

# cranes & access

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July 2015  
Vol.17 issue 5

**Annual UK/  
Ireland  
dealer guide**

**Telehandlers**

**Pick & carry  
cranes**

**Access for industry**

...Holland Lift 33m narrow electric scissor...New 250 tonne Liebherr AT...Claas swops telehandler supplier...



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## On the cover:

One of 15 animatronic dinosaurs being installed at the UK's Twycross Zoo using telehandlers from Mainline Tool and Plant Hire. The dinosaurs ranging from one to six metres tall have travelled from Texas.



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I always take life with a pinch of salt. . . plus a slice of lemon and a shot of tequila.

anon

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## Gizza job?

As the average age of skilled workers in construction related trades going up and up, many will remember Alan Bleasdale's 1980s play and UK TV spin-off series 'Boys from the Black Stuff' which followed a gang of five unemployed men (all tarmac layers

- hence Black Stuff) and in particular the key character Yozzer Hughes with his unforgettable catchphrases "Gizza job!" and "I can do that!"

Skirting around the side-swipe the programme was aiming at the Thatcher era, it followed the sad stories of people desperately looking for work in the Liverpool area. Unfortunately many still hold this old-fashioned view of construction as a down at heel, second rate industry, with workers there only because they can't get work anywhere else.

Harsh? Perhaps but having been in the industry for almost 40 years - and working in Liverpool during the late 1970s and early 80s - there was more than an element of truth in the perception. Why else would the job market be so tough at the moment? Yes tough for employers - unable to find skilled workers to fill vacancies - rather than Yozzer Hughes' problem of not enough jobs.

This dearth of skilled people has been growing steadily for 25 years or more, and is getting worse because with each recession, many leave the industry for steadier, less cyclical sectors - computing, public service, office work etc... anything but working on job sites, 'getting your hands dirty'. The generation having children in the 1960s, 70s and 80s also steered their children away from any construction related industries. Even our top 30 rental company question "Would you recommend the crane business to your children?" saw only 33 percent saying yes in 2012! But like anything, without change, nothing happens. Fortunately there are an increasing number of people making an effort. Those who visited Vertikal Days this year, may have seen the young school children touring the various stands and being shown how exciting and interesting the industry really is.

We desperately need a huge influx of new blood and the only way to do it is for all companies - both large and small - to encourage youngsters and others - to join as trainees or apprentices. Over the years, too many companies have not bothered to train new people, choosing instead to pay over the odds and poach those trained by others. Well unfortunately now there are so few skilled people that even the poachers are struggling to find anyone.

This diverse industry has so many positive aspects including excellent job satisfaction, good prospects and good pay. Companies have to take responsibility and understand that the solution is in their own hands - through employing and training the people it needs. Additionally we all need to work at changing perceptions and encourage people to line up for jobs in our industry.

The future is in our hands.

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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# 103ft narrow electric scissor lift

Holland Lift has released its highest narrow aisle electric scissor lift to date, the 1.4 metre wide, 103ft, HL-330 E14 4WDS/N which boasts a working height of 33 metres.

The new battery powered lift has a 600kg platform capacity with indoor and outdoor rating and can drive at full height. The two metre deck extension creates a massive 8.4 metre long platform when fully extended. Four wheel drive and steer is standard, as is an automatic lubrication system. The machine weighs 24 tonnes. The new lift will make its first public appearance at Platformers Days in Germany and Verticaaldagen in the Netherlands this September. The first units have been sold to Wiesacker Werkzeugvermietung in Germany and Austrian crane and heavy transport company Felbermayr.



The new Holland Lift HL E14 4WDS-N boasts a working height of 33 metres



# New Potain city crane range

Potain has launched a new range of MDT CSS flat top city tower cranes - the MDT 109, MDT 139, MDT 189 and MDT 219 - all evolutions of the company's previous MDT City cranes with jib lengths ranging from 55 to 65 metres and lift capacities from six to 10 tonnes.

The new cranes include the company's Crane Control System (CCS) which is said to improve speed and precision, while reducing the time spent to commission the crane on site to around 15 minutes, setting the limit switches, load limiter and moment limiter on screen from within the cab. The new cranes feature Potain's Ultraview cab and the new Potain Plus function which offers precision control and increased load curves. The system monitors itself in real time, ensuring proper operation of the crane, while a seat sensor prevents the crane from being operated unless the operator is present. All MDT, MD and MR range tower cranes will now use this cab and control system set up.



The new Potain MDT CSS city tower crane range includes the MDT 109, MDT 139, MDT 189 and MDT 219



Potain's new Ultraview cab and the new Potain Plus function

# Palfinger enters US Wind market

Palfinger has formed a joint venture with Fairwind of Lawton, Oklahoma, for servicing wind turbines. Palfinger owns a controlling 51 percent stake in the new company - FairWind Renewable Energy Services - which will specialise exclusively in the maintenance of wind energy plants. It employs 25 trained specialists for the servicing of wind and oil industry equipment and already owns a number of truck mounted lifts, including a 103 metre Palfinger WT1000 and a 70 metre Socage, both of which are also rented out for general work. The new company will be managed by Fairwind's owners Brett Bain and Brian Edwards.

# New boom from Dinolift

Dinolift has launched a new 66ft 220XSE fully self-propelled boom lift with 350kg platform capacity and light duty telehandler capability. The new model is unusual in that it has an extra-large 1.3 x 2.4 metre platform, mounted on a set of forks allowing it to be quickly removed in order to convert the machine into a remote controlled telehandler.

The work platform is also deep enough to hold a standard pallet. Dual entry gates, one for the operator and the other - with a drop bar - for a pallet, add to the machine's versatility. Other features include 360 degree continuous slew, a full 180 degrees of platform rotation, 150 degrees of jib rotation and an 'intelligent driving system', which automatically switches the steer and drive controls as the superstructure slews more than 90

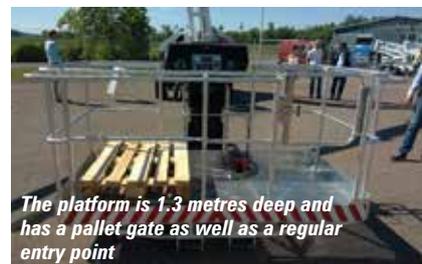


The new heavy duty Dino 220XSE has a three man platform

degrees, so that forward always means forward.

So how does it stack up?

Model	Dino 220XSE	Nifty HR21 4X4	JLG 600AJ	Genie Z62/40	Skyjack SJ63AJ	Haulotte HA20RTJ
Platform height	19.95m	18.8m	18.46m	18.87m	19.38m	18.6m
Outreach	13.4m	12.8m	12.6m	12.47m	12.7m	12.2m
Platform capacity	350kg	225kg	230kg	227kg	227kg	230kg
Up & over reach	8.45m	7.1m	8.09m	8.13m	8.38m	8.4m
Jib length & articulation	1.6m x 150°	1.6m x 150°	1.6m x 130°	1.52m x 130°	1.68m x 125°	1.7m x 140°
Length	8.15m	6.7m	8.82m	9.25m	9.14m	8.8m
Width	2.33m	2.27m	2.49m	2.49m	2.44m	2.42m
Height	2.56m	2.15m	2.57m	2.56m	2.54m	2.51m
GWW	11,500kg	6,500kg	10,850kg	10,550kg	9,620kg	9,600kg
Grade	45%	45%	45%	45%	45%	45%
Platform rotation	180°	100°	180°	160°	170°	180°
Platform size	1.3 x 2.4m	0.85 x 1.8m	0.91x2.44m	0.90 x 1.83m	0.91 x 2.4m	0.80x 1.83m



The platform is 1.3 metres deep and has a pallet gate as well as a regular entry point

A built-in mechanical secondary guarding system is also included. The machine is relatively compact when stowed, with an overall width of just 2.33 metres and an overall length of 8.15 metres, in spite of the fact that it has a 400mm deeper platform. The downside, if there is one, is the overall weight of 11,500kg.



The new 250 tonne Liebherr LTM 1250-5.1

## Strongest five axle AT?

Liebherr has launched a new five axle LTM 1250-5.2 All Terrain crane closely on the heels of Grove's GMK5250L unveiled at Vertikal Days. With both manufacturers claiming to have the strongest All Terrain cranes on five axles, we decided to compare the two cranes. Unfortunately the load charts for the new Liebherr are not yet available as prototype testing will take another year - so how does Liebherr know it is the strongest, you may ask?

A comparison shows that the main boom on the LTM 1250-5.1 is 10 metres shorter than the Grove, the swingaway extension with added inserts is also marginally shorter - 36 metres compared to 37.3. The Liebherr does offer a separate 50 metre fixed jib which gives it a maximum tip height a couple of metres more than the Grove. The Liebherr extension offsets up to 45 degrees, while the Grove offsets up to 50 degrees. When it comes to counterweight the Liebherr can be equipped with 88 tonnes - eight tonnes more than the Grove and this may well be the factor that decides which is strongest. It will be interesting to compare the load charts when available, but at this point the Grove would seem to have the edge. The biggest factor might be that one is available now while the other requires a 12 month wait?

	Liebherr LTM 1250-5.1	Grove GMK5250L
Max capacity	250t @ N/A	250t @ 3m over rear
Main boom	60m	70m
Axles	5	5
Max tip height	112m	110m
Max swingaway & inserts	36m	37.3m
Extension offsets	Manual or hydraulic 0-45 degrees	Hydraulic up to 50 degrees
Max counterweight	88 tonnes	80 tonnes
Max capacity @ 20m	N/A	31.5 tonnes
Max capacity @ 40m	N/A	10.1 tonnes
Max capacity @ 50m	N/A	7.4 tonnes
Engine systems	single	single



The Grove GMK5250L

## Sarens forms Chinese joint venture

Belgian international heavy lifting and transportation group Sarens has agreed a joint venture with Sinotrans Heavy-lift Logistics, a subsidiary of the government-owned Sinotrans & CSC group. The aim of the venture - Sinotrans Sarens Logistics registered in Shanghai - is to provide Chinese customers with heavy lifting and engineered transportation solutions. The new company will focus mainly on large engineering projects and in particular modular offshore projects.

Chief executive Wim Sarens said: "Until recently Sarens was mainly involved in projects with non-Chinese customers due to policy constraints and market barriers which many foreign companies experience. A new initiative by president Xi Jinping creates new opportunities for China to open up."

## Vertikal Days 2016 - dates confirmed

The dates for next year's Vertikal Days have been confirmed as June 15th and 16th. Set to celebrate its 10th anniversary, the show will be back at Haydock Park as it looks to build on this year's success. Launched in 2007, the event has continually grown, achieving record exhibitor and visitor numbers year on year. For more general information on the show, check out: [www.vertikaldays.net](http://www.vertikaldays.net)



## Loxam looks at Hertz France and Spain

French international rental group Loxam is holding exclusive negotiations to acquire Hertz Equipment Rental's operations in France and Spain. If successful, Loxam will purchase the entire share capital of both operations. The proposed transaction includes 60 locations in France and two in Spain. Hertz is currently going through a separation process from the car rental business and selling its French and Spanish businesses would, according to the company, help it to "focus on core and specialty market expansion". The acquisition would increase Loxam's market share in the Paris area and the North and West of France, while reinforcing its Spanish network.

## Force into insolvency

Australian access rental company Force Corp has been placed in the hands of a receiver by its major lender the Challenger Group. Chris Hill and Brett Lord of PPB Advisory have taken over as receivers of the company, which will continue to trade while the two assess the situation and look for buyers.

In a statement Hill said: "We are conducting a review of the business and preparing the company for sale as a going concern. We are assessing all options for the business. Expressions of interest are now being sought for the business and assets."

Force was established in Brisbane in 1994 as Australian Skyreach Equipment, rebranding as Force in 2007. It operates a fleet of around 3,500 machines including booms, scissor lifts, truck mounts and telehandlers from 12 locations around Australia. The company negotiated a large debt refinancing package backed by Challenger last year and in recent months owner Helmsman Capital has held discussions with a number of private equity firms, including Platinum Equity.



Bravi's new slab formwork panel attachment has been designed specifically for Peri Skydeck panels

## Bravi develops Peri attachment

Italian aerial lift manufacturer Bravi has developed a new slab formwork panel handling attachment for its Leonardo HD self-propelled lifts, designed specifically for Peri Skydeck panels. The attachment - certified by TÜV - uses three galvanised steel hooks weighing a total of four kilos, to attach the panels to the platform. A total of three panels can be handled at the same time.

The company said: "The Leonardo HD is the only access platform that can be used for shuttering and striking of slab formwork systems. It is compact and agile enough to move easily around props and at the same time robust enough to stand up to the tough conditions encountered on the jobsite."

## Riwal acquires ALS Safety

Dutch international aerial lift and telehandler rental company Riwal has acquired ALS Safety a UK-based training company. Operating from five training centres across the UK, ALS Safety provides IPAF, PASMA, Health & Safety and First Aid training. The business was founded in 2009 by owners Darren and Jessica Verschuren. ALS Safety will continue to trade under its current name and branding, while the staff will be employed by Riwal.

Riwal chief executive Norty Turner said: "ALS Safety is a good strategic fit to our business, supporting our growth ambitions in the UK while providing a broader range of training to our customers from more locations. In addition we will bring our rental solutions to ALS Safety's customer base."

Darren Verschuren added: "We have gained a solid reputation in the industry and as part of the Riwal group we will be able to reach a new customer base into new geographical areas."



(L-R) Tim White of Riwal UK, Darren Verschuren of ALS and Dave Freebody Riwal UK.

## Perfect storm for Speedy

UK rental company Speedy has issued a trading update warning that it is lowering its forecasts for this year, and that its recently appointed chief executive Mark Rogerson has left the company. The slow first quarter was blamed on a lack of available equipment, a focus on strategic accounts at the expense of smaller customers and poor customer service. The deal to sell its last operations in the Middle East has also fallen apart. Non-executive chairman Jan Åstrand, has become executive chairman, while finance director Russell Down takes on the chief executive role.

## Ashtead passes £2 billion

Ashtead, owner of Sunbelt Rentals in the USA and A-Plant in the UK has achieved strong growth in both revenues and profits for its fiscal year to the end of March. Total revenue for the 12 months was £2.04 billion, an increase of more than 24 percent on last year and the first time sales have exceeded £2 billion. Pre-tax profits jumped 33 percent to £473 million, while capital expenditure was £1.06 billion compared to £741 million last year.

## More JCBs for Boels

Dutch international rental company Boels Verhuur has purchased 250 new JCB machines including telescopic handlers, loaders and excavators. This latest order - worth more than £11 million - takes the Boels JCB fleet to around 1,300 units.

The telehandlers range from compact 2.5 tonne/six metre units to four tonne/17 metre models fitted with JCB's LiveLink telematics system which remotely monitors machine usage and operation while helping protect them from theft. Boels placed a very similar order with JCB last year. The new machines will be spread over the company's branches in the Netherlands, Belgium, Luxembourg, Germany, Austria, Czech Republic, Italy, Slovakia and Poland.

A few of the new JCB telehandlers for Boels



## Ainscough expands network with new Liebherrs

UK rental company Ainscough Crane Hire has placed further orders for Liebherr All Terrain cranes taking its tally over the past 12 months to 54, with a combined value in excess of £26 million. The orders comprise three 300 tonne LTM 1300-6.2s, three 130 tonne LTM 1130-5.1s and three 45 tonne LTC 1045-3.1s - the first models of these units in its fleet. The company has also taken a third 750 tonne LTM 1750-9.1.

Ainscough Crane Hire managing director Robin Richardson said: "We have a long standing history with Liebherr. This investment is to fuel the growth and expansion of our depot network, which will see three new locations open over the summer in Sheffield, Carmarthen and Exeter."



(L-R) Richard Everist of Liebherr Great Britain with Robin Richardson of Ainscough

# Two tower crane elevators from Potain

Potain has teamed up with Alimak-Hek to develop two new operator elevators - the TCL and CabLift - for use on its range of top-slewing tower cranes. CabLift - a specially developed solution designed exclusively for Potain - is fitted within the crane's tower and the external TCL is the standard solution adaptable for all Potain cranes using a dedicated access kit. Both solutions can be used on all K Mast tower systems from 1.6 to 2.45 metres wide and can either be supplied with a new crane or retrofitted. The maximum speed of the elevators is 24 metres a minute.

The launch of new elevators is aimed at meeting new health and safety regulations in Europe, including the latest French recommendation R.459 which says powered access must be available for climbs of 60 metres or more to the crane cab. This is being reduced to 30 metres from 2017. Product demonstrations will start this summer and both elevator solutions will be available at the beginning of 2016 via the Potain dealer network.



*Manitowoc has teamed up with Alimak Hek to co-develop new operator elevators for use on Potain's full range of top-slewing tower cranes.*

# BSI Safe use of cranes draft

The latest draft revision of BS 7121 Part 1, Safe use of cranes - General has been published, is being circulated and is available for comment. The General standard is largely used in the UK although it is a reference point over a far wider geographic area. We would recommend that if you are in the UK you should look through it and provide input and comment in order to influence, clarify or improve its content. The draft can be viewed in our library along with the comment sheet. Tim Watson will collate all CPA comments and submit them to BSI. His e-mail address is [tim@timwatsonconsulting.co.uk](mailto:tim@timwatsonconsulting.co.uk) and comments should reach him by Friday 7th August 2015.

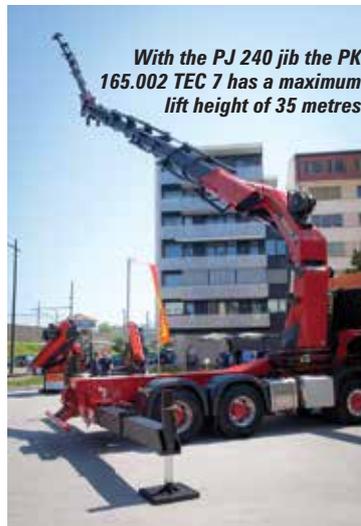
# New loader crane from Palfinger

Palfinger has announced another new loader crane, this time the 125 tonne/metre PK 165.002 TEC 7 for vehicles with a maximum GVW of 32 tonnes. Replacing the PK 150002, the new PK 165.002 TEC 7 is a tonne lighter and has 15 per cent improved lifting capacities, 20 per cent with the jib. The new model has a maximum capacity with the jib of 8.2 tonnes - up from the previous 6.5 tonnes.

The new P-Profile boom is said to offer increased stiffness and is lighter, contributing to the machine's overall lower weight. All components - sensors, hydraulics and electronics are well protected and by using special synthetic materials combined with KTL cathodic dip paint means there is no need to service the boom system. The PK 165.002 TEC 7 will be available from September this year.



*The new PK 165.002 TEC 7 replaces the PK 150002 and weighs a tonne less*



*With the PJ 240 jib the PK 165.002 TEC 7 has a maximum lift height of 35 metres*

# UK construction fatalities drop 20%

The latest statistics show that the overall number of people killed while at work in the UK has increased, while the number of construction fatalities has fallen. Provisional data released by the Health and Safety Executive (HSE) reveals that 142 workers were fatally injured between April 2014 and March 2015 - up 4.4 percent from last year. Overall there were 0.46 fatalities per 100,000 employees last year, compared to an all-time low of 0.45 the previous year.

The construction sector remains one of the worst offenders for workplace fatalities with 35 however this is down 20 percent from last year. In comparison the agricultural sector recorded 33 fatalities whilst the waste & recycling sector recorded just five. Over the last 20 years, the number of recorded fatalities has fallen by more than 50 percent and the stats indicate that the UK is one of the safest places to work in Europe.



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*A Bay Crane Liebherr LR1300 practicing the big lift at a new depot opening*



## Eight big crawlers for Bay

New York-based Bay Crane is adding a 600 tonne Liebherr LR1600/2 crawler crane to its fleet, along with seven more 300 tonne LR1300 crawlers expanding its already extensive fleet of big Liebherr crawlers. The company has also grown its heavy transport fleet with 60 more axle lines from Goldhofer and well as a new state of the art 400 ton dual lane transportation system.

## Record Raptor?

An Artic Crane Raptor articulated tower crane has been erected with a hook height of 88 metres, thought to be a new record. The crane is working on the site of Amazon's new headquarters in Worship Street in the City of London, for main contractor Brookfield Multiplex.

The Raptor was originally erected by one of the Comedil luffers on site, and the plan was to use the same crane to raise the Raptor for the upper stories. However the concrete slip form grew faster than the steelwork so it was not possible to tie the Comedil in and climb it to a suitable height in time for this operation. So the crane's owner, City Lifting brought in its 300 tonne Grove GMK6300L to do the job.



*The Grove GMK6300L rigged with 94 metre tip height*

## Alimak IPO oversubscribed

Alimak is now officially a public company with its Initial Public Offering oversubscribed and the shares finally priced at SEK 93 (\$10) each, close to the top of the anticipated price range. The price gives Alimak a market capitalisation of SEK 4 billion (\$434 million). The offering was oversubscribed multiple times and as a result the sale was increased by 3.9 million additional shares, taking the total sold to 23.7 million, or 55 percent of the company's equity. The sale attracted strong interest among Swedish and international institutional investors as well as individual Swedish investors.

## More Liebherrs for Weldex

UK-based crane rental company Weldex has purchased eight more Liebherr telescopic crawler cranes including the 60 tonne LTR1060. The latest order follows 10 lattice boom crawlers purchased since the end of last year. The first order for five cranes included two 100 tonne LR 1100s, a 130 tonne LR1130, a 160 tonne LR1160 and a 250 tonne LR1250. A further five units were then ordered at Intermat including another LR1130, three more LR1250s and one 300 tonne LR1300.

*A Weldex LTR1060 at Vertikal Days.*



## Telehandler deal to end...

Wacker Neuson and Claas have mutually agreed to end their strategic alliance for agricultural telescopic handlers as of 2018. Wacker Neuson has been supplying Claas branded telehandlers from its Kramer plant in Germany since 2005 and Claas distributes them through its agricultural dealers. At the same time Wacker Neuson sells similar telehandlers under the Wacker, Neuson and Kramer brands to the construction, rental and general markets through its own distribution network. It also produces a few telehandlers under the Weidemann brand for the agricultural market.

Wacker says that it does not expect a significant impact on revenues or earnings, and that the agricultural sector is already a key strategic market, which will increase in importance. It now plans to increase sales of Wiedemann telehandlers while adding larger units to the range.



*Claas telehandlers are currently built by Wacker Neuson*

## ...And Liebherr steps in

Shortly after the announcement regarding the ending of the Wacker Neuson OEM supply deal, Claas and Liebherr issued a statement confirming that from 2018 Liebherr will build Claas branded versions of its telehandlers for the Claas dealer network, both agricultural and other dealers. The statement from Claas also said: "The OEM agreement with Liebherr provides for the development, production and supply of significant quantities of telehandlers from 2018 onwards."

Liebherr will continue to sell and market its range of telehandlers under its own name to its traditional customer and dealer base.



*From 2018 Liebherr will build telehandlers for Claas to sell in all markets*



M&M's two new Terex AC40/2L

## Fleet boost for M&M

UK crane rental company M&M has purchased a host of new cranes from Terex and Tadano. The latest seven crane order with Tadano, worth £2.5 million, is the largest in the hire company's history and takes the number of new Tadano's ordered by the Uxbridge-based company this year to 11. The units include several 40 tonne two axle ATF 40G-2, three axle 50 tonne ATF 50G-3, four axle 90 tonne ATF 90G-4 and a new model ATF 100G-4 four axle 100 tonner. Other models already delivered include a five axle 130 tonne ATF 130G-5 and 70 tonne four axle ATF 70G-4. The cranes are fitted with Crossrail Vehicle Safety equipment for work on the London rail project and easier travel in Central London. The company has also taken delivery of two 40 tonne Terex AC40/2L two axle All Terrain cranes. The AC40/2L features a 37.4 metre full power main boom plus eight metre extension. The new cranes replace two Terex City cranes from 2003 and 2004.



Some of M&M's new Tadanos



Prolift's new headquarters and local rental depot.

## New facility for Prolift

UK rental company Prolift Access has moved into new purpose-built premises in Wellington, Somerset. The new facility and HQ is located close to the M5 motorway and includes more yard space, a purpose-built workshop, training facilities and offices.

## Used JCBs interest free in UK

JCB Finance has launched a two year, interest free hire-purchase scheme for second hand JCB machines stocked within its UK dealer network. (See Telehandler feature Page 47)

## ZT fire suit

ZT Safety Systems, the manufacturer of the Zero Trauma safety harness, has teamed up with Bristol Uniforms to launch a fire fighters suit with integrated harness.

The harness works without groin straps by transferring fall forces to the lower leg, preventing injuries to the spine and groin area in a fall and eliminating the possibility of Suspension Trauma, while reducing shock loading on the lanyard anchor point.



A fire suit with built-in ZT harness





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## Three big new telehandlers from Manitou

Manitou has launched three new MHT (Manitou Heavy Telehandler) telehandlers with maximum lift capacities up to 23 tonnes. The three new machines include the 13 tonne

capacity MHT 10130, the 18 tonne MHT 10180 and the 23 tonne MHT 10230 and will be built at the Manitou Italia plant. The MHT range now consists of six models, including the existing seven metre/nine tonne MHT790, the 14 metre/nine tonne MHT1490 and the 14 metre/35 tonne MHT14350 launched in 2014.

For more information on the new models see the telehandlers feature on page 47.

All three are powered by Mercedes engines, available in either Stage 4 (Tier IV final) or Stage 3a (Tier III) format, with hydrostatic transmissions.



Manitou has launched three new MHT telehandlers with maximum lift capacities up to 23 tonnes



## Terex snaps up subcontractor

Terex has acquired JMF - one of its sub-contractors in County Antrim, Northern Ireland - which supplies metal fabrications and powder coating services. While no official confirmation has been issued, we understand the JMF business has been renamed Terex Ballymoney. The company supplies Terex plants in Dungannon which includes the Powerscreen crushing and screening business along with washing systems and environmental. This is the third small acquisition Terex has made for its materials business this year.

## More Jekko SPX424 sales

Jekko has sold 20 units of its SPX424 mini crane - the replacement for the SPD360 - since it was introduced at the beginning of the year. The first unit was sold in January to FB Gevelmontage in Netherlands through Hocap and the latest sale was to Buchtmann, one of its dealers in Germany. The SPX424 has a maximum capacity of 2,400kg, a maximum tip height of 13.5 metres and maximum radius of 10.5 metres. Its London area dealer-Beemold - has also purchased several new machines including an SPX1040, an SPX424, SPX312 and a two tonne, walk-behind MPK20 mini picker. The company says that it is looking to add new dealers in the UK in the near future.

Sales and marketing manager Mauro Tonon said: "The company has been working hard over the past three years and hopes to increase market share to about 20 percent by 2019. Last year we introduced a complete new line of products and we will be introducing another new spider crane at Bauma next year."

The first Jekko SPX424 was sold to FB Gevelmontage in Netherlands.



(L-R) Nikolaos Keisef of Zeppelin, Riego Meininger of Niftylift Germany and Jens Nahler of Zeppelin at the handover

## Zeppelin makes it 50

German rental company Zeppelin Rental has taken delivery of the 50th Niftylift 86ft HR28 Hybrid to be delivered in Germany. The unit was delivered to the Zeppelin branch in Hamburg-Harburg. The first HR28 in Germany was delivered 18 months ago to Cramer Arbeitsbühnen. The machine was handed over by Riego Meininger of Niftylift Germany to depot manager Nikolaos Keisef and Jens Nahler the technical service manager for aerial work platforms.

## German move for Kobelco Cranes.....

Kobelco Cranes has opened an office in Frankfurt and appointed Martin Seibert as market development manager for Germany in order to expand sales of the company's crawler cranes in the local market. Seibert joins the company after 12 years with Terex Cranes - most recently in Germany, but also in the Middle East and India. Tokihiko Mizuta heads up the four man German team which also includes Ryusuke Yamagido and Naomi Yodo.



The Kobelco Cranes Germany team: (L-R) Martin Seibert, Naomi Yodo, Tokihiko Mizuta and Ryusuke Yamagido

## .....And may merge with Kobelco Construction

Kobelco owner Kobe Steel as also announced that it is considering re-merging its Kobelco Cranes and Kobelco Construction Equipment subsidiaries next year. The two companies were split up in 2004, following the Kobelco Construction alliance with Case New Holland in October 2002. Since then the two companies have operated as completely separate businesses. With combined sales of nearly 400 billion yen (\$3.3 billion), they make up more than 20 percent of the Kobe Steel group's total revenues.

## Superlift 3800 for Weldex

UK-based crane rental company Weldex has taken delivery of the first of two Terex 650 tonne Superlift 3800 lattice boom crawler cranes - the first in the UK. The second crane is scheduled for delivery in November. The new cranes replace two existing 600 tonne Terex-Demag CC 2800-1 crawler cranes purchased by Weldex in 2008.

Weldex managing director, Dougie McGilvray said: "These latest acquisitions are part of an ongoing investment plan designed to ensure that the Weldex fleet reflects the latest technology and most recent innovations. There is also a growing demand on many projects for cranes that are no more than seven years old. The Superlift 3800 was our preferred option for a number of reasons such as its lower transport weight and ability to erect longer boom systems unassisted."



[[L-R] Mark Hollett of Weldex and Julian Dyer of Terex Cranes UK at the handover of the new Weldex Terex Superlift 3800 crawler crane

## UK generalist expands access

UK general rental company Elvington Plant Hire has added access equipment to its construction equipment rental fleet. For the past two years it has been supplying the Niftylift 120T trailer lift, but decided to expand this side of the business and purchase two 19ft compact Genie GS1932 scissor lifts and a 17 metre Hinowa Lightlift 17.75 spider lift from distributor APS.



Business development director Tim Garland of Elvington Plant Hire with its first two scissor lifts

## NRC sells first Hitachi SCX800A-3

NRC Plant - the Hitachi-Sumitomo crawler crane distributor for the UK - has sold the first Hitachi SCX800A-3 with Stage IV/Tier 4f compliant engine to Donegan Civil Engineering. The SCX800A-3 had its European launch at Vertikal Days in May.



(L-R) Dave Rees, NRC operations manager, Val Donegan owner and MD and Patrick Donegan plant manager.



The SCX800A-3 can be rigged with up to 54.5 metres of main boom and features a nine to 18 metre jib with a maximum system length of 63.5 metres made up of a 45.5 metre boom and 18 metre jib. It can lift its maximum 80 tonnes capacity at a radius of 3.3 metres, has a minimal tail swing radius of 3.98 metres and has an overall weight of 76 tonnes.

The SCX800A-3 crane can be rigged with up to 54.5 metres of main boom and features a nine to 18 metre jib with a maximum system length of 63.5 metres.



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- Tower crane manufacturer **Raimondi** has appointed GP3 driver **Kevin Ceccon** as 'brand ambassador'.



**Kevin Ceccon**

- Battery charger manufacturer **Delta-Q Technologies** has appointed **TVH** as its European distributor.

- US rental company **Imperial Crane Services** has ordered eight new cranes, in a deal worth \$10.5 million.

- A new **Polish Rental Association** was formed at an inaugural meeting in Warsaw.

- Australian rental company **Force Corp** has entered receivership and is up for sale.

- **ReachMaster** is to sell **Almac's** Bibi lift self-levelling tracked scissor lifts in North America.



**Martin Seibert**

- **Kobelco Cranes** has opened a Frankfurt office recruiting **Martin Seibert** as market development manager.

- UK crane industry brothers **Lloyd, Sean and William Nyland** cycled to Paris for charity.

- Dutch industrial mover **G. van Harten** has taken delivery of a **Jekko SPX1275CDH** crane.

- German rental company **Beyer** has taken delivery of 60 new **PB Eco** range scissor lifts.

- UK-based **M&M Mobile Crane Hire** has taken delivery of more **Tadano Cranes**.



**Gill Riley**

- **Gill Riley** co-founder and MD of **GGR/Unic Cranes Europe** has been awarded an OBE.

- **Skyjack** has completed its first 30 for 30 Partners project in Asia, for the **Muhammadiyah Welfare Home** in Singapore.

- UK crane and access company **Hird** has ordered a 100t **Grove GMK4100L**.

- **Potain** has appointed **Capital Crane** as a dealer in Russia.

- **Mammoet** has taken delivery of a five axle **Terex Explorer 5500 All Terrain** crane.



**Mark Krajci**

- **Tadano America** has appointed **Mark Krajci** as product manager for AT cranes for North America.

- Indian contractor **Shree Balaji** has taken delivery of its third **Potain MCi 85 A** tower crane.

- **ZT safety harness** has teamed up with **Bristol Uniforms** to produce a fireman's suit.

- **Andy Pearson** of UK rental company **Prolift Access** cycled from Land's End to John O'Groats.

- **Manlift Manufacturing** has relocated from Cudahy, Wisconsin, to Shelby, North Carolina.

- UK rental company **Quick Reach** has placed a big order with **Haulotte** including new **Star 10s**.

- Rental company **Alfasi Hire** has taken delivery of the first **Haulotte HA16 RTJ Pro** in Australia.

- Dutch rental company **T.C. Gortenmulder** has taken delivery of the first **Magni RTH 5.35** telehandler.

- UK used equipment company **Roger Miles Plant Sales** has taken delivery of two **Tadano AT** cranes.

- **Liebherr** has booked its 1,000th offshore crane order.

- **JLG** has launched an on line used equipment service - **JLGUsed.com**.



**Frank McDonald**

- US virtual rental company **Big Rentz** has appointed **Frank McDonald** as VP operations.

- **Palfinger Platforms Italy** has appointed **Alfredo Manfredini** as after-sales service manager.



**Alfredo Manfredini**

- Italian stevedore **Porto di Carrara** has taken delivery of a **Terex Gottwald** mobile harbour crane.

- Germany's **KVN Autokrane** has taken delivery of a new 300t **Liebherr LTM 1300-6.2** crane.

- US rental company **Essex Crane** has dropped plans for a sale and announced cost reductions.

- The **Outtriggerpads** division of **IAPS**, has launched an outrigger mat for 200t mobile cranes.

- **GSR** has begun shipping its **E140TJV/E170TJV** van mounted lifts on Euro 6 chassis.



**Ed and Jerry Dobbs**

- **AAA Rentals** of California has been acquired by managers **Ed and Jerry Dobbs**.

- **Time International** has appointed **HDW** as its distributor in The Netherlands.

- **EnerMech** has won a 12 month extension for its crane and lifting maintenance contract with **BP**.

- Finnish rental company **Hameen Rakennuskone** has purchased its first **Holland Lift** scissor lift.

- **Ruthmann** has appointed **Amco Machinery & Consulting** as its distributor for aerial lift products in Spain.

- UK-based **Quinto Crane and Plant Hire** has taken delivery of a 100t **Grove GMK4100L All Terrain**.

- Rental company **Fratelli Zanetti** has taken delivery of the first **Socage** forSte 44TJ in Switzerland.

- **M&M Mobile Crane Hire** has taken delivery of two 40 tonne **Terex AC40/2L** two axle cranes.



**Phil Newby**

- **Phil Newby**, executive director of Australia's **Elevating Work Platform Association** and chief executive of the **Hire and Rental Industry Association** has retired (see page 72).

- **A-Lift** has taken delivery of a new **Böcker AK32-1500PLC** truck mounted aluminium crane.

- **Modulift** has formed a joint venture with Scottish inspection company **IMES**.

- **Safeworks** has acquired German traction hoist manufacturer **DualLift**.

- UK rental company **Speedy** reported a slow start to the year, while CEO **Mark Rogerson** resigned and the sale of its Middle East operations fell through.

- **Hertz Equipment Rental** has appointed rental veteran **Bruce Dressel** as chief operating officer.



**Bruce Dressel**

- Ireland-based rental company **Easi UpLifts** has started trading as **Height for Hire** in the UK.

- Russian airline **Aeroflot** has taken delivery of four 26ft **JLG 260 MRT** scissor lifts from **Vertex**.

- **Effer** has given **Maxilift Australia** the distribution rights for the whole of Australia.

- German crane rental company **Rech Kranservice** has taken delivery of a **Liebherr LTM 1200-5.1**.

- **AFI Rent** has taken delivery of the first **Skyjack SJ86T** telescopic boom lift in Germany.



**Roberto Ferramola**

- **Roberto Ferramola**, founder and past CEO of **Airo Tigieffe** has joined lift truck manufacturer **Mora**.

- The UK's **Access Alliance** held its quarterly meeting at the **TVH** headquarters facility in Belgium.

- **Snorkel** has appointed Shanghai-based **Song Wang** as sales manager China.



**Song Wang**

- **Riwal** has delivered 40 **JLG** platforms to **Brand Energy & Infrastructure Services** in the Netherlands.

- **Barnhart** is to acquire **Sicklesteel Cranes** of Mount Vernon, Washington and affiliate **Pacific Tower Crane**.

- UK rental company **GT Access** has taken delivery of the first **Haulotte Star 10** mast boom, part of a 20 unit deal.

- **Maroc Elévation** a subsidiary of France's **Access Industrie** has been acquired by **Atlas Rental**, the Loxam franchise in Morocco.

- Rental software company **MCS** has appointed **CO3 Technologies** to distribute its products in Southern Africa.

- **Ramirent** and **NCC ViaSafe** have signed a letter of intent to co-operate in road and traffic safety.

- Offshore/Oil & gas lifting specialist the **Sparrows group** has appointed **Steve Bertone** as EVP-Americas.



**Steve Bertone**

- German rental company **Roggermaier** has taken delivery of the first new **Snorkel** slab electric scissor lifts in Europe.

- The Bulgarian hypermarket chain **Praktiker** has taken delivery of 19 new **Bravi Lui 460** and **Sprints**.

- **Terex Materials Processing** has acquired the **Neuson Ecotec Environmental Technology** assets.

- German rental company **Autokrane Kurth** has taken delivery of a 100t **Terex AC 100/4L** crane.

- **Manitou** has become a member of the **United Nations Global Compact**.

- The **US Army** has signed a \$192 million deal for **Grove GMK 4100 All Terrain** cranes.

- **Hertz Dayim Equipment Rental** has opened its planned new facility in Doha, Qatar.

- The **Tutt Bryant** division of **Tat Hong** has sold and leased back its depot in Rocklea, Queensland, Australia.

- **MHE-Demag** is acquiring **Demag Cranes & Components** from **Terex**.

- **Hydraulik Bühnen Verleih** has taken the first **Snorkel S3970RT** compact RT scissor lift in Germany.

- **Autokrane Werner Spallek** has purchased a 300t **Liebherr LTM 1300-6.2**.

- Danish rental company **Rinsted Lift** has purchased two **Platform Basket** spider lifts.

- A team from **Riwal** has raised €70,000 for charity climbing **Alpe d'Huez**.

- Czech crane company **Mrózek** has taken delivery of a **Terex AC 100/4L** and **Explorer 5800 AT** crane.

- Tunisian energy supplier **STEG** has taken delivery of 39 **France Elévateur Topy 12.1** truck mounted lifts.



**Shay Linahon**

- **IMT** the articulated crane manufacturer has appointed **Shay Linahon** as an inside sales rep, **Bridget Wolf** a senior customer service associate and **Schad West** as a lean specialist.



**Bridget Wolf**



**Schad West**

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories

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# Pick & carry options

The need to lift, move and place a load has not really changed that much over the past few thousand years. From Stonehenge and the Egyptian pyramids to offshore platforms and oil reactors the basic process is still relatively similar. True modern cranes have made the lifting of larger items much easier, but with very few loads just needing to be lifted and then placed in one small area, the ability to lift, carry and then place a large object into its final resting place is a key requirement for almost every sector of industry - whether it weighs 200kg or 20,000 tonnes.



Over the years, each sector has developed equipment suited to its own specific needs and this is not just limited to 'cranes'. Wherever there is a load that cannot be lifted manually there is generally a specific solution allowing it to be lifted, moved and placed with minimal effort whether the load is being moved within industrial buildings, up staircases, across construction sites or hundreds of miles using the road system, there are products to suit.

## Italian pick & carry cranes

Mention a pick & carry crane in Europe and most people these days

immediately think of the type of industrial crane produced by Italian manufacturers such as Ormig, Valla, Galizia, JMG and Jekko. These are usually fixed - non slewing - boom machines designed to carry a suspended load just in front of the machine which features rear wheel steering in order to provide superior manoeuvrability. Over the past decade or two developments have included smaller capacity pedestrian walk-behind units, and a shift to high efficiency direct electric drive. But most are designed for hard, ideally flat surfaces - they struggle when the ground is too rough, soft or uneven - although many of them



Road going pick and carry cranes such as this Iron Fairy Sapphire from 1970 were very popular in the UK

can cope with gravelled yards and they have limited boom lengths or forward reach. The American industrial Versa-Lift forklift offers an alternative to this design and has carved out a niche for itself for moving heavy machinery, being compact and having very good lift capacity but ideally needs a good surface to operate on.

When travelling over greater distances with a load or tackling tougher ground conditions, the mobile carry-deck yard crane - such as the Grove Yardboss, Broderson, Shuttlelift etc - offer yet another alternative. These can, where regulations allow, be driven on the road and offer reach and lift height but pick & carry capacity is often well short of its maximum capacity. Compare this to many of the Italian machines which can pick & carry their entire load chart and do not even feature outriggers.

Yet another solution can be found in Australia where the 12 to 25 tonne

articulated Terex-Franca cranes also lift their full charts free on wheels, and where they remain a popular machine for both industrial moving and general crane hire duties. Those familiar with the Iron-Fairy/Jones/Coles Speed Cranes that were popular in the 1960s and 70s and how they were used will understand how the Franna cranes are still used down under. An ancestor of this style of crane can also be found in large numbers in the Indian sub-continent, where tractor-based cranes, such as those built by ACE and JCB are used in the same way. Both are articulated and for those less familiar with them are perceived to lack the stability of a traditional four wheel fixed chassis crane in certain work or travel situations and perhaps because of this they have not found favour outside their own regions.

The UK market is an interesting one as at one time road-going pick & carry cranes such as the

Mention a pick & carry crane in Europe and most people immediately think of the type of industrial crane produced by Italian manufacturers such as Valla, Galizia and this Ormig



10 to 20 tonne Jones/Iron Fairy and Coles were highly popular and the mainstay of many small to mid-sized crane hirers. To the point that many crane companies still operate veteran models and will spend good money to have them refurbished. For a while it looked as though smaller City-type All Terrain cranes might have filled their place, but given their cost and their popularity was short lived, a combination of engine legislation or rental companies looking to trade up to larger models due to their high cost to buy and run delivering a low return on investment.

## Australian Terex-Franna

The Franina crane - named after founder Dave Francis and his daughter Anna - was started in 1980 in Brisbane, Australia. Currently the range comprises of three cranes from 10 to 25 tonnes. Terex acquired Franina in 1999 and it continues to dominate the bottom end of the crane rental market in Australia and in particular the pick & carry sector. Its central articulated frame and no outrigger design provides it with the flexibility to get into tight spaces - although they are longer machines in comparison to the old Iron Fairys. This combined with a high road speed is what still makes them so popular.

Current models include the 15 tonne AT 15-3 with 17.9 metre main boom, the 22 tonne AT-22 with the same boom and the 25 tonne MAC 25-3 with an 18.4 metre main boom. When comparing the Franina AT 15-3 to the Grove Yardboss and older Grove/Coles AP415 and Jones Iron Fairy its advantages and disadvantages are clearly seen. Its maximum capacity and boom length

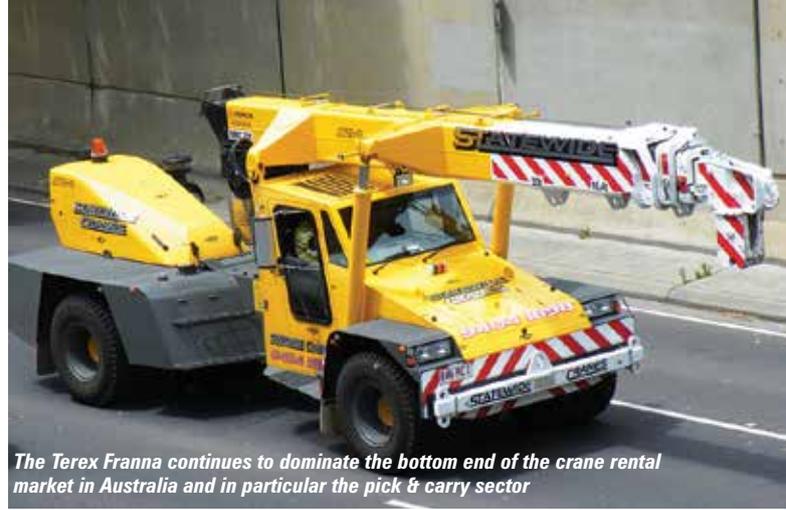
compare well, however because it does not have outriggers it falls well short when comparing static load charts.

However it can pick & carry its full chart, (the figures given are with the frame articulation at less than 10 degrees - obviously these figures reduce as the articulation angle increases) and given its size and design, it easily has the best pick & carry figures being able to lift more than a tonne at almost 16 metres free on wheels. Although its GVW is similar to the other cranes at 16 tonnes it is much longer at 9.2 metres although the articulation helps with its manoeuvrability. The Franina also has 45 percent gradeability and a road speed of 85kph.

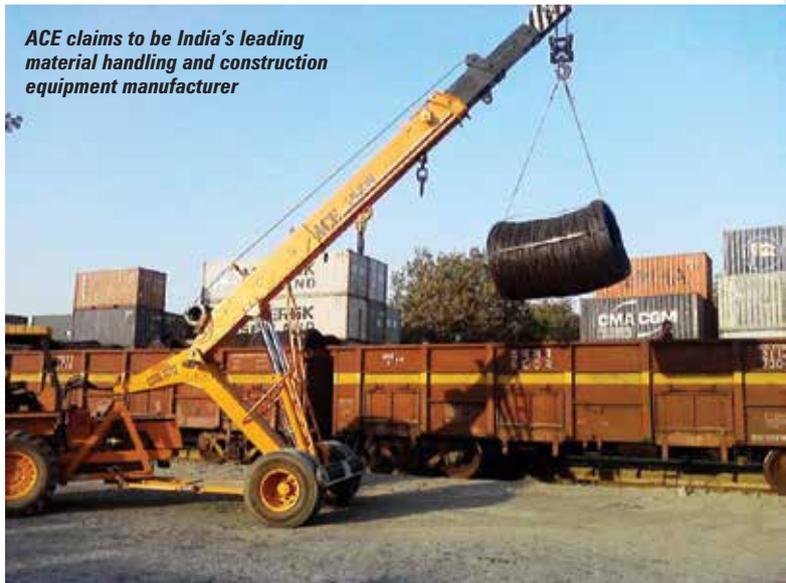
## Pick and move cranes

In India the articulated pick and move cranes are manufactured by ACE (Action Construction Equipment) and JCB with its Liftall. Both are very similar looking with what looks like the cab and engine of a backhoe loader or tractor at the rear with the boom and lift cylinders part of the front articulating frame mounted on the front axle. While they look a little 'Heath Robinson', the cranes are very popular and have good lifting duties. While obtaining accurate sales figures is difficult, it is thought that the annual Indian market for this type of crane is more than 6,000 with the 12-14 tonne capacity machines dominating, taking around 65 percent market share.

JCB has a range of four Liftall pick and move cranes - two 12 tonne and two 15 tonne models - with either two, three or four section booms giving lift heights from 8.5,



*The Terex Franina continues to dominate the bottom end of the crane rental market in Australia and in particular the pick & carry sector*



*ACE claims to be India's leading material handling and construction equipment manufacturer*

12.5, 13 and 15.2 metres. The largest JCB - the Liftall 1554 - has a maximum capacity of 15 tonnes, a lift height of about 18 metres and 15.2 metres maximum radius. The 56 degrees of articulation either side of centre, while rear axle oscillation allows it to be used on rough terrain. The first section of main boom is slotted with a moveable hook allowing larger capacity lifts closer to the front axle. New areas of growth in India are emerging especially equipment leasing and rental which currently accounts for an estimated three percent of sales. One of the most successful companies in the sector is ACE, which claims to be India's leading material handling and construction

equipment manufacturing company with a leading share of the mobile and tower crane market segments. It also manufactures mobile tower, crawler, truck mounted cranes and loader cranes as well as general construction equipment including backhoe loaders, vibratory rollers, forklifts and tractors. As well as its seven model range of articulated pick & carry cranes ACE has introduced a more modern looking line of six pick & carry cranes with cabs mounted over the front axle. Its largest capacity crane so far is the 16 tonne SX170 which weighs in at 14.9 tonnes and has the option of a three or four section slotted boom and a 29mph maximum road speed. These cranes use commercial truck drivelines and



*This low emission Galizia F200E Plus has been used to relocate and install a paper treatment oven in this paper manufacturing plant*



*JCB has a range of four Liftall pick and move cranes - two 12 tonne and two 15 tonne models.*

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# LIEBHERR

The Group

ACE has introduced a more modern-looking line of six pick & carry cranes with cabs mounted over the front axle.

are of a more modern design which gives better operator comfort. ACE claims that one reason for its strong market position is its network of 100 after sales support locations supported by 15 regional offices. The company has also set up dealerships in the UAE, Qatar, Iran, Bangladesh, Egypt and South Africa to provide sell and support its equipment in the Middle East Asia, South East Asia and Southern Africa.

### Smaller alternatives

Moving loads around a construction site is increasingly dominated by telehandlers and capacities have grown with machines now reaching up to 35/40 tonnes. With a wide variety of attachments available the telehandler is the true 'jack of all trades' able to lift, transport and place loads using a hook, forks or various special attachment including work platforms. (See telehandlers feature page 47)

Pick & carry - or rather 'pick & move' - equipment that does not fit the usual crane mould includes the German-built PowerAttack with skids and from Italy CTE's Pianoplan. The PowerAttack has to be one of the world's most powerful lifting and moving devices for its size and is available at a fraction of the cost of a crane or tow tractor.

Looking more like a powered broom handle it can move loads up to 25 tonnes using unpowered skates/dollies replacing a fork lift truck or crane. The product uses the 'leverage' and 'grip or traction' principal and powered non-marking wheels. It measures just 1,650mm long and has a two stage (250mm) telescoping handle giving a total length of 2,150mm and weighs 75kg with one battery. For larger loads using additional PowerAttacks increases the capacity i.e. two can move 50 tonnes, three 75 tonnes etc.

Available in two versions - the cordless battery powered MTC 25 CC and mains powered MTC 25C - both use a 24 volt synchronous motor with one kW power output providing smooth, continuous forward and reverse functions and emergency stop. The cordless PowerAttack has two 24v/25amp



The PowerAttack.

hour lithium polymer packs giving a variable speed from zero to 20 metres a minute and lasting between two to three hours, depending on work conditions.

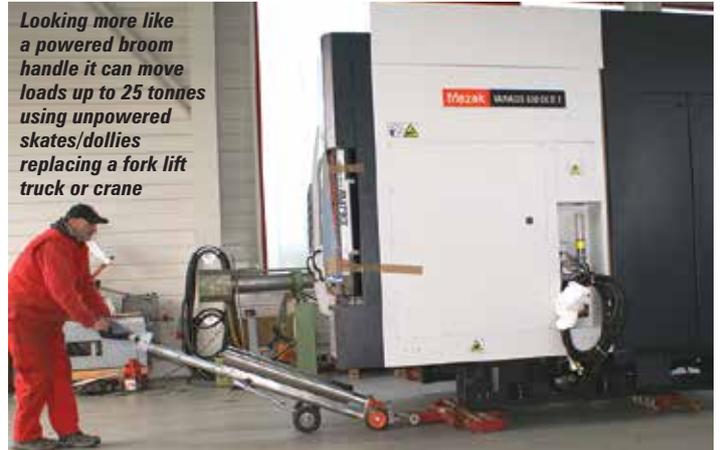
### Moving on tracks

While there are a few spider cranes that offer pick & carry duties, a growing trend is to use a small tracked carrier such as the Hoeflon's 1.5 tonne D12 and now the larger four tonne capacity D40 (seen on the JT Cranes stand at Vertikal

Days). When paired with a spider crane the combination has the ability to lift, move the load on the tracked carrier - over considerable distances if required - and then using the spider crane again to place the load into its final position.

An unusual variation of this tracked platform is the CTE Pianoplan - which as the name suggests was originally designed to shift large pianos up stairs but is now being used for any bulky item, ranging from safes to lift motors with a maximum weight up to 600kg. Using two electric drive motors on each wheel driving a narrow rubber track, the standard walk-behind unit measures 1,280mm long (there is also a 1,680mm long version) by 540mm wide with a platform length of 1,205mm (1,605mm on the longer version) by 430mm.

Looking more like a powered broom handle it can move loads up to 25 tonnes using unpowered skates/dollies replacing a fork lift truck or crane



## Yardboss YB5520-2 comparison chart

Lift Specification	Grove YB5520	Grove AP415	Jones IF15A	ACE 15 XW	Terex-Franna AT 15-3	JCB Liftall 1554
Max. capacity:	18,00kg @ 2.0m	12,000kg @ 3.0m	15,250kg @ 3.0m	16,000kg @ 1.7m	15,000kg @ 1.6m	15,000kg @ 1.6m
Boom length:	5.6m - 16.6m	5.5m - 12.5m	6.8m - 16.5m	15.5m max	5.66m-17.91m (with manual 3rd extension)	15.2m max
Max. fly jib length:	7.6m	5.0m	11.4m	4.0m	2.5m	
Loads @ radius (on outriggers):	6,880kgs @ 6.1m 3,005kgs @ 10.4m	5,160kgs @ 6.0m 2,140kgs @ 10.0m	6,000kgs @ 6.0m 2,900kgs @ 10.0m	6,500kg @ 4.0m * 1,500 @ 11.2m *	4,300kg @ 6.0m no outriggers * 2,150kg @ 10m no outriggers *	3,100kg @ 6.4m no outriggers * 1,700kg @ 10.4m *
Max load @ max radius on main boom:	1,535kgs @ 15.5m	1,950kgs @ 10.5m	1,300kgs @ 15.0m	900kg @ 15.8m *	1,005kg @ 15.86m no outriggers *	800kg @ 15.2m *
Loads @ radius (Pick & Carry, 360 degree):	2,3000kgs @ 6.1m 965kgs @ 10.4m	2,375kgs @ 6.0m 880kgs @ 10.0m	2,300kgs @ 6.0m 750kgs @ 10.0m	6,500kg @ 4.0m * 1,500 @ 11.2m *	4,300kg @ 6.0m no outriggers * 2,150kg @ 10m no outriggers *	3,100kg @ 6.4m no outriggers * 1,700kg @ 10.4m *
Max load @ max radius on main boom:	330kgs @ 15.5m	780kgs @ 10.5m	450kgs @ 12.0m	900kg @ 15.8m *	1,005kg @ 15.86m no outriggers *	800kg @ 15.2m *
<b>Dimensions:</b>						
Road travel dimensions:	2.4m (W) x 7.1m (L) x 2.5m (H)	2.5m (W) x 7.1m (L) x 2.8m (H)	2.4m (W) x 8.4m (L) x 2.6m (H)		2.4m (W) x 9.2m (L) x 3.0 (H)	2.5m (W) x 11.69m (L) x 3.23 (H)
Fully extended outrigger width:	4.2m	4.0m	4.7m	no outriggers	2.4m no outriggers	2.5m no outriggers
Chassis length:	4.6m	5.0m	5.5m		6.13m	6.6m approx
Gross weight:	16,220kg	16,000kg	15,540kg	12,800kg	16,000kg	

\* Less than 10 degrees articulation



An unusual variation of this tracked platform is the CTE Pianoplan



Bulky items ranging from safes to lift motors with a maximum weight up to 600kg can be moved



The Pianoplan has a gradeability of 45 percent and has the ability to raise itself a stair riser height so that it can turn on a half landing to negotiate a full set of winding stairs

The Pianoplan has a gradeability of 45 percent and has the ability to raise itself a stair riser height so that it can turn on a half landing to negotiate a full set of winding stairs.

**Back to the beginning...**

As mentioned earlier, many mobile crane manufacturers are dropping out of the smaller capacity All Terrain market, and possibly as a result there appears to be an increasing demand for the 10-20 tonne mobile pick & carry cranes. One of the recurring comments we hear regularly from rental companies and end users in the UK is: "If they still built the old Iron Fairy everyone would buy one". This smaller mobile pick and carry crane has been ignored for many years, but may be starting to make a comeback. The ironic aspect is that many crane rental companies have at least one old, small mobile pick & carry crane and if the truth be known, it probably provides the best return on investment of any size and type of crane in the fleet.

The last C&A pick & carry feature two years ago questioned why manufacturers do not seem to be looking to fill this void? However



Jones IF15A

it would appear there is a modern equivalent - even though it is not fully road-going. As can be seen from the chart below, the new Grove Yardboss YB5520 - a multi-purpose carry-deck crane for yards and industrial applications - compares very favourably against the old Grove AP415 and the Jones IF15A. In addition the YB5520 has numerous standard and optional extras which were never available on the older machines. Standard features include area limitation, outrigger monitoring, multiple outrigger positions and a nine tonne capacity carry deck. Optional extras include 4x4 drive and hydraulic deck mounted pulling winch.

In the UK the Yardboss distributor Crowland Cranes has already sold several units into the petrochemical and mining sectors which are used for routine maintenance tasks. However the fully CE rated YB5520 cannot be compared to the traditional Ormig/Valla/Galizia cranes when it comes to pick & carry, as these machines are designed to travel with suspended loads. For example the 16 tonne Ormig 16TM

The new Grove Yardboss compares very favourably against the old Grove AP415 and the Jones IF15A



will travel with its maximum 16 tonne load at 800mm from its front bumper, as opposed to the 18 tonne Yardboss YB5520 that can only manage six tonnes.

**New entrant**

A new American entrant to the pick & carry market arrived early last year in the form of Bailey Cranes. Founded by previous owner of Man Lift Manufacturing, Jeff Bailey in 2013 it launched a new hybrid carry deck crane - the eight ton BC18 - and the Brandon, a new glass handler/super-compact telehandler/mini crane which offers a seven metre tip height on its main boom, with over eight metres when fitted with short luffing jib. The Milwaukee-based company now has four carry deck models from the 4.1 tonne BC9 to the 16.3 tonnes BC36 giving lift heights up to 24 metres.

The introduction of heavy duty telehandlers with lift capacities up to 40 tonnes gives users another option when moving items around the construction, industrial or mining site.

Hopefully we have given a glimpse of the wide variety of pick & carry equipment available, with selection really depending on the size, weight and distance that the load needs to be moved, and of course how often. Last month we covered heavy duty transportation moving large items over longer distances using specific



The two tonne capacity Jekko MPK20W



Broderson IC-80



A 25 tonne Ormig



Two City cranes and telhandler install a cylinder



A new American entrant to the pick & carry market arrived early last year in the form of Bailey Cranes

# Moving industry

The range of equipment needed to offer a comprehensive industrial lifting service is wide. Bryn Thomas Industrial Services (BTIS) based in Flint, North Wales has purchased some unusual machines in a bid to cover the various challenges of the market, including a Versa-Lift and Terex-Franna articulated cranes. Mark Darwin visited the company to find out more.

Bryn Thomas Cranes was founded in 1979 at its current location in North Wales. The holding company is still owned by Bryn Thomas with his three sons - Janus, Dylan and Daniel - running the various group companies Bryn Thomas Cranes, BJW Cranes (acquired 2012), Rail and BTIS respectively. Daniels two sons Ethan and Alfie also want to follow in the footsteps of their father and join the business. The industrial services division was formed in 2011.

BTIS director Daniel Thomas said: "We are involved in a three year rolling contract with two of the largest manufacturing plants in the North West. The latest project was to install around 400 heavy machines for a new production line. We had to offload the equipment arriving from Germany and install it in its final position in the factory. As well as using a Franna crane we hired in a Versa-Lift machine and rapidly realised its potential for this type of work. The main problem with the Versa-Lift however is the length of time for delivery from the

manufacturer- currently over 12 months. Our 27.2 tonne capacity, remote control Versa-Lift 60/40 gets a good day rate (around £1,200 depending on length of hire with operator and transport included) relative to its purchase price. Next year we plan to add another, with the target to have at least one Versa-Lift based in each depot."

In addition to its base in Flint, the company has branches in Newcastle, Scunthorpe - the ex BJW Crane depot - and Manchester and employs around 70 staff, including crane operators, engineers, sales reps and office staff.

"The group has a history of having different equipment," says Thomas. "We were the first in the UK to take the 450 tonne Grove GMK 7450 in 2004 and a second one was added in 2008. We also bought one of the first Marchetti MTK 35 truck cranes with 32 metre boom last year and have added two new 14 tonne Franna articulated pick & carry cranes with a 7.5 tonne Rhino hook."

As part of a group it can draw on the services of the fleet of 33 cranes with capacities up to 450 tonnes.

Next year BTIS plans to add another Versa-Lift and the target is to have at least one in each depot



Fitted with the optional remote control, BTIS' 27.2 tonne capacity, Versa-Lift 60/40 has been an excellent buy



Currently the group has a fleet of 33 cranes with capacities up to 450 tonnes

The group's aim is to have a fleet of 12 cranes up to 100 tonnes capacity in each depot, with a view to expand to a fleet of 50 cranes in the next three years. Supporting the four depots will be its two large cranes placed centrally to the depot network. The fleet also includes four Spierings mobile tower cranes - one, five axle unit and three six axle units which will be added to when it takes delivery of a new six axle unit in February 2016.

The current fleet is a mix, mainly Liebherr and Grove but also includes 35 tonne Terex and 45, 50 and 70 tonne Tadanos. Also in its fleet are 40 tonne Terex City cranes with 1.2 metre runner extension if required, handy for some industrial lifting applications.

### Location location location

"We are quite blessed with all the industrial work in the area around our head office, with many factories, the Ellesmere Port area and all the associated petrochemical work. Most places are busy so hire rates are good at the moment, although they should be higher based on

the cost of the equipment and the risks involved. However BTIS is in the process of expanding its fleet and maybe looking into possibly purchasing some spider cranes."

The day of the visit, there were no cranes in the yard - a good sign - and the company has a good number of long term contracts that make use of its full range of services which include machinery transport, installation and removals, specialist transport and heavy haulage, lift and shift, factory locations and gym equipment relocation, providing it with a solid base on which to build.



Bryn Thomas has a fleet of 33 cranes with capacities up to 450 tonnes and has had two 14 tonne Franna pick & carry cranes.



## **600 TONS. 8 AXLES. NO BOOM SUSPENSION.**

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- Asymmetrical Outrigger Base Control: heavier loads with limited support base area
- AML crane control: further developed for even more safety and ease of use
- Two-engine concept: performance-optimized engine in the superstructure saves fuel during crane operation

For more about the highlights of the unique TADANO 8-axle crane, please visit [www.ATF600G-8.com/en](http://www.ATF600G-8.com/en).

# ALL THE ORIGINAL INGREDIENTS

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# Game changer?

Tadano launched its eagerly awaited, all-new 600 tonne ATF 600G-8 All Terrain crane with triple boom system at an event attended by around 1,000 guests in Nürnberg, Germany, near its head office and manufacturing facility in Lauf. The company also unveiled its new four axle ATF 70G-4 which has the choice of a longer, 52.1 metre main boom and Euro 4/Tier 4F engine with 90 percent reduction in particulate emissions and 80 percent less nitric oxides than Euro 3a/Tier 3 engines. It can carry 11 tonnes of counterweight without exceeding 12 tonne axle loads. The crane continues with Tadano's two engine design for 70 tonners which according to the company offers a saving of five litres an hour in terms of fuel consumption.

The main star of the event however was the new ATF 600G-8 which is most notably differentiated by its triple boom design concept - an alternative to the Sideways Superlift/Y-Guying cable suspended booms used by competitors.

The 56 metre boom is triple pinned and it can take a 90 metre luffing jib. Load chart comparisons indicate that the crane can outperform or at the very least lift alongside cranes working with cable supported booms, but requires no installation and has a much tighter tailswing

and working footprint. Tadano maintains that the lifetime savings in transport and setup costs alone (40 jobs a year over 15 years) could amount to €1.8 million. As well as cutting rigging time, its other key benefit is the greatly reduced tailswing - 6.3 metres less - than most guyed boom cranes allowing it to work in more constricted sites such as city centres. The crane also features the latest Euro 4 Mercedes engines, all wheel steer, new disc brakes and a new asymmetrical automatic outrigger set up system.

The Tadano ATF 600G-8 with its

## The Tadano compared to other eight/nine axle cranes

	Tadano ATF 600G-8	Liebherr LTM 1500-8.1	Terex AC 700	Terex AC 500-2
Max lift capacity	600t@3.5m	400t@3.5m 500t@3.0m	473t@3.5m	500t@3.0* 346t@4.0*
Capacity at 40m on main boom	35.4t	28.6t	27.6t	28.2t
Main boom	56m	84m	60m	56m
Axles	8	8	9	8
Max system length	147m	145m	149.5m	145.8m
Max counterweight	180t	165t	140t	180t
Length o/a carrier	20,479mm	18,140mm	18,640mm	17,150
Engines chassis/upper	460kW/ 260kW	500kW/ 240kW	480kW/ 205kW	480kW/ 205kW
o/s turning radius	16,298mm	16,470mm	16,500mm	15,780mm
Max speed	85kph	80kph	75kph	75kph
Outrigger spread mm	9,600x 9,605	9,600 x9,990	12,193 x12,360	9,600 x9622

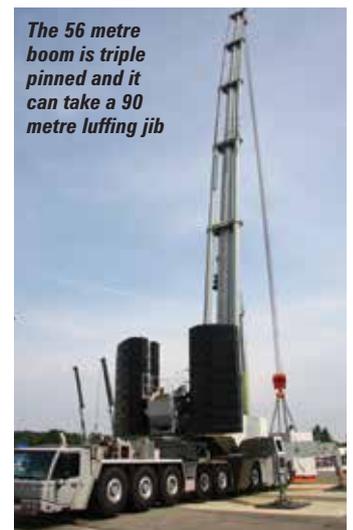
\*over rear



The Tadano ATF600G-8 triple boom matches capacities of cranes equipped with sideways superlift systems



Conventional Vs the triple boom system



The 56 metre boom is triple pinned and it can take a 90 metre luffing jib

new boom system is undoubtedly a strong crane and can lift its maximum capacity at 3.5 metres, way more than the other eight axle cranes and even more than the Terex AC 700, 700 tonner. Its maximum system length is good but helped by the only option of main boom and 90 metre luffing jib. Overall carrier length is almost two metres more than the nine axle AC 700 but turning circle is second only to the AC 500-2. Largest counterweight, good road speed and a compact outrigger spread complete the impressive package.

Judging by the general comments at the launch most customers thought the new Tadano was a great

concept. However some, while liking the concept and the claimed advantages, were concerned that the main boom was too short. Had it been longer then it would then it really would have been a game changer. Tadano had planned for it to be longer, but the weight would not allow.



Its other key benefit is the greatly reduced tailswing - 6.3 metres less - than most guyed boom cranes.



The new four axle ATF 70G-4

# Niftylift plant opening

As we reported in the last issue of *Cranes & Access*, UK-based aerial lift manufacturer Niftylift held the official opening of its all-new greenfield production facility in Shenley Wood, Milton Keynes in June, with hundreds of customers and distributors from around the world attending the event culminating in a dinner in the evening. The open day included an impressive outside display of the full range of Niftylift products, while visitors were not only able to tour the plant and offices but also able to view an indoor exhibition covering the company history, its innovations, production systems and initiatives with the local community, which include co-operation with local schools and colleges.

The company - also celebrating 30 years in business this year - has been gradually moving production across town from its old plant in Stonebridge since the start of the year as the massive new building was completed. So far six of its eight assembly lines are installed. The old facility was an all-new purpose-built facility when the company moved in 1994, having outgrown its first plant in the town. It has though been bursting at the seams for years, as demand for its boom and trailer lifts has grown.

Finally early last year work began on the new state of the art facility which has taken production up to around 80 units a week, although capacity is expected to be around 130 units a week. The company's biggest challenge at the moment is keeping pace with demand and reducing the current lead times. So it is retaining the old Stonebridge facility to handle used equipment, repairs, service and rebuilds, while possibly coming into service to help with production.

## Future expansion plans

The 12 acre site has plans for two more phases of expansion

including a dedicated Research and Development centre and visitor/training centre. Adding to the current 12,000 square metres (130,000sq ft) under cover - with seven acres of the site currently covered with building and yard. As might be expected of the market-leading manufacturer of hybrid boom lifts, a good deal of attention has gone into the 'sustainability' of the new plant. One of the most interesting aspects of this is lighting in the production hall, which is largely from natural light, but supplemented with automatically adjusting artificial lighting which gradually boosts the natural light as and when necessary.

While it is still early days in the relocation, the company says that not only has the move gone relatively smoothly, but that production efficiency and product quality - as measured by hours taken to build a specific model, and faults picked up at the end of the line - have both improved significantly. Niftylift currently employs 245 in Milton Keynes, which this scheduled to grow to 335 as the new plant gets fully underway. It also has a fabrication plant in the Nottingham area.



The company had the full range of products on display



A large display covered a wide range of material



An architect's model of the new facility



Demonstration stations showed some of the company's assembly methods



Production hall lighting is largely natural



The HR28 production line



The mid range self propelled boom line



The new facility covers over 12,000 square metres

# Liebherr lift spectacular

**C&a**

**Liebherr open day**

Liebherr held its tri-annual, Customer Days at its Echingen manufacturing facility in Germany last month. The two day event - its sixth to date - is held the year before Bauma and showcases new products and spectacular lifts in a crane extravaganza. This year was no exception even though a little rain dampened spirits for the 1,500 or so visitors on the second day.

Three years ago the spectacular 'four crane mobile' involving a 3,000 tonne LR 13000 lifting an LR11350, lifting an LR1350/1 which in turn was lifting an LTR1100 with a crane model on its hook was thought to be hard to surpass. However Liebherr once again wowed everyone with two displays - a dramatic centrepiece using two 750 tonne LTM 1750-9.1 All Terrains locked by their booms, mounted upside down on the rotating slew ring of a crawler undercarriage and two lifts involving the clever use of crawler cranes as ballast using an LR 11350 with an LTR 1060 on its hook, two LR 1600 (one either side) and two LTR 1220s.

As well as the jaw-dropping lift Liebherr used the event to showcase its current AT and crawler cranes as well as unveiling two new models. The LR 1500, a compact 500 tonne lattice crawler crane with a variety of boom and jib configurations that the company says is simple and easy to run. And the 250 tonne, five axle LTM 1220-5.2 All Terrain with single engine, Eco-mode fuel saving system and Variobase outrigger set up system.

The LTM 1250-5.1 is said to offer capacity improvements of between 15 and 20 percent over its predecessor the LTM 1220-5.2 thanks to a larger counterweight - 88 tonnes compared to 78 tonnes - which Liebherr claims makes the



*The LR 11350 in the centre - with LTR 1060 on the hook - is being lifted by two LR 1600s each using an LTR 1220 as ballast*

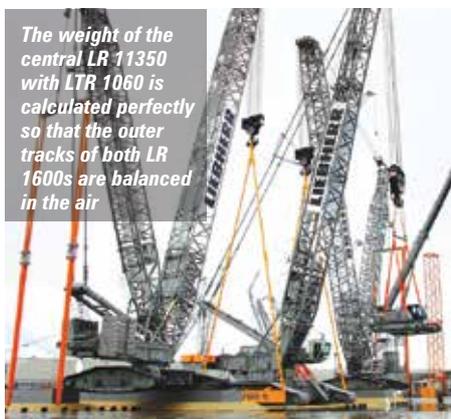


*The new 250 tonne Liebherr LTM 1250-5.1 makes its entrance*

new 250 tonner the strongest five axle All Terrain on the market. The main boom stays at 60 metres, as does the bi-fold 12.2 to 22 metre swingaway while the maximum hook height has increased seven metres to 110 metres, with the use of seven metre inserts and a connecting section between boom nose and extended swingaway. The 'jib' can be manually or hydraulically luffed by up to 45 degrees.

The main thrust of the LR 1500 is a 500 tonne class load chart coupled with the dimensions and transportability of a 400 tonne crane. All components are less than 45 tonnes and a three metre width. Maximum main boom is 84 metres with an 84 metre luffing jib.

The day was rounded off in style with an evening laser, music and firework show.



*The weight of the central LR 11350 with LTR 1060 is calculated perfectly so that the outer tracks of both LR 1600s are balanced in the air*



*The new compact 500 tonne LR 1500*



*About 1,500 guests attended the Open Day on each of the two days - this is the main marquee just before the show opened*



*Liebherr had a full range of its ATs on show - this is just a few*



*Two 750t Liebherr LTM1750-9.1 pivoting on a Liebherr crawler chassis*

# Am I bothered?

Selecting the right access equipment for the job is of paramount importance but particularly when working in industrial environments. The traditional factory shutdown/vacation periods may now generally be a thing of the past as companies look to carry out planned maintenance, renewals and improvement work over weekends, overnight or increasingly during normal working hours. Even so, selecting the correct equipment for the task can make the whole exercise easier, more efficient, quicker and safer.

With so many specific work at height jobs that need to be carried out across a wide range of industrial applications, access equipment manufacturers have continued to develop solutions and add equipment to their ranges. Yet despite the growing variety, performance and availability there are still far too many companies that persist in using access equipment that is wrong, inadequate, damaged or downright dangerous - often due to lack of planning and the fact that they can't be bothered to source specialist equipment.

**Lack of planning leads to making do**

In many countries powered access is now the predominant form of equipment for working at height. Certainly when you visit most big jobsites in Northern Europe and North America the number of aerial

work platforms - of one type or another - in use is huge. However move to smaller job sites, run by smaller contractors or on sites involving individual homes and powered access use is considerably less.

That same pattern is repeated when it comes to production facilities, warehouses, showrooms and other permanent establishments. The problem is most prevalent where a planned maintenance regime is not in place, so the requirement tends to be sporadic and unplanned, and with no relationship with a powered access supplier, the many 'quick-fix' alternatives such as inappropriate ladders, fork lifts - used in combination with the ubiquitous pallet - or other less suitable equipment seem like an expedient alternative.

In spite of this the range, performance and design of



The 4.2m working height Hugo Lift

powered access equipment for industrial applications has improved dramatically in recent years so there is no longer any excuse not to use an access platform indoors, even in very confined spaces with restricted access. There are very few cases where an aerial work platform with the right height, reach, dimensions and power source cannot be sourced locally.

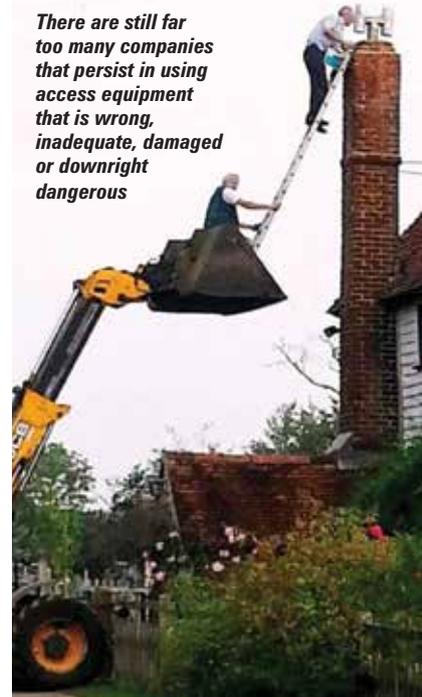
The most popular equipment to replace traditional access methods, such as ladders steps and trestles, are low level push-around or self-propelled platforms. Until now manufacturers of this type of equipment have tended to be limited to specialist, niche producers. However the sign that the low level push-around/self-propelled platform has 'come of age' and becoming a major market sector in its own right arrived when JLG acquired UK-based manufacturer Power Towers at the beginning of June. This is the second move by JLG into growing niche-type products - the first being its deal to source JLG branded spider lifts from Hinowa.

**JLG goes low level**

The deal is initially seen by JLG as a 'European play' and has been led by the head of JLG Europe, general manager Karel Huijser. "One thing that came up regularly from our customers was that the low level platform market was becoming an increasingly important market sector, and one that was not currently in the JLG portfolio," he

said. "And it was not too long before Power Towers came on the radar as a primary focus."

*There are still far too many companies that persist in using access equipment that is wrong, inadequate, damaged or downright dangerous*



Selecting the right access equipment for the job is of paramount importance but particularly when working in industrial environments



(L-R) Sandra King of Power Towers, Karel Huijser of JLG with Brian King and Mark Richardson of Power Towers.

# WE'RE LEAVING THE MAST IN THE PAST



**53"**  
PLATFORM LENGTH

**84.5"**  
PLATFORM PLUS EXTENSION

**56"**  
MACHINE LENGTH

## NOT YOUR TYPICAL SCISSOR LIFT.

In the past a compact footprint meant limited working space, but not anymore. Say hello to the HB-1230 the newest scissor lift from Custom Equipment, Inc. The Hy-Brid Lifts HB-1230 is designed and built to cut out the hassle of traditional mast lifts. Its full sized platform plus 30" deck extension provides over 7 feet of work space while maintaining a compact 56" x 30" footprint making it only 2" longer than competitive 12 foot vertical mast machines.

The HB-1230 weighs 1610 lbs. and can lift 550 lbs., making it lighter and stronger than vertical mast lifts. Additionally the HB-1230 features an innovative point-and go zero turn steer system which is fully proportional allowing for quick and fluid maneuverability around any job site. The days of jerky steering and limited platform space are over.

While Power Towers is the market leader in this sector, it has no presence in the massive North American market. Having access to the JLG brand and dealer/customer network, will open doors into a market that would have taken years to penetrate. The same might apply to parts of Asia. The move is likely to prove to be a major step forward in the acceptance of this relatively new product type.



JLG acquired Power Towers at the beginning of June

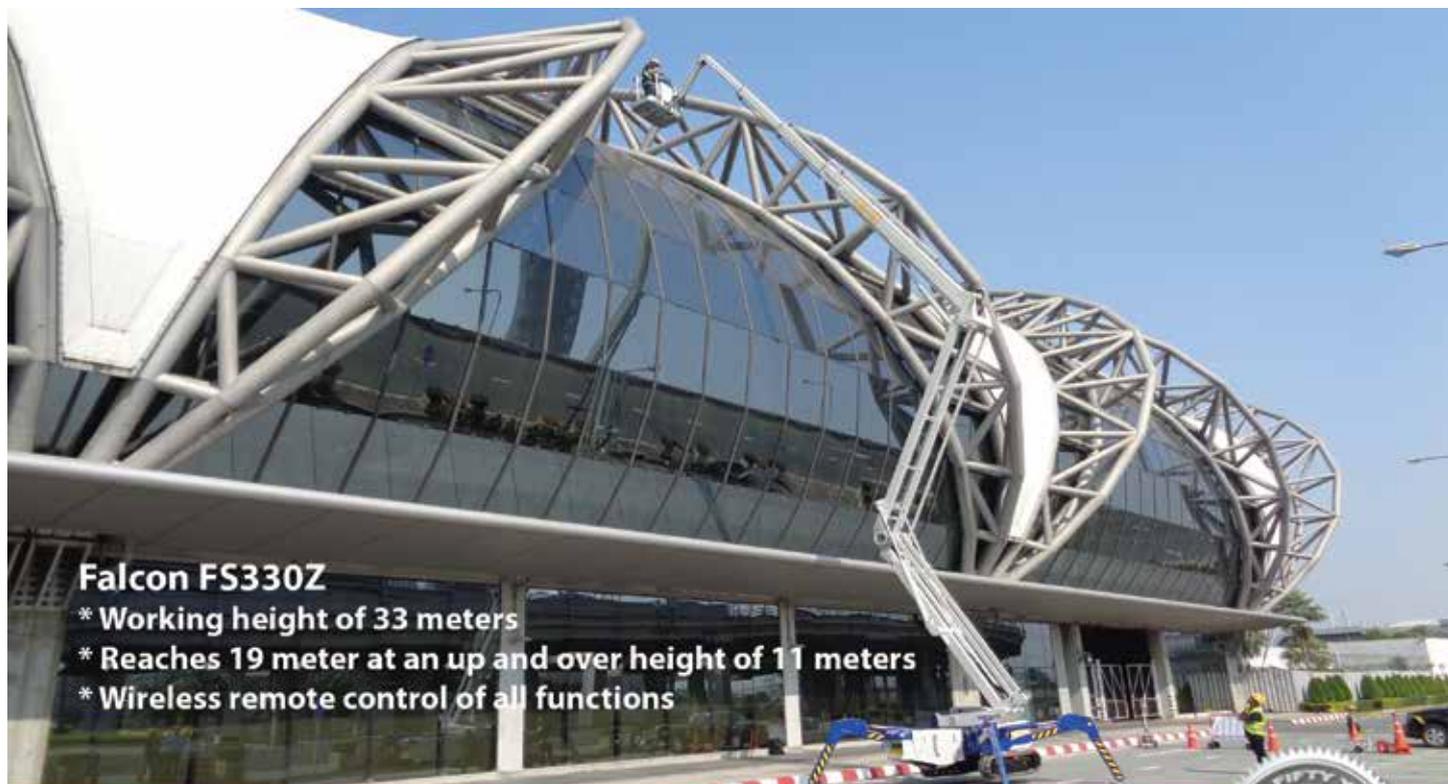
Power Towers was one of the first manufacturers in the sector launching its first product - the Power Tower - in spring 2007 just a year after the Pop-Up scissor lift was unveiled. 2006 to 2008 were buoyant years in the UK access market and proved perfect timing for such a new concept also helped by coming just after new European work at height regulations came into law with the UK's HSE initially seeming to be ruling out the use of step ladders. With solid rental returns for this tiny machine, sales exploded and sucked in a large number of new manufacturers, all of which helped promote the concept. Growth in other markets has been slower as local safety authorities were less rigid in their adoption of the work at height rules, and rental companies were slower to take the tiny machines seriously. That is now changing rapidly. One surprising are the concept has taken off is the Middle East, where British contractors have insisted on their use, not only for safety reasons, but also due to the efficiency benefits that they have seen.

**A swing back towards self-propelled**

With dramatic improvements in performance, reliability and battery life on electric drive platforms and the introduction of self-propelled versions of low level push-around lifts there is a shift back towards self-propelled lifts, although the arrival of even smaller manually operated lifts, such as the Power Towers Pecolift, has added further growth impetus to the market. One area where battery powered lifts are a challenge are applications in hazardous environments where there is the risk of fire or explosion. Companies such as UK-based The Access Platform Company which started in 2011 have built up solid sales growth by offering completely manual platforms up to six metres which have no batteries, electrics or pumps resulting in lifts that are quick and easy to set up and operate and require very little maintenance. However only a few manufacturers have followed this minimalist path while an increasing number are offering powered push-around scissor lifts. These products do make a good alternative to step



A Power Towers Pecolift



**Falcon FS330Z**

- \* Working height of 33 meters
- \* Reaches 19 meter at an up and over height of 11 meters
- \* Wireless remote control of all functions

**TCA LIFT**  
Tall Compact Aerial  
The original Falcon Spider 29-52 m

www.tcalift.com



*The Sidewinder 300 from The Access Platform Company has a working height of up to five metres and no wires, hydraulics, pumps, motors or batteries*



ladders, podiums and small towers while the self-propelled versions of these tiny scissors with working heights of up to five metres 'knock on the door' of the established 12ft electric scissor/mast lift market.

'Powered push-arounds' are generally ultra-compact with low maximum floor point loads allowing them to work almost anywhere, even on raised floors - and ride in just about any elevator. One of the key features of the 12ft mast lift when it first came out was its low weight and compact dimensions however in recent years these platforms have developed middle-age spread, putting on weight from around 600kg to well over 800kg, which can cause elevator and floor loading problems.



*US-based Custom Equipment already produces a 12ft ANSI machine, the HB1230 that weighs 730kg and is as compact as the 12ft mast lift, while offering a bigger platform*

#### 12ft scissors?

It can only be a matter of time before the 10ft platform height lifts - available from the likes of Bravi, Dingli, Pop-Up, Youngman, Snorkel, Iteco, Power Towers and Faraone to name just a few muscle in on the 12ft market with machines that weigh under 600kg, with platform capacities between 150kg and 200kg, albeit with a marginally lower height. US-based Custom Equipment already produces a 12ft ANSI machine, the HB1230 that weighs 730kg, and is as compact as the 12ft mast lift, while offering a bigger platform.



*Sometimes mast booms are needed for there up and over capability*

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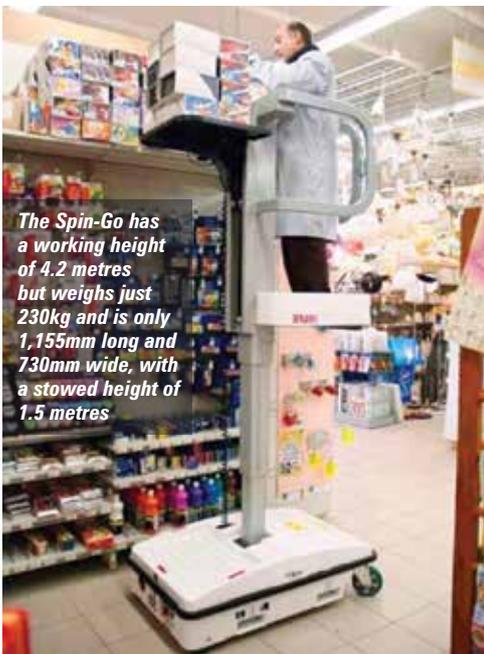
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*The Spin-Go has a working height of 4.2 metres but weighs just 230kg and is only 1,155mm long and 730mm wide, with a stowed height of 1.5 metres*



*The JLG Liftpod*



*Dingli JCPT 3.0*

### New stock pickers

While the powered push-around scissor might be knocking on the door of the mast lift market, an increasingly interesting growth area has been stock picker version of these lifts. This year has seen a batch of new stock picker machines from the likes of Airo, ATN, Faraone and Haulotte. Whether these are compact and light enough to compete with products such as the Bravi Spin-Go remains to be seen. The Spin-Go is based on the company's Caddy self-propelled stock picking lift, but offers a lower working height of 4.2 metres but

weighs just 230kg and is only 1,155mm long and 730mm wide, with a stowed height of 1.5 metres. Platform capacity is 130kg with a further 90kg on the elevating tray and 112kg placed on the chassis storage deck. Bravi says that a number of its major retail customers for the Caddy asked for a product that was smaller, simpler and perhaps most importantly less expensive, in order to help them introduce the powered access concept to smaller stores to eliminate ladders and steps from their premises completely.

### Steps with a lift

A sort of an in-between, semi powered stock picker is produced by Australian-based Custom Ladder Company, with its Stockmaster Lift-Truk. The LT 07E is a cross between a set of podium steps with a two metre high platform and a stock picker with powered lift shelf. It is pushed around by hand, but a box or load weighing up to 60kg can be lifted or lowered at the push of a button to a height of three metres - manual versions, using a hand crank, can lift up to almost five metres. The manufacturer says that it is designed to be a simpler competitor to the Crown Wave platform, costing about half the price.

### A new Crown

German-built Crown Wave WAV 50 (Work Assist Vehicle) may be twice the price of the Australian Stockmaster, but it is streets ahead when it comes to looks and features. Looking more like a powered JLG Liftpod it is available in two platform heights - 2.13 and 2.99 metres - both with 90kg load tray and 115kg load deck capacity. The stylish platform would look at home in high class offices and hotels, typically replacing rolling ladders in maintenance and warehouse/industrial applications.

The unit has a working height up to five metres and a maximum speed of six kilometres an hour. Measuring 1,525mm long by 750mm wide it some nice features including the Intelligent Control system which manages vehicle travel, steering, braking, lift/lower and the display extending the battery charge intervals which are carried out by

plugging into a standard 230 volt socket. The unit can turn in its own length, while regenerative braking is automatic when throttle speed is reduced or when the operator removes a hand or foot from the controls. Gates must be closed to travel or raise the platform when it is above half a metre, while travel speed is reduced gradually as the platform elevates. Maintenance free batteries are standard and an optional handset can be used to customises vehicle performance and troubleshoot.



*The Airo V6 E has 5.5m working height, is quick at six kph and weighs 780kg*



*The Crown Wave WAV 50 is available in two platform heights - 2.13 and 2.99 metres - both with 90kg load tray and 115kg load deck capacity*

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www.hollandlift.com

### Stock pickers - how the Haulotte, Airo, ATN and Crown units compare

	Airo V6 E	Crown Wav 50-118	Star 6 Picker	ATN 660 RC Picking
Working height	5.5m	5.0m	6.0m	6.6m
Platform height	3.5m	3.0m	4.0m	4.6m
Lift capacity	Op 120kg Tray 90kg Deck 130kg	Op 135kg Tray 90kg Deck 115kg	180kg	200kg max
Length x width x height	1.37 x 0.81 x 1.51m	1.5 x 0.75 x 1.39m	1.5 x 0.76 x 1.65m	1.64 x 0.78 x 1.96m
Drive speed max	6 kph	6 kph	5kph	3.6kph
Weight	780kg	590kg	820kg	980kg
Power	24v - 180 amp/h	24v -195 amp/h	24v - 185 amp/h	24v - 185 amp/h



The Haulotte Star 6 Picker seen for the first time at Intermat

Two French manufacturers - Haulotte and ATN - launched new small electric mast lift machines earlier this year. Both the Haulotte Star 6 and the ATN Pifaf 660 also come in a stock picking version. At just over 15ft, the ATN challenges the market opened up by Skyjacks 16ft SJ16 mast lift, while the Haulotte however is unashamedly a copy of the UpRight TM12 - now

the Snorkel TM12 - joining JLG and Skyjack, both of which have recognised that this seems to be what the market wants. The Airo V6 E falls in between - bigger than the Crown, but short on working height compared to the Haulotte or ATN. Three versions of the Pifaf 660C are available - the Standard, Plus and Picking, each using the same structure but with the Plus offering a slide-out deck extension and 80kg load area on the Picking version.



Three versions of the Pifaf 660C are available - the Standard, Plus and Picking, each using the same structure but with the Plus offering a slide-out deck extension and 80kg load area on the Picking version.



Bravi Leonardo HD



Iteco Easy Up 5SP



Skyjack SJ16

### Explosion proof equipment

Another growth area is explosion proof lifts for use in hazardous areas. We mentioned The Access Platform Company earlier and how it has found some success because its lifts are basic and easy to maintain. Because of its minimalist approach, many of them are purchased for use in hazardous situations where they reduce the risk of explosion.

Several companies are offering

explosion-proof access equipment including Airo in Italy, and Man Lift Manufacturing in the USA. Airo is able to modify its equipment - the mechanical, hydraulic, electric and electronic systems - making the lift safe to operate in areas with a risk of fire or explosion. It can do this by housing the battery which in a corrosion resistant steel box, explosion-proofing audible devices, using a pneumatic horn

and explosion-proof rotating beacons. Electric motors are also enclosed and constantly monitored by thermal sensors that stop the platform movements when the safety temperature is exceeded. All electromechanical devices - such as relays, fuses etc - and power actuators - emergency switches, power supplies - that can cause sparks or arcs are also enclosed in metal casings and the solenoid valve heads and battery terminals are sealed with protective resins.

Man Lift in the USA will explosion-proof all types of standard lifts and material handling equipment, including scissor and boom lifts, mast lifts, forklifts etc. It will take machines made by the major

manufacturers and not only modify them for the specific application, but also provide all the required test data and certification documents.

With new and improved self-propelled and push around lifts, new mast lifts and mast booms, not to mention small narrow aisle boom lifts, there is almost certain to be a right machine for the job, no matter how challenging it is.



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# cranes & access dealer guide

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[www.vertikal.net](http://www.vertikal.net)

Each year our guide grows and any omissions are picked up, hopefully making it an even more useful document. This year has seen quite a few changes and additions as new manufacturers come on the scene and others move. As with any listing like this it is always going to be a work in progress, so please do let us know what we can do to correct or improve it.



### HEAVY LIFT CRANES/EQUIPMENT

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
ALE Engineering	UK	ALE	01889 272500	ALE	+44 1889 272 500	www.ale-heavylift.com
Bigge	USA	Direct	+1 888 337 2444	Direct	+1 888 337 2444	www.bigge.com
Deep South	USA	No Distribution	+1 225 753 4371	No Distribution	+1 225 753 4371	www.deepsouthcrane.com
Lampson	USA	Direct	+1 509 586 0411	Direct	+1 509 586 0411	www.lampsoncrane.com
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Mammoet	Netherlands	Mammoet UK	01912 502560	Mammoet UK	+44 1912 502560	www.mammoet.com
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
Sarens	Belgium/USA	Sarens UK	01642 621621	Sarens Ireland	+353 57 87 40 944	www.sarens.com
Terex	Germany	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com

### MOBILE CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Altec	USA	Aldercote	01482 22377	Aldercote	+44 1482 22377	www.aldercote.com
Bendini	Italy	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terex.com
Bencini - Cams	Italy	No Distribution	+378 549 988 111	No Distribution	+378 549 988 111	www.camsind.com
Broderson	USA	Direct	+1 913 888 0606	Direct	+1 913 888 0606	www.bmcrcanes.com
EuroRigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Franna	Australia	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Galizia	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Hook Up Solutions	UK	Direct	01462 499642	Direct	+44 1462 499642	www.hookup-solutions.com
Hydrocon	Turkey	No Dealer	+32 444 88 11	No Dealer	+32 444 88 11	www.hidrokon.com
Grove	Germany	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
JMG	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Kato	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Lift Systems	USA	Claxton International	01244 661000	Claxton International	+44 1244 661000	www.claxtoninternational.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
Locatelli	Italy	No Dealer	+390 3549 45066	No Dealer	+39 035 494 5066	www.locatellcrane.eu
Manitex	USA	No Dealer	+1 512 942 3000	No Dealer	+1 512 942 3000	www.manitex.com
Manotti	Italy	KAM Trading	01743 461709	No Dealer	+390 5229 65590	www.manotti.eu
Marchetti	Italy	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Ormig	Italy	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
Rigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Sany	Austria	Palfinger Sany	+43 662 46840	Palfinger Sany	+43 662 46840	www.palfinger-sany.com
Sennebogen	Germany	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Spierings	Holland	Spierings Kranen	+31 4126 97777	Spierings Kranen	+31 4126 97777	www.spieringskranen.nl
Tadano/Faun	Germany	Tadano UK	0870 066 5466	Tadano UK	+44 870 066 5466	www.cranesuk.net
Terex	Germany	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Valla	Italy	Hird	01482 227333	Hird	+44 1482 227333	www.hird.co.uk
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.co.uk

### CRAWLER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Fushun	China	Direct	+36 1584 131 3033	Direct	+36 1584 131 3033	www.cnfuwa.com
Fuwa	China	Direct	+36 1584 131 3033	Direct	+36 1584 131 3033	www.cnfuwa.com
Hitachi-Sumitomo	Japan	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
IHI	Japan	No Dealer	+81 4527 61282	Rivertek	+353 214 385342	www.rivertekservices.com
Kobelco	Japan	Kobelco Cranes Europe	01342 301122	Kobelco Cranes Europe	+44 1342 301122	www.kobelco-cranes.com
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361 616	www.nrcplant.co.uk
Maeda	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	+441280 818830	www.manitowoc.com
Mantis	USA	Tadano UK	0870 066 5466	Tadano UK	+44 870 066 5466	www.cranesuk.net
Marchetti	Italy	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Sany	China	Sany Germany	+49 2272 905311	Sany Germany	+49 2272 905311	www.sanygroup.com
Sennebogen	Germany	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Terex	Germany	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com

### TOWER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Artic Cranes	Sweden	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Benazzato	Italy	Rossa Cranes	07939 094742	Rossa Cranes	+44 7939 094742	www.rossainternational.com
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	+44 1386 49155	www.weavingmachinerycranes.net
Cinomatic	Italy	Wanted	+39 3412 81961	Wanted	+39 3412 81961	www.cinomatic.com
Clever Crane	Italy	Wanted	+39 2908 48689	Wanted	+39 2908 48689	www.gelcogru.com
Cobra	Switzerland	Direct	+41 2667 51530	Direct	+41 2667 51530	www.cobra-crane.com
(Comedil) Terex	Italy	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
FB Gru	Italy	Crane Hire East Anglia	01206 899622	Northern Lift Trucks	+28 9267 3111	www.cranehireeastanglia.co.uk
FM Gru	Italy	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantiscranes.ie
Gelco Clever Crane	Italy	Wanted	+39 290 848 689	Wanted	+39 290 848 689	www.gelcogru.com
Jaso	Spain	Falcon Crane Hire	01362 821048	Falcon Crane Hire	+44 1362 821048	www.falcon-crane-sales-hire-uk.com
Jost	Germany	London Tower Crane	+44 (20) 8953 7800	London Tower Crane	+44 (20) 8953 7800	www.londontowercranes.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Linden Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Lux Cranes	Germany	MTI-Lux SA	+352 2674 5480	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Mantis	Ireland	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantiscranes.ie
MTT	Germany	MTI-Lux SA	+352 2674 5480	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Potain top slew	France	Manitowoc UK	01280 818830	Electrogen	+353 1825 1644	www.potain.com
Potain self erectors	France	Ladybird Crane Hire	01527 889889	Electrogen	+353 1825 1644	www.potain.com
Raimondi	Italy	Vanson Cranes	01476 861011	Irish Crane and Lifting	+353 643 3722	www.vansoncranes.com
Spierings	Holland	Spierings Kranen	+31 4126 97777	Spierings Kranen	+31 4126 97777	www.spieringskranen.nl
San Marco	Italy	Direct	+39 032 282 601	Direct	+39 032 282 601	www.sanmarco-int.com
Terex Cranes	Italy	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	+44 1476 861011	www.vansoncranes.com
Vicario	Italy	DRA Tower Crane Services	07816 878313	Wanted	+39 3228 46690	www.vicariogru.com
Wolffkran	Germany	HTC Wolffkran	01709 559668	HTC Wolffkran	+44 1709 559668	www.htcplant.com
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
Yongmao	China	Jin Long Europe	01707 600199	Jin Long Europe	+44 1707 600199	www.jinlongeurope.com

## SPIDER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Benelli Gru	Italy	Direct	+39 522 969 756	Direct	+39 522 969 756	www.benelligr.it
Cormidi	Italy	GGR	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Hoefflon	Holland	JT Cranes	01767 677155	JT Cranes	+44 1767 677155	www.jtcranes.co.uk
Jekko	Italy	Beemold (London)	07584 354526	Seeking Dealer	+39 0438 434443	www.jekko.it
Kegiom	Italy	No Dealer	+39 0143 822 031	No Dealer	+39 0143 822 031	www.kegiom.com
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	+44 117 982 6661	www.kranlyft.co.uk
Palazzani	Italy	TCA Lifting	0845 603 5360	TCA Lifting	0845 603 5360	www.poweredaccess.com
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	+44 1246 811475	www.pennyhydraulics.com
Reedyk	Holland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Riebsamen	Germany	No Dealer	+49 7582 791	No Dealer	+49 7582 791	www.riebsamen.de
R&B Engineering	Japan	Utility Equipment	0161 850 0456	Utility Equipment	+44 161 850 0456	www.utility-equipment.com
UNIC	Japan	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Van Bouwel	Holland	Direct	+32 3369 6981	Direct	+32 3369 6981	www.vanbouwel-kranen.be
Valla	Italy	Hird	01482 227333	Hird	+44 1482 227333	www.hird.co.uk

## LOADER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Amco Veba	Italy	Tip N Lift	01473 740381	Tip N Lift	+44 1473 740381	www.tipnlift.co.uk
Atlas	Germany	Atlas Cranes UK	08444 996688	Sleator Plant	+44 2890 844251	www.terex.com
Benelli Gru	Italy	Direct	+39 522 969 756	Direct	+39 522 969 756	www.benelligr.it
Cargotec/Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	+353 5274 41300	www.hiab.co.uk
Copma	Italy	Wanted	+39 0546 653 711	Wanted	+39 0546 653 711	www.copma2000.com
Cormach	Italy	Ernest Doe & Sons	01206 871881	Hydraweld	+353 1458 0402	www.ernestdoe.com
Effer	Italy	Atlas Cranes UK	08444 996688	Lambe engineering	+353 5793 55736	www.effer.com
Effer Marine	Italy	Preffered Marine Cranes	01634 297733	Preffered Marine Cranes	+44 1634 297733	www.effer.com/marine
Fassi	Italy	Fassi UK	01926 889779	Fassi UK	+44 1926 889779	www.fassi.co.uk
Ferrari	Italy	Shawtrack	01623 633540	No Dealer	+39 522 486 311	www.shawtrack.com
GAL	Greece	Seeking Dealer	+302 3107 66980	Seeking Dealer	+302 3107 66980	www.gal.gr
Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	+353 5274 41300	www.hiab.co.uk
HMF	Denmark	HMF UK	01733 558145	HMF UK	+44 1733 558145	www.hmf.dk
Hyva	Holland	Hyva UK	0161 776 6600	Hyva UK	+44 161 776 6600	www.hyva.co.uk
Kennis	Holland	Hyva UK	0161 776 6600	Hyva UK	+44 161 776 6600	www.hyva.co.uk
KLM	Italy	Bluelift	+39 5417 56872	Bluelift	+39 5417 56872	www.bluelift.it
Marchesi	Italy	Tip N Lift	01473 740381	Tip N Lift	+44 1473 740381	www.tipnlift.co.uk
Maxilift	Italy	Ernest Doe & Sons	01206 871881	Direct	+39 0522 963 039	www.ernestdoe.com
MKG	Germany	Truck Hyd. Services	01530 510101	MKG	+49 421 321 406	www.mkg-export.com
Next Hydraulics	Italy	Ernest Doe & Sons	01206 871881	Direct	+39 0522 963 039	www.ernestdoe.com
Palfinger	Austria	T.H White	01380 722381	Palfinger Ireland	+353 5793 52525	www.thwhite.co.uk
Palfinger	Austria	Outreach - Scotland	01324 889000	Palfinger Ireland	+353 5793 52525	www.outreachltd.co.uk
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	+44 1246 811475	www.pennyhydraulics.com
Pesci	Italy	Pesci UK	0844 770 7969	Pesci UK	0844 770 7969	www.pesci.co.uk
PM	Italy	Central Hydraulic Loaders	01827 283344	Joseph Bennett and Sons	+353 5786 25245	www.pmcranesuk.co.uk
Smart Crane	Italy	TCM	+39 0875 752076	TCM	+39 0875 752076	www.tcmsrl.net
Tirre	Germany	Harsh UK	01759 372100	Harsh UK	+44 1759 372100	www.harshuk.com

## TRAILER / ALUMINIUM CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Klaas	Germany	Wanted	+49 2593 95920	Wanted	+49 2593 95920	www.klaas.com
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Paus (furniture lifts)	Germany	The Furniture Hoist Co.	020 3150 1219	Direct	+49 5903 7070	www.furniturehoist.co.uk

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**FAX: +44 (0) 1264 810600**

**e-mail: [info@sarumhardwood.co.uk](mailto:info@sarumhardwood.co.uk)**

**web site: [www.sarumhardwood.co.uk](http://www.sarumhardwood.co.uk)**

## SELF - PROPELLED BOOM LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Aerial & Handling Services	01737 844896	Aerial and Handling Services	+44 1737 844896	www.aerialandhandlingservices.com
ATN	France	Wanted	+33 553 761 235	Wanted	+33 553 761 235	www.atnplatforms.com
Cautrac	UK	Direct	+44 1206 273111	Direct	+44 1206 273111	www.cautrac.com
Dingli	China	KAM Trading	01743 461709	KAM Trading	+44 1743 461709	www.dingliplatformsales.co.uk
Dinolift	Finland	Direct	+358 2017 72400	Direct	+358 2017 72400	www.dinolift.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Giraf Track	Belgium	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
HAB	Germany	Manufacturer Insolvent	-	Manufacturer Insolvent	-	Manufacturer Insolvent
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hitachi	Japan	HM Plant	01914 308400	HM Plant	+44 1914 308400	www.hmplant.ltd.uk
Imer	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Lehmann	Germany	Wanted	+49 351 854 040	Wanted	+49 351 854 040	www.lehmann.lifte.de
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Matisa	Spain	The Hi-Lift Company	01623 474154	The Hi-Lift Company	+44 1623 474154	www.hi-lift.co.uk
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Mecaplus	Spain	No Dealer	+39 974 435126	No Dealer	+39 974 435126	www.mecaplus.es
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Japan	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
Toucan	France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com

## SCISSOR LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Aerial & Handling Services	01737 844896	Aerial & Handling Services	+44 1737 844896	www.aerialandhandlingservices.com
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
Aimac	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
ATN	France	Wanted	+33 553 761 235	Wanted	+33 553 761 235	www.atnplatforms.com
Bravi	Italy	Direct	+39 071 7819090	Direct	+39 071 7819090	www.braviisol.com
Custom Equipment	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Dingli	China	KAM Trading	01743 461709	KAM Trading	+44 1743 461709	www.dingliplatformsales.co.uk
Eazzi Lift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.r2access.com
Eddielift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
HAB	Germany	Manufacturer Insolvent	-	manufacturer insolvent	-	manufacturer insolvent
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Holland Lift	Holland	AJ Access	01291 421155	AJ Access	+44 1291 421155	www.accessplatforms.com
Hy-Brid	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Iteco/Imer	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
JLG	USA-Belgium	JLG Industries	01616 541000	Access Platform Sales	+44 1480 891251	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Liftlux	Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	APS	01480 891251	APS	+01 5598 421500	www.iapsgroup.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Noblelift	China	Noblelift Europe	+49 9401 607930	Noblelift Europe	+49 9401 607930	www.noblelift-europe.com
Omega	Holland	Direct	+31 174 525990	Direct	+31 1745 25990	www.omegalifts.com
Oxley Group	Italy	Direct	+39 171 857036	Direct	+39 1718 57036	www.oxley.es
PB Lifttechnik	Germany	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co.uk
PLE	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Pop-Up Products	UK	Direct	01244 833933	Direct	+44 1244 833 933	www.popupproducts.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Japan	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
Youngman	Taiwan	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com

## VEHICLE MOUNTED LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ascendant	UK	Ascendant Access	0191 4879933	Ascendant Access	+44 191 4879933	www.ascendantaccess.com
Altac	USA	Aldercote	01482 222377	Aldercote	+44 1482 222377	www.aldercote.com
Barin	Italy	Direct	+39 4959 71300	Direct	+39 4959 71300	www.barin.it
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligrugroup.com
Bizzocchi	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Bronto Skylift	Finland	Ian James	07884 497267	Ian James	+44 7884 497267	www.bronto.fi
Bronto Fire Platforms	Finland	Angloco	01924 441212	Angloco	+44 1924 441212	www.angloco.co.uk
Cautrac	UK	Cautrac	01206 273111	Cautrac	+44 1206 273111	www.cautrac.com
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
CMC	Italy	Spiderlift	08702 255554	Spiderlift	+44 8702 255554	www.spiderlift.co.uk
Co.M.e.T	Italy	Affordable Access	01794 521177	Wanted	+39 051 687 8711	www.officinecomet.it
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Cushman	USA	Direct	+1 7067 984311	Direct	+1 7067 984311	www.cushman.com
Easy Lift	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
France Elevateur	France	Utility Equipment	0161 850 0456	Utility Equipment	+44 161 850 0456	www.utility-equipment.com
GSR	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Hinowa	Italy	Hinowa UK	01480 891251	Hinowa UK	+44 1480 891251	www.hinovauk.com
Isoli	Italy	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Moog	Germany	Direct	+49 7555 9330	Direct	+49 7555 9330	www.moog-online.de
Movex	Spain	Seeking Dealer	+34 9384 93777	Seeking Dealer	+34 9384 93777	www.movexlift.com
Multihog	UK	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529879	www.cumberlanduk.co.uk
Multitel-Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Oil&Steel	Italy	PM Oil & Steel UK	07726 870466	PM Oil & Steel UK	07726 870466	www.oilsteel.com
Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palfinger Platforms	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co.uk
Ruthmann	Germany	Access Sales International	08718 714284	Access Sales International	+44 8718 714284	www.asionline.co.uk
Sky Aces	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
SkyKing	UK	Direct	01858 467361	Direct	+44 1858 467361	www.kingtrailers.co.uk
Socage	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
Talleres Velilla	Spain	Seeking Dealer	+34 9384 93777	Seeking Dealer	+34 9384 93777	www.movexlift.com
Tecchio	Italy	Wanted	+39 4299 0648	Wanted	+39 4299 0648	www.techiosrl.com
Terex Utilities	USA	Cumberland Platforms	01536 529 876	Cumberland Platforms	+44 1536 529 876	www.cumberlanduk.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Versalift	UK	Versalift UK	01536 721010	Versalift UK	+44 1536 721010	www.versalift.co.uk
Xtrux	Italy	Affordable Access	01794 521177	Wanted	+39 051 687 8711	www.xtrux.it

## TRAILER MOUNTED LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Bil-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Custers	Holland	Hi-Lift Access	01623 474154	Hi-Lift Access	+44 1623 474 154	www.hi-liftaccess.co.uk
Denka	Germany	Rothlehner	+49 8724 96010	Rothlehner	+49 8724 96010	www.rothlehner.de
Dinolift	Finland	Direct	+358 (0)20 1772 400	Direct	+358 (0)20 1772 400	www.dinolift.com
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Europelift	Hungary	Direct	+36 209 474767	Direct	+36 209 474767	www.europelift.com
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Klaas	Germany	Direct	+49 2593 95920	Direct	+49 2593 95920	www.klaas.com
Matlisa	Spain	The Hi-Lift Company	01623 474154	The Hi-Lift Company	+44 1623 474154	www.hi-lift.co.uk
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Ommelift	Denmark	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202 071	www.unic-cranes.co.uk
PLE	USA	Direct	+1 605 763 2945	Direct	+1 605 763 2945	www.portableliftequipment.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Thomas Hoogwerkers	Belgium	Direct	+32 5237 1005	Direct	+32 5237 1005	www.thomas-hoogwerkers.be

## PUSH AROUND LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
Big Astor	Italy	Wanted	+39 116 051 743	Wanted	+39 116 051 743	www.bigastor.it
Bil-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Bison Products	UK	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Böcker	Germany	Lancastria	01617 779009	One Stop Handling	+44 1384 423330	www.lancastria-group.co.uk
Custom Equipment	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Dingli	China	KAM Trading	01743 461709	KAM Trading	+44 1743 461709	www.dingliplatformsales.co.uk
Eazzilift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.accessaccess.com
Eddielift	Italy	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hugo	UK	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Hy-Brid	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Iteco/Imer	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
JLG	USA-France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Kuli/Kempkes	Germany	Wanted	+49 2191 4340	Wanted	+49 2191 4340	www.kuli.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Pop-Up Products	UK	Direct	01244 833933	Direct	+44 1244 833 933	www.popupproducts.co.uk
ReechCraft	USA	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Power Scissor	UK	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Sidewinder	UK	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Snorkel	UK	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Youngman	Taiwan	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com





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## SPIDERLIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Airo	Italy	Aerial & Handling Services	01737 844896	Aerial & Handling Services	+44 1737 844896	www.aerialandhandlingservices.com
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligr.it
Bluelift	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
Cormidi	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
CMC	Italy	Spiderlift	08702 255554	Spiderlift	+44 8702 255554	www.spiderlift.co.uk
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Dinolfit	Finland	Direct	+358 (0)20 1772 400	Direct	+358 (0)20 1772 400	www.dinolfit.com
Easy Lift	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Falck Schmidt	Denmark	Urban Access	01202 593411	Urban Access	+44 1202 593411	www.urban-access.co.uk
Hinowa	Italy	Hinowa UK	01480 891251	Hinowa UK	+44 1480 891251	www.hinowauk.com
Imer	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
Jekko	Italy	Seeking Dealer	+39 0438 434443	Seeking Dealer	+39 0438 434443	www.jekko.it
Leader	Italy	Wanted	+39 0522 619270	Wanted	+39 0522 619270	www.leader-piatt.it
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Multitel	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Oil&Steel	Italy	PM Oil & Steel UK	07726 870466	PM Oil & Steel UK	07726 870466	www.oilsteel.com
Ommelift	Denmark	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palazzani	Italy	TCA Lifting	0845 603 5360	TCA Lifting	0845 603 5360	www.poweredaccess.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Socage	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.co

## MASTCLIMBERS & HOISTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ahler	Spain	BFT Mastclimbers	01525 853575	BFT Mastclimbers	+44 1525 853575	www.bftmastclimbing.com
Alba	Spain	Wanted	+34 944 711 600	Wanted	+34 944 711 600	www.alba.es
Alimak	Sweden	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
AS Climber	Spain	Direct	+34 916 918 580	Direct	+34 916 918 580	www.asc climber.com
Böcker	Germany	NTP Services	01480 860805	Dealer Network	+49 23897 989150	www.boecker-group.com
Camac	Spain	Direct	+34 937 771 050	Direct	+34 937 771 050	www.camacsa.com
Electroelsa	Italy	Direct	+39 057 791 3401	Direct	+39 057 791 3401	www.electroelsa.com
Euroscaf	Italy	Direct	+39 042 374 6732	Direct	+39 042 374 6732	www.euroscaf.it
Encomat	Spain	Direct	+34 916 280 056	Direct	+34 916 280 056	www.encomat.com
Fixator	France	Direct	+33 241 311 700	Direct	+33 241 311 700	www.fixator-lift.com
Fraco	Canada	Fraco UK	01895 262215	Fraco UK	+44 1895 262215	www.fraco.co.uk
Geda	Germany	Mace Industries	01536 206600	Jürgen Deffner	+49 906 9809139	www.geda.de
Goian	Spain	Wanted	+34 943 804 001	Wanted	+34 943 804 001	www.goian.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Hek	Holland	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
Hydro Mobile	Canada	Wanted	+1 888 484 9376	Wanted	+1 888 484 9376	www.hydro-mobile.com
Maber	Italy	CLM Construction	0844 8001750	Maber	+39 044 660 872	www.clm-supplies.com
MP-Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Piat	Italy	Direct	+39 041 927 824	Direct	+39 041 927 824	www.piatvideasrl.com
Raxtar	Holland	NTP Hoist Spares	01484 300503 NTP	Hoist Spares	+44 1484 300503	www.hoistspares.co.uk
Rovers	Italy	Wanted	+39 089 772 4134	Wanted	+39 089 772 4134	www.rovers.it
Safi	Italy	Direct	+39 042 363 9321	Direct	+39 042 363 9321	www.safi.it
Saltec	Spain	Direct	+34 9765 71737	Direct	+34 9765 71737	www.en.saltectorgar.com
Scanclimber	UK	Scanclimber UK	01505 702600	Scanclimber UK	+44 1505 702600	www.scanclimber.co.uk
Steinweg	Germany	Lancastria	01617 779009	Lancastria	+44 1617 779009	www.lancastria-group.co.uk
SMEA.N.	Italy	Wanted	+39 081 250 8421	Wanted	+39 081 250 8421	www.smean.it
Stros	Slovakia	Direct	+420 318 842 111	Direct	+420 318 842 111	www.stros.cz
Torgar	Spain	Direct	+34 9765 71737	Direct	+34 9765 71737	www.en.saltectorgar.com

## TRANSPORT TRAILERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Andover Trailer	UK	Direct	01264 358944	Andover Trailers	+44 1475 522261	www.andovertrailers.co.uk
Broshuis	Holland	Broshuis Trailers UK	01858 432502	Broshuis Trailers UK	+44 1858 432502	www.broshuis.com
Goldhofer	Germany	Andover Trailers	01264 358944	Andover Trailers	+44 1475 522261	www.andovertrailers.co.uk
Ifor Williams	UK	Local Network	0843 216 7447	West-Wood Trailers	+353 45 87 6053	www.iwrt.co.uk
Kässbohrer	Turkey	Tinsley	01642 784279	Tinsley	+44 1642 784279	www.tinsleyspecialproducts.com
KFS Special Vehicles	UK	Direct	01264 350666	Direct	+44 1264 350666	www.kfs-specialvehicles.co.uk
King	UK	King Trailers	01858 467361	King Trailers	+44 1858 467361	www.kingtrailers.co.uk
Nicolas	France	Munro Commercials	01704 897003	Munro Commercials	+44 1704 897003	www.munrocommercials.com
Nooteboom	Holland	HSE Nooteboom	01536 204233	HSE Nooteboom	+44 1536 204233	www.hse-nooteboom.com
Faymonville	Belgium	Traffco	01536 206915	Ashbourne Truck Centre	+353 1835 0573	www.faymonville.com
Schuler & Schlömmer	Switzerland	Wanted	+41 854 7000	Wanted	+41 854 7000	www.schuler-schuler.ch
Shawtrack	UK	Direct	01623 633540	Direct	+44 1623 633540	www.shawtrack.com
Tinsley	UK	Tinsley	01642 784279	Tinsley	+44 1642 784279	www.tinsleyspecialproducts.com

## MOBILE ACCESS TOWERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Advance	Australia	Clow Group	01415 546272	Clow Group	+44 141 554 6272	www.clowgroup.co.uk
Aliscaff	UK	Aliscaff	01279 406270	Aliscaff	+44 1279 406270	www.alistage.co.uk
Alto	UK	Alto Tower Systems	08451 776644	Alto Tower Systems	+44 8451 776644	www.alto-towers.co.uk
Altrex	UK	Pop-Up Products	01244 833933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Big Astor	Italy	Wanted	+39 116 051 743	Wanted	+39 116 051 743	www.bigastor.it
Euro Towers	UK	Euro Towers	01604 644774	Euro Towers	+44 1604 644774	www.eurotowers.co.uk
Faraone	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Frigerio	Italy	Wanted	+39 035 525 115	Wanted	+39 035 525 115	www.eng.frigeriospa.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Instant UpRight	Ireland	Planet Platforms	0800 0854 161	F.A.S.T Scaffold	+353 1830 8133	www.planetplatforms.co.uk
Layher	Germany	Layher UK	01462 475100	Layher UK	+44 1462 475100	www.layher.co.uk
Lyte Industries	UK	Lyte Industries	01792 796666	Lyte Industries	+44 1792 796666	www.lyteladders.co.uk
Monkey Tower	UK	Monkey Tower	01277 356172	Monkey Tower	+44 1277 356172	www.monkeytower.co.uk
Eiger Tower	UK	Pop-Up Products	01244 833 933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Pop-Up Products	UK	Pop-Up Products	01244 833 933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Pyrascaf	UK	Pyrascaf	07818 558379	Pyrascaf	+353 1830 7328	www.pyrascافتd.com
Svelt	Italy	Wanted	+39 035 681663	Wanted	+39 035 681663	www.svelt.it
Turner Access	UK	Turner Access	01413 095555	Turner Access	+44 141 309 5555	www.turner-access.co.uk
Youngman	UK	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com
Zarges	Germany	Zarges UK	01908 641118	Zarges UK	+44 1908 641118	www.zargesuk.co.uk
Zip-Up	Ireland	Planet Platforms	0800 0854161	F.A.S.T Scaffold	+353 1830 8133	www.planetplatforms.co.uk



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E-Mail  
export@cndingli.com

Website  
www.cndingli.com

## LIFTING GEAR

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Al-Vac	Danmark	Al-vec UK	08702 418772	Al-vec UK	+44 8702 418772	www.al-vac.co.uk
Baltrotors	Latvia	Approved Hydraulics	0854 4770 7969	Approved Hydraulics	+44 854 4770 7969	www.approvedhydraulics.co.uk
Bakker Hydraulic	Holland	Approved Hydraulics	0854 4770 7969	Approved Hydraulics	+44 854 4770 7969	www.approvedhydraulics.co.uk
Conquip	UK	Conquip	0845 520 1102	Conquip	+44 0845 520 1102	www.conquipindustrial.com
Enerpac	USA	Enerpac	01215 050787	Enerpac	+44 1215 050787	www.enerpac.com
Hydrosplex	Netherlands	Enerpac	01215 050787	Enerpac	+44 1215 050787	www.enerpac.com
Lift Systems	USA	Claxton International	01244 661000	Claxton International	+44 1244 661000	www.claxtoninternational.co.uk
Modulift	UK	Modulift UK	01202 621511	Modulift UK	+44 1202 621511	www.modulift.com
Probst	UK	Probst Handling Equipment	01939 235325	Probst Handling Equipment	+44 1939 235325	www.probst-handling.co.uk
Scanlift	UK	Scanlift	01206 396111	CMH	+353 4587 6225	www.scanlift.co.uk
Sumner Lift	USA	Sumner Lift UK	01905 458333	Sumner Lift UK	+44 1905 458333	www.sumner.com
Versa-Lift	USA	Pooler LMT	01952 770189	Pooler LMT	+44 1952 770189	www.pooler-lmt.com
Unitex	USA	Ridge Gear	01538 384108	Ridge Gear	+44 1538 384108	www.ridgegear.com
Wienold	Germany	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com

## TELEHANDLERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ausa	Spain	Ausa UK	07970 639988	Ausa UK	+44 7970 639988	www.ausa.com
Bobcat	France	Bobcat UK	01942 266880	Dealer Network	+44 1942 266880	www.bobcat.eu
Case	Italy	Case Construction	01302 802802	Case Construction	+44 1302 802802	www.casece.com
Caterpillar	Belgium	Finning UK	01530 249605	Finning Ireland	+353 1464 3500	www.finning.co.uk
Claas	Germany	Class UK	01284 763100	Class UK	+44 1284 763100	www.claas.com
Deutz	Belgium	Deutz AG	01788 891892	Deutz AG	01543 438900	www.deutz-fahr.com
Dieci	Italy	Dieci Telehandlers UK	01258 817997	Dieci	+44 2830 821230	www.dieci-telehandlers.co.uk
Doosan	France	Bobcat UK	020 87230161	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Faresin	Italy	KAM Trading	01743 461709	Wanted	0445 800300	www.faresindustries.com
Genie	Italy	TDL Equipment	08444 994499	TDL Equipment	+44 8444 994499	www.tdequipment.com
Giraf Track	Belgium	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Jakob Fahrzeugbau	Switzerland	Not Distributed	+41 71 411 67 60	Not Distributed	+41 71 411 67 60	www.jakobfahrzeugbau.ch
JCB	UK	JCB	01889 590312	JCB	+44 1889 590312	www.jcb.co.uk
JLG	Belgium	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.krameralrad.co.uk
Landini	Italy	Agriargo UK	01302 757550	D&S Machinery	+353 1450 7377	www.agriargouk.com
Liebherr	Austria	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Lull	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Manitex (Lowry)	Canada	Pooler LMT	01952 770189	Pooler LMT	+44 1952 770189	www.pooler-lmt.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Merlo	Italy	Merlo UK	01425 480806	Merlo UK	+44 1425 480806	www.merlo.co.uk
MST	Turkey	Direct	+902 1645 30353	Direct	+902 1645 30353	www.mst-tr.com
Neuson Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.krameralrad.co.uk
New Holland	Italy	New Holland Construction	01268 292423	New Holland Construction	+44 1268 292423	www.newholland.com
Pettibone	USA	Direct	+1 800 467 3884	Direct	+1 800 467 3884	www.gopettibone.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	MAC Machinery	+353 7491 56708	www.hassells.com
Skytrak	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Terex	Italy	TDL Equipment	08444 994499	TDL Equipment	+44 8444 994499	www.tdequipment.com
VHS Manirail	Holland	Direct	+31 4973 31033	Direct	+31 4973 31033	www.vhsbladel.nl
Wacker Neuson	Germany	Wacker Neuson	01785 785700	Glendun Plant Sales (N.Ireland)	+44 2887 723205	www.wackerneuson.co.uk
XCMG	China	Cannon Specialist	02881 659709	Cannon Specialist	+44 2881 659709	www.cannonxcmg.co.uk
Xtreme	USA	Snorkel	0845 1550 057	Snorkel	+44 045 1550 057	www.snorkellifts.com

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## DISCONTINUED BRANDS

Manufacturer	Status	Spare Parts	UK Telephone	Website
ABM	Acquired by Haulotte	Haulotte UK	01952 292753	www.haulotte.co.uk
Aerial	Absorbed into Tanfield	Tanfield	0191 4871311	www.tanfieldgroup.com
Condor	Part of Time International	Versalift UK	01536 721010	www.versalift.co.uk
Coles	Absorbed by Grove	Manitowoc UK	01895 430053	www.manitowoc.com
Esda Fahrzeugwerke	Closed due to insolvency	Closed due to insolvency		Closed due to insolvency
Gradall Telehandlers	Absorbed into JLG	JLG Industries UK	01616 541000	www.jlg.com
Grove Manlift	Acquired by JLG	MinnPar	+1 6123 790606	www.minnpar.com
Iron Fairy	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	www.jonescranes.co.uk
Jones	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	www.jonescranes.co.uk
Kesla	Aerial lifts acquired by Nostolift	AJ Access Ltd	01291 423930	www.accessplatforms.com
Lionlift	Absorbed into PC Produzioni	PC Produzioni	+39 3387 674786	www.manotti.eu
Luna	Ceased manufacturing	Luna	+349 7421 1020	www.lunaei.es
Pinguely	Haulotte Group	Haulotte UK	01952 292753	www.haulotte.co.uk
Simon	Self-Propelled business acquired by Terex	Genie UK	01476 584333	www.genielift.co.uk
SkyHigh	Acquired by Servi-Tec	Holland Lift	+31 2292 85555	www.hollandlift.com
Strato Lift	Closed	MinnPar	+1 612 379 0606	www.minnpar.com
SUP Elefant	Rebranded as CMC	Spiderlift	08702 255554	www.spiderlift.co.uk
UpRight	Rebranded as Snorkel	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk

## COMPONENTS ACCESSORIES & PARTS

Manufacturer	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
3B6	3B6 UK	01482 227333	3B6 UK	+44 1482 227333	www.hird.co.uk/3b6
AGS	Falcon Crane	01362 821048	Casey Group	+353 4548 5240	www.falcon-crane-sales-hire-uk.com
Air-Seal Products	Direct	01823 674411	Direct	+44 1823 674411	www.air-sealproducts.com
AlturnaMATS	GreenTek	01132 677000	GreenTek	+44 1132 677000	www.greensward.co.uk
Amber Valley Devel	Direct	0116 240 2968	Direct	+44 1162 402968	www.amber-valley.co.uk
Ashtree Glass	Direct	01274 546732	Direct	+44 1274 546732	www.ashtreeglass.co.uk
Autec	Wanted	+39 0444 901000	Wanted	+39 0444 901000	www.autecsafty.com
Ascorel	Direct	+1 877 717 2253	Direct	+1 877 717 2253	www.ascorel.com
Boscaro	Wanted	+39 444 866 520	Wanted	+39 444 866 520	www.boscaroitalia.com
BFL Alimats	Alimats	01335 345111	Alimats	+44 1335 345111	www.craneriggetermats.co.uk
BPE	IFCOM UK	01236 770033	IFCOM UK	+44 1636 676794	www.bpe.ie
Braden Winch	Koppen & Lethem	01636 676794	Koppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
Butti Lifting Equipment	Direct	+035 787300	Direct	+035 787300	www.butti.it
Carl Stahl	Carl Stahl Evita	0845 226 0819	Carl Stahl Evita	0845 226 0819	www.carlstahllevita.co.uk
Casar Pfeifer	Drako	01270 587728	Wire Ropes	+353 404 67375	www.pfeifer.co.uk
Cautrac	Direct	01206 273111	Direct	+44 1206 273111	www.cautrac.com
Cavotec	Cavotec	UK 01642 608245	Cavotec UK	+44 1642 608245	www.cavotec.co.uk
Cobo	Hird	01482 227333	Hird	+44 1482 227333	www.peter-hird.co.uk
Conquip	Conquip	0845 2015030	Conquip	0845 2015030	www.conquipindustrial.com
Crosby	Crosby UK	01226 290516	Crosby UK	+44 1226 240118	www.thecrosbygroup.com
Crown Batteries	Shield Batteries	01279 652067	Shield Batteries	+44 1279 652067	www.shieldbatteries.co.uk
Dakota Shine	Future Products	01623 635171	Future Products	+44 1623 635171	www.futureproductsltd.com
Deutz	Deutz UK	01543 438900	Deutz UK	+44 1543 438900	www.deutzuk.com
Double Coin Tyres	Kirby Tyres	0870 242 8800	Kirby Tyres	0870 242 8800	www.kirkbytyres.co.uk
Dyno	Dyno Europe	+32 5661 7977	Dyno Europe	+32 5661 7977	www.dynoeurope.com
Dynamic Oil	Direct	+39 059 812 601	Direct	+39 059 812 601	www.dinamicoil.it
Eco Outrigger Pads	IPS	01480 891251	IPS	+44 1480 891251	www.iapsgroup.com
Elebia	Red Plant	0845 838 7584	Red Plant	+44 845 838 7584	www.redplant.co.uk
Gantic	Alfa Access Services	0845 2579005	Direct	+47 553 15531	www.alfa-access-services.com
Gearmatic	Koppen & Lethem	01636 676794 K	oppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
G. Fluid	Wanted	+39 059 828543	Wanted	+39 059 828543	www.gfluid.com
Goodyear Dunlop	Goodyear UK	01213 066000	Goodyear Ireland	+353 162 38500	www.goodyear.eu
Gunnebo	Gunnebo Industries	01527 522560	Gunnebo Industries	+44 1527 522560	www.gunneboindustries.co.uk
Hatz	Hatz GB	01455 622100	Hatz GB	+44 1455 622100	www.hatzgb.co.uk
HBC-radiomatic	HBC-radiomatic UK	01215 036920	HBC-radiomatic UK	+44 1215 036920	www.hbc-radiomatic.co.uk
Hetronic	Hetronic Great Britain	0845 0046938	Hetronic Great Britain	0845 0046938	www.hetronic.co.uk
Hirschmann	Pat Krüger	01889 580101	Pat Krüger	+44 1889 580101	www.pat-kruger.co.uk
HookCam	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
IGUS	IGUS UK	01604 677240	IGUS UK	+44 1604 677240	www.igus.co.uk
Ikusi	Ind. Remote Cont. Sys.	01207 583890	Ind. Remote Cont. Sys.	+44 1207 583890	www.ikusi.co.uk
Imet	Simbal	01298 813883	Simbal	+44 1298 813883	www.simbal.net
Imo	Direct	+49 9193 63950	Direct	+49 9193 63950	www.goimo.com
Independent Parts & Service	IPS	01952 607660	IPS Ireland	+353 429 339500	www.iapsgroup.com
Knott	Knott	01283 531541	Knott	+44 1283 531541	www.knottuk.com
Kubota	Kubota UK	01844 214500	Kubota UK	+44 1844 214500	www.kubota.co.uk
Loadlift	Loadlift	01255 671187	Loadlift	+44 1255 671187	www.loadlift.com
Lombardini	Lombardini UK	01865 863858	Lombardini UK	+44 1865 863858	www.lombardini.co.uk
LSI-Robway	Load Systems UK	01224 392900	Load Systems UK	+44 1224 392900	www.loadsystems.com
Lyon Equipment	Lyon Equipment	01539 626250	Lyon Equipment	+44 1539 626250	www.lyon.co.uk
Morooka	Causeway Tractors	01206 273111	Causeway Tractors	+44 1206 273111	www.cautrac.com
Mitas Tyres	Mitas Tyres	01553 817740	Mitas Tyres	+44 1553 817740	www.mitas.eu
Michelin	Michelin Tyre Company	01782 402000	Michelin Tyre Company	+44 1782 402000	www.michelin.co.uk
Moba	MOBA Mobile Automation	01844 293220	MOBA Mobile Automation	+44 1844 293220	www.moba.de
Nolim	Direct	+31 1346 70851	Direct	+31 1346 70851	www.nolim.nl
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PAT Pat	Krüger	01889 580101	Pat Krüger	+44 1889 580101	www.pat-kruger.co.uk
Penny + Giles	Penny + Giles Controls	01202 409499	Penny + Giles Controls	+44 1202 409499	www.pennyandgiles.com
Petzl	Lyon Equipment	01539 626250	Lyon Equipment	+44 1539 626250	www.lyon.co.uk
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Rösler	Rösler UK	01514 820444	Wanted	+49 4218 022700	www.roesler.com
Sarum Mats	Sarum Hardwood	01264 811600	Sarum Hardwood	+44 1264 811600	www.sarumhardwood.co.uk
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# Increased demand for telehandlers

**c&a**

**telehandlers**

Global demand for telescopic handlers continues unabated as rental companies and end users update and expand their fleets. The dark days of the financial crash appear long gone as many economies hit the hardest - including Spain, Portugal, Ireland and Italy - start to pick-up helping spur growth in the big telehandler markets such as North America, France and the UK.

A rapid replacement of an aged fleet machine population, presents its own problems, with inventories of second hand, trade-in machines expanding, with some dealers bursting at the seams with used equipment. To help ease the problem in the UK, JCB Finance has launched a two year interest free hire-purchase scheme for second hand machines stocked within its dealer network.

It says there is no upper limit for each transaction as long as a 20 percent deposit is paid and the equipment is not older than 10 years during the period of the finance agreement. Another incentive in the UK is that buyers will still be eligible to take advantage of the £500,000 Annual Investment Allowance (AIA) scheme. The AIA potentially offers the equivalent of a 20-45 percent discount, depending on the business rate of tax, but time is running out because the AIA is scheduled to fall to £200,000 in January with further reductions due in subsequent years.

In the year since our last telehandler feature the sector has seen many changes, including several new entrants, revised and relaunched ranges and a growth in the very large capacity machines. At the opposite end of the size scale, the compact telehandlers continue to grow both in Europe but also in North America.

Some things never change and the market leaders are still JCB and Manitou followed by JLG. The American company recently celebrated the production of its 100,000th telehandler - a 4017 RS - since acquiring Gradall in 1999 and Skytrack and Lull in 2003. The machine was unveiled at Internat in Paris - covered in 100,000 tiny JLG logos - before heading off to Vertical Days and a European tour that culminates in October when it will be auctioned for charity with the buyer choosing the good cause.

Accurate sales figures and market shares are difficult to obtain in this sector as manufacturers do not exchange information and most manufacturers' figures combine agriculture and construction sales. Telehandlers remain one of the most popular construction items and with building in most countries buoyant, demand continues to increase resulting in companies such as Kubota and Snorkel - now owned by Xtreme - dipping their toes in the



*Snorkel's first telehandler - the SR5919*

telehandler water.

## **New Snorkel**

Unveiled earlier this year the rugged looking, 2.7 tonne/5.8 metre Snorkel SR5919 is the first model of a new line of telescopic handlers with 3.4 metres forward reach. Now part of Don Ahern's Nevada-based Xtreme Manufacturing, the Snorkel measures 1.8 metres wide and two metres high with 274mm ground clearance and a 3.35 metre turning radius.

The new model is based on Xtreme's compact telehandler but with significant changes for the different customer base - the general rental market - and the Snorkel distribution network. The new model has good all-round visibility with a

choice of open or enclosed cabs, heavy-duty chassis, a large cross-section boom, protected tilt and extend cylinders, steel tanks and covers and melonite pins. The cab is designed for easy cleaning with a steel dashboard and suspended pedals.

## **Kubota prototype**

Kubota has showed its new telehandler prototype at several shows this spring as it tests the telehandler market. The THT4815 sub-compact machine



*The 100,000th JLG - a 4017 RS - with 100,000 JLG logos*



*The JLG 4017 RS*



The Kubota THT4815 sub-compact machine has a 4.8 metre lift height and 1,500kg capacity

has a 4.8 metre lift height and 1,500kg capacity. It has hydrostatic transmission, four wheel drive and four wheel steer and weighs just under three tonnes.

The company says the plan is to make it lighter so that it can be transported on a standard two-axle equipment trailer. The machine is made for Kubota by Dutch company Tobroco, based in Oisterwijk, the manufacturer of the Giant ultra-compact skid steers and articulated loaders. Kubota has emphasised that the THT4815 is a prototype and a decision has not yet been made whether to put it into full production or not. Given the growth in demand for compact telehandlers this may not be too long coming.



Kubota has emphasised that the THT4815 is a prototype and a decision has not yet been made whether to put it into full production.

**Higher capacity trends**

The trend to build large capacity telehandlers aimed at heavy duty industries such as mining and quarrying is also gathering pace. It was seven years ago that Manitou launched its monster, 21 tonne capacity, MHT 10210 - the world's

largest telehandler at the time - but little did we know how that would spur demand for even larger capacity machines, with models now hitting 45 tonnes. These large capacity machines are providing feasible alternatives to pick & carry cranes and with a huge array of attachments, they really can be a single lifting machine solution for many users.

Last year Manitou launched its biggest telehandler yet - the 35 tonne capacity, 14.2 metre reach MHT 14350 - which weighs in at a whopping 67.9 tonnes! However there are other companies which are also producing large capacity machines. Xtreme in the USA has a 30 tonne machine and Italian relative newcomer Magni has a seven model 'heavy' HTH range with capacities ranging from 10 to 45 tonnes with lift heights from 10 to 14 metres. As can be seen from the comparison chart below between the largest Manitou and Magni machines, the 45 tonne HTH 45.14, apart from its higher maximum lift capacity, generally falls short of the 35 tonne Manitou. The 35 tonne capacity Magni HTH 35.12 has a lift height of 11.72 metres and a 6.86 metre reach but although it has the same lifting capacity as the Manitou is a physically a far smaller machine and trails the Manitou in the main performance criteria, particularly capacity at maximum height (28 tonnes compared to just 18 tonnes.)



The first Magni in the steel industry - an HTH 27.11 - is ideal for handling heavy ingots.



The Magni HTH 35.12

The Magni machines appear to have tried to improve on the Manitou machines in other areas and feature a fully enclosed, pressurised (2.5 bar) air conditioned cab to keep dust out and allowing the machine to work in a polluted environment. The whole dash board has been replaced with a slim adjustable steering column and touch screen display, controlled by a joystick which has integrated diagnostics. Transmission is an electronically controlled hydrostatic power shift, with three forward and three reverse gears, while gradeability is 58 percent. Front wheel drive gives maximum torque when the load is on the forks however when on rough terrain the automatic diff lock engages four wheel drive.

**Manitou adds three heavies**

Earlier this month Manitou launched three large capacity MHT (Manitou Heavy Telehandler) telehandlers with maximum lift capacities of up to 23 tonnes. The new machines include the 13 tonne capacity MHT 10130, the 18 tonne MHT 10180 and the 23 tonne MHT 10230 and are built at the new Manitou Italia Cavazzona Plant at Castelfranco, Emilia-Romagna - (Magni built its factory next door).

Possibly under pressure to reassert itself as the market leader, Manitou has set itself some interesting and tough tasks to be completed by 2018, including being number one in its markets (telehandlers not

access), increase market share and deliver six to eight percent operating profit. It also hopes to grow services by more than 10 percent each year to a point where it exceeds 20 percent of revenues. It also plans that emerging markets will represent more than 30 percent of revenue and it also wants to reduce production costs by more than five percent while improving quality.

Currently (2014) most of its revenues (38 percent) come from Northern Europe with 30 percent from Southern Europe, 22 percent North America and 11 percent from Australia, Africa and the Asia Pacific region. Construction accounts for 41 percent of the total with agriculture 34 percent and industrial 25 percent.



Manitou has launched three large capacity MHT telehandlers including the 13 tonne capacity MHT 10130, the 18 tonne MHT 10180 and the 23 tonne MHT 10230 above.

**35 - 45 tonne capacity heavy duty telehandlers compared**

	Manitou MHT 14350	Magni HTH 35.12	Magni HTH 45.12
Max lift capacity	35 tonnes	35 tonnes	45 tonnes
Max lift height	13.6 metres	11.72 metres	14.0 metres
Max forward reach	8.5 metres	6.86 metres	8.0 metres
Capacity at max height	28 tonnes	18 tonnes	22 tonnes
Engine output	260 kW	240 kW	240 kW
Travel speed	25 kph	25 kph	20 kph
L x W x H	10.3 x 3.53 x 3.82m	7.98 x 3.0 x 3.58m	10.71 x 3.20 x 3.8m
Weight	67.9 tonnes	45 tonnes	58.0 tonnes

## Manitou Italia

The area of Emilia-Romagna where the Manitou factory is located - near Modena - is known as Motor Valley being the home to companies such as Ferrari, Pagani, Lamborghini, Maserati and Ducati. As a result the region has many excellent engineering companies producing quality components. The Manitou Italia facility dates back to 1972 when it was originally owned by Fargh and the Magni family. Having invested in the company, Manitou took control with a 51 percent stake in 1985, and the following year founded Manitou Costruzioni Industriali (MCI). It was MCI which claims to have launched the first rotating machine - the four tonne, 14.89 metre MRT 1540 in 1993.

It was another 19 years (in 2012) before the company bought out the Magni family and Manitou Italia was founded. The new Cavazzona plant - which has 36,000 square metres of production area - builds the telehandlers, while the old 6,500 square metre Castelfranco factory now houses the spare parts operation and the mining competence centre. It currently builds the 32 metre/7.5 tonne MRT 3255 Privilege+ as well as three, four tonne MRT models from 14 to 18 metres and MRT Privilege+ models from 18 to 32 metres. It also produces the 35 tonne heavy duty MHT 14350S and the other five heavy duty models, including the existing seven metre, nine

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tonne MHT 790 and the 14 metre, nine tonne MHT 1490. Seven MLT models including the MLT 960, Manitou's biggest agriculture machine and three MT models are also made there. Castelfranco also houses the attachments centre with a range of over 500 available and the mining competence centre which

includes eight specific telehandlers for hard rock and flameproof applications as well as 18 mining specific attachments.

*Manitou has a mining competence centre which includes eight specific telehandlers for hard rock and flameproof applications as well as 18 mining specific attachments*



The Manitou Cavazzona plant is located in Motor Valley near Modena and produces MRT, MHT, MLT and MT telehandlers.



A heavy duty Manitou MHT

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RTH 5.30S • RTH 5.35S

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**New MHT models**

The three new MHT machines have updated engines, improved safety and control/cab layouts to match other models in the range. Smallest of the new machines is the 13 tonne/9.62 metre MHT 10130 which can handle 7.5 tonnes at maximum height, and offers 5.17 metres of forward reach. Maximum speed is 31kph and frame levelling is plus or minus 10 degrees.

All three are powered by Mercedes engines in either Stage 4 (Tier IV final) or Stage 3a (Tier III), both mated to a hydrostatic transmission with two forward and reverse speeds. The 18 tonne/9.63 metre MHT 10180 can take 11 tonnes to full height, while forward reach is 5.56 metres. Powered by the same engine and transmission it also has the same frame levelling as the MHT 10130 with a 25kph road speed, but



One of Manitou's larger heavy duty telehandlers - the MHT 10225



The Genie Umbertide facility currently has five assembly lines - two AWP - the Z45/51 and Z33/18 - and compact, high reach and rotator telehandlers.

gradeability is 37 percent compared to 34 percent.

The largest new model is the 9.65 metre/23 tonne MHT 10230 which can lift 15 tonnes at full height and offers 5.8 metres forward reach. The same engine and transmission gives a maximum 25kph and 34 percent gradeability. The machines tip the scales at 18.49, 24.0 and 29.3 tonnes respectively, while overall widths vary from 2.5 to 2.85 metres.

The new cab design features a multi-function 7" or 9" display with load moment indicator on the MHT 10130 and a Load State Monitoring system with E-Reco on the larger models which measures the

weight of the load, boom angle and extension as well as automatically detecting the various attachments. All are available with numerous attachments including four types of work platforms - including one with platform winch - eight tyre clamps from two to 16.3 tonne capacity as well as forks, cylinder clamps, pipe handlers, hooks, hydraulic winch and conveyor belt.

**Genie relaunches**

Another international manufacturer building telehandlers in Italy is Genie, which has relaunches its telehandler range. Located in Umbertide in Umbria, Central Italy, the company has spent the last two years working towards the relaunch



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New Genie range - GTH 4018,  
GTH 2506 and GTH 5021R



of its GTH range. The new range of six machines is aimed squarely at the rental market, and focused on end users in the construction, waste handling, recycling, industrial and logistics sectors. All models - both fixed frame and 360 degree - are designed to be simple, rugged and easy to run. The range includes the fixed boom compact six metre/2.5 tonne GTH 2506, and 14 or 18 metre/four tonne GTH 4014 and GTH 4018 as well as three rotating models - the GTH 4016R, GTH 4018R and GTH 5021R.

The programme has involved everyone from engineers and technicians to the sales and support teams and has resulted in rationalising the range from more than 40 models to the current six that is thinks will satisfy most applications. The changes include new engines, easier maintenance and serviceability, more component commonality and simple to operate controls, with reduced running

costs and a new Genie livery (black replacing the grey).

The facility at Umbertide was originally the Italmacchine factory founded in 1973, as a subsidiary of Milan-based CIFA. The first telehandler, produced in 1986 was the Lift 4008. Terex acquired the company in 1998 producing machines for its construction division, adding aerial lift production in 2006 and installing the complete Z45/51 assembly line in 2007 with the Z33/18 added in 2014. Currently there are five assembly lines - the Z45/51, Z33/18, compact GTH, high reach GTH and GTH rotator - and it is currently being revised to cope with increased demand. This involves converting a nearby factory building and completely revising the work flow throughout the facility. At one time up to 40 delivery trucks were entering, unloading and then turning around in a small area at the plant, before leaving from the same entrance.

Located around a kilometre away is the demonstration and training area, together with a life cycle test track which tests telehandlers over 300 hours, checking life-cycle performances of GTH products and load bearing components (chassis, boom, transmission, wheels, etc.) over bumps, rough road simulation, pot holes, lateral slopes and speed and gear tests. Further along the course - which is also used for testing Genie platforms - the telehandler machine systems are checked for defects and to define the machine operations capabilities and limitations. Genie says that this 300 hour lifecycle test simulates about 10 years of average machine use.

#### Faster parts

Another aspect of the relaunch is that Genie is making sure that all critical replacement parts are available from stock within 24 hours and non-critical parts within five working days. Failure to meet this and the customer receives the part

free of charge (excluding freight). There is now a three year warranty and zero percent finance promotion via Terex Financial Services as well as support with trade-in deals.

#### North American success

As mentioned earlier, telehandler sales figures are difficult to accurately identify, although most estimate it at around 60,000 units or so, but this includes both construction and agriculture. Genie's market share is very small - about one percent. However it claims to have around four percent of the construction market, where it competes, estimated at 20,000 units. Its aim is to win a 10 percent market share - giving it about 2,000 units a year. Walking around the Genie facility it is clear to see that its big seller is its compact GTH 2506, introduced as the GTH 2306 in 1998 (it became the GTH 2506 in 2004). More than 14,000 units have shipped since then, with current production running as high as 15 a day. However what is more surprising is the North America version - the GTH5519 - sells more than five times the European version.

#### Bobcat's new rotary teles

Bobcat has launched its new EVO stage IIIB/Tier 4 interim 360 degree 'rotary' telescopic handlers, which the company says is a major step forward in design terms, being easy to use, more comfortable and safer to operate with new features offering increased performance and productivity. The four models include the 15.7 metre TR38160, the 18.7 metre TR50190, the 20.5 metre TR50210 and 24.1 metre TR40250. The 3.8 tonne TR38160 is Kubota powered and offers 13.4 metres of forward reach, while the five tonne



Genie has sold more than 14,000 compact GTH 2506 since 1998 - with five times as many going to North America than Europe



A busy GTH 2506-5519 production line at the Genie Umbertide facility in Italy



The four new Bobcat EVO models include the 15.7 metre TR38160, the 18.7 metre TR50190, the 20.5 metre TR50210 and 24.1 metre TR40250

TR50190 and TR50210 are powered by a FPT-NEF diesels as is the four tonne TR40250. The maximum forward reach is 16.4, 18.0 and 20.5 metres respectively. All four models have a new higher-mounted cab and a larger back window that offers improved all-round visibility. The steering column and pneumatic suspension seat can be easily adjusted to suit the operator which along with the semi-automatic air conditioning are aimed at improving operator comfort and efficiency. The Double Sensi-Touch joystick controls include an increased number of functions to improve efficiency, while maintaining safety and comfort. The important machine functions are displayed on the new control panel, which has a digital display offering a clear overview of machine performance.

**Can Bus Electronic Management**

New electronics and advanced software on all four machines have resulted in smoother more precise control functions, with all boom and slew operations monitored by digital sensors located on the main components of the machine. The operator is kept informed on the machine's status with boom position and capacity shown at all times, providing notifications of maintenance requirements, as well as service and repairs.

The configuration and parameters for a wide range of attachments are also stored as standard and there is an intuitive and user-friendly system for selecting work tools, allowing the operator to easily change between attachments. The new EVO telehandlers are designed and built



Bobcat's new five tonne/20.5 metre EVO TR50210 compares well against its competition



Bobcat TR50190



The Merlo 45.21 MCSS is lighter than the 21 metre 360 degree competition at just over 15 tonnes but only has a maximum capacity of 4.5 tonnes

to take a work platform as standard, with a choice of six different platform attachments, in addition to the usual buckets, extension jibs, winches and pallet forks etc... Other options include remote

controls, an anti-theft immobiliser, a carriage with hydraulic attachment lock, a cold start system and specialist options for tunnelling and underbridge applications.

The table to the left includes five 21 metre 360 degree machines and shows how close the performance specifications are. The Merlo is lighter at just over 15 tonnes but only has a maximum capacity of 4.5 tonnes. Its lift height and outreach are however competitive. The new Bobcat and Genie are very similar, with the Genie just edging ahead on performance (it has the best lift height and reach of all the machines) although it is slightly larger and has the slowest travel speed at 32kph.

**How the largest new Genie and Bobcat rotating machines compare with the Manitou and Merlo machines**

	Bobcat EVO TR50210	Genie GTH 5021R	Manitou MRT 2150 Privilege Plus	Merlo 45.21 MCSS	Magni RTH 5.21 Smart
Max capacity	5,000kg	5,000kg	4,999kg	4,500kg	4,999kg
Max lift height (on stabilisers)	20.5m	20.86m	20.6m	20.8m	20.7m
Max lift height (on wheels)	20.3m	20.65m	20.4m	N/A	N/A
Max forward reach	18 m	18.24m	18.1m	18 m	17.7m
Max travel speed	40 kph	32 kph	36 kph	40 kph	40 kph
Dimensions	7.15 x 2.38 x 3.03m	7.17 x 2.42 x 2.99m	6.78 x 2.43 x 3.05m		6.56 x 2.51 x 3.04m
Weight	17.54 tonnes	17.18 tonnes	16.41 tonnes	15.05 tonnes	16.1 tonnes

*JCB has recently started producing telehandlers designed for the local market at its Jaipur production facility*



### JCB bets on Indian telehandlers

JCB is now probably the world's largest manufacturer of telehandlers and is still the only company to offer a fixed frame machine over 18 metres, with its 20 metre model. At the end of last year it opened two new production buildings in Jaipur following an investment of £62 million. The company is celebrating 35 years of manufacturing in India, having started production under a joint venture agreement in 1979 at a site in Ballabgarh, near Delhi, which is now JCB India's headquarters. Since then the company has built 200,000 machines in the country, and India has been JCB's largest single market since 2007. Its five production plants build backhoe loaders, excavators and tractor cranes (see pick & carry feature on page 17) and has recently started producing telehandlers designed for the local market.

The 530-70 and 530-110 are both aimed at mechanising the handling processes across industries such as agricultural logistics, construction, and the material processing. These machines have a slightly lower lift capacity than its

equivalent European models with smaller JCB Ecomax engines. Lift heights are seven and 11 metres respectively and the booms are 'U' shaped and use hydraulic cylinders for all sections, rather than a chain extension system, making them simpler and more suited to heavy duty bucket applications. Cabs are ROPS and FOPS rated and feature a load moment indicator to warn the operator when exceeding load limits. The units also have the option of the telematics system JCB Livelink allowing users to remotely monitor the machine.

#### Future consolidation?

With so much happening in the telehandler market, rumours are naturally starting to spread about acquisitions and mergers. A few years ago there was much speculation about JCB branding the Magni 360 degree machines. While this came to nothing Magni is offering a JCB engine option in its machines and has been offering its 360 degree models to JCB dealers to sell alongside the JCB fixed boom machines. With several other smaller Italian telehandler manufacturers producing 360 degree machines perhaps the time is right for JCB to finally add a rotating machine to its line-up.....



*Made in India - JCB 530-70*



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# Secondary guarding systems

Given that there has been a string of secondary guarding systems to hit the market recently, we have dedicated this month's Innovation page to providing details on the latest entries.

A lot has been said about secondary guarding systems over the past three/four years - particularly in the UK - however demand for the systems are beginning to spread farther afield. Certainly in Australia this is the case and even the USA is beginning to take notice, while awareness in other parts of Europe continues to rise, helped in part by manufacturers developing their own systems.

## New systems on the market

### Snorkel Guard

Launched at this year's The Rental Show, the Snorkel Guard features a spring-mounted rail positioned above the control panel which cuts function when pressed. Available worldwide later this year, the new system can be retrofitted to most existing Snorkel booms with platform heights above 12.1 metres. Once the system is activated, an override switch can be used to continue movements. Alternatively the lift can be operated from the control panel at the base of the boom lift.



Launched at The Rental Show 2015, the Snorkel Guard will be available later this year

### Palazzani sensor system

Palazzani has designed a new sensor-based secondary guarding system suitable for its full range of spider lifts with working heights from 17 to 52 metres. Working in a similar fashion to the reversing warning sensors on cars, four small sensors, measuring 80mm x 40mm, are mounted to the corners of the platform, just under the top rail. Optional on all new Palazzani spider lifts, the sensors can be programmed to detect surfaces from three to eight metres away. Once detected, the operator is alerted by a visual and audible warning signal. When the platform comes within three metres of the obstacle, all functions are stopped. To continue movements, an override button needs to be activated.



Palazzani's secondary guarding and anti-collision systems can be used in conjunction with each other

The company has also introduced an anti-collision system which uses ultrasonic sensors on the front of the basket to prevent it moving within a metre of any obstacle. Once triggered only reverse movements function. Both systems can be used in conjunction with each other, although currently neither system can be retrofitted.

### ATN's boom lift system

ATN has developed a pressure bar secondary guarding system for its Zebra boom lifts. When the bar is activated, the system automatically reverses the last function for approximately one second, reducing pressure on the operator. An audible and visible alarm is also activated, notifying those

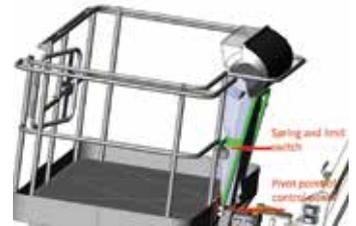
around the platform of a potential incident. The company claims that the pressure bar is located at a level which would be difficult to damage and in a position that would prevent inadvertent activation. The system has also been designed to be swapped between ATN boom lifts in under 30 minutes.



ATN's secondary guarding system has been developed for its range of Zebra boom lifts

### New model features new system

A new secondary guarding system from Dinolift comes standard on its new 66ft 220XSE self-propelled boom lift. Designed as part of the platform, the control panel is mounted on a central unit which is fixed on a pivot to the base of the platform. When a set pressure is applied on the control panel, springs mounted either side are compressed, triggering a limit switch, preventing further movements.

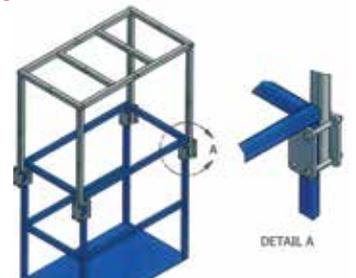


Dinolift's secondary guarding system comes as standard on its new 220XSE boom lift

### An overhead Lift Canopy

US engineering company Brockett has developed an adjustable overhead secondary guarding system - Lift Canopy - suitable for a wide range of aerial work platforms.

Mounted to the platform corners with universal clamps, the rubber-coated steel structure weighs 22.5kg, which is deducted from the overall platform capacity. As well as preventing entrapment incidents, the system also provides some protection against overhead electrical lines.

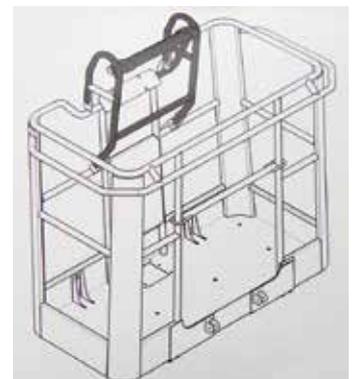


The Canopy Lift can be fitted on all types of aerial work platforms to protect against entrapment and electrical incidents

### A system from Hinowa?

Eagle-eyed visitors at Intermat, might have noticed that Hinowa's latest 26 metre Lightlift 26.14 spider lift has been pre-programmed for the addition of a secondary guarding system.

Although no details of a system have been released, if it resembles anything like the artistic impression in the Lightlift 26.14 brochure, the system will feature a sensor bar mounted on a bracket over the controls - similar in design to JLG's Skyguard system.



The artistic impression of Hinowa's secondary guarding system found in the Lightlift 26.14 brochure

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertikal.net](http://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](mailto:editor@vertikal.net) with 'Innovations' typed in the subject box.



**SkySiren (BlueSky)**

Retrofittable to most boom lifts, when the system's horizontal pressure switch bar is triggered the functions are all stopped and an audible and visual alarm is activated.



**ACTIV'Shield (Haulotte)**

Now standard on Haulotte's Pro models in Europe, the ACTIV'Shield features a 'Safety Gap', with the switch bar dropping forward when pressed not only stopping the function selected, but helping protect the operator from full entrapment. Once triggered visual and audible alarms are activated and only reverse/lowering movements are permitted.



**SkyGuard (JLG)**

A switch bar fitted above the control panel, stops all functions when triggered and automatically reverses the last function used. In cases of extreme pressure, the sensor bar breaks away to provide additional space and free up the operator.



**OPS (Genie)**

Genie's tubular steel structure physically prevents overhead crushing injuries. It can also be used in conjunction with its electronic OPA system, which was based on BlueSky's SkySiren.



**SiOPs (Niftylift)**

One of the first systems on the market and standard on all HR models over 15 metres, Niftylift's SiOPs system is fully built into the control station and stops functions when the operator is pressed onto the spring loaded control console. It then requires its dead-man foot pedal to reset the device.



**Sanctuary Zone (AFI/AHS)**

Approved by most manufacturers, two solid steel frames mounted on either end of the platform physically prevent overhead crushing injuries from occurring.



**Safe Man (Manitou)**

Standard on Manitou's diesel ATJ and TJ models, the Safe Man system prevents all platform movements when triggered. It also activates a flashing light and warning alarm. A rearmament button located on the control panel returns functions to the operator.

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# The Stars of our Future

Over 400 people attended CPA's 'Stars of the Future' award ceremony - held this year at the Plantworx general equipment exhibition - to celebrate the outstanding achievements of the industry's future prospects. And judging by the quality of this year's apprentice mechanics, the rental sector - and not to mention the wider construction industry - has a bright future.

Entrepreneur and engineer Richard Noble, who is attempting to break the world land speed record next year, presented the awards to the 20 winners, all of whom were picked from over 500 entries. In an opening speech, Noble told those attending how important the service engineers were to the

future of the country. "We need to rebuild Britain - we need new airports, new roads, new railways," he said. "That requires an innovative construction industry and innovative construction equipment, so the young people here today are not only this industry's future, they are the country's future.

"Noble also gave a talk on the progress of his Bloodhound high-speed car project, in which he hopes to hit speeds of over 1,000mph when he makes the world record attempt in 2016.

In total, there were



Richard Noble



C&A

CPA

20 regional winners of the Stars of the Future awards from across the country, with separate prizes for level two and three apprentices (see box below), while Paigine Carter (Level 2) and Darragh Spencer (Level 3) were declared as this year's national winners.

Carter, who is the first female winner in the award, said: "When people ask how I feel about working in a male-dominated industry, I say that the men I work with could not have been more welcoming. I felt that I fitted in from day one."

Spencer, who also won the national (Level 2) prize in 2014, added:

"There are so many opportunities in this industry. I'm now a plant manager and buyer, and last week I negotiated the purchase of a £60,000 piece of equipment. Those are skills that I have learnt in this role. People need a better impression of construction. It's more than the brickies who come round to do some work on your house. Beyond that, there is so much more, and so much variety. My ambition is to become a construction director and work on renewable energy projects like wind farms - I want to put myself on the cutting edge of innovation."

(L-R) National Level 2 and 3 winners Paigine Carter and Darragh Spencer



## Paigine Carter

Winner - National Level Two, Reaseheath Level 2

"I am overjoyed. I am a specialist in powered access and what I love about this job is that it's always different, it always challenges you mentally and physically. When people ask how I feel about working in a male-dominated industry, I say that the men I work with could not have been more welcoming; I felt that I fitted in from day one."

## Darragh Spencer

Winner - National Level Three, Askham Bryan Level 3

"This follows on winning at level two in the last awards, so obviously I am delighted. This role and this industry have given me so many opportunities. I also enjoy my work with apprentices, mentoring and developing them, and I have now become a CITB ambassador. My ambition is to be a construction director."

## Regional winners

### Level Two

**Thomas Burton** - Askham Bryan, Horizon Platforms

**Joel Tompkins** - Bridgend College, Powys County Council

**Oliver Bunnell** - Coleg Cambria, Harrison Machinery

**Jack Chapman** - Finning Academy, Lisburn

**Allan Sheehan** - Glasgow Kelvin College, Alpine Plant

**Oliver Bond** - Myerscough College, Aerial Platforms

**Joseph Quinn** - National Construction College, J Murphy & Sons

**Alistair Thompson** - National Construction College (Scotland), Caskie

**Paigine Carter** - Reaseheath College, A-Plant

**Daniel Towell** - Stafford College, Gap Group

**Ben Smith** - Wiltshire College, Clive Barford

### Level Three

**Darragh Spencer** - Askham Bryan, Orchard Randall Construction

**Nathan Cowell** - Bridgend College, Hire One

**Adam Taylor** - Finning Academy, Chesterfield

**Martin Stewart** - Glasgow Kelvin College, Marubeni Komatsu

**Dominic James** - Myerscough College, Ainscough Crane Hire

**Luke Fowler** - National Construction College, TXM Plant

**Steven Reid** - National Construction College (Scotland), Daviot Farms

**Jake Ridley** - Reaseheath College, A-Plant Rotherham

**Tom Pallett** - Stafford College, Liebherr

**Nick Mansi** - Wiltshire, Terra Firma Ground Investigation

### Special merit award

**Nick Mansi** - Wiltshire, Terra Firma Ground Investigation

### Special merit award

Nick Man

## National winners

### Level Two

**Paigine Carter** - Reaseheath College, A-Plant

### Level Three

**Darragh Spencer** - Askham Bryan, Randall Orchard Construction



Richard Noble presented the awards to 20 apprentice engineers



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The five metre scaffold system at the centre of the NASC and CISRS stand was erected by member company TRAD Scaffolding

# Positive Safety & Health Expo

On 16 - 18th June, the NASC and CISRS exhibited at the Safety & Health Expo - the UK's leading event for health and safety managers and practitioners, held for the second time at the ExCeL exhibition centre in the east end of London.

The show and conference attracted around 15,000 delegates this year, while 350 companies and associations exhibited. A conference organised by the Institution of Occupational Safety and Health (IOSH) was held alongside and linked into the event, attracting around 800 delegates from 43 countries. They were able to participate in 30 conference sessions and listen to over 60 expert speakers, with insight into best practice and case studies provided by experts from companies such as Thames Water, Heineken International, BAE Systems, American Express and BP. Speakers with a high media profile included Karren Brady, Ranulph Fiennes and Chris Hoy.

The joint NASC and CISRS stand featured an impressive five metre Altrad/Plettac Metrix system scaffold, erected by member company TRAD Scaffolding. Stand personnel were also kept busy dealing with enquiries over all three days of the event. Those visiting the

stand were able to watch TG20:13 tube & fitting good practice eGuide demonstrations on the 32-inch Television screen and portable Android devices, as well as listen to discussions on Construction Industry Scaffolders Record Scheme (CISRS) training courses and NASC's scaffolding safety and technical guidance – with particular emphasis on the forthcoming launch of SG4:15 (the confederation's core safety guidance for work at height). The conference delegates also



Dave Mosley, NASC Training Manager & CISRS Scheme Manager

received a new, fully loaded NASC eco 'goody bag' featuring this year's yearbook and safety report, a CISRS CAP 609 booklet and NASC/CISRS promotional material.

On the first day, Simon Hughes, managing director of Simian Risk Management, helped man the NASC/CISRS stand and was available to offer his expertise to event attendees, which was widely appreciated. Laura Weekes was also on hand to discuss CISRS training, along with the NASC's safety and technical officer, Ken Johnson.

NASC managing director, Robin James said: "Once again, this exhibition and conference proved to be a busy and successful event for the NASC, with a new, bigger stand for 2015, reaching out to



Simon Hughes was on the NASC/CISRS stand offering his expertise to attendees

high and we are looking forward to launching this core safety guidance in the Autumn."

"The NASC is represented at this event because we want to demonstrate to the health and safety industry and the construction sector what we are doing to improve safety standards as the national trade body for access and scaffolding in the UK. Once again we are pleased with the level of engagement from those attending."

CISRS training manager, Dave Mosley added: "This event has once again given CISRS a golden opportunity to tell the industry what we are doing to improve training standards in the UK, and globally with the CISRS Overseas Training Scheme (OSTS). We are again very pleased to have had a presence at the Safety & Health Expo and thank all those who took the time to come and visit us to learn more about the recognised industry scaffolding training scheme."

The Safety & Health Expo is held annually with the support of IOSH, RoSPA and the BSIF, and is one of the largest events of its kind in Europe.



Delegates received tube & fitting good practice demonstrations, and discussed CISRS training courses, and NASC's scaffolding safety and technical guidance

both existing and new industry faces. There is still a lot of interest in TG20:13, which is great to hear. And there is a growing interest in our information only membership category, which is attracting applications from many different sources. Needless to say, the level of enquiries about the imminent release of SG4:15 was also very



The NASC and CISRS enjoyed a successful Safety & Health Expo

For details about becoming an NASC member, or to find out more about the

NASC please visit: [www.nasc.org.uk](http://www.nasc.org.uk) or email: [enquiries@nasc.org.uk](mailto:enquiries@nasc.org.uk). For more information on CISRS please visit: [www.cisrs.org.uk](http://www.cisrs.org.uk).





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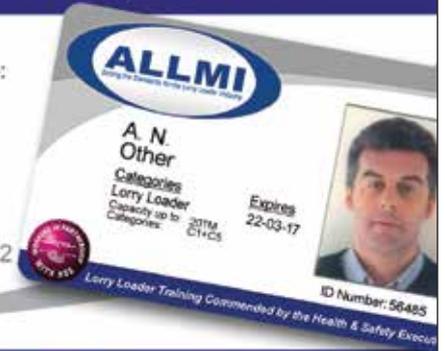
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# ALLMI Training Scheme Review - Update

Further to the inaugural Training Scheme Review meeting held in October last year, ALLMI has provided an update to the supervisory board responsible for overseeing the entire review process. The board consists of representatives from ALLMI, CPA, HSE and UKCG, as well as loader crane manufacturers, training companies and some of the UK's largest fleet operators.

The initial phase of work has focused mainly on preparing drafts of the new novice and refresher operator course presentations. This has involved considering a number of developments in order to address perennial training issues, as well as embedding elements of the ALLMI 'Safe Use of Lorry Loaders' DVD, which will assist instructors in

explaining the required standards of operator behaviour before going into the practical part of the course. In addition, a series of meetings with sector-specific working groups from within the ALLMI membership are being arranged, in order to further establish industry requirements for the attachments section of the training material.

## Record training levels

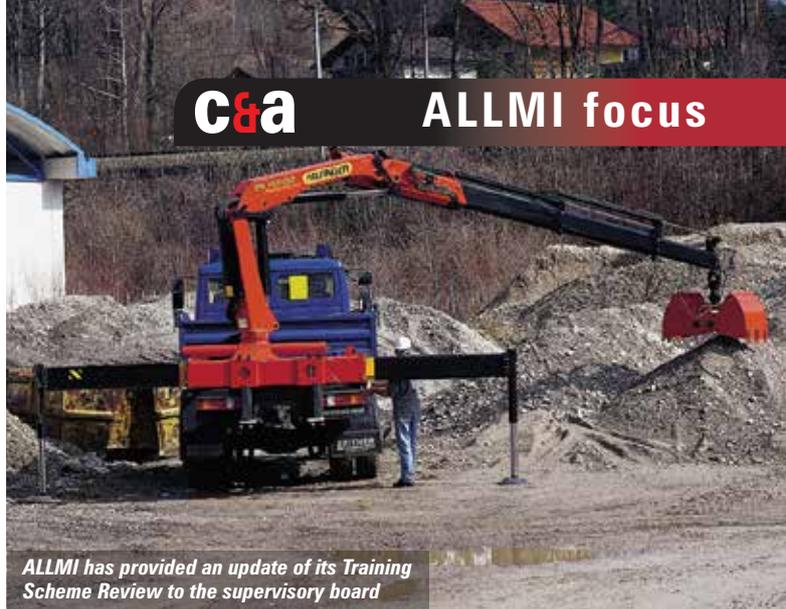
ALLMI's 2014/15 financial year saw yet another period of significant growth for the Association's training card, with registrations increasing across its range of courses. This includes a 15 percent rise in the uptake of lorry loader operator training, as well as 40 percent for Slinger/Signaller and an incredible 150 percent for Crane Supervisor. Early 2015/16 figures indicate further increases for the year ahead with this trend showing no signs of slowing.

Chief executive Tom Wakefield, said: "We are extremely pleased with our training figures for 2014/15, as well as for the early part of this year, and the fact that companies and sites continue to look for the ALLMI card. It is a statement that we have made many times in the past, but it really is the case that the ALLMI scheme's credibility and recognition stems from the efforts and expertise of the numerous members, training providers and affiliated organisations represented on our working groups and committees. We are extremely fortunate to have such committed

stakeholders who genuinely want to see standards being raised, and whose input facilitates the continual development of our training programmes in line with ever-changing legislative and technical requirements, as well as the needs of the industry."

ALLMI provides specialist training courses for all members of the lorry loader lifting team, as well as engineers, instructors and managers. For full details, please contact the ALLMI office or visit: [www.allmi.com](http://www.allmi.com)

**ALLMI achieved significant growth in registrations for its training courses during 2014/15**



**ALLMI has provided an update of its Training Scheme Review to the supervisory board**

ALLMI's forthcoming instructor CPD events will include a brief overview and explanation of the Training Scheme Review's progress to date, as well as an open discussion and an encouragement to engage in the first of the project's

consultation stages, which will soon be launched. Look out for further updates on this project throughout 2015 and contact ALLMI, should you have any comments or questions relating to the review.



**ALLMI's membership review will now be launched to members across the board**

## Membership review process - phase one complete

The first phase of the association's membership review has now been completed. Further to an initial pilot phase which included several visits to member companies and which facilitated the refinement of the audit process, the programme will now be launched to all members, with significant progress expected to be made before the year end.

ALLMI technical director, Alan Johnson, said: "The overall process is intended as a gap analysis which will help to identify industry strengths and weaknesses, together with potential areas for future Continuing Professional Development events and additional services from ALLMI. It is a friendly and constructive way of helping members to determine where they are versus where they would like to be, after which we provide them with detailed guidance and support by way of a comprehensive audit report and the suggested prioritising

of areas requiring attention, if necessary."

"Members are currently being contacted in order to arrange visits and we have been very pleased with the co-operative and positive responses to date. It is a great opportunity for the association to engage with members on a one-to-one basis and we look forward to seeing the many benefits resulting from the exercise, once the process has been completed and some valuable industry information and feedback has been collated."

## Draft for public comment

Further to the work of BSI committee, MHE/3/11, the revised version of 'BS7121 Code of Practice for the Safe Use of Cranes - Part 1: General' was recently released as a Draft for Public Comment. For a copy of the draft and an opportunity to provide your views, please contact ALLMI.



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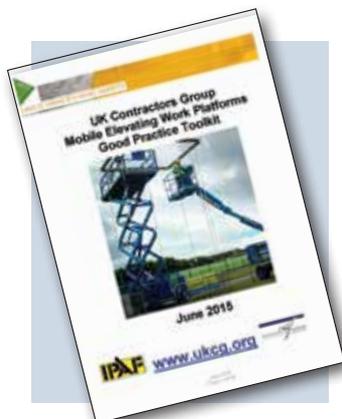
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# UKCG tool kit stresses PAL+ requirements

The UK Contractors Group's mobile elevating work platforms good practice toolkit has been reviewed and updated to include additional guidance surrounding the selection of aerial work platforms and ground conditions as well as on IPAF's MEWPs for Managers course requirements and Powered Access Licence (PAL/PAL+) competence.

First issued in January 2014, the tool kit specifically provides guidance for UKCG job sites and its supply chain, on how to plan, manage and use aerial work platforms on site, as well as how to ensure that they comply with all requirements.

The revised tool kit, which highlights competence requirements for operators/users, states that: "Operators of aerial work platforms will hold an IPAF PAL or CPCS



The revised UKCG tool kit is available on the Publications section of [www.ipaf.org](http://www.ipaf.org)

qualification for the appropriate category. The UKCG recommends that all IPAF PAL qualified operators should obtain the PAL+ qualification within the first two years of obtaining their PAL qualification in order to demonstrate a higher



PAL+ is a requirement for net riggers and steel erectors working on UKCG job sites in the UK

level of experience and competence. It is likely that some UKCG members will have additional requirements, for example where there are high-risk work activities or where a challenging project means they only permit IPAF PAL+ qualified or CPCS Experienced Worker (blue card) operators to work on site." The document also reiterates the group's additional requirement, issued on 31st October 2013, that safety net riggers, steel erectors and associated trades working on member sites must hold a PAL+ qualification or a relevant CPCS Experienced Worker card. The document goes on to state: "Where

inexperienced workers or trainees need to gain experience prior to obtaining the PAL+ qualification, the worker may operate an aerial work platform only when supervised (in the basket) by a PAL+ qualified or CPCS Experienced Worker operator." The PAL+ is an additional one day of category-specific training aimed at operators working in higher risk or challenging environments. More information about the course and certification can be found at: [www.ipaf.org/palplus](http://www.ipaf.org/palplus)



The Europlatform conference will be held at the Copenhagen Admiral Hotel in central Copenhagen

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## Europlatform in Copenhagen

This year's IPAF Europlatform access rental conference will be held on 7th October in Copenhagen, Denmark. The conference is intended to provide the latest expert advice and strategic thinking on how to succeed in the access rental business. A networking event will also be held on the evening of 6th October.

The event itself will be held at the Copenhagen Admiral Hotel, housed in a converted 18th century dockside warehouse in the heart of the city, along the waterfront. IPAF has secured delegates a special room rate, with early bird conference rates available until 7th September. To book a place, visit: [www.europlatform.info](http://www.europlatform.info)

## UK member event and PDS

An IPAF UK member event will be held together with the annual Professional Development Seminar (PDS) for those based in the north of the country on 15th October at the Majestic Hotel, Ripon Road, Harrogate, North Yorkshire HG1 2HU.

Accommodation at the Majestic Hotel is available at a special rate of £99 on the night of the 15th for IPAF members attending this event. The PDS for those based in the south of the country will be held on 19th November 2015 at the De Vere Milton Hill House, Steventon, Oxford OX13 6AF.

Details of both events can be found at: [www.ipaf.org/events](http://www.ipaf.org/events)

IPAF promoted the safe use of aerial work platforms at the Safety & Health Expo in London this June, as part of the Access Industry Forum (AIF).

IPAF technical & safety executive Chris Wraith also spoke at the IOSH conference on the subject of "Working at height: How leadership and innovation and drive change in the world's leading cause of death and injury in the workplace".



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# PASMA reports on successful year

Delegates at PASMA's Annual Members' Meeting, held at Coombe Abbey on 3rd July, were left in no doubt of the fact that the association's reach and influence continues to grow - not only in the UK and Ireland, but also overseas in the Middle East, South Africa and South East Asia.



(L-R) Carl Evans with Dr Ali Salem Al Qaiwani at the association's AMM

As evidence of this, the association was delighted to welcome Dr Ali Salem Al Qaiwani, director of occupational safety & health at the Ministry of Labour in the United Arab Emirates. He spoke about the work being done in the UAE to advance the safety of working at height. In addition, delegates heard from outgoing chairman, Chris Blatern, and his successor, Carl Evans, as well as reports from the various committee chairmen and other guest speakers.



## Virtual learning

Sakina Bokary, PASMA's recently appointed virtual learning developer, talked about creating a virtual learning environment for PASMA delivered training and the benefits that this will convey to members.

Finally, in his managing director's report, Peter Bennett explained how the organisation is currently undergoing a change in job roles and responsibilities, and how it is recruiting new members to the team to help keep the association at the forefront of the work at height industry. He said: "We aim to ensure that we fulfil our commitment to provide member services second to none and remain at the cutting edge of technology and service provision to our members."

## New chairman

Peter Bennett also reported on the work and achievements of regional representatives Dave Bass, Jason Woods and Raymond Wat in South Africa, the Middle East and South East Asia respectively.

He concluded by paying tribute to the contribution of outgoing chairman, Chris Blatern, and welcomed Carl Evans to his new role. He said: "Our current chairman, Chris Blatern of Hi-Point Access, has now come to the end of his term in office and I want to take this opportunity of thanking him, personally and on behalf of the council and members, for his tireless efforts in support of the association and this industry."

"He is succeeded by Carl Evans, known to many in the access industry, particularly those involved in training. Carl also comes with a vast experience of the rental and tool hire industry, having been at HSS for more years than he can remember. I am sure he will bring a new and different dimension to the chairmanship. Both I and the rest of the team look forward to working with him over the coming two years."



Carl Evans has now taken over from Chris Blatern as PASMA chairman

## Towering social media

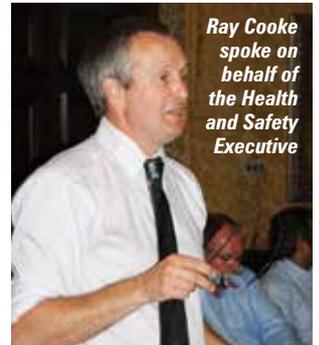
'The business of social media' was addressed by Rene Looper, social media expert and owner of Tuminds, one of Scotland's leading agencies.

He explained the advantages of social media and illustrated how it will be used to enhance communications with PASMA members, the tower-using industry and the public at large over the coming year.

## New AIF course

Rupert Douglas-Jones, speaking on behalf of the Access Industry Forum (AIF), introduced delegates to the new Managing Work at Height training course developed jointly by all nine member organisations.

Ray Cooke was also on hand to speak on behalf of the Health and Safety Executive (HSE) about the work and role of Working Well Together - the HSE's ongoing campaign to improve health and safety in the UK construction sector.

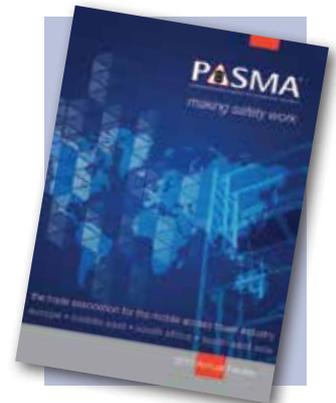


Ray Cooke spoke on behalf of the Health and Safety Executive

## Highlights

Other year highlights reported to delegates included:

- Training numbers for 2014 exceeding 67,000
- BSI giving approval for PAS 250 to be converted into a full British standard
- The introduction of a revised standard for complex towers
- Over 150 PASMA instructors qualifying to deliver Towers on Stairs training
- The introduction of a PASMA Gulf Advisory Panel for Middle East members
- Sponsoring the Height Safety Theatre at A-OSH Expo South Africa
- Exhibiting at the BuildTech Asia Exhibition



PASMA's Annual Review contains the contact details for all its members

At the end of the meeting, delegates received a copy of the 16-page 2015 PASMA Annual Review containing the contact details for all members. Now available online at [www.pasma.co.uk](http://www.pasma.co.uk)



For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: [www.pasma.co.uk](http://www.pasma.co.uk)

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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.

# My Future success at Vertikal Days

**My Future My Choice, a UK charity which introduces children to career opportunities in engineering, was back at Vertikal Days this year - only this time hosting workshops for a horde of children!**



*The children built a hydraulic crane arm using just cardboard, pipes and syringes.*

Sponsored by Liebherr, the charity invited children to the event from

St Helen's Allanson Street Primary School and Liverpool's Maghull High School, to provide an insight into what a potential career in the lifting industry might involve - as well as hopefully sparking some enthusiasm for the industry.

The day kicked off with an introduction from My Future My Choice director and workshop leader Hugh Thomas, which saw him demonstrate the basic engineering principles of pulley systems and hydraulics. The children were then divided into teams, along with a Liebherr apprentice or staff member, to build a crane from cardboard, using a system of water filled syringes and pipes to simulate the hydraulics.

During the lunch break the teams had a tour of the exhibition stands, in order to see 'real live' cranes and to learn more about them. The



*Hugh Thomas (R) demonstrating the basic principles of engineering*

afternoon session saw the newly-made cranes compete against each other, with each team tasked with operating their crane to pick up a ball and drop it into a bucket in the shortest time.

Hugh Thomas said: "Support from Liebherr, through funding and help from its team of apprentices, has been invaluable in developing

our Lifting Aspirations Education Resource for school children. Support like this from within the industry is essential if children are going to be excited by science and technology. Working alongside the Liebherr team has helped children see engineering and specifically the lifting industry as a lifestyle choice for their future."

## Double prosecution following fall

**UK roofer Paul Hardy and timber supplier Howarth Timber have been sentenced after labourer Andrew Ward, 44, fell to his death at a site in London, in 2012. Ward was working for Hardy at the time, and fell more than eight metres through a fragile cement roof while fixing a leak at the Howarth site in Tottenham,**

Hardy was given a four month suspended prison sentence and fined £3,000 with costs of £11,756 after failing to plan the work adequately and to provide a risk assessment or method statement. He also failed to supply a suitable work platform, instead providing an incorrectly-erected scaffold tower and ladder. Howarth Timber was fined £93,750 plus costs of £12,580 after failing to check the competency of Hardy and properly assess the risks associated with the job.

Investigating HSE inspector Chris Tilley said: "The dangers of working at height are well-known, and guidance is widely available. The work here should ideally

have been undertaken without the need to directly access the roof, for example by using an aerial work platform, or, if that was not possible, with safety measures to minimise the risk of falling such as or netting, crawl boards or fall arrest harnesses."



*Andrew Ward fell more than eight metres to his death through a fragile cement roof*

## Galmon opens training facility

**Singapore rental company Galmon has opened a new 6,700 square metre state-of-the-art facility, dedicated to work at height training. Featuring 11 air-conditioned classrooms, a 300 seat auditorium and a large outdoor training area, the Galmon Academy will provide Ministry of Manpower-accredited training courses as well as IPAF operator and other courses. It will also provide PASMA mobile tower training.**



*Galmon's founder Desmond Ong welcomes guests at the opening of the new training facility*

Speaking at the official opening, Hawazi Daipi, Singapore's senior parliamentary secretary for manpower and education, said: "The ministry has launched initiatives to encourage the view that all injuries at work are preventable. If we have this mindset, then the use of aerial work platforms instead of ladders and scaffold to undertake work at height is an obvious choice. They enhance productivity and are quicker to deploy, and more importantly, they are safer to use as they remove the risks of climbing."

## Who trained them then?

**Spotted in Belgium, a man working above a busy motorway from a well-worn man basket suspended from an excavator. A second man - presumably the excavator operator is also leaning over the railings in order to prevent the platform from scraping the edge of the bridge.**



# Palfinger PK 65002 SH

The Palfinger PK 65002 SH is a high performance loader crane with a maximum capacity of 22 tonnes. This model is in 1:50 scale and it is made by WSI Models. It is mounted on a Scania flatbed truck with trailer, all in the colours of the Dutch company, Van der Sluis.

An instruction brochure is included and this covers all the versions of WSI's Palfinger model range and it explains the key features of the crane well.

The 8x2 Scania chassis is fully modelled with detailed wheels and tyres. There is linked steering on axles one, two and four which is stiff with a very limited range of movement. The cab is detailed well and the Van der Sluis livery is very striking. Under the tilting cab is a detailed engine with different coloured components.

The flatbed deck is metal with inlaid plastic replica timber sections. The trailer is also very detailed and has sprung suspension and the steering axle has an excellent range of movement. It is also an extendible trailer.

The Palfinger looks very good with many small decals enhancing the detail. The outriggers are two-stage with graphics on each part. The jack cylinder rods are smooth, and small separate spreader plates are supplied for the front and rear outriggers.

There is a control console with tiny levers and the base section has various boxes modelled. The boom sections are thin-wall metal, with a stiff profile, and the final boom

section has a small metal hook which is fixed. Also included is the optional fly jib.

The boom unfolds with the cylinders being reasonably stiff. However they will not hold a loaded pose and pins are supplied which can be used in the barrels of the lift cylinders to hold their extension. The boom telescoping sections extend well and generally hold a pose, and the crane slews fairly smoothly.

This model is a typical high quality truck model by WSI. It is very detailed so it does need care when handling so as not to damage the more delicate parts. As a heavy haulage model this one is complex and functional, and the Van der Sluis colour scheme makes it very attractive.

It is available as a limited edition and costs around €249 from European dealers.

To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

## Cranes Ect Model Rating

Packaging (max 10)	7
Detail (max 30)	26
Features (max 20)	16
Quality (max 25)	22
Price (max 15)	11
Overall (max 100)	82%



Loaded with tower crane sections



Detailed graphics



Unloading

Fitted with the fly jib



Good boom profile



# Readers Letters

C&A

letters



**Dear Leigh,**

I was delighted to discover a new-to-me word in your caption for the Scheuerle SPMT (Heavy Transport, June 2015). I think "miximum" is wonderfully multi-purpose and will prove very useful in everything from product specs to Scrabble!

With best wishes,

**Tim Rowley**

*Many thanks to Mr Rowley for spotting last month's deliberate mistake!*

*Ed*

**Dear Edward,**

I am pleased to see your feature article on trailer lifts. I write while sore, tired, yet smarter and stronger after a tree removal job that my stepson James Hancock and I did in six or seven hours yesterday afternoon at his house on a slope next to his storage barn. Until yesterday afternoon there was a mature towering cottonwood tree of about 17-19 metres, growing next to the barn. Sunday night we mind-stormed and sketched on my iPad JOT app three screens on how we might access and remove the height material above the roof using the lower course limbs.

We agreed to examine the job first with the Niftylift TM40 trailer lift, to rise above the barn shooting phone pics and determine what access methods to employ to achieve the desired end result (D.E.R.). Monday morning he used his tractor with bush hog attachment to clear off the slope for access for my trusty old 2003 Niftylift steed, a Petrol TM40 AWP. After a safety discussion and tool loading I strapped on PPE and went up. The aerial view and the brush clearing done before gave us the vision and initiative to tackle the tree. When I exhausted my reach capability we retracted booms and jack legs and moved up to the muddy soft forest bed uphill from the barn to get closer to the target's upper structure...two major masts of growth.

The slope made a level set up difficult but with extra pad blocks under the outriggers and a tractor chain wrapped around the lift frame and secured around a mature tree using a tree-saver strap or choker uphill the lift could be secured for operation. The downhill side of this set consisted of rock bluff rather than soil and vegetation, insurance that we wouldn't start a landslide. I went up and posted my pull rope, made my felling cuts at safe angles to clear the lift the barn and land in vegetation below. We

used the tractor to make sure the two towering trunks came down as planned. We gave thanks to God for the project packed up the lift and used 4WD low speed to crawl out of the forest and return home for a delicious supper my sweet wife had waiting for me. By counting the two trees removed and majority of the cottonwood makes my total felled since 1992 at 4,414 trees.

I climbed trees my first seven years then fell 20ft with a safety belt around my waist. I forgot to tie in. Once recuperated, by 2001 and finding a customer turned partner, I started working trees again with a telescoping boom trailer lift made by Work Force and owned by my partner of six years. When his other priorities prevented participation in our service work I ended the partnership in early 2008 and bought the TM40 through eBay. By necessity and thanks to the amazing phone support of Niftylift I have kept the unit operating so I can keep dancing on the limbs. By volition of our location I must be my own mechanic in full array.

I am a self-appointed advocate for SAFETY and our industry has far too many accidents and fatalities. We cannot replace the people fast enough if we don't shape up our Shakespeare and get the Internet honed to be the tool with a cutting edge to make our work and operations safer. An example is to visit [www.arboristsite.com](http://www.arboristsite.com) and search Raschick or Kens Tree Co. accident of May 24. The term tragic isn't good enough to describe this stupid act and losses.

**Sherman Anderson**

*Sherm Anderson is a very active 74 year old arborist, and owner of Best Tree Services in the Ozark Mountains of Arkansas, he is passionate about safety and an avid Cranes & Access subscriber as well as a regular contributor to Vertikal.Net.*

**Intentional misuse**

I couldn't believe my eyes when I read the headline on news article in this month's magazine about the intentional misuse of an AWP. I just cannot understand how any jury of sane individuals of 'sound mind and body' could agree that the manufacturer was guilty, after all the evidence that was given that the men ignored the safety rules and their own simple common sense. Could I sue Opel for crashing my car into a wall if I took my hands off the wheel. Or went too fast into a bend??

Thank god that common sense and justice finally kicked in. I wish that instead of dumping this on the manufacturer they had put the guy - the devil on the shoulder - who suggested they take the short cut on trial. Although the poor sod who died was stupid to have listened to him. I wonder what would have happened if, instead of following his advice he had said - "you show me then" you can be sure his wiseass advice would have changed!!

**Sad sad sad**

*Proper name not given*

*This comment refers to a news item on page 7 of the last issue, in which we reported how Genie was finally cleared of blame for the fatality of Walter Matak after he and his work colleague ignored all the instructions and warning decals when they raised the outriggers on a vertical AWP lift while fully elevated with Matak in the basket. The Texas Supreme court overruled the guilty verdicts handed down by two lower courts.*

**An end to climbing**

I read your article on tower cranes - Cranes&Access June - with interest and appreciated the technical cover etc... but what caught my attention more than anything else is how it seems that the days of slogging up the tower might just be coming to an end. It is interesting to see how after going nowhere for years and years tower crane elevators are now the sexiest new option on the market. OK this is being pushed by changing rules/laws or regulations but about time, with the average age of crane operators getting older the idea that the only way up is via a 10 storey stair - or in some places a vertical steel ladder! - is for the birds.

Older operators are more experienced - well usually - but not always the fittest and slimmest, as a result there have been plenty of cases where they have had heart attacks, slipped or fallen ill while climbing to the cab, or shortly after having reached it. If I am not mistaken, the only fatality on the London Olympics site was the 65 year old tower crane operator who died while climbing to his work place?

Well done for highlighting or at least covering the issue and maybe we will see elevators become a necessity and not treated as a luxury only to be fitted when the law dictates it.

**Harold Simms**

*What can we say apart from yes he makes a good point, and perhaps we will cover this subject more specifically in a future issue, when we can hear a variety of views on this subject.*

Ed

**Phil Newby retires**

Phil Newby, executive director of Australia's Elevating Work Platform Association for almost 17 years and chief executive of the Hire and Rental Industry Association since 1999 has retired, after 45 years in the access market.



Newby was born in the UK and began his career in 1970 as a management trainee with GKN, a major international scaffold company headquartered in the UK. In 1974 he became a branch manager at the company's Australian subsidiary, GKN Australia, working in both Sydney and Canberra.

In 1976 he moved back to the UK, where he joined Stephens & Carter - part of the BET group - as a contract project manager. He was promoted to branch manager and in 1979 became national manager. In 1982 it was back to Australia to join Instant Scaffolds in Sydney as national manager. The company was the Australian licensee for UpRight's Instant scaffolds, and distributor for its powered access products, owned by WR Carpenter, a conglomerate controlled by financier Rick Stowe.

Newby and the success of Instant Scaffolds played a role in Stowe's acquisition of UpRight in 1987, following which Newby was made general manager of Instant Scaffolds

Australia and New Zealand, a position he held until 1994 when he left to join the Wreckair division of Brambles as state manager. In 1997 he moved to Safe Access as managing director, but a year or so later joined the Elevating Work Platform Association of Australia (EWPA) which had merged with the Hire Rental Industry Association in 1994, but was becoming a separate entity again, with Newby as its first executive director. It remained affiliated with the HRIAA, sharing offices and staff, and in 1999 Newby was appointed chief executive of the HRIAA as well retaining his position at the EWPA.

In the following years he helped build the EWPA into one of the most dynamic access associations in the world, expanding its yellow card training programme into a national proof of training for aerial work platform users, and creating an influential organisation within the industry. He and the association have played a major role in improving best practice, while helping shape legislation. More recently he oversaw the creation of the Telescopic Handler Association of Australia as a division of the EWPA.

James Oxenham has taken over as executive director, while Nicolas Chiew had already taken on the role of operations manager. On behalf of all of us at the Vertical Press we wish him a long, happy and healthy retirement. He will certainly be missed.

# Whats on?

2015

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## Europlatform

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7th October 2015 European access conference  
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## SAIE 2015

Bologna Fair, building products.  
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Tel: +39 051 282111  
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## LiftEx 2015

UK Lifting gear trade show  
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2016

## Rental Show 2016

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35t PPM ATT 400/2	2000	4x4x4	30,40m + 15,00m
50t Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
50t Terex Demag AC 50-1	2005	6x6x6	40,00m + 17,60m
55t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
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60t Faun ATF 60-1	2005	6x6x6	40,00m + 16,00m
60t Faun ATF 60-3	2003	6x6x6	40,00m
60t Terex-Demag AC 60 City	2002	8x8x8	50,40m + 14,00m + 1,20m
70t Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
80t Demag AC 80-1	1999	8x8x8	50,00m + 17,60m
80t Tadano Faun ATF 80-4	2005	8x8x8	48,50m + 16,00m
100t Grove GMK 5100	2005	10x6x10	51,00m + 18,00m
110t Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
130t Grove GMK 5130-1	2005	10x8x10	60,00m + 18,00m
160t Faun ATF 160G-5	2009	10x8x8	60,00m + 37,00m
180t Demag AC 180	1998	12x8x8	60,00m + 32,50m + 1,50m
200t Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
300t Liebherr LTM 1300	1999	14x8x10	60,00m + 42,00m + 70,00m

**TELESCOPIC-TRUCK-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
35t Faun HK 35	1998	8x4x4	25,30m

**LATTICE-BOOM-TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
115t Link-Belt HC 238	1982	10x6x6	48,00m + 18,00m

**HARBOUR-MOBILE-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
40t Sennheiser 640 M	2000	4x2x2	22,00m

**YARD-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
12t Liebherr LI 1012	1990	4x2x2	12,00m

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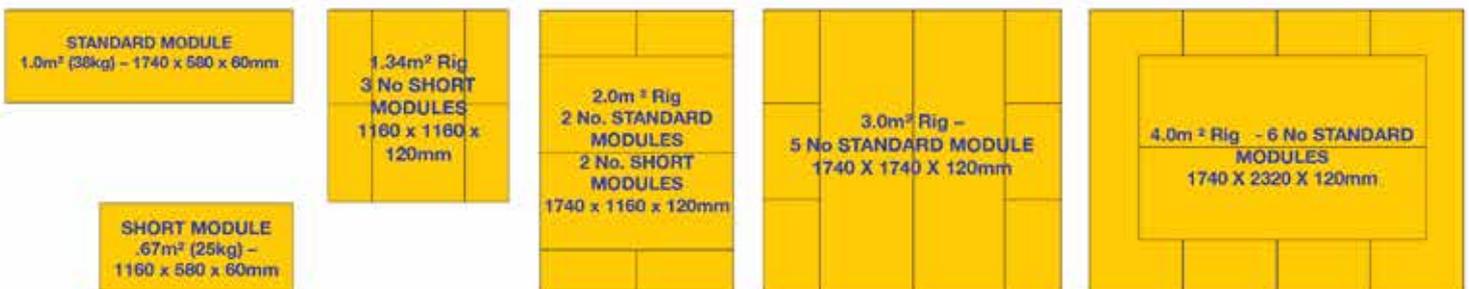
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Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

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Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
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Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>

Reachmaster (USA)	<a href="http://www.reachmaster.com">www.reachmaster.com</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

APS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## Special & Niche Access

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

## Special Lift & Transport Equipment

Arnold Scherlast GmbH & Co.KG	<a href="http://www.arnold-scherlast.de">www.arnold-scherlast.de</a>
Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Self-Propelled Modular Transporters

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsblad.nl">www.vhsblad.nl</a>

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.evpa.com.au">www.evpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.grovetoolworldwide.com">www.grovetoolworldwide.com</a>
HCME	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
(Hitachi-Sumitomo)	
Jekko Mimicrane	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>

Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicran.es.co.uk">www.maedaminicran.es.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano Faun	<a href="http://www.tadanoFaun.de">www.tadanoFaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

#### Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

#### New & Used Cranes

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

#### Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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#### Furniture Hoists

The Furniture Hoist Co	<a href="http://www.furniturehoists.co.uk">www.furniturehoists.co.uk</a>
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#### Crane Hire

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

#### Mini Crane Hire

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

#### Self Erecting Tower Cranes

City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>

London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>

#### Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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#### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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#### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
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HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>
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#### Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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#### Auction Houses

Ritchie Brothers	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
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#### Battery Suppliers & Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
Platinum Batteries (Europe) Ltd	<a href="http://www.platinumbatteries.co.uk">www.platinumbatteries.co.uk</a>

#### Load Monitoring Systems

Force Logic UK Ltd	<a href="http://www.force-logic.co.uk">www.force-logic.co.uk</a>
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#### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>
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#### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
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#### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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#### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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#### Outrigger Pads, Mats & Roadways

Alimats	<a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a>
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Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
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GreenTek	<a href="http://www.greensward.co.uk">www.greensward.co.uk</a>
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GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
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KO-Mats GmbH	<a href="http://www.ko-mats.com">www.ko-mats.com</a>
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Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
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Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
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Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
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Solum	<a href="http://www.thesolum.com">www.thesolum.com</a>
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Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
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TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>
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#### Parts & Service Suppliers

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

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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#### Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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#### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
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Inspire	<a href="http://www.inspire.com">www.inspire.com</a>
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MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
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#### Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
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#### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
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Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
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Heaton Trestle	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
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Heaton	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
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Scaffold Towers	
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Load Systems UK Ltd	<a href="http://www.loadsystems.com">www.loadsystems.com</a>
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Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
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SMIE	<a href="http://www.smie.com">www.smie.com</a>
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#### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
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inspHire	<a href="http://www.inspire.com">www.inspire.com</a>
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Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
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MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
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#### Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
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Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
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John Taylor Crane Services	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>
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#### Training Associations & Networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
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AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
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IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
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NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
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Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>
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#### Training Centres & Trainers

Access	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
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Platforms Direct	
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IAPS	<a href="http://www.iapsgroup.co.uk">www.iapsgroup.co.uk</a>
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Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
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Advanced	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
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Access Platforms	
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UTN	<a href="http://www.utntraining.co.uk">www.utntraining.co.uk</a>
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Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
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AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
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APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
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Approved Safety Training - Ca	<a href="http://www.approvedsafetytraining.com">www.approvedsafetytraining.com</a>
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GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
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Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
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LTC Training	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
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Services	
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Nationwide	<a href="http://www.nationwideplatforms.co.uk/Training">www.nationwideplatforms.co.uk/Training</a>
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Platforms	
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Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
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Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
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#### Safety Training

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
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Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
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Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
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Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
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Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
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Emerson	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>
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#### Training Services

Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
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HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
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Hewden Training	<a href="http://www.hewden.co.uk/training">www.hewden.co.uk/training</a>
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Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
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Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
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Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
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JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
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V17107 - Mec 1932ES - 2006  
Electric - 7.79 Mtr. - 425 Hrs.  
€ 3.500



V17333 - Genie GS2032 - 2007  
Electric - 8.10 Mtr. - 245 Hrs.  
€ 5.250



V17186 - JLG 2030ES - 2006  
Electric - 8.10 Mtr. - 272 Hrs.  
€ 5.250 - NEW WHEELS



V17261 - JLG 3369LE - 2005  
Electric - 12.06 Mtr. - 300 Hrs.  
€ 9.500



V17378 - Iteco IT12122 - 2007  
Electric - 13.90 Mtr. - 469 Hrs.  
€ 7.950



V17709 - JLG 3394RT - 2006  
Diesel 4x4 - 12.06 Mtr. - 1359 Hrs.  
€ 14.950



V17287 - Haulotte H15 SX - 2006  
Diesel 4x4 - 15 Mtr. - 1222 Hrs.  
€ 13.500



V17379 - JLG 500RTS - 2005  
Diesel 4x4 - 17.24 Mtr. - 3840 Hrs.  
€ 14.500



V16559 - Liftlux SL153/22 - 2001  
Diesel 4x4 - 17.30 Mtr. - 3824 Hrs.  
€ 8.500



V15375 - Haulotte H18 SX - 2005  
Diesel 4x4 - 18 Mtr. - 2087 Hrs.  
€ 14.950



V17519 - Manitou 100VJR - 2011  
Electric - 9.90 Mtr. - 148 Hrs.  
€ 13.500



V17449 - JLG Toucan 1010 - 2008  
Electric - 10.10 Mtr. - 544 Hrs.  
€ 12.500



V17817 - Genie Z30/20N - 2000  
Electric - 11.14 Mtr. - 1135 Hrs.  
€ 9.950 - NEW WHEELS



V16691 - Genie Z34/22N - 2000  
Electric - 12.52 Mtr. - 1226 Hrs.  
€ 8.750



V17743 - JLG M600JP - 2002  
Bi-Energy - 20.39 Mtr. - 1148 Hrs.  
€ 17.500



V17718 - JLG 450AJ - 2001  
Diesel 4x4 - 15.72 Mtr. - 4309 Hrs.  
€ 11.500



V17441 - Haulotte HA16SPX - 2006  
Diesel 4x4 - 16 Mtr. - 1710 Hrs.  
€ 16.500



V17695 - Manitou 165ATJ - 2001  
Diesel 4x4x4 - 16.50 Mtr. - 4522 Hrs.  
€ 10.950



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



V17237 - Haulotte HA41PX - 2006  
Diesel 4x4x4 - 41 Mtr. - 2658 Hrs.  
€ 57.500



V16673 - Genie S45 - 2003  
Diesel 4x4 - 15.70 Mtr. - 2190 Hrs.  
€ 11.500



V15907 - Snorkel TB47J - 2005  
Diesel 4x4 - 16.20 Mtr. - 2791 Hrs.  
€ 12.750



V16180 - Haulotte H23TPX - 2006  
Diesel 4x4 - 22.60 Mtr. - 3532 Hrs.  
€ 18.500



V16505 - Genie S85 - 2004  
Diesel 4x4 - 27.90 Mtr. - 2807 Hrs.  
€ 32.500



V17021 - Genie S125 - 2003  
Diesel 4x4x4 - 40.15 Mtr. - 5389 Hrs.  
€ 49.500

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**Genie Z-135/70**  
2007 POA

43.00 metre  
3700 hours  
9 units available  
4WD

**D** diesel



**Genie Z-34/22N**  
2005 €16500

12.52 metre  
650 hours  
6 units available  
4WD

**D** diesel



**Genie Z-45 /25 JRT**  
2007 €26950

15.90 metre  
2500 hours  
20+ units available  
4WD

**D** diesel



**Genie Z-60/34 JRT**  
2006 €36000

20.22 metre  
3000 hours  
6 units available  
4WD

**D** diesel



**JLG 860 SJ**  
2008 POA

28.04 metre  
2600 hours  
11 units available  
4WD

**D** diesel



**JLG 1350SJP**  
2008 POA

43.00 metre  
3000 hours  
8 units available  
4WD

**D** diesel



**Omme 3000 RBD**  
2008 €49500

29.70 metre  
2000 hours  
2 units available  
Tracked

**D** battery



**Manitou MT 1435**  
2006 €25000

13.60 metre  
5000 hours  
5 units available  
4WD

**D** diesel



**Maeda MC 285 CRM - E**  
2007 €40000

8.70 metre  
800 hours  
8 units available  
Tracked

**D** battery



**Manitou MRT 3050**  
2008 POA

29.70 metre  
3800 hours  
1 units available  
4WD

**D** diesel



**Genie GS 3246**  
2006 €8500

11.58 metre  
350 hours  
10+ units available  
2WD

**D** battery



**Skyjack 7135 RT**  
2007 €15000

12.50 metre  
2000 hours  
20+ units available  
4WD

**D** diesel



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 has changed its name to

**Height for Hire**  
 1st of July 2015



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