60 Mtr. - 1505 Hrs.
€ 36.000



V16064 - Genie S45 - 2000
Diesel 4x4 - 15.70 Mtr. - 5691 Hrs.
€ 8.500



V16184 - Haulotte H21TX - 2000
Diesel 4x4 - 20.80 Mtr. - 2997 Hrs.
€ 13.500



V16625 - Haulotte H25TPX - 1999
Diesel 4x4 - 25.30 Mtr. - 6804 Hrs.
€ 14.500



V16504 - Genie S85 - 2004
Diesel 4x4 - 27.90 Mtr. - 3523 Hrs.
€ 32.500



V16724 - Genie S125 - 2008
Diesel 4x4x4 - 40.15 Mtr. - 1822 Hrs.
€ 82.500

Easi UpLifts

we are the access specialists

+2000 NEW AND USED MACHINES AVAILABLE



43.00 metre
3700 hours
9 units available
4WD

Genie Z-135/70

2007 POA 



40.00 metre
2500 hours
5 units available
4WD

Genie S-125

2008 POA 



25.60 metre
3000 hours
4 units available
4WD

Genie Z80/60 RT

2005 €48500 



21.97 metre
2500 hours
18 units available
4WD

JLG 660 SJ

2008 POA 



28.04 metre
2600 hours
11 units available
4WD

JLG 860 SJ

2008 POA 



43.00 metre
3000 hours
8 units available
4WD

JLG 1350SJP

2008 POA 



29.70 metre
5700 hours
2 units available
Tracked

Omme 3000 RBD

2007 €55000 



17.00 metre
4950 hours
6 units available
4WD

Manitou MT 1740

2006 €30000 



8.70 metre
800 hours
8 units available
Tracked

Maeda MC 285 CRM - E

2007 €40000 



26.00 metre
2500 hours
2 units available
4WD

JLG Liftlux 245-25

2007 POA 



17.07 metre
2000 hours
20+ units available
4WD

Skyjack 9250

2007 €17750 



12.50 metre
2000 hours
20+ units available
4WD

Skyjack 7135 RT

2007 €15000 



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 sales@easiuplifts.com

WORLDWIDE SALES

www.easiuplifts.com

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