

# cranes & access

www.vertikal.net

June 2012 Vol. 14 issue 4

## Spider lifts Tower cranes

## Vertikal Days guide

...New Niftylift booms.....New AT for Liebherr ..... Softrak lift from Skyking..



## The right piece for the puzzle

Every day, millions of things are moved both across continents and within countries. To keep global cargo flows running smoothly, innovative cargo handling solutions are called for. Of such innovations, Cargotec has the widest offering in the industry. With our three market-leading daughter brands, Hiab, Kalmar and MacGregor, we offer cargo and load handling solutions for operations on land, in ports and at sea. Whether you are the biggest shipping company in the world or the owner of a single truck, we have the right piece to complete your puzzle, and help your business succeed.

## On the cover:

On April 17, 2012 space shuttle Discovery made its final voyage on top of its Boeing 747 carrier landing at Dulles Airport in Washington DC. New Jersey-based crane rental company J. F. Lomma used its 600 tonne Terex CC 2800-1 crawler crane to unload the Discovery for transport to its final resting place at the Smithsonian Institution Air & Space Museum. It then loaded the little known space shuttle Enterprise onto the carrier so it could be flown to its new home in New York.



# C & a contents

17

Spider lifts



27

Tower cranes



35

Vertical Days guide



**SUBSCRIPTIONS:** Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WV. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

**SUBSCRIBE ONLINE AT:**  
[www.vertical.net/en/journal\\_subscription.php](http://www.vertical.net/en/journal_subscription.php)

**BULK DISCOUNTS:** These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223  
E-mail: [info@vertical.net](mailto:info@vertical.net)

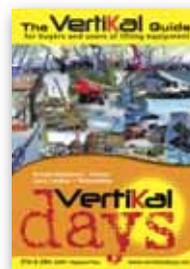
**Kran & Bühne:** The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6

Niftylift launches new booms, Two new Manitowoc Dongyue cranes, HSS up for sale? Terex takes 100% of Recom, New Raptor launch at Vertical Days, Manitou UK marks 40 years, Skyking to launch tracked boom lift, Valla and JMG settle legal battle, Cormidi's new multipurpose spider, Liebherr to launch LTM1750-9.1, Cargotec completes Chinese JV, Oil&Steel strengthens UK distribution, China contract for Sarens SGC-120, Advanced takes UK's first big Ecostars, Cela moves into Russia, financials round-up.



Vertical Days  
guide 35

This year's Vertical Days looks set to be the largest and busiest event in its six year history. It will also host one of the largest and most diverse displays of lifting equipment in Europe this year. Here is the definitive, 12 page guide covering all the manufacturers and their new product launches.

Taxation matters 51

New tax allowances came into operation in the UK this April and could cause many rental companies and end users to reconsider how to fund equipment purchases. Nigel Greenaway of JCB finance provides some insight into the matter.

Urban art 57

regulars

ALLMI Focus 55

Training 57

IPAF Focus 59

Pasma 61

Innovations 63

Books and Models 65

Letters 67

What's on 70

On-line directory 78

In the next C&A

In the next bumper issue of Cranes & Access out July, we feature Industrial pick & carry cranes, a round-up Vertical Days with a photo album, our 2012 UK/Ireland Dealer Guide and look at the Telehandler sector and Industrial Access including compact electric lifts and mast booms.



**SYRINX**

**No.1 for Hire Software**  
900+ companies worldwide successfully  
use Syrinx®



[www.higherconcept.co.uk](http://www.higherconcept.co.uk)

Tel: +44 (0) 118 956 9577



The world authority  
in powered access

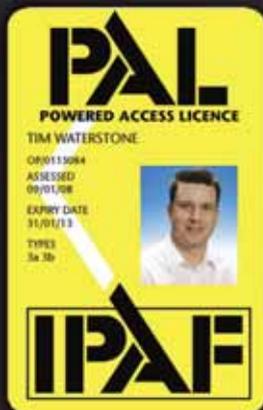


Visit the IPAF Safety Zone,  
Stand No.108  
at Vertical Days

If you use one of these,



you need one of these.



IPAF Approved Training Centres train more than 100,000 operators every year in the safe and effective use of powered access platforms.

The IPAF PAL Card is recognised worldwide across industries as proof that your operators have been trained to the highest safety standards and meet all legal requirements.

**Find an IPAF approved training centre at [www.ipaf.org](http://www.ipaf.org)**

The IPAF operator training programme is certified by TÜV as conforming to ISO 18878.



# cranes & access

## The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK  
Tel: +44(0)8448 155900 Fax: +44(0)1295 768223  
email: info@vertikal.net  
web: www.vertikal.net

### In Germany:

#### Vertikal Verlag

Sundgaualle 15, D-79114,

Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814

email: info@vertikal.net

web: www.vertikal.net

### Germany, Scandinavia,

#### Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

### Italy

Fabio Potestà, Mediapoint,

Corte Lambruschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapointsrl.it

### The Netherlands

Hans en Anneke Aarse

Oranjestraat 167

NL 3295 AS - 's-Gravendeel

Tel: +31-78 673 4007

Mobile: +31(0) 630421042

email: ha@vertikal.net

### UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY. UK

Tel: +44(0)8448 155900

email: pp@vertikal.net

### Design & Artwork by:

BP Design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

web: bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2012

The Vertikal Press also publishes:



For users & buyers of lifting equipment

June 2012 Vol. 14 issue 4

### Editors:

Leigh Sparrow

Mark Darwin

### Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

### Assistant Editor:

Edward Darwin

### Sales & customer support:

Pam Penny

Karlheinz Kopp

Clare Engelke

### Production:

Nicole Engesser

### Subscriptions:

Lee Miller

### Publisher:

Leigh Sparrow

**Vertikal**  
Press

The Vertikal Press Ltd.  
MEMBERS OF



Letters, emails, faxes and  
phone calls are welcome and  
should be sent to:

The Editor,  
cranes & access,  
PO Box 6998, Brackley  
NN13 5WY, UK  
Tel: +44(0)8448 155900  
Fax: +44(0)1295 768223  
email: editor@vertikal.net

# c&a

comment



## The changing face of exhibitions

This issue of Cranes & Access should arrive shortly before the specialist event for lifting - Vertikal Days - opens its Haydock Park gates. While the show can only be described as regional, or even

local, as it caters principally to the UK and Ireland, there will be more cranes and aerial lifts on show and a larger number of manufacturers from the sector than at this year's big international show - Intermat.

Who would have thought that could ever have happen?

Perhaps in this internet age buyers, specifiers and users are changing the way they look at events? Putting Bauma to one side as it defies all comparisons, there is definitely a strong trend towards smaller, less expensive and more specialist events such as Vertikal Days. The advantages are clear - visitors need not travel as far and they are able to see all the relevant equipment and suppliers without fighting the crowds of a larger more general event.

Specialist shows present unparalleled opportunities for networking - meeting supplier staff, competitors and major customers - in a more intimate environment. Canny visitors know that these events can provide more information and contacts in a single day that would take two or three days at a larger show and with less risk of missing critical points of interest. Exhibitors, especially smaller companies see it as a cost effective alternative to an open day or a more efficient method of spending time with far-flung or occasional customers, in addition to the usual aim of generating leads which is increasingly becoming a web-based activity.

In developing markets there is of course still plenty of room for more general construction equipment events, where excavators appear alongside work platforms, given that the number of specialist buyers and users are fewer. However in the developed world general construction equipment shows need to keep an eye on shifting trends and consider how best to adapt and exploit them.

Exhibits at this year's Vertikal Days include the latest equipment from all of the major and not so major equipment manufacturers as well as safety device and accessory suppliers, training companies, specialist software suppliers and the relevant industry associations.

So pray for sun, but bring an umbrella just in case and make sure that you come to Vertikal Days regardless. The Vertikal team will be out in force and we look forward to meeting as many of you as possible.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

**Vertikal**  
.net

# Niftylift goes higher and smaller

Niftylift has unveiled two new self-propelled boom lifts, including its largest product so far – the 86ft HR28 Hybrid 4x4. The other new model – the HR15D – could have an even greater impact on the market, in that it is two tonnes lighter than most 45ft articulated boom lifts and more compact.

The HR28 Hybrid is also the world's largest battery electric powered boom, thanks to its hybrid power pack. The 28 metre working height machine boasts a class-leading 19 metre working outreach with a three man - 280 to 300kg - platform capacity. Weighing just 14,500kg, the HR28 is more than a tonne lighter than most competitors and has an overall stowed length of around 7.5 metres with its articulated jib fully 'tucked under' without increasing travel height.



Niftylift HR28



The HR15 weighs 4,250kg

In Europe transportation on 26 tonne delivery trucks should be possible. Power options include diesel 4x2, diesel 4x4 or Hybrid/ Bi-Energy 4x4 with a full battery powered unit possible. Gradeability is 40 percent, platform rotation a full 180 degrees and jib articulation 150 degrees.



The stowed length of the HR28 is about 7.5 metres

The HR15 weighs 4,250kg, making it the lightest 45ft self-propelled boom on the market, and yet it still offers a working outreach of 9.2 metres and working height of 15.6 metres. The Tier 4 engine has a particulate filter to further reduce emissions and is currently offered in both 2x4 and 4x4 drive. The HR15D also comes with Niftylift's SiOPS and ToughCage as standard and will be available for delivery in autumn 2012. It will also be less costly than the unit it replaces, while its main running gear is common to the Niftylift HR17.

# Two new Manitowoc Dongyue cranes



Manitowoc has launched two new Dongyue truck cranes for the local Chinese market. The eight tonne GT8 and 10 tonne GT10A benefit from the improved design and production processes now implemented at the company's plant in TaiAn, Shangdong Province, including the move to Solidworks CAD software, finite element analysis and Design For Manufacture and Assembly methodology.

The GT8 has a 17.4 metre, three section full power main boom, plus a simple six metre swingaway extension for an overall lifting height of 23.9 metres. With this maximum combination, the crane can lift 1.3 tonnes to five metre radius.

The GT10A has a 19.9 metre three section full power main boom and using the same swingaway as the GT8 takes the total boom/extension length to 25.8 metres.

The two cranes have been designed with simplicity as their key feature however the new cab has been significantly improved to provide more comfort and better visibility. Top road speed is 74kph. Robin Zhang, production manager at Manitowoc Dongyue said: "Our previous eight tonne truck crane, the QY8, had 10 percent more tail-swing than competitors. But using DFMA and other design tools the GT8 has 20 percent less tail-swing than any other crane in the class."

## Tower crane collapse - sentences given

Major UK contractor Bowmer & Kirkland was fined £280,000 and ordered to pay almost £200,000 in costs, following the Liverpool tower crane collapse in 2009, which permanently disabled the crane operator Iain Gillham, 55. Structural engineer Bingham Davis was also found guilty but fined a nominal £1,000 as it is now in liquidation. See full report in Training page 61.

## Terex takes 100% of Recom

Terex has acquired all of the shares that it did not already own in Italian luffing jib tower crane producer Recom. Terex took a 33 percent stake in October 2010 and it was always its aim to acquire the balance when the time was right. Privately held Recom is based in Belluno and was established in 2003 by Ferruccio Moritsch, the founder of Comedil tower cranes which was acquired by Terex in 1999.

Recom luffing jib tower cranes have been distributed exclusively by Terex Cranes since 2008. Terex has also announced that it is transferring Recom production to the Terex Tower Cranes plant in Fontanafredda, Italy. See *A family affair* page 28.



## Track mounted Omega/Fassi



Dutch aerial lift manufacturer Omega Platforms has built two track mounted cranes for AG group of Norway for tunnel work. The first unit, designed and built at the end of last year, has proved its worth picking steel mesh rebar sheets from an on-board stack and placing them into the roof and walls of tunnels. The second unit has just been delivered.

The unit uses a Fassi F110.A24 loader crane, has an overall length of six metres, a width of 2.4 metres and an overall stowed height of just over three metres. The loading/carry deck is 2.4 metres wide for transport and can be extended up to 3.5 metres as required. The tracks are equipped with rubber pads and the unit has a maximum drive speed of five kph operated via radio remote controls. The sheet gripper head has 360 degrees continuous rotation and can articulate 190 degrees in the vertical plane and 45 degrees left or right in the horizontal plane.

## Manitou UK marks 40 years



Manitou chairman Marcel Braud planted a tree at Manitou UK to celebrate its 40th anniversary with Henri Gallard (L) and Ivor Binns (R).

## JCB and Bobcat join Vertikal Days

JCB and Bobcat are to make their first appearance at Vertikal Days this year. The addition of the two companies completes a very strong telehandler line-up which also includes Manitou, JLG, Terex/Genie, Merlo and Dieci. The event will be held on June 27th and 28th at Haydock Park.

## HSS 'on the block'

The owners of UK-based general rental company HSS - Aurigo and Och-Ziff capital - have appointed Lazard's to review potential options for the business, including a possible sale or flotation. At the same time Price Waterhouse Coopers has been retained to handle any due diligence work involved with a sale. The two companies paid £310m for HSS in 2007 and are likely to be looking for a significantly higher price now, given the improving market and company fortunes. HSS reported revenues of £180.2 million last year with earnings of £39.8 million. HSS has the third largest powered access fleet in the UK/Ireland with 4,217 units according to last year's C&A Top 30 rental fleet report. Lazard's says that it has already received expressions of interest from potential trade and private equity buyers.

## Raptor launches at Vertikal Days

City Lifting will unveil a new version of the Swedish-built Raptor 84 articulated jib tower crane at this year's Vertikal Days. The new crane is structurally the same as the existing product, complete with its four metre out of service dimension.

However it includes a new winch speed monitoring system using 'Safety Programmable Logic Controllers' (PLC) where the speed achieved is constantly checked against the speed expected according to controller position and load. The system, which has been through an extensive development and test programme has been designed so that it could be retro-fitted to existing Raptor tower cranes.





The new lift has a two section telescopic boom and articulating jib

## New tracked boom lift

UK-based Skyking will launch a new 14 metre lift mounted on a Softrak cross country tracked vehicle at Vertikal Days later this month. The new product - based on Skyking's E140TJV van mounted lift which uses a GSR superstructure and offers 220kg platform capacity with 8.5 metres of outreach - has been developed in partnership with tracked vehicle specialist Loglogic and has a travel speed of 12mph/19kph, with exceptionally low ground bearing pressures.

A number of modifications have been made to suit the vehicle, including special levelling jacks and a sub-frame design. The unit, is aimed at the electricity distribution industry. Skyking says that it feels there is a gap in the market for a tracked platform which can be driven over reasonably long distances.



The new lift is capable of 19kph across soft ground

## Two charged with negligent homicide

The owner of a trailer lift and the engineer who inspected it have been charged with Negligent Homicide in Norway, following a fatality in September 2010 in the town of Enebakk. The incident occurred when a 60 year old man rented a trailer mounted lift to carry out inspection work on church roof antennae at a height of 11 metres.

The chassis frame around the outriggers gave way and he fell to the ground, dying the following day from his injuries.

The 11 year old lift had undergone its annual inspection nine months earlier, however the engineer that carried out the inspection has been charged with failing to notice severe corrosion around the back of the chassis and the rear outrigger brackets. By September the problem was causing the outrigger interlock switches to 'trip' and the owner is accused of having ignored or overridden one or more switches to solve the problem, rather than shutting the unit down and having it checked out.



The 26 metre lift from Nationwide Platforms made the job safe, fast and easy

## Jubilee celebrations

Queen Elizabeth II's diamond jubilee celebrations created countless opportunities for crane and access companies throughout the UK. In Lutterworth, Nationwide Platforms helped the town council decorate the streets in preparation for a big street party by supplying a 26 metre truck mounted lift and operator.

At the other end of the spectrum Blade Access helped Westminster Abbey - scene of English coronations since 1066 - to inspect and repair its roof mounted flag pole at a height of 80 metres in preparation for both the jubilee and the upcoming Olympics. The job required the UK's largest truck mounted lift the Palfinger WT1000 to reach the flag pole on the north tower above the great west door after ladders or scaffolds on the roof were rejected on safety grounds.



Blade's Wumag WT1000 reaches the flag pole on top of Westminster Abbey

The unit was supplied to a flagpole specialist, contracted to complete a full inspection and replace a damaged guide rope on the 13 metre high pole.

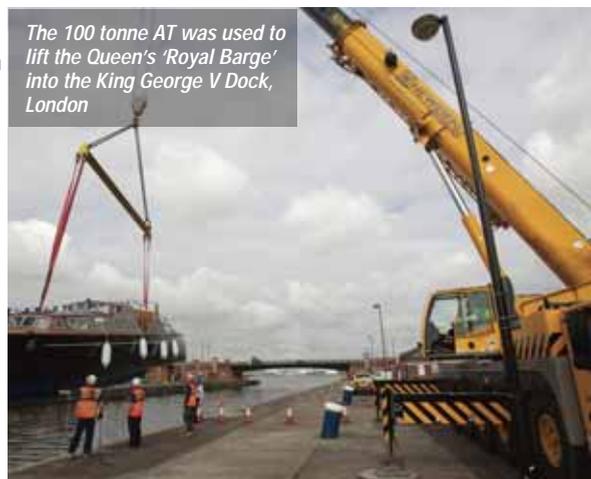


At the top of the Mall a 52 metre Universal truck mounted Bronto 52XDT

Several large truck mounted platforms were also used to help broadcast the event. AA Access supplied a number of lifts for the River Pageant, Concert and Parade including two 70 and one 46 metre Brontos and one 45 metre Ruthmann. At the Monday evening concert a 52 metre Bronto 52XDT - one of four units from London-based Universal and Facelift - hovered over the crowds in the Mall to provide the BBC with footage of the stage in front of Buckingham Palace.

Hewden used a 100 tonne All Terrain crane to lift the Queen's 'Royal Barge' the tender for Britannia into the King George V Dock in London. The vessel was used to ferry the Queen and the Duke of Edinburgh to the Spirit of Chartwell - for the 1,000 strong flotilla on the River Thames.

The 100 tonne AT was used to lift the Queen's 'Royal Barge' into the King George V Dock, London

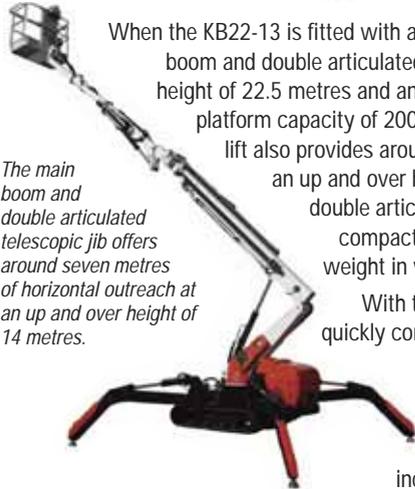


# Multi-purpose spider



With the platform removed the unit is quickly converted to a spider crane

Italian construction equipment manufacturer Cormidi has introduced a multi-purpose spider lift/spider crane range. The new KB19-12 and 22-13 models combine a work platform, crane and tool handler with a common undercarriage giving maximum working and lifting heights of between 19 and 22 metres.



The main boom and double articulated telescopic jib offers around seven metres of horizontal outreach at an up and over height of 14 metres.

When the KB22-13 is fitted with a platform, the four section main boom and double articulated telescopic jib offers a working height of 22.5 metres and an outreach of nine metres with a platform capacity of 200kg or 12 metres with 80kg. The lift also provides around seven metres of outreach at an up and over height of around 14 metres. The double articulation makes this an incredibly compact machine when stowed, overall weight in work platform mode is 3,100kg.

With the platform removed the unit is quickly converted to a spider crane with a maximum capacity of 800kg. Alternatively other attachments than a hook or a winch can be fitted to the boom, including a glass panel handler, or hydraulic demolition breaker. In crane mode overall weight is 2,885kg. Further details on Page 17.

## Oil&Steel strengthens UK distribution

Oil&Steel has appointed Manchester-based HSG Systems as its distributor for truck mounted and tracked spider lifts.



The agreement covers all of the UK and Ireland except for Scotland, which will continue to be covered by the Jackson group. HSG Systems - managed by Peter Howell, David Gordon and Scott McCall - offers full sales, installation, spare parts and service support, from a purpose-built facility in Trafford Park, Manchester, backed up by an existing service network across the UK and Ireland.

## Liebherr to launch LTM1750-9.1



Liebherr will announce details of a new 750 tonne All Terrain crane, the LTM1750-9.1, at its customer days in Echingen, Germany in mid-June.

The new LTM1750-9 will fit between the 500 tonne LTM1500-8.1 and the 1,200 tonne LTM11200-9.1

While Liebherr has confirmed nothing, the new nine axle AT has a relatively short 52 metre boom that looks heavy duty and appears to have been developed with wind turbine work in mind - specifically turbines with nacelle heights of between 90 and 100 metres. A heavy duty extension takes the hook height to 87 metres, while a short heavy duty luffing jib adds a further 18 metres to reach the 105 metre maximum hook height. Maximum counterweight is 204 tonnes. Full details in the next issue of Cranes & Access.

## Cargotec completes Chinese JV

Cargotec and Jiangsu Rainbow Heavy Industries have obtained all the necessary approvals and formally established their joint venture - Rainbow-Cargotec Industries.

Cargotec has a 49 percent holding, for which it paid €30 million. As announced last July, the joint venture will build a new facility in Taicang, China to produce ship-to-shore cranes, rubber-tyred and rail mounted gantry cranes and marine specialty cranes.

## 76 tower crane order

Terex Cranes has won an order for 76 flat top tower cranes from PDVSA - Petroleos de Venezuela S.A.

The State owned company will use most of the cranes for a massive housing project that involves building 50,000 homes a year. The order is split equally between two models - the CTT 161A-6TS and CTT 91-5 TS12 - and will be delivered throughout 2012.



Specialist IT solutions for the rental industry

"inspHire has increased  
**efficiency**  
in our business"



Keith Johns, Managing Director  
2 Cousins Access



Visit inspHire  
Stand 19 - Marketplace

"inspHire understand the needs of the access market. It's Windows based so the training was easy and the invoicing now takes care of itself. inspHire is a very worthwhile investment"

Whatever the size of your business, inspHire provide hire management software solutions that will deliver unbeatable functionality and help move your business forward in today's market.

inspHire is helping 950+ companies worldwide grow and succeed.

0115 979 33 77  
sales@inspHire.com  
www.inspHire.com



The first crane out of Manitowoc's new Brazilian plant with the production team



## First Grove built in Brazil

Manitowoc displayed the first Grove crane off its new Brazilian production line at the recent M&T expo in Sao Paulo. The 59 tonne Grove RT765E-2 Rough Terrain was completed just 30 days after the company's new plant at Passo Fundo was opened and 60 days ahead of schedule.

The crane has been delivered to Brazilian rental company Makro Engenharia in Fortaleza, the first of an order for 32 cranes which includes 16 Rough Terrain and 16 All Terrains.

In another deal announced at M&T expo, local construction and engineering contractor Odebrecht ordered 13 cranes including five Grove YardBoss YB4400 pick & carry cranes; two RT890E and two RT540E Rough Terrain cranes; two Manitowoc 16000 and two 999 crawler cranes. Almost half of the order will be shipped to Venezuela and Angola.

## China contract for Sarens SGC-120

Sarens is shipping its 3,200 tonne capacity SGC-120 to Nantong, China for the construction of a drilling platform.

The project at the Cosco Shipyard for Cheviot Octabouy starts in October and involves lifting several modules of the top-side drilling platform with a total weight of 15,000 tonnes. The heaviest module will weigh 1,300 tonnes. The SGC-120 is currently finishing a contract in Arizona, USA.



Sarens SGC-120 will be used to construct a drilling platform in Nantong, China.

# Advanced takes UK's first Ecostars



John Corcoran of Advanced (L) with Alan Russon of Russon Access - the Holland Lift dealer in the UK - and one of the Ecostar HL11812

UK-based access rental company Advanced Access Platforms has taken delivery of the first 14 metre working height Holland Lift Ecostar HL11812 battery electric scissor lift in the UK.

The initial order is for six units, two of which will be displayed at Vertikal Days later this month. The 39ft platform height Ecostar 11812 is 2.34 metres long by 1.2 metres wide, weighs 2,900kg, has an extended platform of 3.3 metres with 300kg unrestricted platform capacity.

At the same time the company announced that it has ordered nine new Niftylifts including three HR17 Hybrid booms, four Skyjack SJ46 and SJ51 articulated boom lifts and two 40ft Genie GS4047 compact slap scissors.

## LSI sets up in the UK

Canadian-based wireless crane instrumentation company Load Systems International (LSI) has opened a UK division, Load Systems UK based in Aberdeen, Scotland.

The new venture is headed by managing director, Kirk Anderson along with sales director Millar Kennedy and technical director Richard Legge. The



(L-R) Richard Legge, Kirk Anderson and Millar Kennedy of LSI-UK

Aberdeen operation will be responsible for the European and Middle East regions for all crane products including safe load indicators, load cells, load links, load pin shackles, wind speed sensors, switches, running line tensiometers and ATEX Zone 1 certified sensors.



## MCS has helped Fork Rent increase automation and efficiency

"Installing MCS-rm has helped us significantly. It has improved efficiency, ensured our continued growth and more importantly, increased customer satisfaction."

Across the UK, successful equipment hirers choose MCS software solutions. Find out how we can help you build a more efficient hire business. Call us on 01628 828 000 or visit [www.mcs.co.uk](http://www.mcs.co.uk)



# 300th Palfinger for Collé

Dutch rental company Collé has taken delivery of its 300th Wumag/Palfinger platform.

The company has been buying Wumag truck mounted lifts for many years and has continued after it became part of Palfinger. Its fleet includes models ranging from the 20 metre WT200 up to one of its most recent acquisitions, the 103 metre WT1000.

Frans Collé takes delivery of the 300th Wumag/Palfinger from Stefan Kulawik of Palfinger Platforms



# Cela moves into Russia

Italian truck and spider lift manufacturer Cela has appointed Cominvest-AKMT as its dealer for the Russian market. The two companies exhibited a 24 metre Cela DT24 at the recent CTT show.

Cominvest represents a wide range of manufacturers, has a major aviation/fire fighting division and is the distributor for Atlas loader cranes and Marchetti mobile cranes.



(L-R) Simone Scalabrini of Cela with Andrey Troshin and Michael Orlov of Cominvest at CTT

# 50 Isoli truck mounts for Moscow

Italian truck mounted lift manufacturer Isoli, has confirmed the appointment of Automechanical Plant of Nizhny Novgorod as distributor for its vehicle mounted aerial lifts.



(L-R) Gabriele Valli of Isoli, Alexander Bulekov, who heads the work platform project for Automechanical, Alexander Nazarov the company president and Giammarco Isoli of Isoli at the contract signing.

The five year agreement starts with the purchase of a minimum of 50 Isoli truck mounted platform kits in year one for local mounting and distribution. The partnership will initially focus on the 23 metre PNT 230 articulated and the 19 metre PT 19.9 telescopic, both on 3.5 tonne trucks. Automechanical employs 250 and specialises in vehicle conversions, offering a wide range of general freight, insulated and refrigerated vans, as well as trailers, semi-trailers and motor homes.

# Valla and JMG settle

The on-going legal battle between Valla cranes and JMG and its owners has been settled. Valla took legal action against JMG - its former general manager Maurizio Manzini and his partner in JMG Emilio Berti in April 2010 - stating that it was seeking to protect its business and goodwill in respect of unfair competition. JMG countersued and the legal battle has been progressing slowly ever since. No details have been provided, but we believe that there were no substantial financial or product related concessions on either side.

Since 1960

## COMET

OFFICINE

## NEW EUROSKY

HQ HIGH QUALITY

14 | 6

### RENTAL INNOVATION

For indoors work also, by means of optional auxiliary electric motor, as a self-propelled platform, but with no need of carrier and ramps for displacements.

203 cm

160 cm

14 | 2 | 6

WORKING DIAGRAM

200 Kg

360° CONTINUOUS

- There is no need of any limiting device for lateral outreach
- Fully hydraulic
- Low pressure system (25 bar only)

**100% SAFE**

- Override height of 6 mt
- Articulated terminal boom "JIB"
- 360° continuous rotation of turret without any limit on the whole working area
- 90°+90° swivelling basket to be able to work in every position
- Electric power tap 220V in basket
- Engine's remote control from basket
- Optional auxiliary engine to operate the platform without using truck's engine

SAFETY AND TECHNOLOGY FOR AERIAL WORKS

Bologna - Italy

Phone +39.051.6878711 - Fax +39.051.799902

Email: info@officinecomet.com • Website: www.officinecomet.com

UNI EN ISO 9001:2008 - Certificate No. CERT 69999-2010-AQ-ITA-SINCERT

## Financials round-up

### Record first quarter for Palfinger

Loader crane and aerial lift manufacturer Palfinger has reported record first quarter revenues of €223.9 million – up 16.9 percent. Sales in its largest market – Europe – improved 3.8 percent to €152.5 million, thanks entirely to higher sales of cranes and platforms. Pre-tax profits climbed 24 percent to €14.7 million.



### UK Forks up 23%

The UK Forks division of rental company Vp reported revenues of £13.2 million for the year to the end of March, up 23 percent on the prior year, while operating profits climbed almost 37 percent to £1.5 million. The company also doubled its capital expenditure to £8.6 million in the face of very high first half utilisation. Other parts of Vp also did well, including Hire Station which increased revenues by 13 percent to a record £60.3 million, while operating profits grew 10 percent to £3.3 million.

### Speedy bounces back to profit

The UK's largest equipment rental company has reported revenues of £329.3 million for 2011/12 down seven percent on last year. Revenues excluding disposals were £326 million, 4.5 percent up on the year.

The company also managed to turn last year's loss of £6.2 million into a pre-tax profit of £8.3 million. Net debt was reduced from £113.9 million to £76.3 million during the year.



### Skyjack revenues double

The Industrial division of Linamar, a major part of which is Skyjack, saw its revenues more than double to \$141.3 million in the first quarter, primarily due, said the company "to significant increases in demand in the access equipment markets resulting from fleet replacement initiatives." In the same period the division turned last year's operating loss of \$2 million into a profit of \$6.5 million.



### Ramirent jumps 22%

First quarter revenues at international rental company Ramirent jumped 22.3 percent to £164.3 million with growth in all but one of the company's regions. The net effect was to turn last year's first quarter loss of €157,000 into a pre-tax profit of €10.67 million.

### Kimberly places largest order

UK-based access rental specialist Kimberly Group has placed the largest order in its history with Genie for the supply of 69 units, including a number of larger articulated boom lifts. The order comprises multiples of the Z45/25, Z60/34, Z80/60 and Z135/70 booms for delivery within the next two months.

### Fairview Crane now closed



UK-based crane rental company Fairview Crane Hire of Essex, has finally closed its doors and ceased trading as its directors focus on other businesses including Fairview Lifting Gear Services (FLGS). The company has been selling off its cranes and winding the business down over the past few months. And from the start of May the phone number for crane rental has been diverted to Chamberlain Crane Hire, which took over the phone and fax number, email address, some of the employees and a few of the cranes from the Fairview fleet.

### A-Plant spends £24 million

A-Plant, the UK operation of Ashtead has placed orders for new equipment worth more than £24 million. The investment is the second phase of the company's £60 million capital expenditure programme for this year and follows a £26 million investment in September. The latest order includes telehandlers from JCB and around £7 million of powered access equipment, including scissors and boom lifts from Genie, JLG and Niftylift.

### Tat Hong up 23%

Singapore-based crane and equipment company Tat Hong has reported full year revenues of s\$719.76 million (\$563.8 million) 23 percent up on last year. Mobile crane rental improved 22 percent to s\$225 million (\$176 million) gathering pace in the fourth quarter when sales were up 50 percent. Much of the increase came from Singapore and the surrounding area. The fleet increased from 573 units last year to 627 this year. Tower crane rental, which is mainly in China, was the slowest part of the business growing just three percent to s\$58.7 million (\$46 million). Pre-tax profits were up 43 percent to s\$58 million (\$45.4 million).

### Manitex up 35%



Revenues at boom truck and crane manufacturer Manitex climbed more than 35 percent to \$42.85 million in the first quarter thanks to increased boom truck sales, while pre-tax profits almost tripled to \$1.89 million.

### Constellation acquires RentalMan

Canadian-based Constellation Software has acquired Wynne Systems, the owner of RentalMan software and its associate businesses, InfoManager and Wynne Europe from its current owner, United Rentals. Constellation made the acquisition through its Volaris division which is already in the rental software market through its company SBC. While terms have not been released we do know that Constellation has spent less than \$50 million on acquisitions so far this year - including the Wynne purchase.



Full analysis on all of these results, with commentary, can be found on [www.vertikal.net](http://www.vertikal.net)

## Keypad stops borrowers

Fit-out contractor Astins working on London Heathrow's Terminal 2A reconstruction has stopped the unauthorised use of its platforms, thanks to a high security keypad.

The company - using a fleet of 31 scissor lifts on a £10 million dry-lining contract at the terminal - found that machines frequently went missing as other contractors 'borrowed' them, causing serious disruption to work flow and efficiency. Astins successfully trialled KeyZone, from AFI's WorkZone division and is now fitting the device to all 31 units. KeyZone is a stand-alone device that locks and unlocks the machine's upper control functions and cannot be overridden even if the control box is replaced, making it one of the most secure keypads on the market. It also takes eight digit passwords, allowing for 100 million combinations, with up to 200 individual codes on each unit.

Josh Marshall of Astins said: "Before the units were fitted, machines went missing on average every other day. We would leave a machine one evening and come back the next day to find it gone. We then had to search the site to find out where it had been left. This took up a great deal of time and exposed the machines to the risk of damage and unqualified use."



## Terex delivers first Brazilian built RT

Terex Cranes has built and delivered its first Brazilian-built Rough Terrain crane. The 50 tonne capacity RT555 was assembled in the company's new facility in Cachoeirinha from a complete knock down kit shipped from its Waverly, crane plant in the USA. Once local component suppliers have been found and certified, the local content will be increased. Units built in Brazil will supply the entire region.

## Liebherr offers free wind training

Liebherr is providing free one-day training courses in the UK covering the influence of wind on crane operations.

The courses will be held at the company's training centre in Biggleswade, Bedfordshire from July 2nd to 6th. They are open to those who need to be able to determine when it is safe to lift, such as Appointed Persons and crane operators. There will be an emphasis on wind turbine erection, but the content will be applicable to all lift planning, involving loads with a large surface area to weight ratio and high drag co-efficient.



## COMPETITION... It Brings Out the Best in Us

The reliable operation of aerial work platforms and lift access equipment is essential to helping you get to those hard-to-reach work places.

Trojan Battery understands that **reliability means everything** to your operations day in and day out. That is why we offer the broadest portfolio of quality, deep-cycle batteries to fit your every need.

For maximum productivity and worry-free operation, put our 85 years of battery expertise to work for you.

 **Trojan.**  
BATTERY COMPANY  
Clean energy for life.

Trojan products are available through our worldwide distribution network.  
For more information, call (800) 423.6569 or +1 (562) 236.3000 or TrojanBattery.com

# 6000

SKYLIFTS.

# 120

COUNTRIES.

# 112

METERS REACH.

# 50

YEARS OF KNOW-HOW.

# 1

COMPETENCE: [WWW.BRONTO.FI](http://WWW.BRONTO.FI)



ABOVE ALL.



- Oshkosh has promoted **JLG** president **Wilson Jones** to a new role, while **Frank Nerenhausen** takes over as president of JLG.
- **Harsco** has appointed **Mark E. Kimmel** as president of **Harsco Infrastructure**, succeeding **Ivor Harrington**.
- **Cavotec** has developed a lightweight radio remote control unit for extended use.
- German crane company **Franz Bracht** has taken delivery of a new **Liebherr LG1750** lattice truck crane.
- Norwegian rental company **UCO**, part of **Skanska**, has taken a large number of **Bravi Leonardo** HD lifts.
- **Neville Kennard**, the founder of **Kennards Hire** in Australia passed away on Sunday aged 74.
- New Zealand's **McLeod Cranes** has won a Department of Labour award for the best safety initiative.
- **JLG** has appointed **Laurent Montenay** as Geschäftsführer of its German distribution business.
- Tyre and rim manufacturer **Camoplast Solideal** has acquired the assets of **Forklift Tires** of Florida.
- **Liebherr Nenzing** has won Austria's State prize for Environment & Energy Technology, for its hybrid drive for cranes.
- **MEC** has appointed **Jack Harwood** as North American sales manager and **Steve Gooding** as a regional sales manager based in Seattle.
- Brazilian construction and engineering company **Odebrecht** has ordered 13 new cranes from **Manitowoc**.
- **Thibaut Le Besnerais** has been appointed global product director for the Potain tower crane line.
- Dutch access rental company **BAC** has celebrated 25 years in business with a big open day.
- **Liebherr** has supplied two SC350T straddle carriers to **Peel Ports** in Liverpool, UK.
- Dutch-based heavy lift specialist **Wagenborg Nedlift** has opened a base in Akersloot, north Holland.
- **Rémi Deporte**, global product director for mechanisms at Potain, has added self-erecting cranes to its responsibilities.
- **Cargotec**, owner of **Hiab** and **Kalmar**, has won a €55 million R&D loan from the European Investment Bank.
- **Haulotte** has celebrated 10 years in Brazil at the M&T exhibition in São Paulo.
- UK crane rental company **Shires Crane Hire** has celebrated 40 years in the crane business.
- **Nylacast** the outrigger mats to plastic sheaves manufacturer has gained ISO14001 accreditation.
- **TCA Lift** has delivered a **Falcon FS290** spider lift to the Samsung engineering headquarters in Korea.
- **Volvo Rents** has acquired **Action Equipment Rental** of Las Cruces, New Mexico.
- **MEC** has moved **Jim Tolle** to a new role as vice president of international sales as part of a sales restructuring.



Mark E. Kimmel



Neville Kennard



Laurent Montenay



Steve Gooding



Thibaut Le Besnerais



Rémi Deporte



Jim Tolle

- **Sky Aces** has won a major contract for its tunnel inspection platforms from **Axima Seitha** of France.
- **Man Lift Manufacturing** has appointed **Tim Henrich** as vice president sales and marketing and **Joe Banks** as vice president of operations and manufacturing.
- **Nationwide Platforms'** two new London 'super depots', which opened earlier this year are now fully operational.
- **Neil Tomlinson** marketing manager at UK scaffold association **NASC** is moving to a similar role at **PASMA**.
- Rising soprano, **Laura Wright**, took to the air in a spider lift for her performance at the Queens diamond Jubilee.
- UK-based **Cadman Cranes** has taken delivery of its first **Liebherr** crane, a 70 tonne LTM1070-4.2 All Terrain.
- **Ruthmann** has appointed **Time Ibérica** as its distributor for Spain and Portugal for its truck mounted lifts.
- Romanian access rental company **T&T Solutions** has been declared insolvent and a trustee appointed.
- **IPAF** has announced the first speaker for the **Europlatform 2012** in Edinburgh in September – **Norty Turner**.
- **Scaffolding UK** has opened a new branch in Hampshire operating under the name of **Hampshire Scaffolding UK**.
- Under-bridge inspection specialist **Moog** has delivered a custom lift for the Bucharest to **Constanta** highway.
- A New York judge has put an end to an attempt by tower crane erector **William Rapetti** to get his licenses back.
- For many years Irish based **Height for Hire/Easi UpLifts** has used a little man in its marketing, he now has a name - **Alto**.
- **Palfinger Platforms** has supplied three P 220B truck mounted platforms to **Oslo Liftutleie**, in Norway.
- A crane operator was stabbed to death by a rival operator for cutting rental rates in **Coimbatore, India**.
- **Ian James** of **Bronto** has successfully completed his trek to the top of Britain's highest mountain for charity.
- German access rental company **Georg Winkelmann** has taken delivery of more **H.A.B** booms and scissor lifts.
- **Easi-UpLifts** has taken delivery of the second 90 metre **Bronto** lift it purchased at **Apex** last September.
- Spider crane and lifting equipment specialist **GGR** is supporting this year's **Help for Heroes** charity rally.



Neil Tomlinson



Ian James

- US-based **LGH** has formed a partnership with the **Local 597 Pipefitters Union** training facility in Chicago.
- **AEM** has issued French Canadian versions of its aerial lift safety manuals for use in Quebec.
- **Larry Lockwood**, vice president finance for **Terex AWP**, has been appointed chief financial officer - **Demag Cranes**.
- **Teupen** has confirmed the appointment of **Goscor Hi-Reach** as its new dealer for Southern Africa.
- French access rental company **Joly Location** has added 13 and 23 metre **Teupen** spider lifts to its fleet.
- **Genie** and its Italian distributor **CTE** celebrated 25 years of partnership in May, at an event in Mantua.
- **Tyco Fire** says that it is mandating the fitment of **SkySiren** protection system on all boom lifts.
- Italian loader crane manufacturer **Effer** has launched a new business in the UK - **Effer UK**.
- **Jim Banner** - a very popular, long serving and much respected heavy crane operator with **Baldwins Crane Hire** in the UK - has passed away.
- **Strongco** has reported first quarter sales up 11%, while profits have more than doubled.
- **Manitou UK** has appointed **IPS** as its provider of parts and service support for its direct access sales.
- **Barin** has supplied a compact **ABC 60L** under-bridge inspection platform to Hong Kong based **New Motion**.
- **Don Ahern** has been given an extension to its period of exclusivity to file a plan for **Ahern Rentals** to exit Chapter 11.
- Romanian rental company **Industrial Access** has taken delivery of the first **JLG 510AJ** boom lift built in Romania.
- The **Spider** division of **SafeWorks** has appointed **James Finn** as area director of its western region.
- **Doosan** has appointed **Martin Knoetgen** as president of Doosan Europe, Africa and the Middle East.
- The UK's **Strategic Forum Plant Safety Group** will hold an 'Open Meeting' at this year's **Vertikal Days**.
- **Liebherr** is offering free one day training courses in the UK on the influence of wind on crane operations.
- UK access rental company **AFI** has achieved a five star **Achilles** rating following a recent reassessment.
- **Manitowoc Cranes** has built a new facility to test and scrutinise the components that go into its cranes.
- UK-based **Nationwide platforms** is spending £23 million on 1,700 new aerial lifts and renewing 14% of its fleet.



James Finn



Martin Knoetgen

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



# dL<sup>®</sup> Dingli

**The Expert Manufacturer of  
ACCESS Equipment**



**ZHEJIANG DINGLI MACHINERY CO.,LTD.**  
Add: No.1255 Baiyun South Road, Leidian Town, Deqing Zhejiang  
Tel:+86-572-8681688 8681689 Fax:+86-572-8681690  
E-mail:market@cndingli.com  
export@cndingli.com

[www.cndingli.com](http://www.cndingli.com)



# Is it a platform or is it a crane...?

c&a

spider lifts

Spider lifts are now more popular than ever yet despite this they still have a relatively low profile with end users. Even in the more developed markets such as Western Europe the product and its capabilities are still relatively unknown. Given the increasing numbers of manufacturers now offering them, coupled with the continued improvements and breadth of choice, manufacturers clearly also believe that the market still has a long way to go.

In last year's feature we commented that the spider lift - like the spider crane - is a true marvel of engineering, with a diverse and highly developed product range. It is reliable and can provide a good financial return, way in excess of the more 'run of the mill' powered access equipment. And while a platform that could act as a crane (or vice versa) would certainly extend its appeal and versatility, only a few have gone down this route - until now.

Testcentrum De Lille - manufacturer of the Giraf Track - unveiled its GT580 Compact Crane Concept at Intermat. While it is not a spider lift as such, the GT580-3C - which is still to be certified - might possibly edge in on some top end applications currently carried out by tracked spider lifts. The track

mounted machine has a new three section boom and hydraulic winch, 7.8 tonne maximum capacity and 15 metre lift height. The capacity can be increased to 10 tonnes with an optional reinforced boom and it will also be available with a fixed or hydraulic luffing jib, with a maximum capacity of 3.4 tonnes at a height of around 21metres. It will also offer a fully integrated work platform with jib in order to reach working heights of 21 metres or more, giving the machine increased versatility.

But perhaps the first true spider lift/crane has just been launched by Italian manufacturer Cormidi - known more for its mini-dumpers than its access equipment - with the introduction of its two model, multi-purpose KB-X P spider lift and crane range.

For many years Palazzani spider lifts have had the facility to be used as cranes with interchangeable winches/cages and with heights of up to 50 metres. However the Cormidi KB19-12 and 22-13 models are a little different in that they have been designed using a common base that can just as easily be either a work platform, crane or tool handler, with maximum working and lifting heights of between 19 and 22 metres.

When the KB22-13 is fitted with a platform, the four section main



JLG's foray into the spider lift sector - courtesy of Hinowa - which began in 2010 is finally beginning to reach the market

boom and double articulated telescopic jib offers a working height of 22.5 metres and an outreach of nine metres with a platform capacity of 200kg (or 12 metres with 80kg in the basket). The lift also provides around seven metres of horizontal outreach at an up and over height of around 14 metres.

The telescopic double articulation jib also gives the unit some underbridge capability - reaching four metres below ground level - with the ability to work directly under the machine itself. The double articulation also makes this an incredibly compact machine when stowed and the overall weight of the KB22-13 in work platform mode is 3,100kg.

With the platform removed the unit is quickly converted to a spider crane with a maximum capacity of 800kg. It can lift 500kg to about 16 metres or 450kg at a height of 12 metres with a five metre outreach/overreach. At its nine metre outreach at ground level lifting capacity is 400kg.

Alternatively attachments other than a hook or a winch can be fitted to the boom, including those requiring

hydraulic power such as a glass panel handler or hydraulic demolition breaker. The crane model weighs in at 2,885kg.



Cormidi main boom and double articulated telescopic jib offers around seven metres of horizontal outreach at an up and over height of around 14 metres.



With the platform removed the unit is quickly converted to a spider crane.



Giraf Track unveiled the Compact Crane Concept GT580-3C

## spider lifts **C&a**

The KB range can either be controlled by the control box or by remote transmitter which displays the operating data on an LCD screen.

It can automatically adjust the engine power, optimising speed for smoother movements and includes auto-levelling outriggers.

Its IPSone telematics system is able to connect with Cormidi technicians to assist with trouble shooting or for owners to see usage patterns etc, while a data logger stores information and can highlight anomalies and misuse of the machine. Although these Cormidi machines are probably the most radical spider platform development, there have been many new spider products and developments introduced over the past year.

### New range from Imer Access

Imer group division Imer Access recently launched a new IM R line of spider lifts with two new models, the 19 metre IM R19 and the 15 metre IM R15. Imer says the range

will be extended to four models with the largest probably being a 23 metre at Bauma next year.

Following the purchase of the Iteco brand in September 2009, Imer has been active in the access sector forming Imer Access early last year. Based near Mantua in Italy, Imer Access builds a range of products including indoor and outdoor self propelled scissors, articulated booms, truck mounted platforms on 3.5 tonne chassis and now spider lifts.

These new spiders should however not be confused with the LEM series of spider lifts – the LEM 1200 to LEM 2200 - produced by Platform Basket for sister company IHIMER which will continue as a separate range. Having two different lines of spider lifts from one group is however an unusual situation.

The new IM R 15 weighs 1,980kg and has an overall outrigger footprint of 3.2 x 3.3 metres. Maximum platform capacity is 200kg although its maximum eight



*Imer says the range will be extended to four models with the largest probably being a 23 metre at Bauma next year.*

metres of outreach is achieved with 120kg in the basket.

The platform has 360 degrees (non continuous) slew and features include width-adjustable tracks. Transport dimensions are 4.85 metres long, 800mm wide and two metres high.

The larger 19 metre IM R19 has nine metres of outreach with 120kg in the basket but this is reduced to seven metres with 200kg. Wireless remote control is available as well as automatic leveling outriggers and adjustable tracks. Outrigger footprint is 3.2 x 3.3 metres and weight is 2,300kg.

### Lightweight Cela

Italian platform manufacturer Cela launched two new spider lifts at Intermat in April, the 15 metre working height DT15 Spyder and the 24 metre DT24 Spyder. The DT15 is unusual in that it features a two stage highly versatile outrigger system. The unit is also lightweight - weighing just 1,550kg - with a compact 2.3 metre by 2.75 metre hydraulic outrigger spread which manages a five metre outreach with 200kg platform capacity. However, the outriggers have an easy to use manual telescopic extension which extends



**NEW**  
2500 RXJ

More 2500 RXJ information on [OMMELIFT.COM](http://OMMELIFT.COM)

**OMMELIFT**

Quality since 1906



Dealer for UK & Ireland

OMME LIFT A/S · Denmark · Phone: +45 753 413 00 · [www.ommelift.com](http://www.ommelift.com)



The DT15 is unusual in that it features a two stage highly versatile outrigger system and is lightweight at just 1,550kg.

the spread 550 mm each side. The unit has a clever automatic linked outrigger and load sensor which provides a separate working envelope for one, two, three or four outrigger extensions – when used over an extended leg the outreach increases to 7.5 metres with the 200kg in the basket. Up and over height is eight metres and the unit is capable of reaching 1.5 metres below ground level. Largest in the three model range is

the DT24 Spyder which shares its boom with the company's 3.5 tonne GVW truck mounted DT24. The Spyder has a working height of 24 metres with 12 metres outreach and 14 metres up and over reach. Weighing 2,800kg the unit is relatively light, has a 4.8 metre by 3.55 metre maximum outrigger spread and has the added advantage of being able to reach 4.5 metres below ground level. While not quite in the growing '25

metre' sector, we have added this machine to the comparison table (see page 22)

If you don't need that additional one metre of working height, the specifications of this machine look very impressive.

### 25 metre Multitel

One of the manufacturers offering a 25 metre machine is Multitel which uses the boom from its 25 metre MX250 truck mounted lift on the base of its smaller SMX225 spider to create the SMX250 its largest spider platform to date. The main

feature is its weight which at 2,660kg makes it the lightest in its class allowing it to be transported on a trailer towed behind a conventional 4x4 vehicle. Maximum outreach is 11.65 metres and features narrow and standard jacking. On narrow jacking the outprint is less than three metres wide but the unit still has full 360 degree rotation. The boom configuration is also interesting in that it with its twin telescopic booms for some excellent up and over reach.



The main feature of the Multitel SMX250 is its weight which at 2,660kg makes it the lightest in its class

www.ingima.it

## THE SKY IS THE LIMIT

### TRACCESS 230

[www.ctelift.com](http://www.ctelift.com)

**PERFORMANCE:**  
working height 23m · working outreach 12m · capacity 200kg

**FEATURES:**

- **Highly maneuverable** - most compact 23m in market
- 200kg basket capacity up 12m working outreach, and throughout entire operating area
- The only 23m working height tracked machine that will pass through a standard doorway
- **Hydraulically powered multi position** narrow jacking stabiliser working up to 1m gradients
- **Clean top boom**, all services running internally

Follow us on:

## Finally, JLG spiders are available!

JLG's foray into spider lift sector - courtesy of Hinowa - which began with the surprise announcement at Saie, Bologna in 2010 of its 'compact crawler boom' range - is now finally beginning to reach the market. JLG has been extremely cautious, wanting to get every aspect of the range in place, with its staff fully up to speed on the products before taking orders. The aim is to ensure that the support for these product is not different than for its own products, but this has led to a somewhat long and drawn out process. Hopefully the wait will be worthwhile for JLG customers although it might be hard going for a while yet. Working heights range from two 13.8 metre units through 16.81 metres, 18.87 metres to the largest the 23.1 metre working height X23J.



The new Teupen Leo 15GT extends the concepts and base machine of its entry level model, the Leo 13GT to the 15 metre market.

### Teupen overhaul

Teupen is well into its total overhaul of its smaller spider lifts with the introduction of the Leo 13GT and more recently the Leo 15GT at Intermat. The design and innovation in the Teupen products has made it the leading brand, although not the most prolific, that title is almost certainly still firmly held by Hinowa. However like all 'quality' products, they generally have a price to match which has allowed the more cost effective manufacturers to gain significant orders when selling against Teupen, particularly to larger rental companies which generally will not pay a great deal for additional features.

The new model essentially extends

the concepts and base machine of its entry level model, the Leo 13GT to the 15 metre market. It offers a working height of 14.7 metres, 7.6 metres of outreach and a 200kg platform capacity.

It employs the same anodised finish to its aluminium boom as the Leo 13GT as well as the same platform, safety technology, fully automated levelling and cable remote controls. Additionally, tracks can be raised and widened for driving on sloping ground, where more ground clearance is required or even to reduce the overall machine height. Power sources include both diesel or gas engines and follows the launch of the higher spec Leo 15GTplus last September.

The Leo 15GTplus includes a Kubota diesel engine and a little more working height at 15.5 metres with an outreach of 7.9 metres thanks

to its improved stabiliser technology and articulating jib.

Other developments will include a new mounted Robin-Subaru gas engine generator with automatic speed control for the Leo 13GT and the fitting of Teupen's FuzzyIV controls to the Leo 30T and Leo 36T.

### Omme compact

Danish spider and trailer lift manufacturer Ommelift's latest addition is a compact, yet heavy-duty 25 metre dual power articulated boom spider lift. The 2500 RXBDJ has a maximum outreach of 12.8 metres with a seven metre up and over reach. The fully unrestricted outreach is 10 metres with its full 200kg platform capacity. The lift mechanism



The 2500 RXBDJ has a maximum outreach of 12.8 metres with a seven metre up and over reach

comprises a heavy duty dual arm sigma type riser, four section telescopic boom and a 1.4 metre articulated jib.

The overall transport length is 6.55 metres, but this can be reduced to 5.95 metres thanks to the quick disconnect basket. Overall width is 1.1 metres and overall height just over two metres. Total weight is on the heavy side at 3,950kg but working width (over the outriggers) is 3.75 metres, and thanks to its dual riser tail-swing is always zero.

The lift is powered by a Kubota diesel for outdoor use and includes a 200Ah battery pack for indoor or sensitive outdoor applications, all without the need to connect to the mains. A pure battery powered model with larger battery pack is also available for those who prefer it.

As with most Omme spider lifts the 2500 has impressive levelling ability, offering the possibility to climb and level up on slopes of up to 35 percent/19.3 degrees allowing it to handle challenging terrain, steps and kerbs. With assistance the unit can also level on slopes of up to 40 percent/21.8 degrees thanks to its high lift outriggers.

### Hinowa revs up

Leading spider lift manufacturer Hinowa launched an automatic RPM control for its single cylinder Hatz Diesel power option called 'Hinowa Diesel AutoRev'. The new option is available on its IHS models - the Goldlift 14.70, and 17.80XL, and Lightlifts 14.72 and 19.65 - which currently feature a two speed Hatz single cylinder engine with a manual setting at either 1,600 or 3,000 rpm selected by moving a lever on the side of the engine.

This means that most users typically chose the higher setting before going up in the platform in order to obtain decent function speeds and

power. From 2012 a three step automatic setting with speeds of 1,800, 2,200 and 3,600 rpm will be selected automatically, depending on function demand. The higher speed will also improve many of the machines function speeds for more efficient working. The main benefits however are lower fuel consumption and less noise as the engine automatically switches to the lowest possible speed when demand is low. Other benefits include lower emissions and longer engine life.



From 2012 Hinowa is introducing a three step automatic setting with speeds of 1,800, 2,200 and 3,600 rpm depending on function demand.

### Leguan dealer

Avant Tecno is one of the few manufacturers to offer both wheeled and tracked versions of its machines. The wheeled 'skid steer' versions are ideal for use on hard surfaces allowing rapid travel and deployment in many repair and maintenance situations. Flagship model is the Leguan 160 which has a 15.9 metre working height and 6.7 working outreach. Both platforms have a maximum load of 200 kg and using Leguan's continuous load control system allows the full capacity to be used in all positions, removing the requirement for limit switches.

# X - Performance

THE ITALIAN POWER SOLUTION 360°



## KB-series



KB series Advance products



THE BENCHMARK FOR COMPACT MACHINERY

**Cormidi ITALIA**   
Via Fonte, 342 84069  
Roccadaspide (SA) Italy  
Tel +39 0828 943688  
Fax 0828 943963

[www.cormidi.com](http://www.cormidi.com)

**CORMIDI**  
leading innovation

Customer Service: [info@cormidi.com](mailto:info@cormidi.com)

**Cormidi USA**   
25 Broad St.  
Norwalk,  
CT 06851  
[rgt@cormidiusa.com](mailto:rgt@cormidiusa.com)

[www.cormidiusa.com](http://www.cormidiusa.com)

Leguan 160 which has a 15.9 metre working height and 6.7 working outreach



Avant Tecno recently appointed AXS Sales of Bromsgrove as its exclusive England and Wales dealer for the Leguan platform range.

**Insulated Platform Basket**

Italian Platform Basket launched a number of new and updated products at Intermat including an



The 17 metre PB18.90.46 is fully insulated to 46KV with special fibreglass sections in the riser and levelling linkage as well as the jib.

insulated model that it co-developed in the USA with its distributor Tracked Lifts. The 17 metre PB18.90.46 is fully insulated to 46KV, with special fibreglass sections in the riser, levelling linkage and the jib, allowing it to work close to live overhead power lines for utility work, or as an extra precaution on applications such as tree trimming, where power lines might be present.

The company's 15 and 18 metre models - the 15.75 and 18.75 - date back to the time Platform Basket took over the old Basket business and have been instrumental in the company's success since then, but they have now been given a major update. Now known as the 15.75 PRO and 18.90 PRO they feature

new more powerful and quieter Kubota diesel engines, automatic outrigger set up and levelling, a more accurate load limiting device which will enhance the working envelope, improved electrics and drive system together with dual speed hydraulic motors for greater productivity.

The company has also launched battery versions - the 15.75E-Pro, 18.90E-Pro - as well as the 22.10E which is also has the option of Bi-Energy or battery/diesel. The adoption of a more efficient drive train with inverter technology and brushless AC electric motors gives sufficient battery life makes battery power practical, without the need to go to lithium ion batteries says the company.

**25 metre spider lifts compared**

	Cela DT24	Multitel SMX250	Omme 2500 RXBDJ	Teupen Leo 25GT	Teupen Leo 25GTplus	Platform Basket 25 WE (wheeled electric)
Working height	24m	25.2m	25m	25m	25.2m	25m
Maximum capacity	200kg	200kg	200kg	200kg	200kg	200kg
Maximum outreach	12m with 100kg	11.65m with 80kg	12.8m	15.5m with 80kg	18.0m with 80kg	13.5 with 80kg
Outreach with maximum capacity	9m	8.55m	10m	12.5m	15m	
Total weight	2,800kg	2,660kg	3,950kg	2,980kg	3,760kg	5,000kg
Transport dimensions LxWxH	4.8 x 0.8* x 1.95m	5.12 x 0.98* x 1.92m	6.6 x 1.1 x 2.01m	7.22 x 1.78 x 1.98m	7.0 x 1.58 x 1.98m	6.4 x 1.0 x 1.98m
Engine options	Diesel Electric	Diesel Electric	Diesel Electric	Diesel Electric	Diesel Electric	Electric
Boom	Articulated	Articulated	Double artic riser	straight	straight	straight

\*chassis width only - basket not included



# Platform Basket

## Pro restyling: always better



**PLATFORM BASKET SRL**

Via Grande 27-42028 Paviglio (RE) Italy tel: +39 0522 967666 fax: +39 0522 967667 info@platformbasket.com www.platformbasket.com

# Technology leader

German truck and spider lift manufacturer Teupen has gone through and is undergoing many changes. Rüdiger Kopf, chief editor of sister magazine of Kran & Bühne spoke briefly with its chief executive Michael Wothscke.



Michael Wothscke

Teupen has been following a new direction, both for its products and its distributor network. Over the past three years the company has expanded its overseas presence, establishing a wholly-owned subsidiary in the US, added to its coverage of the Middle East as well as expanding its staff in France, Scandinavia and Poland. At the same time all production, product development and main company functions have been pulled back to - and will stay at - the company's headquarters in Gronau, Germany. Product changes during that time have included the development of its spider, trailer and truck mounted platforms, however Wothscke emphasises that the Leo spider lift platforms are very much Teupen's core business.

"The Leo brand is still very important for the company," says Wothscke. "Even though our engineers have looked for synergies

between all the models, spiders will always be our main product line. We are aiming to have more parts commonality across the Leo range which benefits both the manufacturing and our customers."

"We have more than enough space for future expansion and by concentrating all the functions at Gronau it gives us more control over the whole manufacturing and distribution process," he said.

The current owners of the company - Hanover based private equity firm Nord Holding, which purchased a majority stake in 2008 - says that it has a long-term view rather than the usual five to seven years. It gives the example of the investment in the USA as proof of this long-term commitment.

"We have no intention of expanding through acquisition. Our target as the only German producer of spider platforms is to continue to be the leader in technology."

## Reaching the lighthouse

The Rubjerg Knude lighthouse - located in Rubjerg on the North Sea coast of Northern Denmark - was built and first lit in 1900 and is situated on top of a sandy cliff top 60 metres above the sea. Until 1908 the lighthouse operated on gas which it produced from a gasworks on site.

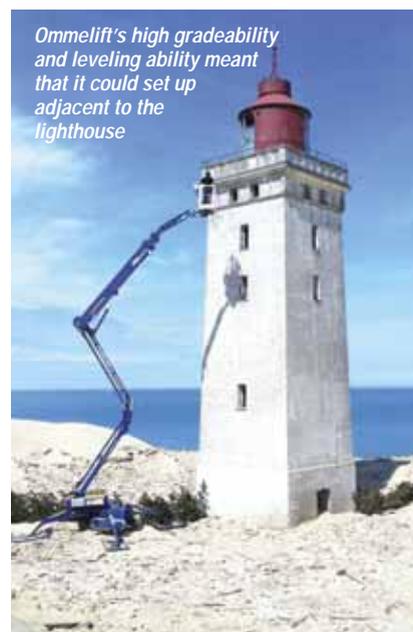
It ceased operating in 1968 and for a number of years the buildings were used as a museum and coffee shop. However continually shifting sands and coastal erosion - a serious problem in the area - meant they were abandoned 10 years ago. The smaller out buildings were eventually covered by the sand but the main lighthouse structure remains, but had lost its white paint that makes it stand out. When the decision was taken to repaint it the problem was how to reach it with some form of access equipment apart from façade scaffold which would have taken a good deal of effort and been inefficient for what is a relatively short job.

The solution was to use a tracked spider lift. A 27.5 metre Ommelift 2750 RXBDJ was rented for the job, but had to track a fair distance over the deep and shifting sands. In the worst areas four large ground mats were used under the tracks. The Ommelift's high gradeability and leveling ability meant that it could set up on the sand dunes adjacent to the lighthouse to carry out the work.

*In the worst areas four large ground mats were used under the tracks*



*Ommelift's high gradeability and leveling ability meant that it could set up adjacent to the lighthouse*



*The Ommelift 2750 RXBDJ had to track a fair distance over the deep and shifting sands*



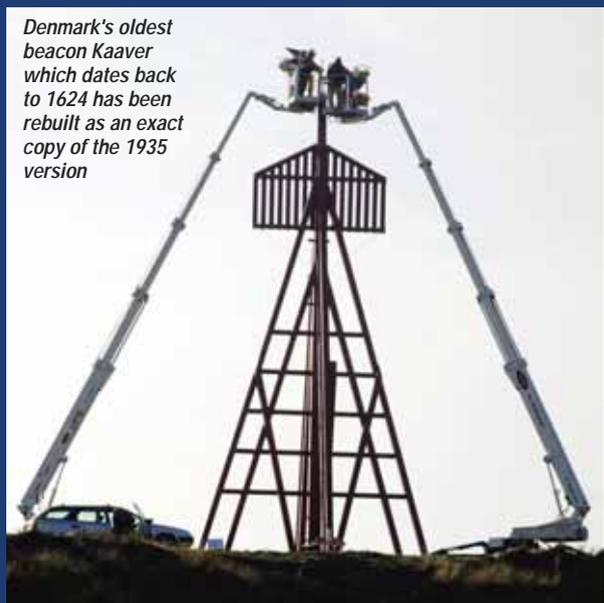
## Beacon restoration

The Kaaver is Denmark's oldest beacon, first built in 1624 on the Danish North Sea island of Fanøe. Although the beacon no longer had any navigational significance by the 19th century, it was structurally maintained and regularly painted. Unfortunately the beacon was completely demolished by a storm in October 1935 and not rebuilt, that is until now. A number of local entrepreneurs had the idea to rebuild the beacon as an exact copy of 1935 Kaaver - with work being completed last October. In order to assist with the work two 25.8 metre Omme 2600 RBD provided by Riwal Denmark were used as well as a mobile crane from Danish company BMS.



*Two Omme 2600 RBD provided by Riwal Denmark were used as well as a mobile crane from Danish company BMS*

*Denmark's oldest beacon Kaaver which dates back to 1624 has been rebuilt as an exact copy of the 1935 version*



# Olympic first

The first 52 metre TCA Falcon FS520C to be purchased by a rental company has been working in the athlete's village at London's Olympic Park apartment project in Stratford, East London. Easi UpLifts purchased the world's largest spider lift at the end of 2011 and the platform has been working on the building with a 46 metre high internal atrium which needed cleaning along with slight repairs to the roofing systems.

However the only access to the work area was through a 1.4 metre wide doorway, making it impossible for larger powered access equipment to enter the building. Once inside, floor space was also at a premium, leaving just enough room for the machine to be set up and operated. Easi UpLifts claims that this solution was the most efficient and economical for its client, saving time and money that would have been lost through the use of traditional scaffolding.



*Once inside, floor space was at a premium, leaving just enough room for the machine to set up and be operated.*

"The 52 metre spider is part of an increasing capital investment in our specialised access division," said Easi UpLifts' managing director John Ball. "We will continue to lead the way, providing customers with cost effective and time saving solutions to difficult access problems."

The company has also added two new 90 metre Bronto Skylift truck-mounted machines to its UK rental fleet with more specialised equipment due to arrive later in the year.



*Access to the work area was through a 1.4 metre wide doorway*

## Size helps

One of the main features of a spider lift is its ability to access 'difficult to reach' areas. Dutch rental company Hoogwerker Centrum Nederland was recently faced with the challenge of providing access equipment to paint the inner courtyard of a house where the only entrance was through an exceptionally narrow opening.

The structure meant that it was impossible to erect scaffolding, while the narrow width of the entrance meant that there was no chance of a traditional platform getting through without damaging the walls.



Hoogwerker Centrum realised that the only platform able to fit was a compact tracked spider lift and selected an Oil&Steel Octopussy Classic 1402.

The lift is very compact when stowed, measuring just 780mm wide by 1,950 mm high and 3,520mm long and yet offers a 14 metre working height and 6.5 metres of outreach. The platform can also be removed to make access through tight areas even easier.

The Octopussy Classic 1402 enabled the work to be carried out efficiently and safely while fully complying with all of the health and safety regulations. The whole contract took just two days - including painting, clean up and removing all materials.



# CHOOSE YOUR MODEL of your new IMER CRAWLER PLATFORM

## NEW



## IMERACCESS

The AWP's WHOLE RANGE



IMER International S.p.A.  
Business Unit IMER Access  
Via San Francesco d'Assisi, 8  
46020 Pegognaga (MN) - Italy  
Ph. +39 0376 554011  
Fax +39 0376 559855  
[www.imergroup.com](http://www.imergroup.com)

# The Manitowoc family of cranes



## Premium lifting solutions and dedicated customer support

Manitowoc offers a full range of tough, reliable, high-capacity cranes to meet the lifting industry's rigorous demands. All of our cranes — backed by Manitowoc Crane Care — are designed for quality and performance, ensuring the highest value for your money.

# Finding new markets...

c&a

tower cranes

The repercussions of the economic meltdown and its effect on tower crane production and sales are still working their way through the system. With most manufacturers suffering a drop in demand of around 70 percent, it was a time to batten down the hatches, reorganise and prepare for better times. Over the past year or so there have been signs of improvements in the sector. Over the next few pages we take a look at the growth of the larger capacity self-erectors, profile Terex Tower Cranes and see how tower cranes are offering an interesting alternative to installing wind turbines.

All manufacturers are looking to emerging markets - India, Russia and South America - primarily because sales in the traditional markets of North America and Europe had almost dried up. In Europe France, Germany and perhaps Scandinavia have been the bright spots, while the UK has been one of the poorer performing countries - at least for top slewing tower cranes - possibly due to the market being dominated by a few sizeable rental fleets? It was no real surprise therefore that Belgium-based Arcomet - the Potain distributor in the UK - decided 'enough is enough' and closed its UK operations. As a result Potain will sell its top-slewing cranes direct through Manitowoc UK, while self-erectors are distributed by West Midlands-based Ladybird Crane Sales.

Terex Tower Cranes has made a few strategic manoeuvres, purchasing the 67 percent shareholding in luffing jib crane manufacturer Recom, that it did not already own. Recom already manufactured exclusively for Terex, but the change also includes Recom luffer production moving to Fontanafredda, home of Terex/Comedil cranes. At the same time

all self-erecting crane production will move from Fontanafredda, Italy to Montceau-Les-Mines, France. If the move to France goes to plan, 150 jobs will be created with the expansion of the Terex self-erecting range. First part of the jigsaw is the launch of the Eazy 90, its largest self-erecting tower crane to date (see page 28).

In spite of the recent sales doldrums, tower crane manufacturers have stepped up their R&D resulting in the launch of several new cranes. Late last year Spanish manufacturer Linden Comansa announced the world's largest flat top tower crane range, topped by a 64 tonne model.

### World's largest flat top

The new LC3000 range comprises two base models, the 30LC 1100 and 30LC 1400, with each model available in three variants with capacities of 32, 48 and 64 tonnes, maximum capacities at the 80 metre jib tip vary from 9.5 to 15 tonnes, depending on the model. These are not the first big flat-tops from Comansa, but as they are standard products lead times will be shorter and they are designed for easier transport and priced more competitively.

In fact Linden Comansa has been



Zoomlion Jost T320-16

prolific in launching new cranes, its latest, announced at the end of May, the 21 LC 660, completes its LC2100 series, with four versions with 18, 24, 36 and 48 tonne capacities.

### First Zoomlion Jost

The first product from Zoomlion's purchase of Bavarian-based Jost's flat-top tower crane designs last August, debuted at Intermat. Built in China, the 16 tonne capacity T320-16 is based on the Jost JT-Series but with a four tonne capacity increase. The CE compliant crane is said to be the first in a range of 12 to be released over the next few months. Quick connection points should make them easy to assemble - a 24 metre high crane with standard jib is said to be take 10 hours, including inspections. The first units have been sold to Soon Douglas, a subsidiary of Singapore's Tiong Woon and Streif Baulogistic in Germany, which will distribute them in Poland and Germany. The unit on display at Intermat is likely to be reworked to re-introduce some of the Jost features initially dropped in the transition.

### Liebherr 380 EC-B 16

Liebherr's latest flat top - the 380 tonne/metre 380 EC-B 16 Litronic - is the largest in the 15 model range.

The flagship crane - also available in 12 tonne format - has a maximum radius of 75 metres and can lift 3,400kg at the jib tip. Liebherr says that it can also be fitted with an IC or HC tower system - the 256 IC and 365 IC towers having cross-sections of 1.9 by 1.9 metres making them suitable for erection in lift shafts. With the IC tower system, a free standing under hook height of almost 70 metres is possible. The 380 EC-B 16 can be transported on five trucks with the heaviest component - the slewing ring and platform - weighing 7.4 tonnes.

Another interesting development is Liebherr's 630 EC-H70 developed specially for wind turbine installations up to 140 metres high with nacelles up to 70 tonnes (see page 34).



Liebherr 380 EC-B

# A family affair...

The recent launch of the largest Terex self erecting tower crane - the Eazy 90 - preceded the news that the company is moving production of self-erectors from its spiritual home in Fontanafredda, Italy - the home of Comedil which has been building tower cranes since 1962 - to Montceau-Les-Mines in France. Cranes & Access was at the factory launch of the Eazy 90 and spoke with Terex Tower Cranes management, including managing director Martina Moritsch and her brother and sales director Simone Moritsch about the past, present and future of the company.

The move towards a single Terex cranes brand has meant the gradual demise of several famous crane brands, including Peiner and Ferro tower cranes and now Comedil, which was acquired from the Moritsch family in 1998. The first two were quickly absorbed by Comedil which continued to be run as a family business, keeping its strong brand identity. While the name has now changed to Terex Tower Cranes it still has the feel of a typical Italian 'family' company.

## History

Comedil's history stretches back 50 years to 1962 when Ferruccio Moritsch - Martina's father - and his brother started the company from scratch. It was their first venture into manufacturing and was totally at odds with anyone else in the family. Ferruccio's father worked in a bank.

"Before starting the company, my father travelled round the local area on his bike selling construction equipment," says Martina. "I don't know why but he always had a passion for tower cranes. The name Comedil was made up from the two Italian words for commercial and industry."

As expansion required more funds, outside investors were brought in, diluting Moritsch's share. When the construction downturn arrived in



Ferruccio (L) and Simone Moritsch in 2007

1983, he owned just 10 percent of Comedil and the other shareholders wanted out and production ceased. Still passionate about the products and determined to carry on, Moritsch found a partner in local drilling and piling equipment manufacturer Casagrande. Production began again in 1986 at the current facility in Fontanafredda having purchased the name and designs of the original company. Three other people were involved in this new company with Moritsch including his daughter Martina.



Martina Moritsch



A Terex CTL 202 working in Toronto Canada



An early Comedil G15 self erector



1962 tower crane erection



At the Italian facility, Ferruccio Moritsch and team with the CTT 561 flat top prototype

Unfortunately Moritsch passed away last July, but he will always be remembered as a tower crane pioneer. "He had the ideas and vision about which products to develop and learned about engineering even though he was not a qualified engineering," says Martina. "Even after he retired he was involved in the business as a consultant with Terex."

## Pioneering developments

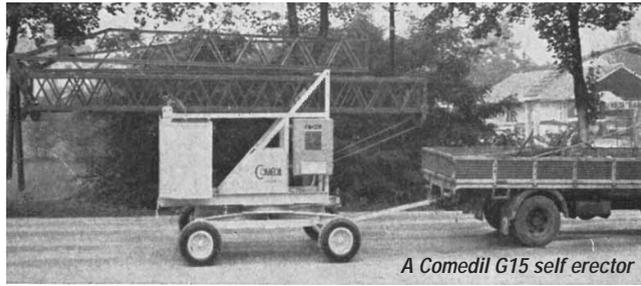
Moritsch was responsible for a number of significant developments and innovations most notably the first

telescopic self-erecting tower crane in 1968, the first luffing jib tower crane in 1988 and the first heavy duty 40 tonne capacity flat top tower crane in 2005.

In 2003 he founded Recom to develop and manufacture luffing jib tower cranes which from 2008 were distributed exclusively by Terex under the Comedil brand. Part of Recom (33 percent) was acquired by Terex in 2010 with the aim to acquire the entire business over time. The company is now managed by his eldest son Mariano.



*A hammerhead working in Hong Kong in the 1970's*



*A Comedil G15 self erector*



**Chinese cranes**

"The price of Chinese tower cranes is very competitive. Although there are hundreds of Chinese manufacturers, most only produce for the home market. Some, such as Yongmao and Zoomlion are exporting and finding local sales and support structures outside China, although selling a low cost item into Europe is difficult, particularly with the new European EN14439 legislation."

"The only benefit of the economic crisis from our point of view is that users have now realised that the residual value of Chinese tower cranes - which used to sell well in the Middle East - is almost zero," says Simone. "If the Chinese want to enter the European market they will need to improve their quality and fully comply with legislation. Markets such as the Far East, USA and South America are also wanting to follow the European legislation so Chinese crane quality and prices will have to increase."

**More legislation needed**

"In my opinion, there is not enough legislation in the tower crane business," adds Martina. "Licenses are needed for the crane and operators and the different phases from erecting to climbing a tower. In Singapore there is a law banning the use of tower cranes more than 15 years old. I think that like cars there should be maintenance inspections at regular intervals - say five, 10 and 15 years - at locations controlled by legislation so that non-certified cranes cannot be used - France is starting to look at this. It is very important to change the mindset so that people look after their cranes and have them checked regularly."



*Transporting tower cranes in the early days*

"The first cranes we produced were classic hammerheads but my father already had ideas of a crane without the tie bars - the flat top - even though the market was sceptical," remembers Martina. "Swedish company Linden Comansa were the originators of the flat top, but it was Ferruccio's vision and belief that the flat top would be the future for rental companies that drove him to produce the first range of flat top cranes."

Comedil did well selling cranes in parts of Europe and in the Far East but realised that it needed to expand sales globally, so in 1996 it started to look for a large construction equipment partner - more for marketing and distribution than financial input. After discussions with several major companies Comedil was purchased by Terex. The deal included a three year clause requiring the Moritsch family to remain in the business because of its specialist nature. The 'family' had by this time grown to four, Ferruccio and his three children - Martina and her two brothers Mariano and Simone.

"In the early days Terex was based on growth through acquisitions and keeping the companies and brands intact. So for the first two or three years nothing really changed in the running of the company," says Martina. "Yes we had monthly reports and accounts etc but we were free to operate as we saw fit. From 1999 to 2008 the company grew at a staggering rate, but the

global crisis hit the tower crane market the hardest of all. Industry figures suggest a 70 percent reduction in 2009/10. The situation forced us into a crisis management phase, being more flexible, changing management and following market needs."

"Even before we were acquired by Terex we viewed ourselves as an international company with the Far East being our main market. After the acquisition we started to sell cranes into other regions, including North America. Although the domestic market has always been good - it has also been tough, primarily because there were around 16 other tower crane manufacturers - we have had an international mind-set, as have all the manufacturing companies in the north east of Italy."

Terex Tower Cranes now has a comprehensive range of products including flattops, hammerheads, luffers and self-erectors. When Terex bought German-based Peiner it also included its hammerhead designs. The names have long gone but each has added to the DNA of the business.

The new Eazy 90 is the first of a new range that is currently being developed.

**Expansion moves production**

The expansion of the tower crane division, along with significant plans for the future of the business, resulted in the move of self-erecting

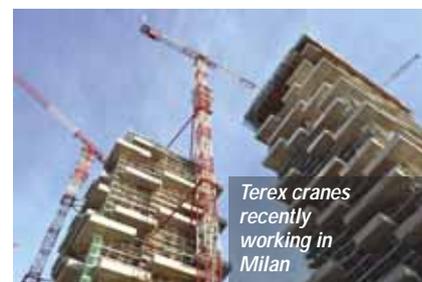
tower crane production to France, freeing Fontanafredda to increase production of the other cranes. The French facility, originally the PPM factory, currently manufactures telescopic truck cranes, reach stackers, 40 to 60 tonne All Terrains and military cranes. The plant will be expanded to accommodate the full range of self-erectors over the next four years.

**What next?**

Product development has been an integral part of Comedil's success over the years, so what next?

"New products will follow new markets," says Martina. "Historically Comedil products were aimed at the residential sector, which typically absorbed about 70 percent of our production - much of it through rental companies. However the market has now changed and includes large infrastructure projects such as dams and nuclear plants. To be successful we need to follow this trend with different types of cranes with larger capacities. This is where we are focussing our efforts."

"The direction for new product development comes from within the team. Terex Tower Cranes is run by Martina and Steve Filipov, president of emerging markets and marketing" says Simone. "Filipov knows the products and customer base, between us we have the knowledge and experience to grow the business. We also need to expand our application engineering which goes hand in hand with research and development. An example of this was a cooling tower in Russia, its shape did not allow us to anchor the crane in the normal way, so we had to create another solution. There are lots of products we are working on to solve particular customer problems. Application engineering will be very important in the future."



*Terex cranes recently working in Milan*

# Battle of the six tonners



Liebherr 81 K

The launch of the Eazy 90 - Terex's largest self-erector - is the first in a new range of cranes from Terex. The move follows the other major crane manufacturers - Potain and Liebherr - into this six tonne capacity, telescopic tower crane sector that is growing in importance because of its versatility, particularly for residential, commercial and infrastructure projects. We take a look at the new Eazy 90 and compare it with its major rivals the Potain Igo 85A and Liebherr 81 K.

The specifications of these three cranes are very similar. They all have a maximum capacity of six tonnes, a maximum jib length of 45 metres and a jib tip capacity of 1,400kg. They all have lattice, telescoping towers and transport road speeds of 25 and 80kph. Either each manufacturer has had one eye on its competition at the design stage or users are sending a very clear message as to their requirements for a self-erector of this size.

## Liebherr 81 K

Launched at Bauma 2010, the Liebherr 81 K was a replacement for the very popular 71 K which sold more than 1,000 units, but with improved performance and many new technical features. The 81 K has vastly improved load characteristics and can lift 1,400kg - 25 percent more - at the jib tip. It is the only crane in its class to work exclusively with two fall reeving - both the Terex and Potain can work in double and four fall mode. Liebherr says that since all the loads can be lifted on two falls, the time consuming process of re-reeving is

eliminated. One feature of the 81 K is that it has variable hoist speeds ranging from 70 metres a minute with loads of up to 400kg down to 12 metres a minute of its maximum six tonne capacity.

In transport mode, the 81 K is very similar to the 71 K although of the three cranes being compared it is the longest - 200mm more than the Igo 85A and very nearly two metres longer than the Eazy 90. The 81 K has a slewing radius of 2.75 metres and as its the tower climbing sections are only 2.4 metres long (rather than the Eazy 90 and Igo 85A's three metres) they can be carried across the width of a standard truck.

The 81 K uses a single continuous rope to erect the tower, telescope and jib. The erecting process is supported by semi-automatic, quick-connection locking between the tower and the slewing platform and by jib guying rods. Separate hoisting and erecting winches simplify set up. During crane operation, complete status information is shown on the new graphic display.

With 11 variable hook heights, the 81 K is an extremely adaptable crane. The standard hook height is 26 metres, is extended by inserting additional tower sections up to 40 metres with horizontal jib, while a 30 degree luffing angle adds further height variations. A 45 degree jib angle is available to clear obstructions.

The tower section inserts are fully compatible with the 71 K and older sections can also be used on the new crane without restrictions.

Liebherr says that the 81 K uses driveline and control-system technology previously found only on top-slewing cranes. All drive assemblies are continuously variable, using the frequency control principle. The push button-selection of the fine positioning mode reduces rope speed to 25 percent allowing heavy loads to be positioned accurately without applying the hoist gear brake.

## Potain Igo T85A

In 2010 Manitowoc upgraded the performance of the Potain Igo T 85 improving the crane's reach, capacity and ease of operation. The jib tip capacity was increased by 150kg to 1,400kg at 45 metres radius working with two-fall reeving.

A year after the first Igo T 85As were delivered, Manitowoc polled a cross-section of users in Germany - its most popular market - to gather feedback on the practicalities of using the new crane. Operators were asked to evaluate the crane on eight criteria, including accuracy, overall productivity, comfort and

intuitiveness of operation. They scored the crane on a scale of 1 to 10 for each of these areas, and according to Manitowoc the crane received an average score of 8.15 out of 10.

The highest scoring categories were 'confidence' i.e. the operators felt safe and confident while operating, and 'flexibility' where the operators liked the ability to adjust the crane's configuration. Although the feedback was largely positive, there were suggestions for improvements.

"All the real world feedback - both positive and negative - is critical in the product design process," says Vincent Milan, senior product manager for self-erecting cranes. "We tested the first Igo T 85 A cranes in a variety of applications - from residential construction to bridge building - and in each



Potain Igo 85A

# Efficiency and safety - in a new dimension.

## The new Flat-Top 380 EC-B16 Litronic.

- Efficient transport
- Efficient and safe assembly
- Efficient operation



Liebherr-Great Britain Ltd.  
Normandy Lane, Stratton Business Park  
Biggleswade, SG18 8QB  
Phone: (01767) 60 21 67  
E-mail: [info.lgb@liebherr.com](mailto:info.lgb@liebherr.com)  
[www.liebherr.com](http://www.liebherr.com)

**LIEBHERR**  
The Group

Make and model	Terex Eazy 90	Liebherr 81K	Potain Igo 85A
Maximum capacity	6 tonnes	6 tonnes	6 tonnes
Maximum jib length	45m	45m	45m
Jib tip capacity	1,400kg	1,400kg	1,400kg
Max radius for max load fully extended jib	13.5m	13.3m	12.7m
Max under hook height horizontal jib	34.5m	40.4m	38.0m
Max under hook height with raised jib	49.5m @ 25 degrees	55m @ 30degrees	51m @ 30 degrees
Load with fully raised jib	1,400kg	1,400kg	1,400kg
Work with folded jib?	Yes	No	Yes
Hoisting winch	18.5KW	15KW	15KW
Invertor	Yes	Yes	Yes
Working with 2/4 falls	2 & 4	2	2 & 4
Base support	4.7 x 4.7m	4.5 x 4.5m	4.5 x 4.5m
Type of tower	Lattice	Lattice	Lattice
Number x size of climbing elements	3 x 3m	6 x 2.4m	6 x 3m
Cabin	No	Yes	Yes
Crane height at max height	38.5m	45.6m	41.5m
Transport speed on road	25 & 80kph	25 & 80kph	25 & 80kph
Counterweight max	37,100kg	40,000kg	37,400kg
Hoist speed max with load	67 m/min	70m/min	65 m/min
<b>Transport dimensions</b>			
Overall length	13.86m	15.85m	15.65m
Overall width	2.50m	2.60m	2.50m
Overall height	3.96m	3.95m	3.70m

situation the operators gave the crane consistently high scores, but were very honest in all areas. We will use this information as we continue to refine the crane for future deliveries."

"Improvements to the Igo T 85 A include a new slewing mechanism, which has proved successful on our range of top-slewing tower cranes, helping operators improve accuracy, especially when placing loads. This system allows speeds to be adjusted to suit different operations or driver preferences. For example, some delicate positioning might require a slow speed, while duty cycle work might require faster operations."

An increase in hook height of three metres - achieved by allowing another lattice section to be added - is also part of the redesign. The crane now has a maximum hook height of 38 metres with horizontal jib, or 51 metres when luffed to its 30 degree maximum angle. It means that with the jib horizontal, the crane can offer hook heights from 20 metres to 38 metres. In Europe, the additional height has already opened up more projects for roofing and renovation companies.

"There was no single factor that prompted the changes to this crane," says Milan. "However when we realised there was an opportunity to enhance the Igo T 85 and offer customers a competitive advantage we set about implementing the changes. It's a

process we've undertaken with dozens of cranes down the years, and something customers always appreciate as it shows an understanding of their needs."

### Terex Eazy 90

The Eazy 90 unveiled at Intermat is the largest in the range of 11 Terex self-erectors with capacities from one to six tonnes and jib lengths from 16 to 45 metres. It is easily distinguished by its name - the first Terex tower crane with a name not a number - new graphics and colour.

A semi-automatic and synchronised hydraulic system gives a single operator total control over setting up the crane. Should the procedure not be completed in the proper sequence, an electronic controller will automatically inform the user and limit the erection.

The Eazy 90 can work with short, luffed and folded jibs - unlike the Liebherr - and the telescopic tower, together with three additional three metre long tower sections can be configured for 15 under hook heights ranging from 14.5 to 46 metres designed to cope with most job site requirements. A modular jib allows a 37 metre radius and folding jibs can be configured to either 30 metres or 42 metres. Jib angle settings are horizontal, 15 degrees and 25 degrees.

Additional tower sections are added at ground level negating any assembly or working at height. In climbing mode the ECU system is enabled which is programmed to

keep the jib horizontal. Maximum jib tip capacity is 1.4 tonnes at 45 metres but this can be increased to 1.45 tonnes if reeved with two falls. It can also take its maximum capacity of six tonnes out to 15.26 metres when working with a 30 metre jib. Ballasting the crane can be performed using a service derrick if required.

"Transport is one of the key factors for self-erectors and the Eazy 90 has three different axles," says product marketing manager Angelo Cosmo. "Job site axles allow the crane to move easily on site and optimise erection time. Road axles for 25 km per hour and 80 km per hour are also available to meet different regulations, although the cranes can also be transported on a semi-trailer. The front and rear job site axles can be connected together to simplify movement."

The ECU control system allows safe control of the crane with movements monitored and the status displayed on an LCD screen on the crane or on the remote control which has automatic channel search to avoid signal interference. Five different hoist speeds are available. All the load charts are stored in the software which can be configured in five different languages. The system can also be set for each crane operator with changeable trolley and slewing speeds. Other features include a wind speed indicator, a zoning system and information about the loads, heights, alarm history and



Terex Eazy 90 can work with a folded jib



The Eazy 90 has three, 3 metre climbing sections

troubleshooting. Jib maintenance or changing the jib configuration can be carried out by lowering the jib to ground level.

### Summary

As can be seen from the comparison these three self-erectors are very evenly matched. One area where the Eazy 90 currently loses out is that it does not have a cab, however we are told that this is being worked on. Liebherr recently launched the smaller 65 K with a maximum capacity of 4,500kg which has all the features of the 81 K. It also offers the larger eight tonne capacity 120 K.1. Potain also has a smaller Igo T70 and larger Igo T 130 with similar capacities. Terex is already working on expanding its range so watch out for a smaller Eazy 70 (?) and larger Eazy 140 (?) in the future. This is obviously one sector of the tower crane market that all three major manufacturers see doing well over the next few years.

# LET'S LIFT THE WORLD TOGETHER

**CRANES**

**Let our team of Crane Specialists  
help you succeed**

- ▶ Meeting customer needs with a full range of cranes
- ▶ Combining our diverse expertise to deliver customer solutions
- ▶ Committed to delivering responsive global support



Contact us to learn  
how we can work for you.

[www.terexcranes.com](http://www.terexcranes.com)



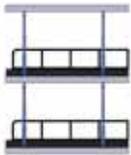
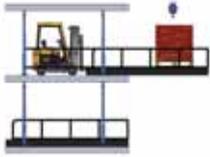
**TEREX®**

**WORKS FOR YOU.™**

**VANSON**  
tower cranes of today...



The **VANSON** PS32 Deck Loader



**VANSON CRANES Ltd**  
Honey Pot Lane  
Colsterworth  
Grantham  
Lincolnshire  
NG33 5LY  
United Kingdom

Tel: 00 44 1476 861 011  
Fax: 00 44 1476 861 014  
Email: [sales@vansoncranes.com](mailto:sales@vansoncranes.com)  
Web: [www.vansoncranes.com](http://www.vansoncranes.com)

# Liebherr launches Wind Tower crane

Liebherr has developed a special tower crane for isolated wind turbine installations. The 630 EC-H70 aimed at 'low wind' areas where single turbines with very high hub heights are typical. As a result few paved roads are provided and the turbines are often erected in forested areas, making it difficult and expensive to bring in and rig large mobile cranes.

The crane, which has a maximum capacity of 70 tonnes, uses the same foundation as the wind turbine, employing a reusable foundation frame. The maximum free standing height is 93.1 metres, however for the higher turbines Liebherr has devised an innovative brace that ties the crane's tower to the turbine tower, allowing it to climb up to 150 metres.

Developed in conjunction with Max Bögl Wind, the new crane had its first outing earlier this year on a site in Bischberg in northern Bavaria, erecting one of a new generation of hybrid towers with 140 metre hub heights.

The entire crane was delivered by 21 standard truck loads and then a mobile crane unloaded and helped assemble the tower crane to an initial height of 50 metres. From then on the crane climbed the rest of the way, first to 93.1 metres, lifting the first turbine tower sections into place to a height of 82 metres.

At this point the crane self-installed a brace to the tower and then climbed rapidly at 5.8 metres a jump to its full 151 metres. The final turbine tower section was then lifted into place. Next step was the nacelle weighing 70 tonnes which was lifted to its 140 metre height at a rate of eight metres a minute, so within half an hour it was lifted and placed into position.

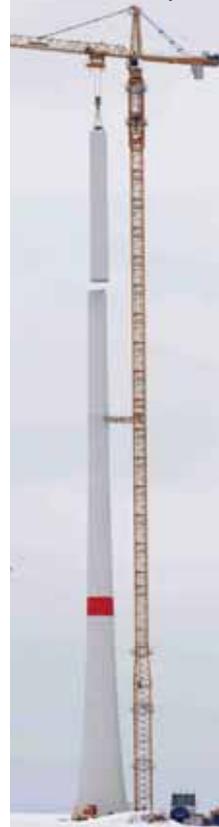
The extra-long blades - placed individually - were lifted at the maximum line speed of 37 metres a minute. The contractors said that positioning the blades into the hub was also much easier given the fine trolley adjustment and having the crane operator in the elevated cab. The capacity at the crane's 30.9 metre jib tip is 10,700kg.

Stefan Bögl, managing director of the Max Bögl Wind said: "I was very impressed by the efficiency of the assembly on our first outing with the 630 EC-H 70. Even with considerable wind speeds the heaviest loads were lifted in the shortest possible time to be positioned precisely."



A mobile crane unloaded the parts and assembled the crane at its initial height of 50 metres

The top tower section is lifted into place



Up goes the 70 tonne nacelle



Now the last blade



The precision micro trolley controls and proximity of the operator to the job helped simplify and speed up the blade connection work

# The **Vertikal** Guide

for buyers and users of lifting equipment



Access Equipment • Cranes  
Lorry Loaders • Telehandlers

# Vertikal

# days

27th & 28th June Haydock Park

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

# SYRINX<sup>®</sup> No.1 for Cranes & Powered Access

900+ companies worldwide successfully use Syrinx<sup>®</sup>

## SPARROW CRANE LIMITED

*"Syrinx has certainly brought all of this information together into one database and improved the efficiency of our business from start to finish."* Phil Mitchell

Rose Access Solutions Ltd

*"Syrinx is our ideal solution."* Gary Rose



*"Raising the standards in the Crane industry."* Tim Ambridge



*"We chose Syrinx because of its stability and reliability - a great improvement on our previous system."* Malcolm Bowers



*"Kimberly Access are a focused operational business and we required a computerised system to ensure maximum efficiency. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service."* Ray Ledger



*"Syrinx is the product best suited to the Powered Access Industry. The service was professional through from point of sale to data management to installation making the transition very easy."* Duncan Howard



*"The Syrinx system is the best on the market. Unlike other hire packages with a focus on IT, this is definitely a system built for the hire industry with experience of the hire industry. It does everything we need it to and more. If the support service is ever needed, they are very efficient and always helpful and courteous. This certainly cannot be said about our previous supplier who provided a poor quality product with a lack of features for the powered access industry and poor customer service."* Alex Jennison



*"Syrinx is easy to use, self explanatory and yet sophisticated."* Ben Hirst



*"After a disastrous 3 months with our initial supplier we switched to Syrinx and within 1 day we were up and running with all our plant information on the system. I would recommend Syrinx again and again, it's easy to use and the reporting is excellent. I can't thank Higher Concept Software enough, they pulled out all the stops when we really needed them."* Ben James

Syrinx<sup>®</sup> is widely used within the Powered Access and Crane Industries.

Other customers include: Bella Access, Orion Access, Prolift Access, Midland Access Platforms, Blade Access, Powered Access Services and many more....

## Complimentary Technology Seminars at Vertikal Days



June 27 & 28

Stand  
MP5



Places are limited  
Register NOW to secure your place

SYRINX

[www.higherconcept.co.uk](http://www.higherconcept.co.uk) Tel: +44 (0) 118 956 9577

# The biggest so far



This year's Vertical Days is just a week or two away and looks set to be the largest and busiest event in its six year history. It also looks set to be the largest and most diverse display of lifting equipment held in Europe this year with almost 100 aerial lifts, 20 telehandlers and at least 30 cranes on display from a total of 79 manufacturers represented, as well as a host of component and service suppliers. Not bad for a local show.

With a number of crane and access companies not exhibiting at the 'big' shows this year, Vertical Days will feature more new product launches than usual, as well as the opportunity for many to see for the first time products launched late last year.

## People and seminars

If equipment is not your thing, then no problem, you can focus on the people. This is after all a people business and given the visitor numbers - due to the specialist nature of the show - the

opportunities to stop and talk, to have a chat over coffee in the Marketplace or join a table for lunch are unparalleled. And if this doesn't appeal there are a number of excellent seminars and meetings, most of which are open to all. They range from the UK Strategic Forum on Plant Safety Group with an 'Outreach Meeting', to the ALLMI Operators Forum general meeting for any company that uses loader cranes. Attendees typically include fleet managers from the UK's largest retailers and builders merchants, to specialist moving and rigging companies. (See meetings and seminars timetable).

Finally if none of the above has any interest we suggest you stay away - you might just be in the wrong industry, or you may be reading this by accident.

## Winning formula

The event is unusual in that entrance is not only free for all those who buy, specify, influence or use access



### Lunch Menu

Miles' famous Hog roast  
Barbecue - burgers and hot dogs  
Vegetarian chilli and rice  
Salad bar  
Sandwich/Baguette bar for those in a hurry,  
Fruit basket, cheese board



will also be serving coffee, tea, water, homemade flapjacks and muffins.

## Evening limits

Wednesday evening sees the annual networking event. Sadly we have reached the capacity with almost 700 attending last year and unfortunately we are restricted to this number for this year's event. As usual, tickets will be supplied to exhibitors first with extra tickets made available for others. The organisers are maintaining a waiting list for these which will be handled on a first-come, first-served basis. Email [pt@verticaldays.net](mailto:pt@verticaldays.net) if you want to go on the list. In addition to the food, the bar and the people, there is as usual top class entertainment with the band Roller Coaster back for a second year by popular demand.

## Marketplace

The Marketplace is not only our

## Practical details

**Venue:** Haydock Park, Newton le Willows, WA12 0HQ at junction 23 of the M6.

### Dates and times

Wednesday 27th June 10:00-17:30

Thursday 28th June 10:00-16:30

Coffee and Tea served in the Marketplace all day.

Lunch is served from 12:30-14:30.

Networking event Wednesday 27th 18:30-11:00 (tickets required)

### How to register

Still famously low tech and no queues

- Bring along a completed invitation and swap for a badge.
- Register on-line and give your name at reception
- Or just turn up with a business card and swap it for a badge.

equipment, cranes or telehandlers and the ancillary products and services that go with them, but it includes parking and all-day hospitality. That includes a Pig roast and a barbecue lunch.

(See menu card)

Barry Miles - the regular Vertical Days caterer - is back with a bigger team and more pigs. 11 large premium grade porkers - free range Welsh large whites from Bovingdon, Hertfordshire - will be cooked and eaten over the two days along with several thousand burgers and hot dogs. If you are vegetarian don't worry there are several choices available including his famous vegetarian chilli. The Marketplace





**Niftylift's** award winning **SiOPS®** safety system prevents sustained involuntary operation in the event of an operator entrapment.

- Stops sustained involuntary operation
- Removes operator reaction time
- Greatly reduces potential for injury
- Machine movement stops instantly
- Gives operator vital second chance

**SiOPS®** eliminates sustained involuntary operation by interrupting all machine movement if an operator is pushed against the cage controls.

**SiOPS®** reacts instantly when it senses the operator being forced onto the controls.

By removing the operator reaction time **SiOPS®** also greatly reduces the potential for trap injury.

**SiOPS®** is only available on Niftylift MEWPs and addresses a known contributing factor in trapping incidents and gives the operator a vital second chance.

To learn more about Nifty **SiOPS®** and how it can save lives, please visit our website.

To arrange a demo, please call us now on:

**+44 (0)1908 223456**



USE SMART PHONE Q R CODE READER





indoor exhibition area with products such as rental software, safety systems, batteries and training centres, but also a place to meet, grab a tea or coffee and perhaps close a deal or resolve an outstanding issue. If the weather is bad this is also the best place to shelter.



### ALLMI operator of the year 2012

The ALLMI Operator of the Year 2012 competition will be held bang in the middle of the ALLMI village. If you are a loader crane operator, or fancy your abilities at operating one then you should consider entering. There is a £250 cash prize, the title and trophy and the right for the winner and their employer to use the winners logo on their letterhead, marketing material or vehicles for the year.

### PASMA

The PASMA Village will once again host a number of manufacturing members, demonstrating the latest advances in mobile tower design and construction, as well as several other low level access products. The Village has moved and is now located in the entrance tent with products just outside. See listing for more information.



### IPAF

Don't miss the IPAF Safety Zone as there is lots going on from demonstrations of a new course to safety information. Check out the listing entry.



### CPA

The CPA will once again be out in force at the bottom of 'Crane Alley'... and has a major meeting organised as you will see in the listings.



### So what is on show?

The following is a full listing of all exhibitors by major product sector. There is also a full alphabetical listing on page 42.

## Access Equipment & Telehandlers

**Access Industries:** Stand 115

See *Multitel Pagliero*

**Access Platform Sales - APS:**

Stand 112

APS, the UK distributor for Omme Lift and Hinowa, will show a selection of spider lifts including the first public debut of the new 25 metre Omme 2500 RXBDJ articulated boom spider lift and the Omme 3700RBDJ. Hinowa models will include the 17 metre 17.80 and popular 23 metre 23.12. The company is also the exclusive UK dealer for Wienold and will show the 3.5, 5.0 and 6.5 metre WLU material lifts.



Omme 2500  
RXBDJ



Wienold  
material  
lift

**Access Sales Int.:** Stand 130

See *Ruthmann*

**AFI Uplift:** Stand 142B

See *WorkZone*

**Alimak Hek:** Stand 113

Alimak Hek will launch its light range TPL 300 and 500 material hoists which have a 300kg and 500kg capacity respectively. They



TPL500

offer dual functionality for use as either a transport platform or material hoist and conform to the latest safety standards featuring an overload protection and over speed safety device.

**Altrex:** Stand 109/PASMA

See *Pop-Up Products in the PASMA Village and on the Snorkel stand*

**Ascendant:** Stand 127

The UK's truck mounted aerial lift manufacturer will have a selection of its latest models on display, including the A12.5VM van mounted lift, an 18 metre A18-13TJ telescopic platform mounted on a 3.5 tonne Nissan Cabstar and a 22 metre A22-17TJ on a 7.5 tonne Iveco ML75 chassis.

**Avant Tecno:** Stand 146

AXS Sales, Avant Tecno's recently appointed Leguan dealer for England and Wales will show tracked and wheeled versions of its 16 metre



Leguan 160

Leguan 160. Powered by either a Honda petrol or Kubota diesel engine, the platform offers an outreach of 6.65 metres with a 200kg unrestricted capacity.

**Big Astor:** Stand 193

**Bison:** Stand 105

See *Skyking*

**Bizzocchi:** Stand 122

See *CTE*

**Bluelift:** Stand 124

See *HLS*

**Bobcat:** Stand 133

Making its debut at Vertikal Days this year Bobcat will show its five tonne/20.5 metre TR50210 rotary telescopic handler alongside its seven metre/four tonne TL470HF fixed frame model with 130hp power unit.



Bobcat's  
new TR5021

**Bravi UK:** Stand 124

Now *HLS*

**Bronto:** Stand 100

Bronto will be out in force with up to seven units covering working heights from 36-90 metres and all ready for delivery to UK and Ireland-based customers. Among them will be the recently launched 50 metre S50XRT-J with its multi section articulated jib.



Bronto S38XDT

**Co.Me.T:** Stand 118

Another show debutant Italian producer Co.Me.T will have a wide range of its innovative vehicle mounted aerial lifts on display from the smallest telescopic to large



Co.Me.T

specialist models. This is definitely a stand not to miss.

**CTE:** Stand 122

CTE will show two truck mounts from its ZED range - the 21 metre Zed21JH and 20 metre Zed20CH. With outreaches of 10 and nine metres respectively and with the same H frame outriggers, the Zed20CH features a 145 degree articulated jib and 300kg unrestricted platform capacity. The company's Traccess spider lift range will be represented by its 23 metre Traccess T230.



CTE Z21JAH

**Dieci:** Stand 138A

Factory-owned Dieci UK will show its latest telehandlers including the compact Pegasus, 360 degree



Dieci Apollo

model and possibly its new compact Apollo 2.5 tonne/six metre model.

**Dingli:** Stand 138

See Leach Lewis

**Dinolift:** Stand 116

See Promax

**Easi UpLifts:** Stand 140

Easi UpLifts has significantly expanded its fleet of large and specialist aerial lifts in the past year, including 150ft JLG booms, 52 metre spider lifts and 90 metre Bronto truck mounts as well as 30 metre telehandlers. All are available to rent or cross hire. It will have a selection on display and will also be talking about its young used equipment stock.



**Easy Lifts:** Stand 150A

See Power-Lift

**Euro Towers:** PASMA

Euro Towers will show its 3T Ladder Frame and Advanced Guardrail towers as well as the Teletower and Telepod - its new telescopic range of products. The Telepod offers three platform levels - 600mm, 800mm and one metre.



Euro Tower Telepod

**Faraone:** Stand 150A

See Power-Lift



Geda 300Z/ZP

**Geda:** Stand 145

German hoist, mastclimber and suspended access specialist Geda - exhibiting for the first time this year - will have a wide selection from its current product range including its Geda Maxi and Geda Lift rope hoists, its 200 Z and 300 Z material hoists and its 300 Z/ZP and 1500 Z/ZP transport platforms which have capacities from 200kg to 2,000kg.

**Genie:** Stand 149

Genie will show the production version of its latest product the 40ft GS4047 compact slab electric scissor lift with 14 metres working height, an ultra-compact GR15 with extension deck and other models from its boom range, including a Z80 with its new OPS Operator Protection Structure. Two telehandlers are on display including the new GTH 2506 on the demonstration area.



Gene GS4047

**H.A.B:** Stand 128

Making inroads into the UK market, German-based H.A.B will show its latest heavy duty scissor lifts including models from its high narrow range, including the compact 40ft S142-12 E2WD battery powered scissor, the S152-12 E2WD and the 22.5 metre S225-24 D4WDS diesel powered scissor.



H.A.B S142-12E2WD

**Haulotte:** Stand 148

Haulotte will highlight its new Compact 10 and 12 DX compact Rough Terrain scissor lifts. The four wheel drive machines are fitted with new Kubota Tier IV engines, automatic hydraulic differential locks and heavy duty levelling jacks as well as new covers and a host of other product improvements.



Haulotte Compact 12DX

**Hinowa:** Stand 112

See APS

**HLS:** Stand 124



**HLS:** Stand 124

Bravi UK - as it was known - is launching an all new identity and company at Vertikal Days - HLS. The change reflects the fact that the company now sells and supports a much wider product range than just Bravi. The company will showcase a new 20 metre RAM truck mounted lift and a 22.5 metre PB Lifttechnik electric scissor lift - the first of its kind to be outdoor rated. Among the Bravi products will be the latest heavy-duty Leonardo and it's recently launched push around platform the Spin Go. The Bluelift spider lift range will be represented by the 22 metre C22.



**Imer:** Stand 131

Imer will show a selection of products including its brand new 19 metre IM R 19 spider lift unveiled at Intermat, the Iteco Easy Up 5, a 5.2 metre push-around scissor which can also be self-propelled, the 10 and 12 metre IT10090 and IT10122EX battery powered scissor lifts.



Imer IM R19

**Instant/UpRight:** PASMA

Planet Platforms UK - distributors for Instant, a leading name in the non-powered access market - will have a tower on display with its latest advanced guardrail system.

**Iteco:** Stand 131

See Imer

**JCB:** Stand 134A

JCB will be making its first appearance at Vertikal Days and will show the compact 515-40, the low boom 535-125 High Viz and the 16.7 metre lift height 540-170. You may possibly see its recently launched integrated work platforms.



**JLG:** Stand 136

JLG will demonstrate its new SkyGuard anti-entrapment device for boom lifts which is well worth investigating and testing. The device will be fitted to 450AJ articulated boom lift. Also one of its Compact crawler booms - spider lifts - and on the telehandler front the 2505 Super Compact, definitely worth a look. And don't miss the company's Multi power M booms.



**Leach Lewis:** Stand 138

Leach Lewis will use Vertikal Days for the UK/Ireland launch of the Dingli range of self-propelled and push-around lifts. Models on show will be mainstream slab electric scissor lifts such as the 19ft elevator model and its JCPT1412DC 14 metre /40ft compact unit.



Dingli



CRANES **E** PEOPLE

lifting every day



New UK Sales Office

Tel: +44 (0)116 286 6743

[effe-uk@cte-uk.co.uk](mailto:effe-uk@cte-uk.co.uk)

[www.effer.com](http://www.effer.com)

## Lyte Ladders and Towers: PASMA

Lyte - the rapidly growing British ladder and tower producer - will show a tower, complete with its new Advanced Guard Rail system, along with a PAS250 podium.

## Manitou: Stand 126A

Manitou will show the production version of its new 28 metre 280 TJ and possibly the 26 metre 260 TJ telescopic boom lifts which were shown as prototypes last September. While both use a short single stage riser and three section telescopic boom, the 260 TJ has a regular fixed length articulated jib, while the 280 TJ employs a two section telescopic jib. The company will also show a fixed frame and 360 degree telehandler.



Manitou's 280TJ

## MEC: Stand 111

MEC will have its massive 40ft Titan Boom 40-S with a 12.2 metre working height and an 1,800kg platform capacity alongside its innovative 26ft Crossover battery powered off-slab scissor lift with integral sheet carrier and a 26ft electric powered 4x4 Speed Level.



MEC Titan

## Merlo: Stand 135

Telehandler and specialist aerial lift manufacturer Merlo will show the



Merlo MPR15

15 metre version of its road-going boom come big RT scissor lift, the MPR15 which is also available with an 18 metre working height. Platform capacity on both is 1,000kg. The company is also expected to show one of its latest Roto 360 degree telehandlers.

## Movex: Stand 150A

On the Power-Lift stand you will find a Movex P130TL 13 metre Land Rover mounted telescopic lift which is making its first appearance in the UK.



Movex P130T

## Multitel: Stand 115

Access Industries/Multitel will show the new 21 metre MX210 unveiled at Intermat, the 32 metre MJ 320 - the first in the UK - on a Mercedes Axor chassis with up to 24 metres of outreach and a 320kg platform capacity and the new 25 metre MX250 on a 3.5 tonne Nissan Cabstar. As well as its well-known truck mounts, the company will show the 25 metre SMX250 spider lift that weighs just 2,660kg.

## Nationwide Platforms: Stand 147B

Nationwide Platforms will have its powered access specialists on hand



Sky Siren



Nifty HR15

to offer guidance on its safety innovations. This includes the SkySiren anti-entrapment device, the SkySentry system which prevents unauthorised use of aerial lifts as well as a selection of its Material Handling Attachments which have been designed to aid the safe and productive installation of materials at height.

## Niftylift: Stand 120

Niftylift will show two brand new products. The HR15 is a 45ft articulated boom lift which is around two tonnes lighter than its competitors while offering class leading outreach and exceptionally compact dimensions. Alongside you should find the prototype of the company's new 'flagship' the 86ft /28 metre working height HR28 Hybrid 4x4, which weighs just over 14 tonnes.

## Palfinger Platforms: Stand 105

See SkyKing

## Pop-Up Products: Stand 109

On the Snorkel stand you will find the complete range of Pop-Up Push and Drive scissor lifts as well as products from its aluminium range which includes podiums, Folders and Altrex alloy towers and other access products.



## Promax Access: Stand 116

The new Platform Basket 'PRO' range of spider lifts including the 22 metre 22.10 will be on display as well as a 22.5 metre Isoli PT225 truck mounted platform which offers 13.5 metres of outreach with 230kg

platform capacity. This will also be the first chance to see the first fully insulated (46kVa) spider lift, the 17 metre PB18.90.46 in the UK.



Platform Basket's 17m insulated spider lift

## Power-Lift UK: Stand 150A

A late entry near the CPA stand, Power-Lift will have the Land Rover mounted Movex P130TL alongside an Easy Lift spider lift and a Faraone low level product.

## Power Towers: Stand 123

Power Towers will show the latest version of its original Power Tower alongside the Nano and NanoSP. You might also get to see details of a brand new low-level access concept that the company is near to finalising.



Power Tower Nano

**Power Scissor:** Stand 132See *Russon Access***Russon Access:** Stand 132

Russon Access - the UK distributor for Holland Lift - will be exhibiting its 14 metre working height Ecostar 118-12 battery electric scissor lift. The company will also have a four-wheel drive 21.5 metre working height Combistar B195-25 and an 18.5 working height electric N165-12 scissor lift on its stand.

**Ruthmann:** Stand 130

Ruthmann's UK distributor will show three truck mounted models including the recently launched 46 metre T460 on an 18 tonne chassis, a 33 metre T330 on a 7.5 tonne truck and the amazing 27 metre TB270 telescopic on a 3.5 tonne chassis.

Ruthman  
T460**Safi:** Stand 125

Italian mastclimbing platform, material hoist and rack and pinion manufacturer Safi will show its 600kg capacity Junior MCPC transport platform and its 400kg Jolly Junior S single mastclimbing platform. It will also be joined by Tecchio Piattaforme with its 12.2 metre TCJ12 van mounted lift offering 7.3 metres of outreach with a 200kg capacity.



Safi Junior

**Skyjack:** Stand 139

The Canadian producer will have a selection of its current scissor and boom lift range including the new 16ft mast-type ultra-compact lift. Ask for details of its new 63ft articulated boom lift too.

**SkyKing:** Stand 105

The Palfinger Platforms and GSR truck and van mounted distributor is

The new 14m  
SkyKing track  
mounted platform

unveiling a brand new 30 metre Palfinger truck mounted lift on a 3.5 tonne chassis - details at the show. The other big news is a 14 metre platform on a crawler mounted cross country vehicle. Other vehicle mounted lifts range from a 12.5 metre van mount to the new 20 metre articulated boom on a Euro 5 chassis and a 70 metre Palfinger .

**Snorkel:** Stand 109

Now selling direct in the UK, Snorkel will show its new 62ft A62JRT articulated boom lift in the UK for the first time, alongside a selection from its scissor lifts, trailer lifts and Speed Levels. You will also find the full Pop-Up range of low-level access products.

Snorkel  
A62JRT**Speedy Hire:** Stand 110

The UK's largest equipment rental company Speedy is an official sponsor of Vertikal Days and provides the silent generators and fencing for the show. The company is expanding its powered access range significantly, particularly at lower working heights.

**Tecchio Piattaforme:** Stand 125See *Safi***Turner Access:** PASMA

Turner will show a selection of its towers and low level access products including podiums and folding work stands.

**Urban Access:** Stand 137

Urban Access will display the latest Falcon FS290 spider lift with its 32 metre working height and 7.6 metre folding jib. A selection of

new and used access platforms will also be on show and available to purchase from the stand. Don't forget to bring a business card for a chance to win a days Go-Karting for two at the venue where Jenson Button started his racing career!

**Versalift:** Stand 116A

As usual the Versalift stand will be packed with vehicle mounted lifts including the VST40 MHI - a 14 metre fully insulated (46KV) lift mounted on a Unimog U400 with 12.5 tonne GVW - a 14 metre ET38LF on a five tonne Iveco Daily complete with lithium ion power pack, a 14.5 metre Land Rover mounted unit, a 13 metre telecom platform and several van mounted lifts.

**Wumag:** Stand 105See *SkyKing***Youngman:** Stand 112See *APS***Cranes & lifting****Broderson:** Stand 158See *Cranes UK***City Lifting:** Stand 192

City Lifting will unveil a new version of the Swedish-built Raptor 84 articulated jib tower crane. While structurally the same - complete with its four metre out-of-service dimension - the new model includes a new winch speed monitoring system using 'Safety Programmable Logic Controllers' (PLC) where the speed achieved is constantly checked against the speed expected according to controller position and load.



The Raptor 84

**Comansa:** Stand 192See *City Lifting***Cranes UK:** Stand 158

Cranes UK represents Tadano Faun and Broderson in the UK and Ireland. It will show a number of Tadano All Terrain cranes including the 40 tonne ATF40G-2, the 50 tonne ATF50G-3 and the new 70 tonne ATF70G-4 model which is the only crane on the market with two blue-tec engines. It will also show a

90 tonne ATF90G-4 and the 2012, 110 tonne ATF110G-5 as well as a Broderson IC200 compact.

**Crowland Cranes:** Stand 150

Ormig and Zoomlion crane distributor, Crowland Cranes, will host LSI wireless load indicating systems, TMC lifting gear, Lube-A-Boom and PowerPads outrigger mats. The cranes on show will include the new five tonne Ormig 5.5tmE battery powered pick&carry crane and the latest version of Zoomlion's 35 tonne QY35V truck crane.

**Effer:** Stand 122

Exhibiting on the CTE stand the new Effer UK will show the Effer 28 - a 2.8 tonne/metre crane which replaces the Effer 20.

**Emerson Cranes:** Stand MP2**Galizia:** Stand 129See *GGR***GGR:** Stand 129

Unic Crane's European master distributor will show a range of products including its six tonne Unic URW-706 and 2.9 tonne Unic URW-295 spider cranes. Alongside a Galizia G20 pick&carry crane and the Oscar 600 and Geko glazing robots will be a range of glass and panel handling vacuum attachments and manipulators. Although it is not yet confirmed there is a chance GGR will showcase the recently unveiled 10 tonne spider crane, the world's largest.



Galizia G20

**Glasboy:** Stand 129See *GGR***Gruniverpal Tranchero:** Stand 114See *HTS***Hitachi Sumitomo:** Stand 135ASee *NRC Plant*

**HTS:** Stand 114

HTS is the new UK distributor for Italian mini crane and mould handling equipment manufacturer Gruniverpal Tranchero. In addition to showing Gruniverpal Tranchero mini cranes up to 25 tonnes capacity it will display its own Eco-Jack hydraulic claw jack and Eco-Skate load moving system.

**Kato:**  
Demo Area  
See Kranlyft



HTS Minidrel.

Meetings and Seminars

Wednesday 27th June 2012

Times	Meetings, seminars & Workshops	Location
10.00 - 16.00	inspHire free 1-2-1 Customer Workshops	Marketplace Room 2
10.00 - 10.45	Higher Concept - Get the Most out of Syrinx	Marketplace Room 1
11.00 - 11.30	Jaama Seminar - Driver & Operator Compliance	Marketplace Room 1
11.30 - 12.30	IPAF - Press conference	Newton Stand Room 2 - Bar
12.00 - 12.45	Higher Concept - Workshop	Marketplace Room 1
14.00 -	ALLMI Manufacturers / Service Companies Meeting	Haydock Park Whittle Suite
14.00 - 14.45	Higher Concept - Get the Most out of Syrinx	Marketplace Room 1
15.00 - 15.30	Jaama Seminar - Driver & Operator Compliance	Marketplace Room 1

Thursday 28th June 2012

10.00 - 16.00	inspHire free 1-2-1 Customer Workshops	Marketplace Room 2
10.00 - 10.45	Higher Concept - Get the Most out of Syrinx	Marketplace Room 1
11.00 - 11.30	Jaama Seminar - Driver & Operator Compliance	Marketplace Room 2
10.30 - 13.30	CPA - Strategic Forum Plant Safety Group - Open Meeting	Leverhulme Suites
10.00 -	ALLMI Operators' Forum (fleet owners) meeting	Haydock Park Whittle Suite
11.00 -	PASMA - Annual Members Meeting	Haydock Park Sports Bar
12.00 - 12.45	Higher Concept - Workshop	Marketplace Room 1
14.00 - 14.45	Higher Concept - Get the Most out of Syrinx	Marketplace Room 1
15.00 - 15.30	Jaama Seminar - Driver & Operator Compliance	Marketplace Room 2

Exhibitor & Brand listing

Exhibitors/brands	Stand No		
Access Industries	115	Easi UpLifts	140
Access Sales International	130	Easy Lifts	150a
AFI Uplift	142B	Effer	122
Ainscough Training Services	MP1	Elselaw Solicitors	MP03
Alimak Hek	113	Emerson Cranes	MP02
ALLMI	ALLMI	Euro Towers	Pasma
Altrex	109	Faraone	150a
Atlas Cranes	ALLMI	Galizia	129
Approved Hydraulics	ALLMI	Gantic battery chargers	MP14
APS	112	GB Controls	MP04
Ascendant	127	Geda	145
Avant Tecno	146	Genie	149
AXS Sales of Bromsgrove	146	GGR	129
Baltrotors	ALLMI	Glasboy	129
Big Astor	193	Goodyear	147
Bison	105-6	GreenTek	142A
Bizzocchi	122	Grove	152-153
Bluelift	124	Gruniverpal Tranchero	114
Blue Sky	147A	GSR	105-6
Bobcat	133	H.A.B	128
Bravi	124	Haulotte	148
Broderson	158-9	Hewden Training	MP18
Bronto	100	Hiab	ALLMI
Cargotec	ALLMI	Higher Concept Software	MP05
Cela	137	Hinowa	112
CGS Tyres	144	Hitachi Sumitomo	135A
City Lifting	192	HLS	124
Comansa	192	HMF	ALLMI
Co.Me.t	118	Holland Lift	132
CPA	194	HTS	114
Cranes & Access	MP	ICM Equipments	141B
Crane and Rigging Hot Line	MP	Imer Direct	131
Cranesafe	MP17	Industrial Lift and Hoist	MP
Cranes Today	MP21	inspHire	MP19
Cranes UK	158-9	IPAF	107-8
Crowland Cranes	150	IPS	126
Crown Batteries	MP15	Instant/UpRight	Pasma
CTECH Industries	MP13	Isoli	116
CTE	122	Iteco	131
Dieci	138A	Jaama	MP10
Dingli	138	JCB	134A
Dinolift	116	JLG	136
Dunlop Tyres	147	Kato - Kranlyft	demo
		King Trailer	105-6

Kran & Bühne	MP	Power Pads	150
Kranlyft	demo	Power Tower	123
Leach Lewis	138	Power Scissor	132
Lectura	MP23	Promax Access	116
Leeds Commercial	ALLMI	Raptor	192
Leguan	146	RAM	124
Liebherr	154-5	Ris	MP
Lifting Gear UK	143	Russon Access	132
Liftflux	136	Ruthmann	130
Linden Comansa	192	Safi	125
Link Belt	135A	Sensor Systems	MP06
Load Systems International	150	Shield Batteries	MP15
LSI	150	Skyjack	139
Lube-A-Boom	150	Skyking	105-6
Lyte Ladders & Towers	PASMA	SkySiren	147A
Maeda	demo	SMIE	MP17
Manitou	126A	Snorkel	109
Manitowoc	152-3	Speedy Hire	110
MCS	MP12	Speedy Training	MP22
MEC	111	Sumner Lift	MP20
Mentor Training	MP08	Syrinx	MP05
Merlo	135	Tadano Faun	158-9
Michelin	117	TCA Lift	137
Mitas Tyres	144	Tecchio Piattaforme	125
Movex	150A	TER	MP23
Multitel	115	Terex - AWP	149
Myerscough College	MP24	Terex Cranes	156-7
National Equipment Register	MP23	TH White	ALLMI
Nationwide Platforms	147B	Timbermat	191
Niftylift	120-1	TMC Lifting Supplies	150
NMT	190	Top Service	MP11
NRC	135A	Toucan/JLG	136
Omme Lift	112	Turner Access	PASMA
OMS Training	MP	TVH	134
Orlaco	MP17	Unic Cranes Europe	129
Ormig	150	Urban Access	137
Pagliero	115	Vanson Cranes	141A
Palfinger Cranes	ALLMI	Versalift	116A
Palfinger Platforms	105-6	Vertikal.Net	MP
PASMA	ET1	Wienold Lift	112
PB Lifttechnik	124	Workzone	142B
Platform Basket	116	Wumag	105-6
PM Group	ALLMI	Youngman	112
Pop-Up Products	109	Zoomlion	150
Potain	152-153	ZT Safety	MP09
Power-Lift UK	150A		



# ATLAS®

Visit us in the ALLMI Village at **Vertikal Days**

Loader Cranes from 0.5 to 62tm

## NEW 130.2GL GRAB LOADER



*The future of grab loading in the UK*

*Backed by nationwide service and support*

### Key

- Atlas Facilities
- Atlas Engineers

Manufactured in Germany, the all-new Atlas 130.2GL combines the latest and best in Atlas fabrication technology and is designed not just to be the right crane for the job, but the best crane for the job. If you're looking to energise your grab loading operations, then the 130.2GL is the crane for you.

For more information:

### For Sales:

Scotland: Jim Donaghue T: 07929 183174

North West: Jason Lowthorpe T: 07778 413080

North East: Jon Cooper T: 07831 382979

### For After-Sales Service:

T: 08444 996688 Option 1

Atlas Cranes, Wharfedale Road, Bradford, Newhouse Industrial Estate, Newhouse

[www.atlas-cranes.co.uk](http://www.atlas-cranes.co.uk)





Liebherr LTM 1250 6.1

**Kranlyft:** Demo Area

Kranlyft is keeping things simple this year and will have one of its spider crane models on the demonstration pad.

**Liebherr:** Stand 154

The world's largest crane maker has plenty to show this year including a four axle MK88 self-erecting mobile tower crane and its innovative 45 tonne LTC1045-3.1 All Terrain city crane. Also on display will be a 90 tonne LTM1090-4.1, a high specification 200 tonne LTM1200-5.1 and a 250 tonne LTM1250-6.1. On the demonstration pad will be its 100 tonne LTR 1100 telescopic crawler crane. Do also stop at the company's training exhibit to see its extended range of courses.

Liebherr MK88

**Link Belt:** Stand 135A

See NRC

**Lifting Gear UK:** Stand 143

Heavy lifting handling specialist Lifting Gear will introduce a new addition to its range, the 600c/800 modular spreader beam which can handle up to 600 tonnes with a



Lifting gear

length of 19 metres or 800 tonnes at 14 metres. The beams can be extended in increments of 250mm. Also look for its wire rope slings, shackles and Ekki Hardwood outrigger mats.

**Manitowoc:** Stand 152

Manitowoc will highlight a Potain Igo 50 self-erecting tower crane refurbished at its EnCORE facility after it was badly damaged in a fire. It will be joined by two Grove cranes - a four axle 100 tonne GMK4100L with 60 metre main boom and a 60 tonne RT765E-2 Rough Terrain with a 33.5 metre boom. Manitowoc Finance will also be on the stand to offer exclusive financing options to customers.



Grove RT765E-2

**NMT:** Stand 190

The highlight of the NMT stand will be a new four axle truck with a Tri-Loader tilt-back demountable bed and a 66 tonne Hiab crane. The mechanism, which will be demonstrated, offers a single straight loading ramp with an angle of no more than five degrees. Also on the stand you will see a brand new Terex 3180 Challenger All Terrain crane.

**NRC Plant:** Stand 135A

NRC will show a brand new Link Belt telescopic crawler crane shipped directly to site from the North American production facility.



Link Belt.



NMT Terex

**Ormig:** Stand 150 See Crowland Cranes**Raptor:** Stand 192 See City Lifting**Summer Lift:** MP20

Summer - the leading producer of portable material handlers and welding equipment - will unveil the new GH2T portable gantry crane.



Summer GH2T gantry.

Visitors will also have the opportunity to see and inspect a two metre high scale model of a Terex CC8800 crawler crane in advance of it being auctioned at the Vertikal Days networking event - proceeds of which will go to the Lighthouse Club charity. Forms will also be available for advance or silent bids to be made for this fantastic model which retails for over £750.

**Unic Cranes Europe:** Stand 129

See GGR

**Vanson Cranes:** Stand 141A

Vanson Cranes

With beam lengths from 2.4 to five metres, the mobile and portable A-Frame crane has a two tonne lift capacity.

**Terex Cranes:** Stand 156

Terex will have the 55 tonne Challenger 3160, 60 tonne Challenger 3180, 140 tonne AC140-C and 200 tonne AC200-1P All Terrain cranes on show this year.

Vanson will show its new 3.2 tonne PS32 Deck Loader, which is designed to work with, but not limited to, a retractable loading platform. Fitted with a six metre telescopic jib it has a maximum two-fall under hook height of 120 metres which can be increased to 240 metres if used on single line with its reduced 1.6 tonne capacity.

**Zoomlion:** Stand 150

See Crowland Cranes

# MAT & TIMBER SERVICES



**CRANE MATS**  
**OUTRIGGER MATS**  
**TEMPORARY ACCESS ROADS**  
**RAMPS**

**For all types of cranes under any application - Nationwide and Overseas**



**TEL: +44 (0) 1264 811005**  
**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)**

*PM. Power, Passion, Performance*



**Come and see us in the ALLMI Village at:**

**Vertical days**

**[www.pm-group.eu](http://www.pm-group.eu)**



**UK Sales Manager:**  
**Deborah Bickford**  
Tel: 07726 870466

**UK Service Manager:**  
**Martyn Daykin**  
Tel: 07809 832579

#### Sales and Service Network:

**Scotland**  
R Allison Ltd  
Tel: 07779 803097

**North East**  
Truck Hydraulics Ltd  
Tel: 01405 816500

**North West**  
Manifold Commercials Ltd  
Tel: 07977 591846

**West Midlands**  
Central Hydraulic Loaders Ltd  
Tel: 01827 283344

**Derby/Nottingham**  
Truck Loaders Ltd  
Tel: 01623 558222

**East Anglia & Essex**  
Ernest Doe & Sons Ltd  
Tel: 01206 871881

**South East**  
South East Cranes Ltd  
Tel: 01932 254911

**South West**  
Avon Crane & Commercial Repairs Ltd  
Tel: 0117 977 4655



## ALLMI Village

The ALLMI Village will have a first class array of loader cranes and technology on show from the industry's leading manufacturers. The association will also hold its general meetings on site which are expected to facilitate lively debate on a range of issues currently affecting the lorry loader industry. The focal point of the Village will be the "Operator of the Year" competition with the chance to win a cash prize of £250 and claim the ALLMI Operator of the Year title. See ALLMI Focus page 59 for more details.

### Approved Hydraulics: ALLMI

Approved Hydraulics will highlight a new multipurpose MPG 2.0 grab with external grip and plate clamp options and a TVG heavy duty bucket grab for construction, with cylinder protection stops and reversible Hardox edged cutting blades. Also on show will be a wide



MPG 2.0

range of grabs and rotators.

### Atlas Cranes: ALLMI

The company will show two models from its 2012 line-up, its 92.2 and the brand new 130.2GL grab loader which Atlas claims represents the future of grab loading in the UK. The company's current range runs from

the 5kNm T05.2 through to the 600kNm 600.2.

### Baltrotors: ALLMI

See *Approved Hydraulics*

### Cargotec: ALLMI

Cargotec will show the new 58 tonne/metre Hiab XS 622 heavy lift loader crane which offers an outreach of 32 metres and a jib with up to 25 degrees of above horizontal articulation.

### HIAB: ALLMI

See *Cargotec*

### HMF: ALLMI

Danish-based loader crane manufacturer HMF will have at least one of its latest cranes on show, complete with its EVS intelligent stability system.

### Leeds Commercial: ALLMI

Leeds Commercial runs a five location, short or long term/contract hire business in northern England with a fleet of more than 1,700

vehicles, many of them specialised units with a wide range of loader cranes fitted, while its fleet of trucks with powered access bodies has increased substantially.

### PM Group: ALLMI

PM will have its latest heavy range PM100SP loader crane mounted on a Scania 8x2 R480 Rigid chassis on the stand. It is equipped with radio-controlled outriggers, with up to 9.1 metres spread and with its type 5 interlock system the crane's load capacity is calculated electronically in relation to the outrigger extension.

### Palfinger Cranes: ALLMI

See *TH White*

### TH White: ALLMI

T H White, the UK distributor for Palfinger, will feature two vehicles complete with loader cranes and truck bodies designed and fitted on its premises. The company says this is part of a development to provide a one-stop-shop for customers requiring crane and body fittings on the same vehicles in the same location.

## Services, Safety, Training & Components etc...

### Ainscough Training Service: MP01

Ainscough Training Service offers training for lifting operations as well as relevant legislation and codes of practice. It also provides health and safety and site management safety

training schemes. It is an accredited centre for NVQs and Experienced Worker Practical Assessments.

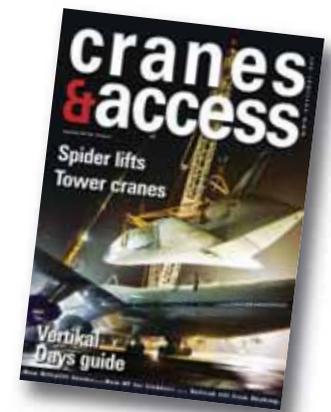
### CPA: Stand 194

The UK's plant hire association, represents the crane rental industry in the UK and publishes the definitive rental terms and conditions that are used throughout the construction industry.



### Cranes & Access: MP

Europe's leading English language magazine for Cranes, Access and Telehandler equipment read in 167 countries.

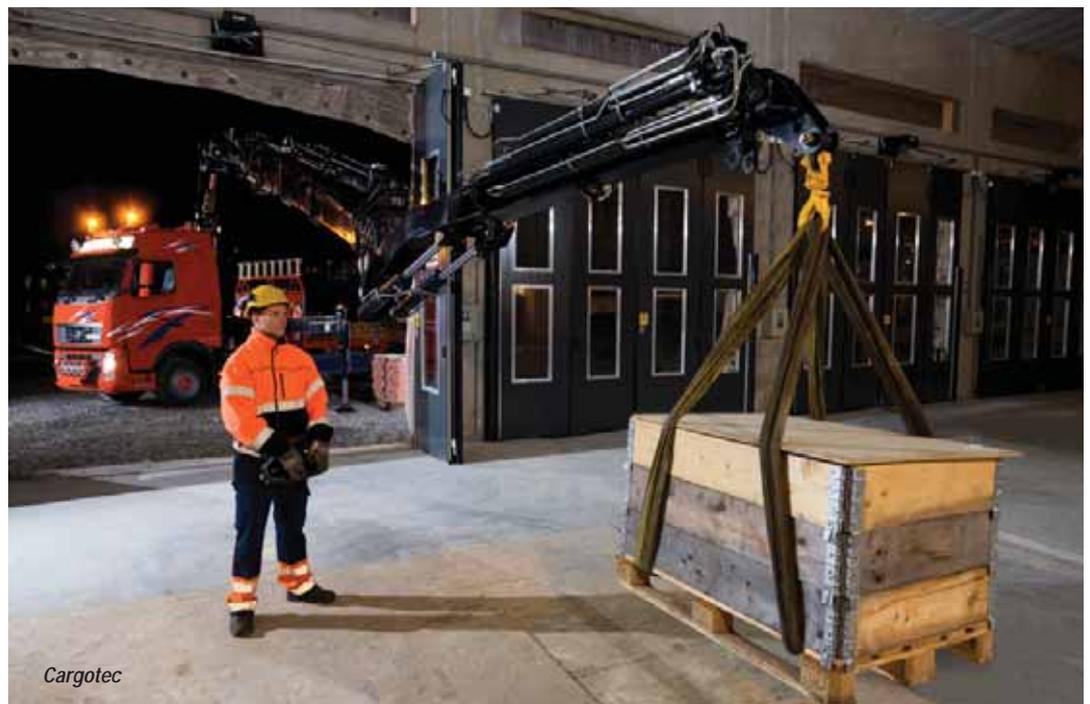


### Crane and Rigging Hot Line: MP

North America's leading used crane magazine.

### Cranes Today: MP

The original international crane magazine.



Cargotec

## Cranesafe: MP17

Cranesafe is a must visit stand for any crane owner or user. The company, a subsidiary of anti-collision specialist SMIE, also distributes Orloco boom tip camera systems. It will be demonstrating the very latest tower and mobile crane anti-collision systems and site management software for cranes.

## Crown Batteries: MP15

See *Shield Batteries*

## C-Tech Industries: MP13

C-Tech Industries' European operation will be celebrating its first birthday at Vertikal Days which will provide a showcase for the M&G battery charger which is now available in three versions including the new JLG ES. Also making a debut will be the new JLG ES control box and the new JLG hall affect as well as Haulotte controllers.

## Dunlop tyres: Stand 147

See *Goodyear Dunlop*

## Eselaw Solicitors: MP03

Midlands-based Eselaw has a specialist construction division and will be happy to discuss any legal issues.

## Gantic: MP14

Gantic's new award-winning GantiCharger offers a cost saving, environmentally conscious concept that increases battery performance and life by delivering individual measured input to each battery based on the batteries exact charge requirements. The models available include the GC1806-4, GC1804-2, GC1508-4 and the GC1508-2.



## GB Controls: Stand MP4

GB Controls supplies a wide range of electrical control panels and fault rated motor control centres, both standard and bespoke. It is also the UK/Ireland sales and service centre for REMdevice radio remote control systems.

## Goodyear Dunlop: Stand 147

The company launched its ER50 All Terrain crane tyre at Vertikal Days in 2010 and sales since then have grown rapidly. The company is back with its latest offerings.



## GreenTek: Stand 142A

GreenTek will show its Ground-Guards system of guaranteed unbreakable lightweight plastic panels that can be used to create an 'instant roadway' for vehicles of up to 60 tonnes. It will also show its line of pedestrian overhead protection walks - the Genius Tunnel.

## Hewden Training: MP18

The training division of the only rental company to offer cranes, aerial lifts and telehandlers.

## Higher Concept Software: MP05

Higher Concept, producers of the Syrinx rental management software, will be conducting technology seminars on both days in Meeting Room 1 in the Marketplace to highlight the additional functions now possible with its latest software. These include the integration of a number of routine functions including telephone and text, document scanning, storage and retrieval, mobile interfaces and for a completely integrated package IT hosting. It will also launch SyrinxRW which enables updates to Syrinx at any time or location via an iPad or Smartphone.

## I.C.M

## Equipments: Stand 141B

Family-owned Italian crane and access accessories company I.C.M will exhibit its products for the first time in the UK. On show will be a vast range of accessories including auxiliary outriggers, aerial baskets, polyp grabs, grapples and stabiliser pads.



I.C.M



inspHire

## Industrial Lift and Hoist: MP

A recently launched magazine for the industrial market.

## IPAF: Stand 108

The IPAF Safety Zone will see the launch of the PAL + course with a demonstration of a practical exercise from the course which involves working in confined spaces. Companies will also be asked to sign a pledge to report any known accidents involving aerial lifts on the IPAF accident database. You can also find information on the Smart PAL Card, technical guidance on anti-entrapment devices and material on IPAF's "Spread the Load" campaign.



## inspHire: MP19

inspHire will demonstrate its Hire Management Solutions together with its recently launched user friendly dashboards. It is also running 1-2-1 customer workshops throughout the show, providing users with the chance to further their knowledge of the inspHire system. Held in Meeting Room 2 of the Marketplace, they will last around an hour. The company will also hold a competition with the chance of winning a hot air balloon ride for two!

## IPS: Stand 126

Independent Parts & Service will launch 'The Parts Yard' - a new service offering reclaimed, reconditioned replacement parts for aerial lifts. It will also introduce its new 'one stop shop' for hydraulic hoses including an on-site emergency replacement service. Be sure to fill in a quiz and prize draw to win a free barbecue! And watch out for the refurbished Pop-Up in special jubilee livery which will be auctioned for charity.



## Jaama: MP10

UK software technology supplier Jaama will be offering information on its online Key2 Rental Management software which stores and actively manages, monitors and reports on all aspects of a plant hire operation. In addition to showcasing this software Jaama will hold seminars over the two days covering driver and operator compliance.

## King Trailer: Stand 105

King Trailer will show a new Plant Body, complete with an array of driver safety and safe loading features.

## Kran & Bühne: MP

The leading German language cranes, access and telehandler magazine.

## Lectura: MP23

German-based publisher of used equipment and other guides is now working with TER, the UK national equipment register.

## Load Systems International:

Stand 150

See *Crowland Cranes*

## Lube-A-Boom: Stand 150

See *Crowland Cranes*

## MCS: MP12

MCS will showcase its new mobile CRM offering alongside its hire management application MCS-rm. The MCS-rm user interface has been completely revamped and is now based on Microsoft.NET technologies. The benefits include capturing more accurate data and a reduction in overheads and paperwork as transactions can be recorded on the spot.



# EASIER ACCESS FOR HARD-TO-REACH PLACES

Master **hard-to-access places** across uneven terrain with the X-Series from JLG. Five low-weight models utilize a tracked wheel carriage and narrow chassis, giving you **greater accessibility** with working heights from 14 m to 23 m.

Enter gates, yards, standard doorways and public buildings with ease. **Traverse delicate terrain** and floors with low ground bearing pressure. Get the power you need with the standard electric and combustion power engine. The JLG® X-Series gives you **greater reach** when it's needed most.

JLG. Helping you reach your potential.



**JLG**  
reaching out

**Mentor Training:** MP08

Mentor's IPAF and PASMA access team will be on hand at the event to discuss any safety and training requirements for access platforms and mobile scaffold towers, and will provide information on its newly introduced courses which include Low Level Access, Combined Low Level Access and Towers for Users and Work at Height. Mentor has also introduced an AGR add-on course for those that have only received prior training on the 3T method of tower assembly.

**Michelin:** Stand 117

Michelin will highlight its latest X-Crane + tyre which it says has a 15 percent increased wear life due to a new more resistant rubber compound in the tread. It also claims that braking distances are shorter and that it is more environmentally friendly.

**Mitas Tyres:** Stand 144

Mitas Tyres will show its latest generation CR01 crane tyre which it claims has a high speed capability of up to 85km/h, excellent traction and lower fuel consumption thanks to its all steel construction and reduced rolling resistance.



**Myerscough College:** MP24

Myerscough has a specialist engineering department that runs dedicated courses for crane service engineers.

**National Equipment Register:** MP23

**Orlaco:** MP17  
See Cranesafe

**PASMA:** Entrance Tent

Mobile access towers return to Vertikal Days this year in a new location and a new format at the showground entrance. The tower hotspot will feature trade association PASMA alongside manufacturing members Euro Towers, Lyte Ladders & Towers, Turner Access, Pop-Up Products and Instant Upright. PASMA will focus

on safety and best practice with particular emphasis on its new mobile app, its new training courses and the publication of its Publicly Available Specification (PAS) for low level access equipment. The Association's Annual Members' Meeting (AMM) will also take place on Thursday 28th in the Sports Bar.



**PowerPads:** Stand 150

See Crowland Cranes

**RIS:** MP

The leading Italian language cranes and access magazine

**Sensor Systems:** MP06

Sensor Systems will highlight a wide variety of products, including contactless inclinometers, rotary sensors and linear length transducers. The company can also provide consultancy, design and engineering services for the integration of sensors with other electronic components.

**Shield Batteries:** MP15

Shield Batteries is the UK importer for Crown deep cycle batteries that are proving increasingly popular with aerial lift manufacturers and fleet owners. The company has invested heavily in the past few years to add value to its batteries with features such as thicker plates, more headroom for electrolyte and built-in Pro Eye to monitor levels. The stand is definitely worth a visit.



**SMIE:** MP17

See Crane Safe

**Speedy Training:** MP22

The training division of Speedy Hire offers a wide range of operator courses from its national network.

**TER:** MP23

See Lectura

**Timbermat:** Stand 191

The company will be located in the



Sanctuary Zone

crane zone, and will have a selection of its outrigger mats and temporary roadways on display.

**Top Service:** MP11

Specialist credit information provider Top Service will be offering a free credit control surgery to all visitors to Vertikal Days this year. Advisors will be on hand to answer all credit control questions and even credit check potential customers at the show.

**TVH:** Stand 134

Belgian-based fork truck and access parts supplier TVH is launching its new UK business and will have staff on hand to provide replacement parts advice and solutions. The company says as the world's largest one-stop parts shop ensuring everything is delivered within the shortest possible time.



**Vertikal.net:** MP

The leading online crane, access

and telehandler news source and database.

**WorkZone:** Stand 142B

WorkZone will show a number of its safety and security accessories for aerial lifts, including the new KeyZone rugged security system keypad and the Sanctuary Zone that helps eliminate overhead crushing and entrapment risks on boom lifts.

**ZT Safety:** MP09

ZT will exhibit its unique ZT Safety Harness which has been developed to eliminate the damage and trauma that can be caused by traditional harnesses. It works by clenching the calf gaiters so that the full body system evenly distributes the fall forces throughout the entire harness, eliminating shock and pressure point loads. Following a fall the user comes to rest in a comfortable seated position that allows the blood to continue its flow freely around the body, which reduces the risks of suspension trauma related complications.



ZT Harness

# SUMNER

## NEW GH2T GANTRY SERIES

SPECIAL LAUNCH  
PRICE FROM  
**£1795**

### ALL NEW 2-TONNE ALUMINIUM GANTRY

- Available in 8', 3m, 4m and 5m beam lengths
- 2000kg capacity
- All New 2 Tonne Aluminium Gantry
- Lightweight & Portable
- Quick Two-Person Assembly
- Adjustable Span
- Minimum Pieces – 2 A-Frames with 8" casters, Trolley, Cross Beam and attaching hardware
- Aluminium Frames and Beam
- 8" Locking Castors
- Unassisted Height Adjustment
- Pinch Point Free

Sumner Manufacturing UK Ltd.,  
Unit 16a, Blackpole Trading Estate East, Blackpole Road, Worcester WR3 8SG  
T: +44 (0)1905 458333 F: +44 (0)1905 458222

[www.sumner.com](http://www.sumner.com)

\*Special Launch Price of £1795 is for the 8' Gantry ONLY and is valid until 31.08.12

## Don't believe everything you read...

Especially if it's about test results of one battery manufacturer's superiority!



### World class verses no class. Make your choice...

At Crown we respect healthy, honest and positive competition that doesn't bend the truth. We out perform the competition in head to head tests over and over again.

Because Crown, like other reputable battery manufacturers, isn't comfortable just making claims.

The more you know,  
the more you trust.



# CROWN

DEEP CYCLE BATTERIES

Shield Batteries, UK and Irish Distributors  
Tel: 01279 652067  
[www.shieldbatteries.co.uk](http://www.shieldbatteries.co.uk)



## WE ALSO OFFER TRAINING...

We provide industry-recognised training:

- PASMA Training
- IPAF Training
- Cranes Training
- Bespoke Training

Courses available UK wide.



Email: [training@hewden.co.uk](mailto:training@hewden.co.uk)  
Call: 0161 772 2444

# HEWDEN

Shield Battery Centres: Leicester, Tel: 0116 274 1400 • Manchester, Tel: 0161 634 9689 • Poole, Tel: 01202 667728 • Yeovil, Tel: 01525 648804

The Colour of

# INNOVATION

VIEW THE NEW GS-4069 DC  
**Vertical  
days**  
JUNE 27 & 28 AT STAND 149

The application of AC drive on the new Genie® GS™-69 DC outdoor electric scissor series is pioneering.

It increases rental utilization potential by providing the power and performance to operate on real outdoor terrain, as well as offering emission-free indoor use.

- **High Performance indoors & outdoors**

Up to 35% gradeability, 7.2 km/h (4.5 mph) acceleration and a front active oscillating axle

- **Energy consumption & battery life**

Up to 30% less energy consumption\* and extended battery cycle life, by recovering battery energy through "regenerative" braking

- **High working heights**

9.9 m (32'), 11.96 m (39') and 14.2 m (46') full-drive height models

**Genie**  
A TEREX BRAND

TEL +44 (0)1476 584 333

EMAIL [awp-infoeurope@terex.com](mailto:awp-infoeurope@terex.com)

WEB [genielift.co.uk/gs-69dc](http://genielift.co.uk/gs-69dc)



Genie is a registered trademark of Terex, South Dakota, in the U.S.A. and many other countries.  
Genie is a Terex Brand. © 2012 Terex Corporation. \* Fleet Services magazine, Putman Media

# Time to review your financing?



New tax allowances which came into operation in the UK this April could cause many rental companies and end users to reconsider how they fund the equipment they use. Nigel Greenaway of JCB finance, which is active in the aerial lift, crane and telehandler sectors, provides some insight into the matter.

As usual the UK budget was not a particularly exciting affair with many of this year's changes such as the Annual Investment Allowance (AIA) and the annual Writing Down Allowances (WDA) - announced almost two years ago. Even so many were hoping that the government would rescind these changes in order to encourage on-going investment. The bad news is that the chancellor didn't change his mind and from April this year the AIA has lost much of its appeal because of the reduction from £100,000 tax write-off in the first year to just £25,000.

To make matters worse the reduction of the WDA from 20 to 18 percent will stretch the period it takes to write off 90 percent of an asset's cost against tax from 10 years to 12 years. Either way, users of modern construction equipment are likely to regard the new £25,000 limit to the investment allowance as a serious disincentive and will prefer alternative and faster methods of writing off capital expenditure against tax. Now is probably a good time to reconsider the most tax efficient and cost effective method of funding equipment because of two reasons - speed of tax write-off and impact on the balance sheet.

## Operating leases

Faced with the dramatic changes to the tax rules operating leases are a

more tax efficient alternative funding method that will allow faster write-off against taxable profits. It certainly warrants further investigation because it does not have to be an all or nothing, black or white scenario. A blend of hire-purchase and operating lease is possible and this may give the flexibility to suit many individual business' circumstances.

## Ownership and Balance Sheet impact

Depending on the nature of a business, the ultimate ownership of the equipment and its position as an asset on the balance sheet may not be very important. Traditionally this is the case if the equipment is part of a production process where it is often more important to know how much each piece of machinery contributes to the overall cost of the process. In the waste/recycling, mining and quarrying sectors for example operating leases and contract-hire are very popular forms of equipment funding.

In the construction industry - where hire-purchase remains the most popular form of funding - a number of companies have realised that they have a core group of machines that are operated for a set period and are unlikely to be changed or disposed of before that period has expired. This core fleet could be written-off against tax far quicker because, with an operating lease,

100 percent of the monthly instalments can be offset against taxable profits. Run the machine for three years and 100 percent could effectively be written off.

The example below shows the tax treatment of an additional £100,000 expenditure on plant, financed over three years, which will only be eligible for the 18 percent WDA tax write-off. It compares cash/hire-purchase against an operating lease. The operating lease offers almost 90 percent better tax write-off in as little as three years. The figures will vary depending on the make and model of machine and its respective residual value but multiply these figures for a fleet of machines and the numbers can become eye watering!

Ironically, the higher the depreciation, the greater the tax write-off and the higher the rate of corporation tax or income tax the higher the actual amount saved. Having said that I doubt if anyone objects to the reduction in the main rate of corporation tax down from 26 to 24 percent in April with two further one percent falls over the next two years.

However, there is another reason to consider an operating lease, which for many companies may be just as important as the speed of tax write-off. Increasingly a number of rental companies are turning to operating leases in order to reduce the level of debt carried on their balance sheet. This focus on the balance sheet has been exacerbated by the continuing caution being exercised by the major banks. With an operating lease or contract-hire agreement the plant will not appear as an asset on the customer's balance sheet (the asset is owned by the leasing company). This in turn can dramatically improve such key accounting ratios as Return On Capital Employed because the same

revenues and profit are effectively measured against a smaller asset base.

## Operating Lease features and benefits

Off-balance sheet funding with fixed low cost lease payments reflects a predicted future residual value which remains unconnected to the customer (lessee). This residual risk is taken by the leasing company which recovers the machine at the end of the period and sells it in order to realise this unpaid amount.

Benefits include:

- Low capital outlay.
- Spreads the impact of VAT which is collected on each rental as it falls due.
- Low fixed repayments.
- Tax efficient
- Preserves working capital reserves.
- Removes residual value risk.
- Off balance sheet funding.
- Easily combined with repair and maintenance contracts to offer total peace of mind.

Ultimately your accountant or finance director will need to run the calculations to see what is best for your business coupled to a sound reason for investing in additional plant and machinery in the first place.

*Nigel Greenaway is general manager - marketing at JCB Finance and has over 26 years' experience in the equipment finance industry. JCB Finance is not a financial advisor.*

£100,000 expenditure	cash/hire-purchase	operating lease
1st year tax write-off	£18,000	£28,320
2nd year tax write-off	£14,760	£28,320
3rd year tax write-off	£12,103	£28,320
Total tax write off over three years	£44,863	£84,960





## Are you properly trained to work at height?

For a complete range of IPAF Operator, MEWPs for Managers and Instructor courses, join us at one of our IPAF accredited training centres. Our indoor training facilities provide year round, all weather training. More than 30,000 delegates successfully trained across the UK. Call our training team to book your course **0844 26 44 360**

Facelift Access Hire, Sales and Training | T 0844 22 54 360 | E hire@facelift.co.uk | W www.facelift.co.uk



**HOLLAND LIFT**

**ECOSTAR - Check it out ...**



■ 1.00 to 1.65m wide

■ Electric powered

■ Working height  
from 9.90 to 13.80m

■ Up to 450kg  
platform capacity

■ Zero turning radius



■ Quality parts



See us at  
**Vertical  
days**  
Stand 132

**+ ultra economical**

# Urban artists at height

At Intermat in Paris, IPAF commissioned two artists - 'Mr Shiz' from Paris and 'Foundry' from Brighton - to create two, seven by four metre canvases celebrating aerial platform safety. The work was carried out using a JLG Toucan mast boom and a Genie scissor lift. The two 'works of art' are now on display at JLG Italy and at Italian training centre Formanentis. Reporter Ed Darwin spoke to Foundry about creating art with an aerial lift.



Foundry working

With little to no experience of using an aerial work platform, both Foundry and Mr Shiz spent a day at Facelift's Hickstead training centre in order to obtain an IPAF Operators Licence (PAL card). Although Foundry's experience as a climber and mountaineer prepared him for working at heights he said his initial training in a boom lift was quite nerve wracking and confessed he was slightly disconcerted by the bizarre nature of controlling a vehicle that can be up to 17 metres away. "It was like a magic mechanical carpet," he says.

The IPAF trainers were able to tailor the training to incorporate specific requirements the artists would need when using their equipment. "Training covered both scissor and boom platforms and we gained the IPAF Operators Licence for 3a + 3b category platforms," said Foundry. "It was a combination of both theory and practical testing."

But from a painting point of view, how useful was it being able to use a platform to move around the canvas?

"The platforms are extremely useful on such large scale murals. They allow a larger area to be covered at a greater height, but also to move between areas relatively quickly. Being able to check proportion and scale from a distance on a project this size is vital. The boom lift allows you to rotate the machine away from the canvas to gain a view - from a good distance and from a good height. Originally I had intended to set up a wireless monitoring system using a camera/laptop and wireless screen (ipad) to film the project from a distance - this is still something I would like to integrate for larger projects."

Platforms are used for a variety of tasks, how responsive did you find them, given the intricate nature of the project and the horrendous weather at the show?

"Obviously all platforms have their limits and the machines we used were restricted to winds of 12 metres a second. With the wind gusting above this at times, we were forced to stop working but they were stable enough for us to work from. The size of the platform was quite limited and it was strange at first not to be able to move around without operating the



Foundry



Mr Shiz

machine. But the more competent and confident I became the easier it was to move quickly between areas on the canvas. Boom lifts are particularly useful if you are moving between different areas but the scissor is great for working a large section for a significant period such as a photorealistic portrait."

Did using the platforms change how you planned to paint the canvas?

"Originally I intended to produce a piece of work that would be animated using pixels and to use the machine's capabilities to move set distances. Unfortunately due to the weather, requested design changes and the nature of the canvas this was not possible on this project."

"I have previously used scissor lifts for large scale works such as the 11 metre high wall at the Beautiful and the Canned festival in Brighton," he said. "The scale of my work was limited however by not being able to reach some walls safely. Scaffolding often covers the painting area from view and also requires a lot of climbing up and down ladders! The largest work I've done prior to this was painted using either scaffold, step ladders or extendable rollers."

"Being able to use this type of access equipment has literally opened a whole avenue of

opportunities, which I am keen to utilise and explore. Finding wall spaces and organisations willing to allow an artist to explore their own ideas is still a problem however - society is still wrangling with the issues associated with murals, aerosol and what has become an umbrella descriptor - 'graffiti'."

"However in the same way that architecture defines our environments there is no reason that visual forms, graphics and murals could not be allowed to add to an aesthetic of our urban environments in the same way we are bombarded with advertising. There are many people that complain about 'graffiti' but there are few creative outlets for young people to explore on this scale."

"I will definitely promote these machines to enable larger scale projects in the future and am currently negotiating using a platform for an up and coming street art festival that I have been invited to attend in Blackpool, as well as Milan - through one of the IPAF staff," he said. "I was happy with the finished IPAF product in spite of the weather. It wasn't exactly what I intended to paint, but flexibility is the key when working on projects of this scale. It was hard work but worth it in the end."

**NEW**

**LOW PRICES**



**Controller  
Drive Steer**  
IP-06595  
JLG 1600273  
**£92.00**  
€110.40



**Controller,  
Drive**  
IP-05790  
Genie 20424  
**£110.00**  
€132.00



**Joystick Dual Axis Controller**  
IP-03230 Genie 40613  
**£330.00** €396.00

We hold 1000's of parts in stock for Genie, UpRight, Snorkel, Pop-up, JLG, Nifty, Skyjack and more...

See us at  
**Vertikal Days**  
Stand 126

ipspartsonline.com

UK Telephone +44 (0)1952 607660

Distributors in France Spain Germany Scandinavia Turkey Poland Australia



**ALLMI accredited Lorry Loader  
Operator Training Providers**

**Nationwide**

**T H WHITE**

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursted Road Devizes

Wilts SN10 3EA

**PALFINGER**



**Ireland**



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

**Nationwide**

**ATLAS  
CRANES UK LTD**

Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL

Tel: 08444 996688

Neale Martin: 07836 238281

Web: www.atlas-cranes.co.uk

**Nationwide**



**Hiab Ltd**

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call a certified ALLMI training provider and Insist on the ALLMI card.

**The training accreditation service of Lorry Loader Manufacturers and Importers**

ALLMI Unit 7b, Prince Maurice House, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH

TEL: 01249 659150 email: enquiries@allmi.com web: www.allmi.com

# ALLMI Operator of the Year Competition 2012

## Reminder

- ALLMI Village, Vertical Days Show, Haydock Park Racecourse, 27th / 28th June.
- £250 to the winning operator.
- Use of the 'ALLMI Operator of the Year 2012' logo for the operator's employer.
- Free ALLMI training course for the operator's employer.



Register for the competition online at [www.allmi.com](http://www.allmi.com) or call 0844 858 4334 and ask for an application form. Alternatively, operators can register at the show by visiting the ALLMI Village.

## ALLMI Village at Vertikal Days

Located next to the Marketplace, the ALLMI Village will display an array of the latest in loader crane and ancillary equipment. ALLMI Village exhibitors include:

- Approved Hydraulics
- Atlas
- Cargotec
- HMF
- Leeds Commercial Vehicle Hire
- PM
- T H White (Palfinger)



## ALLMI General Meetings

This year's Vertical Days will host ALLMI's General meetings for both manufacturer/service company and fleet owner members. The afternoon of 27th June will see manufacturer/service company members provided with an update of ALLMI's activities, with lively debate expected on a range of issues affecting the loader crane industry.

There will also be presentations from Ian Simpson of the Health & Safety Executive on the importance of slinger training for operators, and Alan Johnson of ALLMI on the association's recently released guidance for avoiding bridge strikes.

In the morning of the 28th, fleet owners will be updated on ALLMI's current projects and will also see the presentations from Ian Simpson and Alan Johnson. The fleet owner meeting will also include a discussion on the latest draft of ALLMI's "Terms & Conditions for a Lifting Contract with a Lorry Loader", which is expected to have a significant impact on the industry when launched later this year.

ALLMI chairman, Mark Rigby, said: "Holding our General meetings at Vertical Days has always proved to be very successful. The meetings continually see record numbers of delegates attending, which is so important given the number of projects that ALLMI is involved in, and how crucial it is that discussions are held with members in order to get their points of view. I've no doubt that both meetings will see lively debate on a number of issues and so combined with the show's impressive displays and demonstrations, it should be a very interesting and informative couple of days for all those attending."

- 27th June – Manufacturer / Service Company General Meeting.
- 28th June – Operators' Forum (fleet owner) General Meeting.

Pre-registered non-members are welcome to attend either of ALLMI's meetings as guests. For further information, please contact ALLMI.

## ALLMI Issues Updated Guidance on Avoiding Bridge Strikes

With nearly 2,000 incidents occurring every year in the UK alone, the issue of "Bridge Bashing" is one which affects many aspects of the transport industry. The use of lorry loaders is no exception to this, with the failure to stow a loader crane correctly for travel having potentially fatal consequences.

As well as the potential to cause death or serious injury, the cost of a bridge strike can run into hundreds of thousands of pounds when inspections and train delays are taken into account. Add to this the hidden costs associated with this kind of accident - increased insurance premiums, personal injury claims, the cost of management time spent on dealing with the aftermath, disgruntled customers resulting from the late or non-delivery of goods - and it's easy to see why it can prove ruinous for any business. For these reasons, the training of operators to correctly stow their equipment for travel and the promotion of the legal requirement for height warning devices, are among ALLMI's top priorities.

ALLMI technical director, Alan Johnson, said: "We have recently provided members with an updated version of ALLMI Guidance Note 008, which covers the subject in some detail. We've also supplied guidance documents issued by Network Rail, the quality of which is excellent and so we're encouraging members to use them in conjunction with the ALLMI Toolbox Talk template in order to refresh the awareness, not just of drivers, but also those involved in route planning and transport management". He continues "ALLMI fully endorses the Network Rail Bridge Strike Avoidance campaign and we would encourage all those in the industry to further educate themselves on this subject." visit [www.networkrail.co.uk/bridgestrikes](http://www.networkrail.co.uk/bridgestrikes)

For a free copy of Guidance Note 008, please contact ALLMI.



## Crane Supervisor - ALLMI Pilot Courses Commence

The development of ALLMI's Crane Supervisor course continues to take shape, with the first phase of pilot courses having commenced in March this year.

Designed to assist employers in meeting their obligations under BS7121 Part 4, the course fully complies with the requirements of this British Standard and provides candidates with extensive technical and legislative knowledge, as well as a high level of practical skills. Pilot courses will continue through the third quarter 2012, after which a full review of all course content, materials and procedures will take place. If you would like to be involved in a Pilot course, please contact ALLMI.

## ALLMI signs up to social networking

You can now follow ALLMI on Twitter, Facebook and LinkedIn.



# Are your staff **properly trained?** **Don't risk it** call a certified local company today

**AFI**  
**UPLIFT** 

Tel: 08707 871511  
 Email: [training@afi-uplift.co.uk](mailto:training@afi-uplift.co.uk)  
[www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)

**HIRD** 

Hull  
 Tel: 01482 227333 • Fax: 01482 587710  
 Email: [enquiries@peter-hird.co.uk](mailto:enquiries@peter-hird.co.uk)  
[www.peter-hird.co.uk](http://www.peter-hird.co.uk)

**HI-REACH** 

Tel: 01793 766744  
 Email: [training@hi-reach.co.uk](mailto:training@hi-reach.co.uk)  
[www.hi-reach.co.uk](http://www.hi-reach.co.uk)

 **Nationwide Platforms**  
 All you need in access rental

 Central Booking Line 0845 601 1032  
[training@nationwideplatforms.co.uk](mailto:training@nationwideplatforms.co.uk)  
[www.nationwideplatforms.co.uk](http://www.nationwideplatforms.co.uk)

**LOXAM**  
**ACCESS** 

Tel: 0115 9008855 • Fax: 0115 9008880  
 Email: [drobinson@loxam-access.co.uk](mailto:drobinson@loxam-access.co.uk)  
[www.loxam-access.co.uk](http://www.loxam-access.co.uk)

 **HSS Training** 

Tel: UK 08457 66 77 99 ROI 1850 924 381  
 Email: [training@hss.com](mailto:training@hss.com)  
 Book your course online: [hsstraining.com](http://hsstraining.com)

**AFL**  
**AERIAL PLATFORMS** 

Tel: 0800 0853709  
 e: [training@aerialplatforms.co.uk](mailto:training@aerialplatforms.co.uk) w: [www.aerialplatforms.co.uk](http://www.aerialplatforms.co.uk)

 **HORIZON**  
 PLATFORMS 

Tel: 0845 0710 007  
 Email: [training@horizonplatforms.co.uk](mailto:training@horizonplatforms.co.uk)  
[www.horizonplatforms.co.uk](http://www.horizonplatforms.co.uk)

**CALL US NOW**  **Easi UpLifts**   

Email: [training@easiuplifts.com](mailto:training@easiuplifts.com)

Tel : 0845 600 1550

[www.boomtraining.co.uk](http://www.boomtraining.co.uk)

Training Nationwide 

 **MENTOR** 01246 555222  
[access@mentortraining.co.uk](mailto:access@mentortraining.co.uk) 

[www.mentortraining.co.uk](http://www.mentortraining.co.uk)

**LYTE** **01792 765968**  
**LADDERS • TOWERS**  

email: [training@lyteladders.co.uk](mailto:training@lyteladders.co.uk)  
[www.lyteladders.co.uk](http://www.lyteladders.co.uk)

 For further information on our IPAF Access Safety Training courses please contact:

Web: [www.aplant.com](http://www.aplant.com)  
 Tel: 0845 600 8573  
 E-mail: [cts@aplant.com](mailto:cts@aplant.com)  

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.

# £17,500 for telehandler pallet fall

Steel erector Reid Engineering (Cookstown) of Stewartstown Co Tyrone, Northern Ireland was fined £17,500 plus unspecified prosecution costs, after a schoolboy on work experience fell almost eight metres from a pallet on the forks of a telehandler.

The incident occurred in May 2011 at a construction site at Lisnaskea Co Fermanagh when the boy, along with three other workers, was lifted on an open pallet to gain access to an eight metre high roof. As they approached the roof he fell off and was injured.

HSENI inspector Kevin Campbell said: "Where work at height is planned, appropriate measures must be put in place to allow the workers to access that area, and suitable measures to prevent them falling while working."

## Tower crane incident costs Bowmer & Kirkland £480,000

Major UK contractor Bowmer & Kirkland was fined £280,000 and ordered to pay almost £200,000 in costs, following the collapse of a tower crane at Chandlers Wharf in Liverpool in 2009, which permanently disabled the crane operator Iain Gillham, 55. Liverpool based structural engineer Bingham Davis was also found guilty but fined a nominal £1,000 as it is now in liquidation otherwise it would have been £400,000.

The investigating HSE inspector Warren Pennington said: "During construction of the foundation, Bingham Davis advised Bowmer & Kirkland to cut away essential steel reinforcing bars in the foundation piles and replace them with steel rods. This resulted in the foundation being too weak to support the crane. The foundation was further weakened when Bowmer & Kirkland failed to ensure the adequate insertion of the steel rods. Neither company did enough to check the implication of this change. More on this on [www.Vertikal.net](http://www.Vertikal.net)



## Who trained him then?

A self-propelled boom lift being used to carry out work at the 16th century St Michael's Church in Roxwell, Essex, England, plunged into a grave, or the church crypt last month. Thankfully no one was hurt and the seven tonne machine was recovered with airbags and a winch. Ground conditions are the primary cause of crane and lift accidents - here we have grass and the certainty of underground voids! It is hard to believe that a trained operator was at the controls.



C&a

training

## \$5,000 for fatal crane overturn

The US Occupational Safety and Health Administration has fined Trucano Construction Company \$5,000 following the death last year of crane operator Boyd Cody, 75, after his crawler crane overturned in Juneau, Alaska. The company was cited for failing to properly secure the crane, a P&H 535, to the barge it was to work from before it overturned and crushed Cody. The citation said that the loading of the crane onto the barge affected its stability and lifting capacity. It was also cited for failing to provide formal training on the hazards of loading and unloading materials on barges afloat and failure to ensure load charts were modified to ensure safe lifts could be accomplished on the crane.

Company owner Douglas Trucano claimed that the incident was Cody's fault and that his only error was allowing him to continue working at 75. Trucano agreed to correct the violations and paid a fine of \$5,000, after OSHA had reduced it from \$11,400. He also agreed to hold regular, documented safety meetings for employees and to add OSHA's Compliance Guide for Cranes and Derricks in Construction to the safety programme binder provided to employees.



## First Terex Cranes Scholarship

The Specialized Carriers & Rigging Association's Foundation has announced the first recipient of the Terex Continuing Education Scholarship. The \$3,000 donation was awarded to Lee Rucker, who plans to attend Lindenwood University, Saint Charles, Missouri for a masters degree course in electrical engineering.

The Terex scholarship, funded by a \$21,000 grant from the company, is intended to help fund bachelor/masters degree students studying in fields related to the specialised carriers and rigging industry. It is an extension to the SC&R Foundation's existing programme, which has issued \$300,000 in grants and scholarships over the past 25 years to help advance the education of SC&RA member company employees and family members.

"The SC&RA is one of the cornerstones of our industry's future," said Frank Bardonaro, vice president of global sales at Terex Cranes. "Its commitment to education is both essential and unique. We are particularly proud to support the SC&RA in bringing the qualified people that the future success of our highly specialised sector depends on."

# Introducing the DINO Boom Lift!

Check out our new website!



**New!**

## **DINO<sup>®</sup> 185 XTS**

- intelligent steering system
- fast proportional movements
- oscillating axle
- 5° inclination allowed
- 45% gradeability
- steel basket for 250 kg load

*Get Lifted<sup>®</sup>*

[www.dinolift.com](http://www.dinolift.com)

**DINO Lift<sup>®</sup>**

## We know equipment We know training

The UK's No.1 equipment hirer also trains  
over 1000 delegates a month

**PASMA**

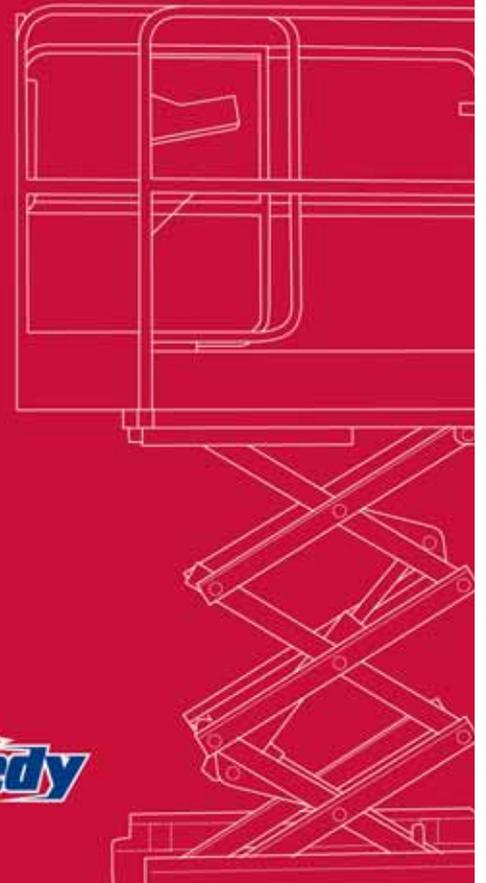
**IPAF**

**CP CONSTRUCTION PLANT  
CS COMPETENCE SCHEME**

**0845 604 6682**

[speedy.training@speedyservices.com](mailto:speedy.training@speedyservices.com)  
[www.speedyservices.com](http://www.speedyservices.com)

**Speedy**



# IPAF at Vertikal Days: Companies called on to pledge to report accidents

If you are visiting Vertikal Days, do stop by the IPAF Safety Zone at stand 108. IPAF is launching the PAL+ course with a demonstration of a practical exercise from the course which involves working in confined spaces. In addition, companies are being called on to sign a pledge to report any known accidents involving aerial lifts at the IPAF accident database. Also on hand at the IPAF stand: information about the Smart PAL Card, technical guidance on anti-entrapment devices and material on IPAF's "Spread the load" campaign emphasising the correct use of spreader plates.



## Legislation review should focus on clear communication

Clear and correct communication is the most important issue in the ongoing review aimed at simplifying and streamlining UK legislation, including regulations related to work at height, said IPAF technical officer Chris Wraith, during a panel discussion at the AIF Knowledge Base during the Safety & Health Expo in May. The panel was debating the Löfstedt Review and its effects on the Work At Height regulation.

## Riwal's Norty Turner to deliver keynote speech at Europlatform

Riwal chief executive Norty Turner will deliver the keynote speech at the Europlatform access rental conference on 20th September in Edinburgh.

Europlatform is the annual access rental conference targeted at senior and middle managers, and this year's theme is "Success in Access Rentals". Turner will focus on rental management techniques, covering the performance measures that every rental company should know, providing valuable insights into the management practices from both Europe and the USA.



Norty Turner

"We are delighted to have Norty Turner address the Europlatform conference in one of his first public speeches since joining Riwal at the start of this year," said IPAF chief executive Tim Whiteman.

Other speakers will cover a range of topics on rental management. Mikael Kämpe, Ramirent director of group fleet, will examine the total cost of ownership. Jesper Rom Knudsen, Trackunit head of direct sales, will discuss how to successfully use telematics in rentals. Patrick Rizzo, Loxam's marketing director, will speak on how to boost business with social media.

The conference will be preceded by an evening networking event on 19th September at the Scotch Whisky Experience, located close to the conference hotel, the Radisson Blu in central Edinburgh.

More details on the venue and registration are at [www.europlatform.info](http://www.europlatform.info). "Early bird" conference rates are available until 15th July.



## High-profile speakers to address IPAF Summit 2013 in Miami

Terex chief executive Ron DeFeo will give the keynote address at the IPAF Summit to be held on 26th March 2013 in Miami, Florida. Michael Kneeland, chief executive of United Rentals, will also speak at the Summit. The Summit will be followed by the International Awards for Powered Access (IAPAs), which is expected to attract more than 400 attendees.

DeFeo will examine what responsibilities manufacturers and the industry have in providing support and backup to aerial work platform equipment throughout the lifecycle of the machines. His presentation coincides with a rising focus on the residual values of machinery, seen against the increasing age of fleets in the USA and Europe.

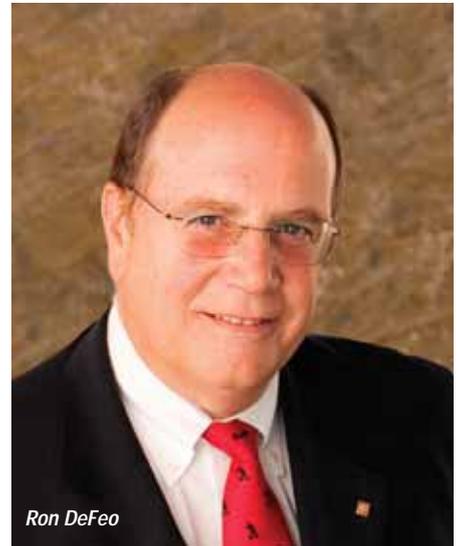
"We are also delighted to welcome back Michael Kneeland to the IPAF Summit," said IPAF chief executive Tim Whiteman. "He first addressed the 2009 Summit in Dublin, giving valuable strategies for rental companies then fighting the economic crisis. The consolidation and current changes at United Rentals and RSC will provide a rich area for discussion."

The IPAF Summit has built up a tradition of challenging pre-conceptions and providing delegates with valuable take-home messages that contribute toward a professional and safe powered access industry. The full programme and speaker line-up will be announced later this year. Attendance is free and delegates should register in advance.

The IAPAs celebrate and reward excellence, innovation and best practice in the powered access industry. Award categories range from products and projects, to rental companies and after-sales service. Winners and finalists are chosen by an independent judging panel.

More information on the Summit and IAPAs, including award entries, dinner bookings, venue and accommodation, will be available shortly at [www.ipa-summit.info](http://www.ipa-summit.info)

The IPAF Summit and IAPAs 2014 will be held in the UK.



Ron DeFeo



## PDS events: Save the dates

Professional Development Seminars (PDS) for IPAF instructors and training centres will be held on 18th October in the south of the UK and 6th November in the north. Watch for details at [www.ipaf.org/events](http://www.ipaf.org/events)



IPAF Ltd,  
Moss End Business Village  
Crooklands Cumbria LA7 7NU  
Tel: 01539 566700  
Fax: 01539 566084  
[www.ipaf.org](http://www.ipaf.org) [info@ipaf.org](mailto:info@ipaf.org)  
Offices in Chile, Germany, Italy, the Netherlands, Singapore, Spain, Switzerland and the USA.

# PASMA TRAINING AFI UPLIFT

Recognised PASMA training provider

18 depots nationally or on-site\*  
\*subject to site conditions being met

NATIONAL TRAINING LINE

**08707 871 511**  
training@afi-uplift.co.uk



[www.afi-uplift.co.uk/afitraining.asp](http://www.afi-uplift.co.uk/afitraining.asp)

## TOWER HIRE (SERVICES) LTD

MIDLANDS  
0121 520 0411

NORTH WEST (HEAD OFFICE)  
01925 234755

YORKSHIRE  
01924 271155

Specialists in the hire & assembly of aluminum access tower equipment and systems

QUALITY EQUIPMENT AND A SERVICE YOU CAN TRUST

Tower products supplied include: Youngman BoSS mobile / static aluminium access towers • Youngman BoSS GRP1 Zone1 glass fibre towers • Minit/Adjusta-Minit/ Mini-Max low level platform steps for quick access • Alloy bridging beams to form mobile / static large birdcage-type structures • Linked towers / spandecks to form large runs • Pool bridges for large spans • Cantilevered structures • Lift shaft towers • Special applications / awkward access no problem

HIRE - HIRE & ASSEMBLY - SALES - CONTRACT HIRE / LEASE - TRAINING

For further details, please see our website [www.towerhireservices.co.uk](http://www.towerhireservices.co.uk)



## LYTE LADDERS & TOWERS

Come & see us at the Vertical Days Show on the 27th & 28th June 2012  
Sited in the PASMA Village



**LYTE MANUFACTURE**  
ALUMINIUM ACCESS TOWERS, LADDERS AND STEPS AS WELL AS A GLASSFIBRE RANGE OF LADDERS IN THE UK AND ARE CONTINUING TO GROW THE RANGE.

On display at the show will be our new AGR system as well as our PAS250 compliant podium step!



Visit our website for a full range of access products to suit all your needs...  
[www.lyteladders.co.uk](http://www.lyteladders.co.uk)

Tel: 01792 796666 • Sales Fax: 01792 796678 • Email: [sales@lyteladders.co.uk](mailto:sales@lyteladders.co.uk)



Have you selected the most appropriate equipment for work at height?

Best practice is achieved by reaching the highest level in safety standards.

This includes selecting the most appropriate equipment for the job and ensuring users are properly trained.

For practical advice and product solutions to working safely at height, visit us at:

Vertical Days, Haydock Park  
27th & 28th June 2012

**TURNER ACCESS**

[www.turner-access.co.uk](http://www.turner-access.co.uk)

## Human Subtlety ...

will never devise an invention more beautiful, more simple or more direct than does nature, because in her inventions nothing is lacking, and nothing is superfluous.

Leonardo Da Vinci

## HI- POINT SCAFFOLDING LTD

- Scaffolding & Access
- Tracked Access Equipment
- Member of Ladder Association
- All Areas Covered
- Hire, Sales, Training
- Free Surveys
- PASMA Training
- Prompt & Efficient Service

Office: 0114 257 7600  
Fax: 0114 257 8866

Unit 7, Valley Works, Grange Lane,  
Ecclesfield, Sheffield S5 0DP

[www.hi-pointscaffolding.co.uk](http://www.hi-pointscaffolding.co.uk)



ALUMINIUM TOWERS AND SCAFFOLDING EQUIPMENT



# Tower hotspot

Back for a second year, but in a new position and in a new format, the mobile access tower display will be more prominent than ever at Vertikal Days. PASMA member organisations Euro Towers, Lyte Ladders & Towers, Turner Access, Pop-Up Products and Instant Upright will be showcasing the latest and best in tower technology, applications and best practice alongside the PASMA information booth.

Don't miss it. In fact, this year you can't! It's located immediately adjacent to the main entrance and is the first feature you come to having entered the showground. Euro Towers, Lyte, Turner Access, Pop-Up Products and Instant Upright look forward to meeting as many visitors as possible and explaining the features and benefits of their respective products in the adjacent tower display area.

For its part, PASMA will be offering advice and guidance on standards and safety and introducing visitors to its latest portfolio of training courses, including the new 'AGRs for Towers for Users' course which caters for users wanting to acquire additional knowledge and

understanding when using Advance Guardrail mobile access towers on site.

Information about the brand new 'Towers for Managers', 'Towers for Riggers' and 'Towers on Stairs' will also be available from the PASMA stand.

PASMA will also be showcasing its brand new mobile App and Android.

"Vertikal Days will provide the perfect opportunity to keep right up to date with the latest developments and advances," says PASMA MD, Peter Bennett.



## Annual Members' Meeting at Haydock Park

The association's Annual Members' Meeting will once again be held at Haydock Park to coincide with Vertikal Days. It will take place in the Sports Bar, starting at 14.00, on Thursday, June 28th. All members are strongly encouraged to attend and at the same time take the opportunity to tour the show ground. More information at [www.pasma.co.uk](http://www.pasma.co.uk) or email [jill.couttie@asma.co.uk](mailto:jill.couttie@asma.co.uk)

## PASMA Supplement

If you missed the latest PASMA supplement published in collaboration with the Vertikal Press the first time round, or would like extra copies, please email PASMA communications officer, Jill Couttie. In addition to articles covering training, standards and the fall protection review, it includes a full listing of PASMA members. Email [jill.couttie@asma.co.uk](mailto:jill.couttie@asma.co.uk)



Roger Verallo (R), PASMA chairman, presents the trophy to Speedy Services

## Speedy wins PASMA-sponsored health & safety category at HAE awards

As befitting an organisation dedicated to advancing safety and best practice, the association again sponsored the 'Excellence in Health & Safety' category at this year's Hire Association Europe (HAE) Awards held in London.

It was won by PASMA member Speedy Services and the trophy was presented by Roger Verallo, chairman of PASMA.

The judges said: "Our industry recognises the essential need for good health and safety programmes and indeed most companies go far beyond their duty of care to ensure the safety of their clients. The winner, who is no stranger to the shortlist for this category, has reaffirmed its commitment to safety and produced a superb entry this year."

Speedy took as its theme: "Continuous improvement is a state of mind, not a policy statement. Our vision for health and safety, like many of our customers, is one of zero harm."

## Shorts

PASMA Tower Week Yorkshire, 11-15 June: At the time of writing plans are well advanced for this landmark event which is being piloted regionally in Yorkshire prior to a national roll out.

Supported by Working Well Together, the launch event at The Royal Armouries, Leeds, on 11 June, will include presentations by PASMA, HSE, ECA and the EEF. A full report will appear in the July issue of Cranes & Access.

### Contact details



PO Box 26969, Glasgow G3 9DR  
Tel: 0845 230 4041  
Fax: 0845 230 4042  
Email: [info@asma.co.uk](mailto:info@asma.co.uk)  
[www.pasma.co.uk](http://www.pasma.co.uk)

# radiomatic® pilot



**HBC world premiere:**

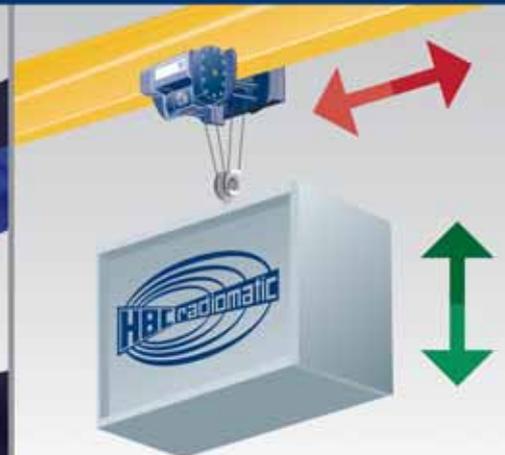
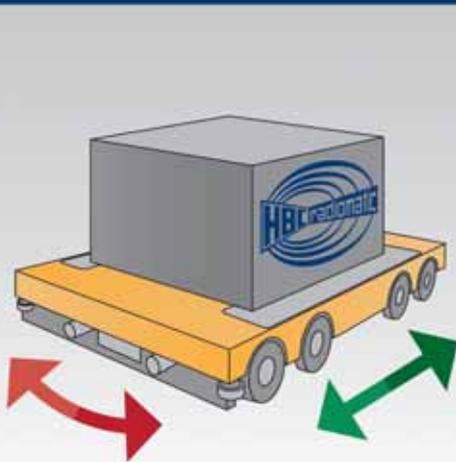
## Radio control by hand movements!

radiomatic® pilot is the name of a completely new and revolutionary operating concept by HBC-radiomatic. This important innovation allows the operator to easily and intuitively control functions by natural hand movement.

The integrated inclination function provides this unique capability. By horizontal and / or vertical inclination of the transmitter, the groundbreaking radiomatic® pilot solution enables the operation of analog, single- or two-step drives. A newly developed HBC Micro Joystick is available for the control of additional functions.



**This is how it works:**



# Hitachi implements new paint process

UK based Advantage Chemicals has installed an innovative paint process at the Hitachi Construction Machinery plant in Amsterdam, which it claims will save at least €60,000 a year on labour, energy and disposal costs. The old process used a standard sinking system, in which paint would sink and form as sediment at the bottom of the water pool under the paint facility, producing around 260 tonnes of waste which had to be removed twice a year.



Advantage developed a real time coagulation chemical and system that causes the paint to float to the surface, so that it is easily skimmed off and pumped into a waste treatment tank. The annual waste produced from this process is

estimated at just 30 tonnes, a reduction of more than 88 percent.

Robin Huijsman, product engineering manager for Hitachi, said: "Cleaning the pool beneath the paint facility was an expensive, difficult and dirty job. Thanks to the new process the

facility is cleaner and the filtering system that removes paint particles from the air functions better. We are delighted with the results as the reduction in chemical waste is one of our key environmental objectives."

## Swiss solution to blind spots

A Swiss-based research company, Swiss Technologies and Intellectual Property, in Yverdon les Bains, Vaud, will begin site trials of its new PACHOM personal anti-collision system later this month.

The company was charged by the French safety authorities with finding a method to reduce or eliminate vehicle reversing accidents on construction sites through blind spots and the ignoring of traditional alarms. The standard reversing alarms fitted to most vehicles are relatively ineffectual on a noisy construction site, where

several machines might be reversing at any one time, causing the alarm to blend into the background of what can already be a noisy environment.

The solution, developed over several years, involves a narrow band short distance radar beam emitted from the rear of the vehicle. Developing a radar beam that remains within the overall width of the machine for up a couple of metres or so, rather than fanning out over a wide area, was the greatest challenge of the project. When close enough, the beam is picked up and returned by a small and inexpensive receiver/transmitter which warns both the driver and the

person in the way of the risk. Initially it was thought that this could be incorporated into a badge, however the developer, having found that just using audio alerts are not fully effective and so built in a mobile phone type vibration function, and incorporated it into a Swiss watch. It could equally be fitted into a wrist band, but the thinking is that site workers are more likely to wear a heavy duty watch than a wrist band.



One of the special watches

The third part of the system is an indicator and alert in the cab of the vehicle to warn the driver when he is reversing if he comes within pre-set distance of anyone wearing one of the watches. The watch and the cab indicator vibrates or sounds - more rapidly as the two become closer. It is also possible to provide an additional protection level where other workers in the vicinity receive a different warning, causing them to look out for those who might be in danger.

Initial tests show that the system works and can withstand the worst on site conditions from dust to water and oil. It can also be produced economically enough to make it a standard item on sites. The next step is to run full trials on several sites before a commercial launch.



## Comatrol's hydraulic flow divider

Comatrol has introduced the PFD10-OD, a proportional flow divider with built-in pressure compensator, providing precise, repeatable flow sharing between two hydraulic circuits regardless of the loads on the circuits or motors. When no current is applied to the coils, the inlet flow is divided equally between the two ports, with flows of up to 40 lpm. The flow ratio is then varied proportionally as current is directed to the coils. The product was originally created for a unique custom application, but the company has found that the design has significant potential as an off the shelf pre-engineered solution.



enquiries

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



## PT 225 Truck mounted platform

PT 225 that's my style!



# ISOI

SINCE 1946



22,5 m working height

Lightening fast to set up

From wheels to jacked take just few seconds

Very large working envelope with open and close outriggers

Friendly controls

230 kg basket payload

ISOI S.p.A  
Aerial Work Platforms – Breakdown Trucks – Special Outfittings  
Via Boschi 44 – 35014 Fontaniva (Padova) Italy  
Tel + 39.049.9438611 Fax +39.049.9438600  
exportdept@isoli.com – www.isoli.com



# ATN

Designer & **Manufacturer**  
of Aerial Work Platforms



[www.atnplatforms.com](http://www.atnplatforms.com)

47400 Tonnes - FRANCE - Tel. : +33 553 761 235 - Fax : +33 553 880 107

# Terex AC 100/4L

The Terex 100/4L is a 100 tonne mobile crane with a main boom length of almost 60 metres. This new model by Conrad comes in a Terex branded box although there are no instructions to help an inexperienced collector.

Although the chassis underneath has no detail, the steering mechanism works well and consists of linked front and rear pairs of axles. Crab steering can be simulated, but not all the steering modes of the real crane. The detailed wheels have good tyres.

An interesting aspect is the heavily styled Terex cab design and this is modelled well although the Terex factory livery is minimalistic in terms of graphics. Behind the cab, the carrier deck has diamond/checker plated surfaces, and the rear lights are painted.

The outrigger beams are made of tough plastic and the cylinder rods are standard screw threads with plastic pads which can successfully hold the weight of the crane.

The crane cab has plastic grab rails and inside there is an operator's seat and controls, with the computer console having some detail. The counterweight comes in six separate pieces including the cheek weights and can be attached

to simulate different configurations, or it can be fully posed on the carrier deck in the middle, or at the rear. The main slabs have lifting points which could be used to attach thin chains.

The boom sections are diecast metal and fairly simple, with free-rolling plastic sheaves in the boom nose. The bi-fold swingaway extension has a metal lattice base section, while the second part is plastic with an excellent colour match. A single sheave hook block is provided, with nice red and white stripes detailing.

All the usual crane functions work fine, with the crane slewing and the boom able to be set at a reasonable angle, and the boom cylinder is stiff enough to hold a pose. The telescopic boom can be smoothly extended and each section has a locking mechanism to prevent the boom retracting at steeper angles.

The swingaway is pinned to the boom head using small plastic bolts and can be fixed to be straight, or at one of two offset angles. The top portion can be pinned into position or left retracted so overall the fly jib provides a variety of display options. The winch is operated by turning the winch drum directly and it has enough friction to hold a reasonable load.

Conrad has produced a robust and strong model which performs well. It is available from the Terex web shop for €165.

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

## Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	23
Features (max 20)	16
Quality (max 25)	18
Price (max 15)	9
Overall (max 100)	73%

The swingaway extension set at an offset angle



Interesting profile



On the road



Setting up the ballast



Ready for work

# 280TJ

The award winning  
powered access platform...  
from MANITOU.



[www.uk.manitou.com](http://www.uk.manitou.com)

 **MANITOU**



## Don't miss the UK's number one lifting event

the only specialist equipment  
event for the UK and Ireland

If you buy, use or have a professional  
interest in Access Equipment,  
Working at Height, Mobile Cranes,  
Tower Cranes and Loader Cranes, not  
to mention Telehandlers then register  
now for the UK and Ireland's event for  
lifting professionals - Vertikal Days.

See the latest equipment and services,  
meet the experts and enjoy a day of  
networking, deal-making and socialising.

**Vertikal**  
**days**

Haydock  
Park  
June 27th &  
28th 2012

email the Vertikal Team at  
[info@vertikaldays.net](mailto:info@vertikaldays.net)

UK Office +44 (0) 8448 155900

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

...new PASMA village..Lorry Loader workshops..IPAF safety  
demonstrations..Crane and Access demonstrations...

# Readers Letters



Dear Sir,

Although I did not go to the IPAF Summit in Rome I still got a kick out of the coverage you guys ran. Made me wish I had been there, other than that your quotes under the photos were excellent and although I know none of the people you were ribbing I still ready every one...

I know get a life! The way you take a different look at what can otherwise be utterly tedious subjects is what keeps me reading the mag. Keep up the good work.

**Chris Briant**

*Electrician and dab hand cherry picker operator*

**Leigh**

Without a transcript of the case it is impossible to know sufficient detail about the actual case and duty of care breached.

Are we sure there will be no prosecution?

A narrative verdict on a death in a power station resulted in the companies involved still being prosecuted. In this case the coroner apparently said the managing director had breached his duty of care so does this not lead him to prosecution?

Did the duty of care start when the crane was put back into service after the slew ring bolts were changed - as apparently stated by the coroner, or with the original supply of the crane rigged incorrectly which caused the stress in the bolts and their resulting failures?

It is incomprehensible in 2006 that the "method statement" did not state the full build detail of the crane, the details of which are provided in the crane manual, i.e. the relevant part required in this case was the composition of the counter-jib and the relevant counter-weights.

If a manual for the crane was not available the crane should not have been erected. The crane's manual should also be on site for reference to check and confirm any matter arising about the crane during and after erection. Does this indicate poor management and also indicate a breach in duty of care from the original supply of the crane.

The Worthing prosecution blamed the company and the fine and costs stalled the company to the point of insolvency.

The Belfast prosecution (where there were no deaths) resulted in a not guilty verdict but helped destroy the business.

The Battersea inquest would appear to be a clear breach of care and the inquest's verdict appears to open more questions than it closes.

I would like to see the film on U tube of the crane being pulled over at CITB which someone on the Vertikal site claimed to have and wanted to publish not so long ago, is this another cover up or pay off or something? But Denmark is a nice place I did not notice a smell.....

I think this has some mileage to run!

Best Regards,

**Bill**

*We thought that in light of the sensitive nature of this case it might be best to withhold the correspondent's full name - although this was not specifically requested by him.*

*The letter refers to articles relating to the inquest into the fatal Battersea tower crane collapse in 2006 (Cranes & Access March/April and on [www.vertikal.net](http://www.vertikal.net)) and also refers to another fatal tower crane incident in Worthing in 2005, which although caused by human error on site caused WD Bennett to file for bankruptcy. The Northern Ireland one wasted around £250,000 on what was clearly a pointless prosecution from the outset which begs the question regarding consistency.*

Ed

Dear Sir,

A few points for clarification.

Balfour Beatty Building Services (BBES) have the same bold commitments and targets as our colleagues in other parts of the BB Group. Our energy and momentum is to continually de-risk our business towards the target of Zero harm.

We therefore operate a strategy of Eliminate, Minimise and Mitigate with the preferred option always to be at the top end of the risk management hierarchy. In addition to working with our internal colleagues, BBES additionally continue to work closely with equipment manufacturers, suppliers and trade bodies.

This includes but is not limited to where and how we can work more closely together, but also sharing knowledge and experience leading to improvements in the safe use of powered access equipment.

Indeed, praise must be given to two of our existing supply chain who acted immediately on receipt of the Alert, both Nationwide and AFI Uplift were very quick to respond and offer support.

Our challenge to them is to demonstrate that there is no realistic likelihood of the type of incident being mentioned in the original alert happening again and that requires

some medium and longer term Improvement activity. However, at all times our immediate and necessary concern lies with our site based workforce after workplace accidents and incidents occur. Our safety alerts, as part of our effective H&S management system, are produced to immediately communicate the incident, contributory causes and what we need to do within the next 48 hours of issue.

These are publicly available documents and are also circulated within the wider BB CSUK business, BB Group and to our external partners.

At no time was myself or my team approached for a copy of what is now a widely available alert. At no time do we keep 'safety secrets' - where is the logical value in that? We will undertake an immediate internal review as to why any formal requests to the BB Group were left unanswered

I look forward to seeing the publication of a more balanced article. Happy to discuss further.

Regards

**Allan Shanks**

*Health & Safety Director*

*Balfour Beatty Engineering Services Limited*

*Hillington Park, Glasgow,*

*The letter was in response to an article we wrote regarding a Balfour Beatty Alert issued in response to an incident it had in which a sub-contractor's clothing became entangled in the live joystick of a scissor lift causing it to drive forward under some racking causing the operator to break a rib.*

*We received information on the Alert verbally, shortly after it was issued and approached Balfour Beatty through its Press Office as we are 'obliged' or always told we should. After no response or call back we chased up again and this time did receive an acknowledgement that our request was being looked into. In the end we never did receive any information through the formal channels. Eventually we managed to obtain a copy of the Alert from a supplier and finally published our article, which we feel was very balanced. The issue gained more prominence after a leading weekly construction magazine decided to publish a story focused on our "criticism" of Balfour Beatty for not circulating the Alert and its concern more widely. The full story can be found on [www.vertikal.net](http://www.vertikal.net) and put Balfour Beatty in the Vertikal News Search box.*

*Since then Allan Shanks made contact with us directly and has been very open and very clear and very informative. He told us that the Alert was not meant to be prescriptive at all and acknowledged that local interpretations were possibly causing some problems and that as a result he would issue a new Alert with some clarification. Following a suggestion from us he also provided a letter highlighting the Balfour Beatty views and intentions. It clearly states his and the company's position on this and all safety issues and their enthusiasm to share information to the industry as a whole, which we applaud.*

Ed

**Lomma acquitted**

I read the news article in your last issue about Mr Lomma being acquitted of all charges, involved with the tower crane collapse in New York in which two men lost their lives and was already surprised and astonished how this could be in the light of all the evidence that has been published. So I went online to learn more and was came across something I find incredulous in the New York papers. It seems that after the verdict he sent emails with photographs of one or more of his cranes lifting the space shuttle to the lawyers of the families of the two men that died in the dent – taunting them following his success in avoiding any justice.

*(This reader has not responded to our request to publish at time of going to print so we are withholding his name, he did not provide details of where he is from)*

Following last month's Comment a number of you asked if we could publish the FEM letter that it referenced. So here we are: This is intended for guidance only and is published purely for background information.

**FEM N 0284 Position Paper**

**FEM Product Group Cranes and Lifting Equipment -  
Sub-Group Mobile Cranes**

**Regarding: "Lifting Persons with Mobile Crane"**

**Introduction**

FEM Product Group Cranes and Lifting Equipment Sub Group Mobile Cranes issued the position paper on the use of mobile cranes for lifting of persons (FEM N0284 dated May 16th 2011). The position paper was interpreted in different ways. Thus the position paper was further discussed between FEM, users and end users, namely representatives from the European Association of abnormal road transport and mobile cranes (ESTA) and Events in the Sky (E.I.T.S.) / Fungroup, owners of "Dinner in the Sky" platforms. The technical discussion was based upon the general principles of risk assessment.

This guidance document is intended to publish the results of the discussion and to give further guidance and explanation with regard to the position paper.

The position paper stated that standard mobile cranes are not designed or intended to lift persons; they may be used to hoist and suspend personnel in man baskets only in unique work situations when it is the least hazardous way to do the job. As such the use of standard mobile cranes to suspend persons and/or devices for entertainment purposes is also not intended.

Any use of mobile cranes outside the intended use stipulated by the manual is under the full and sole responsibility of the owner/user.

**Consideration**

The groups of people being considered in this guidance include employees and guests. Employees are often working near and/or on suspended devices; thus the devices may be considered under national laws as work equipment.

When considering lifting of persons, it is required to perform a full and comprehensive risk assessment for the entire application by comparing the standards to which the mobile crane to be used has been designed and manufactured (e.g. EN13000) with relevant national law and standards first of all for:

- General safety regulation/law (e.g. 2006/42/EC Machinery Directive)
- Safety regulation/law for Work Equipment (e.g. 2009/104/EC Work Equipment Directive)
- Standard for Mobile Elevated Work Platforms (e.g. EN280)
- Standard for Fairground Equipment (e.g. EN13814)

The risk assessment shall consider all relevant risks for the specific application. Furthermore all additional laws and standards in force in the country of use and relevant for the entire application should be considered, thus the list of laws and standards quoted is not exhaustive.

For all risks identified and not covered by design and manufacture of the

**Dear Leigh**

This is not good PR for our industry in general and looking at the photographs he sent it also looks like they're lifting the space shuttle with no matting under the riggers!

*Name withheld*

**Lomma not guilty**

The city of NY actually approved it. They want it both ways. They demand to be the ultimate authority on which cranes are allowed and certified to work in their town and won't allow third party inspections yet they say they aren't responsible for the conditions, when something goes wrong.

*We have withheld this name as an editorial decision  
These are just a few of a number of emails on this subject -  
the above reflects the general consensus and split on the subject*

mobile crane adequate counter measures should be defined. Adequate counter measures can be:

- Technical measures
- Limiting the configurations to be used
- Limiting the functions, e.g. switching off certain functions
- Application of defined procedures to abate risk, that are used and practiced

The combination of a standard mobile crane and a device for lifting persons along with the appropriate risk assessment and the counter measures defined creates a new machine for a specific use beyond the originally intended use stipulated in the manual. This new machine has to fulfil the relevant national laws (e. g. Machinery Directive) and is operated under the full and sole responsibility of the owner/user.

National law may require the involvement of qualified third parties in the process of risk assessment and approval of the application.

**Findings**

The following list contains some major topics to be observed when comparing EN13000:2010 with EN280:2010 and EN13814:2004. The list is not exhaustive and needs to be adapted to the specific application, for example:

- Life cycles of equipment and devices
- Maintenance of equipment and devices
- Work history of the equipment including environmental conditions and overloads
- Safety factors in structure and functional mechanisms
- General design principles of functional mechanisms
- General design principles of control systems
- Requirements for performance levels (PL) of control systems and functions
- Emergency considerations and emergency power supply
- Requirements related to configuration selector switches
- Requirements related to override of safety functions
- Operational environmental conditions

**Conclusion**

FEM believes that a mobile crane can be used to lift persons if the additional requirements are fulfilled.

As an example of an application for lifting of persons, Events in the Sky (E.I.T.S.) / Fungroup (owners of "Dinner in the Sky" platforms) has used this guidance by engaging with FEM and ESTA to analyse the process of using mobile cranes for "Dinner in the Sky".

It is believed that it is possible that "Dinner in the Sky" could achieve compliance with the Machinery Directive and other relevant regulations once further assessed by third party.

Klaus Pokorny

VDMA

Lyoner Straße 18

60528 Frankfurt Main

## UK and Ireland Crane service, parts and training

### Brands

#### Current Models

Manitowoc  
Grove  
Potain

#### Older Models

Krupp  
Coles  
Grove/Coles

#### Products

Tower cranes  
Mobile cranes  
Crawler cranes  
Industrial cranes

### Crane Care Services

#### Field service

Thorough examination  
Inspection  
Service  
Repair  
Load testing  
Erection — tower cranes  
Dismantle — tower cranes

#### Training

Manufacturer-approved training  
CPCS-approved training

#### Workshop resources

Repair  
Load testing  
Structural welding  
Full rebuilds  
Contract management

#### Parts

Over 4,500 line items — in stock  
Kessler axle parts and wire ropes — in stock  
Older model Coles and Krupp parts — in stock

Manitowoc UK and Ireland provides outstanding after-sales support. Parts and service are readily available either at your location or at our workshop facilities at Buckingham.

With our extensive range of new and used equipment, we can help you be more productive.

**Call us today for a quote!**



#### Buckingham facility

Manitowoc Crane Group (UK) Ltd.  
Manitowoc House, Network 421,  
Raddive Road, Gawcott,  
Buckingham, MK18 4FD

Tel: + 44 (0) 1280 818830

[www.manitowoc.com/cranesdealer](http://www.manitowoc.com/cranesdealer)

**If we don't have it in stock, we'll get it!**

# It's here! the all new **city** range

of electric  
powered platforms  
from Versalift

- Low emissions
- Virtually silent operation

Access to  
a **greener**  
world



[www.versalift.co.uk](http://www.versalift.co.uk)  
email us at: [electric@versalift.co.uk](mailto:electric@versalift.co.uk)

# Power Pads *The Next Generation*



The fully certified, fully traceable, fully guaranteed,  
top quality Outrigger support mats

Power Pads are designed, manufactured and certified to the highest standards possible with attention to detail in every aspect in order to ensure the very best value and complete peace of mind.

- All mats carry an indelible unique serial number, a reference code, a batch number and the maximum capacity of the pad.
- Mats up to 600mm are supplied with high quality Certified Rope handles.
- For Mats over 600mm, as standard we use Grade 10 lifting chain.
- All mats carry a clear identity plate with contact details.
- All mats can be branded with the customers corporate identity.

A good set of pads or mats will last a lifetime and provide you with peace of mind that is simply not available with cheaper pads.

For further information on Power Pads contact :

Tel: 01733 211339  
[www.tmc-lifting.com](http://www.tmc-lifting.com)

**Power-Pad<sup>®</sup>**

the only fully certified fully  
traceable mats on the market

2012

**Hillhead 2012**

June 19th-21st 2012  
International quarrying and recycling show.  
Buxton, Derbyshire, UK  
Tel: +44 (0) 115 945 3890  
www.hillhead.com

**Vertikal Days 2012**

UK/Ireland crane and access event  
June 27th-28th 2012  
Haydock Park, UK  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
www.vertikaldays.net

**UK Strategic Forum  
Plant Safety Group Open Meeting**

28th June, 2012  
Haydock Park, UK  
Tel: 020 7796 3366  
www.cpa.uk.net/plant-safety-group

# Whats on?

**CICA Conference 2012**

Australian crane industry conference  
September 5th-7th 2012  
Adelaide, Australia  
Tel: +61 (0) 3-9501 0078  
www.cica.com.au

**Platformers Days**

German Access equipment event  
7th-8th September 2012  
Hohenroda, Germany  
Tel: +49 (0) 5031972838  
www.platformers-days.de

**Cranes Asia**

Two day seminar on crane safety  
September 10-11th, 2012  
Singapore  
Tel: +44 (0) 20 8269 7848  
Fax: +44 (0) 20 8269 7878

**Europlatform**

European access conference  
September. 20th 2012.  
Edinburgh, Scotland.  
Tel: +44 (0) 15395 62444  
www.ipaf.org

**Verticaaldagen Benelux**

Benelux lifting event  
September 21st-22nd 2012  
Safaripark Beekse Bergen, Netherlands  
Tel: +31 (0) 6 30 421 042  
www.verticaaldagen.net

**Intermat Middle East**

8-10th October, 2012  
Abu Dhabi, UAE  
Tel: +971 4 4356101  
www.intermat-middleeast.com

**SAIE 2012**

Bologna Fair, building products.  
October 2012, Bologna, Italy  
Tel: +39 051 282111  
www.bolognafiere.it

**Big Five 2012**

November 5th-8th 2012.  
Middle East construction show  
Dubai, UAE  
Tel: +49 (0) 89 949 22 0  
www.thebig5exhibition.com

**Bauma China 2012**

Leading Chinese Equipment show  
November 27th-30th 2012  
Tel: +49 (0) 89 9 4920251  
www.bauma-china.com

**2013/2014**

**ARA / Rental Show 2013**  
Las Vegas. Feb 10th- 13th 2012  
Tel: +1800 334 2177  
www.therentalshow.com

**IPAF Summit 2013**

Annual Summit for International Powered Access Federation  
March 26th, 2013  
Miami, USA  
Tel: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
Website: www.ipaf.org  
E-Mail: info@ipaf.org

**Bauma 2013**

World's largest construction equipment exhibition,  
April 15th-21st 2013  
Munich, Germany  
Tel: +49 (0) 89 51070  
www.bauma.de

**Conexpo 2014**

The leading US equipment show  
March 4th-8th 2014  
Las Vegas, Nevada, USA  
Tel: +1 414-298-4133  
www.conexpoconagg.com

**Intermat 2015**

20- 25th April 2015,  
Paris France  
Tel: +33 1 49685248  
www.intermat.fr

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

# Marketplace

RECRUITMENT . USED EQUIPMENT . REPLACEMENT PARTS . RENTAL . SAFETY EQUIPMENT

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT

## cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

Cranes & Access reaches over six times as many UK/Irish buyers of aerial lifts and lifting equipment than any other crane or access magazine, along with an exceptionally strong international readership, with over 15,000 lifting related professionals around the world reading either the printed or online editions of the magazine.

Given the wide global readership you will be surprised at how cost effective it can be as a medium to promote your products or services.

**ADVERTISING:**

The Vertikal Press Ltd.  
PO Box 6998, Brackley,  
NN13 5WY UK.  
Tel: +44 (0)8448 155900  
Fax: +44 (0)1295 768223  
E-mail: advertising@vertikal.net

**GERMANY:**

+ (49) (0)761 189786615.

### ADVERTISEMENT

**M. Stemick GmbH**  
Kran- u. Baumaschinenhandel

**CRANES FOR SALE**

**ALL TERRAIN-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t PPM ATT 340	1994	4x4x4	30,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Liebherr LTM 1035-3	1987	6x4x6	30,00m + 8,30m
35 t PPM ATT 400.3	2001	4x4x4	30,40m + 15,00m
40 t Demag AC 40	2000	6x4x6	31,20m + 13,00m
40 t Faun RTF 40-3	1997	6x6x6	30,00m + 15,45m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
55 t Demag AC 55 City	2005	6x6x6	40,00m + 14,00m
55 t Liebherr LTM 1055.1	2004	6x6x6	40,00m + 2,50m
60 t Krupp KMK 4070 L	1990	8x6x8	35,00m + 16,00m
60 t Liebherr LTM 1060.2	2000	8x6x8	42,00m + 17,00m
60 t Faun ATF 60-4	1998	8x6x8	40,00m + 16,00m
70 t Faun ATF 70-4	1997	8x6x8	40,50m + 16,00m
70 t Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
80 t Grove GMK 4080	1997	8x6x8	43,00m + 13,00m
100 t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 18,00m
160 t Grove GMK 5160	1996	10x8x10	49,00m + 18,00m

**ROUGH-TERRAIN CRANES - RT MOBIL KRAN**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Kato KR 250	1997	4x4x4	26,70m + 7,00m

**YARD CRANE**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V73	1983	4x2x2	13,10 m + 5,50 m
14 t Demag V73	1991	4x2x2	13,10 m

Tel: +49-2364 - 108203  
Fax: +49-2364 - 15546  
Mobile: +49-172-2332923  
E-Mail: info@stemick-krane.de

**M. Stemick GmbH**  
Kran- u. Baumaschinenhandel  
Import - Export  
D-45721 Haltern / Germany  
Internet: <http://www.stemick-krane.de>

**Import • Export**





# Crane Hire Company FOR SALE

Located in East Anglia

National Coverage  
All Terrain & Crawler Cranes  
40 Years Trading  
Sale due to Retirement & Health

A 1acre site is available  
under seperate negotiation  
for **SALE** or **LET**

For further details please email  
[derek.and.patricia@hotmail.com](mailto:derek.and.patricia@hotmail.com)  
or Tel 07880 546258

## Find that person

Looking for Crane, Access  
or Telehandler people?  
Looking for a job?

Then why not start right here in the new  
**Cranes&Access** recruitment section?

With your support we can build a highly useful  
**recruitment resource** for the industry right within  
the UK and Ireland's only dedicated publication.

Call or email us today to find out about our great start  
up rates Jobs Wanted ads are free through 2011.

**+44 (0) 8448 155900**

If responding to one of the ads please say you saw  
it in Cranes&Access.

**Vertical**  
net

**cranes  
& access**

# Timbermat Ltd

Guarantee - Quality ... Price ... Delivery

[sales@timbermat.co.uk](mailto:sales@timbermat.co.uk)

Timbermat Limited is proud to announce their new supply partnership with one of Europe's largest distributors of hardwood timber. Established for over 70 years and operating a truly global network, our new agreement ensures continuity of our product portfolio for the long term.

This new venture has enabled Timbermat to secure production solely for our own distribution across the UK & Europe. Our new strategy will ensure we have access to a huge stockholding of all sizes, ready to ship at a moment's notice.

To continue our FSC sustainability commitments we are always actively sourcing new timbers suitable for use within our market place, but currently offer European and American Oak hardwoods, and Tropical timbers such as Ekki, Wamera, Dabema, and Mora. All of which have proven performance and long life durability.



**+44 (0) 161 442 3157**

Please visit our website at [www.timbermat.co.uk](http://www.timbermat.co.uk) or to discuss your requirements  
please call direct on **+44 (0) 161 442 3157** Or local UK call rate **0844 800 9560**

# MOVICARGA

MOVIMIENTO DE CARGAS



Revista líder española en elevación  
Leading spanish lifting magazine:

- Grúas / cranes
- Plataformas aéreas / aerial platforms
- Manipuladores telescópicos / telehandlers



www.movicarga.com

Para más información: macarenagarcia@gilusan.com



# Kran & Bühne

DAS MAGAZIN FÜR KRAN- UND ARBEITSBÜHNEN-ANWENDER

## Ihr Vorteil!

Um leistungs- und wettbewerbsfähig zu bleiben, benötigt die Industrie gerade bei härteren Marktbedingungen hochqualifizierte und ihre Märkte betreffende Informationen. Diesem Verlangen kommt Kran & Bühne mit praxisorientierten Artikeln nach, die dem Leser helfen, fundierte Entscheidungen zu treffen. Die Artikel werden von einem erfahrenen, international und in Deutschland tätigen Journalistenteam verfasst. Kran & Bühne liefert dem Leser harte Fakten darüber, welche Ausrüstung für welche Einsätze geeignet ist, sowie Neuigkeiten und Baustellenberichte.



Name/Vorname: \_\_\_\_\_  
 Firma: \_\_\_\_\_  
 Umsatzsteuernummer (nur bei Firmen) \_\_\_\_\_  
 Straße/Postfach: \_\_\_\_\_  
 Postleitzahl/Ort: \_\_\_\_\_  
 Land: \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-mail Address: \_\_\_\_\_  
 1. Unterschrift des Abonnenten: \_\_\_\_\_

Ich wünsche folgende Zahlungsweise:  
 Bargeldlos per Bankeinzug (nur in Deutschland)  
 gegen Rechnung

Kontonummer: \_\_\_\_\_  
 Bankleitzahl: \_\_\_\_\_  
 Geldinstitut: \_\_\_\_\_  
 Firma: \_\_\_\_\_  
 Postleitzahl/Ort: \_\_\_\_\_

Hiermit bestätige ich, dass die Abbuchung des jährlichen Abo-Betrages von € 26.00 für o.g. Firma/Anschrift vorgenommen werden kann.

2. Unterschrift des Abonnenten:  
**Abonnieren Sie jetzt einfach und bequem!**  
 per Fax: (0761) 88 66 814  
 oder per Post: Kran & Bühne  
 Sundgaullee 15 D-79114 Freiburg  
 Tel: (0761) 89 78 66-0 Fax: (0761) 88 66 814  
 E-mail: info@Vertikal.net www.Vertikal.net



## Another good reason to join the CPA...



Find out a  
whole lot more,  
call us on:  
**020 7796 3366,**  
or visit our website:  
**[www.cpa.uk.net](http://www.cpa.uk.net)**

Problems occur at the least expected times, but when they do, support and specialist knowledge from someone on your side is invaluable. The CPA specialists can help with many issues, including training, safety and legal matters.

If dealings with a government department or an industry authority are not going smoothly, CPA can advise on what to do, and can turn to their extensive range of contacts to find the right person to speak to.

This means your problem gets solved quickly and painlessly wherever possible - allowing you to get back to your business.

• USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED •



AccessPlatforms.com

[www.accessplatforms.com](http://www.accessplatforms.com)  
PILL WAY, BEVERN BRIDGE IND ESTATE, CALDICOT, MONMOUTHSHIRE, NP23 5PU - UK

**+44 (0) 1291 421155**

This is a small selection of our available stock.  
 Please visit our regularly updated website to view our full selection.

**experts in  
powered access  
solutions**



 <p><b>Genie Z30/20N</b>              Self Propelled Articulated Platform              2006, 11.14m (36.76ft) Working Height              Non-Marking Tyres</p>	 <p><b>Compact 10 DX 4x4</b>              Diesel Scissor Platform              2005, 10.14m (33.46ft) Working Height              Hydraulic Out-Riggers              Foam Filled Tyres</p>	 <p><b>Genie Z45/25J</b>              Self Propelled Articulated Platform              2005, 16.07m (53.03ft) Working Height              Bi-Energy</p>
 <p><b>Manitou 165 AET 4x4</b>              Self Propelled Articulated Platform              2001, 16.25m (53.63 ft) Working Height, Foam Filled Tyres, Rough Terrain</p>	 <p><b>SkyJack 4632</b>              Electric Scissor Platform              2005, 12m (39.60ft) Working Height              Non-Marking Tyres              Slide-Out Deck</p>	 <p><b>Genie IWP 20S</b>              Personnel Platform              2007, 8.22m (27.13ft) Working Height              Battery &amp; Charger</p>
 <p><b>Bravi Lui Mini</b>              Personnel Platform              2005, 4.9m (16.17ft) Working Height              Non-Marking Tyres              Battery &amp; Charger</p>	 <p><b>Genie Z34-22N</b>              Self Propelled Articulated Platform              2006, 12.52m (40.6ft) Working Height              Non-Marking Tyres, Electric</p>	 <p><b>JLG 260MRT 4x4</b>              Diesel Scissor Platform              2006, 10m (32ft) Working Height              Foam Filled Tyres</p>



**PLANT & CRANE HIRE**

- FULL PLANT HIRE SERVICE AVAILABLE
- MOBILE CRANES 35-120 TONS
- IRON FAIRY & CITY CRANE
- CPA & CONTRACT LIFT SERVICE
- RIGGERS, SLINGERS - APPOINTED PERSONS
- TEST WEIGHT HIRE
- MACHINERY MOVEMENT SERVICE
- CRUSHERS & SCREENERS
- ROAD BRUSH HIRE
- HIAB & LOW LOADER TRANSPORT
- ALL OPERATORS FULLY CPCS CERTIFIED
- CALL FOR A FREE SITE VISIT AND QUOTATION
- BASED IN GLASGOW








t: +44 (0) 141 646 1212 e: [info@ab2000.co.uk](mailto:info@ab2000.co.uk)  
[www.ab2000.co.uk](http://www.ab2000.co.uk)






THE ECO-FRIENDLY SOLUTION



**GANTICHARGER**

**The revolutionary new charger**

The **GantiCharger** is made to revive, charge, check and maintain batteries.

- **GantiCharger** is designed to reduce the frequency and cost associated with battery replacement.
- **GantiCharger** is made to both save energy and significantly prolong battery life with reduced maintenance cost.
- **GantiCharger** prevents overheating the common cause of battery damage.



For UK sales: 07807 348584  
 For Dealer enquiries: +47 93405970  
[www.ganticharger.com](http://www.ganticharger.com)

# ECO LIFT outrigger pads

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- Lifetime warranty against breakage

The UK's Leading Supplier



Bill Green @ PLC Sales

Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582

Fax: +44 (0) 1449 674 173

Email: sales@outriggerpads.co.uk Web: www.outriggerpads.co.uk

## MANUFACTURER OF CRANE AND FORKLIFT ATTACHMENTS

- ◆ Concrete skips
- ◆ Self Discharge Boat Skips
- ◆ Circular Muck Skips
- ◆ Access Platforms
- ◆ Plastic Mortar Skips
- ◆ Crane Man Cages
- ◆ Bricks Forks
- ◆ Block Grabs
- ◆ Crane Forks
- ◆ Manhole Ring Clamps
- ◆ Gas Bottle Carriers
- ◆ Fork Lift Tipping Skips



TO DISCOVER MORE, CALL:

Head Office & Accounts  
+44 (0) 1420 592 900

OR EMAIL: sales@conquipindustrial.com



DISTRIBUTORS REQUIRED  
MANUFACTURING, SALES & HIRE

## SPECIALIST INSURANCE AGENCY LTD

### SPECIALIST CONSTRUCTION INSURANCE BROKERS

**PLANT • LIABILITY  
FLEET SCHEMES  
AVAILABLE**

We talk your language and have expert knowledge from experience gained within the industry.

For the complete service please contact:

**TONY QUICK**

Tel: 0451 777 555. Fax: 08451 776 666.

Email: tony@specialistinsure.com

FSA: 309005



Visit TVH during **Vertikal Days 2012** on **Wednesday 27th and Thursday 28th June 2012**. We look forward to welcoming you on **stand 134** and we will be pleased to introduce to you our range of parts suitable for your access fleet.

**Vertikal  
days**



Winner IAPA  
Outstanding After Sales Award 2012

TVH® and TotalSource® are registered trademarks.

**TVH UK LTD** • Company registration number 3859070  
Unit 17 • Paragon Way • Exhall • GB-CV7 9QS Coventry  
T +44 2476 585 000 • F +44 2476 585 001  
sales@tvh-uk.co.uk • www.tvh-uk.co.uk

## Access Equipment Manufacturers

Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Altrex B.V.	<a href="http://www.altrex.com">www.altrex.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Basket	<a href="http://www.basket-platforms.com">www.basket-platforms.com</a>
Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Denka Lift	<a href="http://www.denkalift.com">www.denkalift.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Elliot Equipment Co	<a href="http://www.elliotequip.com">www.elliotequip.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
Fraco	<a href="http://www.fraco.com">www.fraco.com</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Mantall	<a href="http://www.mantall.es">www.mantall.es</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Nagano	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Liftechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skako	See Denka or TCA
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
TCA Lift	<a href="http://www.tcalift.com">www.tcalift.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.upright.com">www.upright.com</a>
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>

## Alloy Scaffold Towers

Altrex	<a href="http://www.altrex.com">www.altrex.com</a>
Eurotowers	<a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Mast Climbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Specialist Scaffolding

Advance	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
Scaffolding (SW)	
Harsco	<a href="http://www.harsco-i.co.uk">www.harsco-i.co.uk</a>

## Platform Rental

1st Access Rentals	<a href="http://www.1staccessrentals.co.uk">www.1staccessrentals.co.uk</a>
2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Platforms Direct	
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Platforms	
Aerial and	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Handling Services Ltd	
Aerial Platforms	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI- Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Bucks Access	<a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>
Rentals	
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.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>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Kimberly Access	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
Loxam Access	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Nationwide	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Platforms	
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>
Riwal	<a href="http://www.riwal.com">www.riwal.com</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</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>

## Notified Body

Powered Access Certification	<a href="http://www.pac.uk.com">www.pac.uk.com</a>
------------------------------	--

## New & Used Platforms

Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Advanced	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
Access Platforms	
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Brodrene Jorgensen AS	<a href="http://www.brjorgen.no">www.brjorgen.no</a>
Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Davis Access	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>

Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mr Machinery	<a href="http://www.mrmachinery.co.uk">www.mrmachinery.co.uk</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Peter-Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
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>
Platform Sales Europe	<a href="http://www.platformsaleseurope.com">www.platformsaleseurope.com</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>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</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>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Tracked Spider Solutions	<a href="http://www.trackedspidersolutions.co.uk">www.trackedspidersolutions.co.uk</a>
Easi UpLifts	<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>
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>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.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>

## Telescopic Handlers

Dieci	<a href="http://www.dieci.com">www.dieci.com</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</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

Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
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>
Mr Machinery	<a href="http://www.mrmachinery.ie">www.mrmachinery.ie</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.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>
----------------------	--

## 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.ewpa.com.au">www.ewpa.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>
Elliot Equipment Co	<a href="http://www.elliotequip.com">www.elliotequip.com</a>

Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.groveworldwide.com">www.groveworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</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.maedaminicranes.co.uk">www.maedaminicranes.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>
Fassi UK	<a href="http://www.fassiuk.com">www.fassiuk.com</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>
Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.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>
Immo Cranes	<a href="http://www.immo-cranes.com">www.immo-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.ie">www.mantiscranes.ie</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</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>
Used Cranes CCK	<a href="http://www.used-cranes.de">www.used-cranes.de</a>
Peter Hird & Sons	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
UCM	<a href="http://www.ucmholland.nl">www.ucmholland.nl</a>

### Heavy Lifting Equipment

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

### 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>
BJW Crane Hire	<a href="http://www.bjwcranehire.co.uk">www.bjwcranehire.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</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.ie">www.mantiscranes.ie</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

### Mini Crane Hire

A Mini Crane Hire Company	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
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>

Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

### Self Erecting Tower Cranes

Airtek safety	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
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 crane hire	<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.ie">www.mantiscranes.ie</a>

### Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
----------------	--

### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
------	--

### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
------	--

HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>
----------------	--

### Ancillary Equipment

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

### Auction Houses

Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Mr Machinery	<a href="http://www.mrmachinery.com">www.mrmachinery.com</a>
Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>

### Battery Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
ManBat	<a href="http://www.manbat.co.uk">www.manbat.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
UK Batteries	<a href="http://www.ukbatteries.co.uk">www.ukbatteries.co.uk</a>

### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
----------------	--

### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
----------------------	--

### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
-------------	--

### Outrigger Pads, Mats & Roadways

Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
GreenTek	<a href="http://www.greensward.co.uk">www.greensward.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>

### Parts & Service Suppliers

Aerial & Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
C-Tech Industries	<a href="http://www.ctech-ind.com">www.ctech-ind.com</a>
Davis Access Platforms	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
IPS	<a href="http://www.ips-ltd.biz">www.ips-ltd.biz</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>

### Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
--------------	--

### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Insphire	<a href="http://www.insphire.com">www.insphire.com</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

### Replacement Filters

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

### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

### Software

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

### Structural Repairs

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

### Training Associations & Networks

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

### Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
APL	<a href="http://www.aerialplatforms.co.uk">www.aerialplatforms.co.uk</a>
Astra Access Safety Training	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Davis Access	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
HSS	<a href="http://www.hss.com/training">www.hss.com/training</a>
IS Training	<a href="http://www.istraining.co.uk">www.istraining.co.uk</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lyte	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
Mentor Training	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>

### Wire Rope & Cable

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

### Winches & Hoists

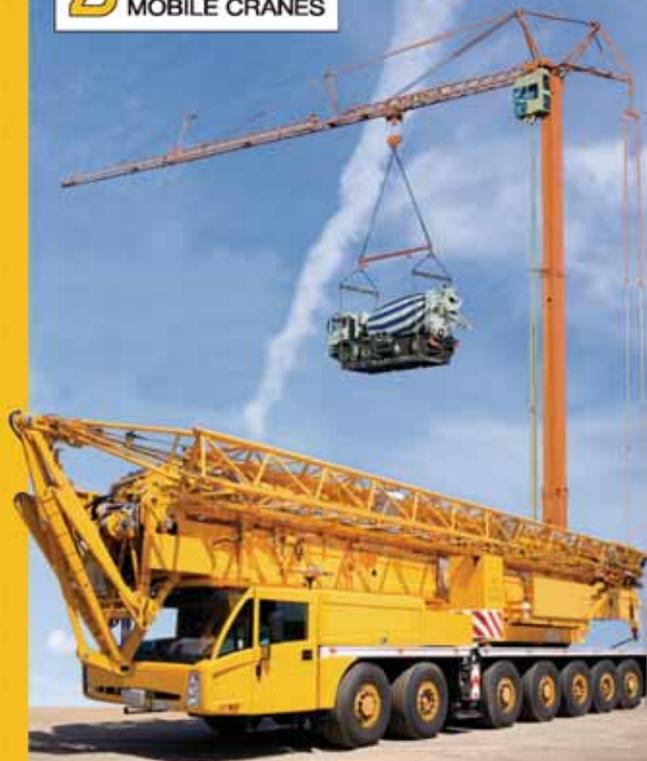
Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
---------	--

To arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08448 155900 Fax: 01295 768223 Email: info@vertikal.net

**An entry in our online directory with hot-link to your website and publication here costs just £175/€280 for a whole year**

**STRONGER THAN EXPECTED**

**SPIERINGS**  
MOBILE CRANES



www.spieeringscranes.com  
Merwedestraat 15 5347 KZ OSS The Netherlands Tel +31 412 697777

SK2400-AT7 : Tip load 5.500 kg Max. load 18.000 kg  
Jib length 42 m Max. Hook height 56 m



**Haydock  
Park**  
June 22nd &  
28th 2012

**Don't miss  
the UK's number  
one lifting event**

the only specialist equipment  
event for the  
UK and Ireland

**Vertikal  
days**

email the  
Vertikal Team at  
[info@vertikaldays.net](mailto:info@vertikaldays.net)

UK Office +44 (0) 8448 155900

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

...new PASMA village..Lorry Loader workshops..IPAF safety  
demonstrations..Crane and Access demonstrations...

## GOING UP IN THE WORLD

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

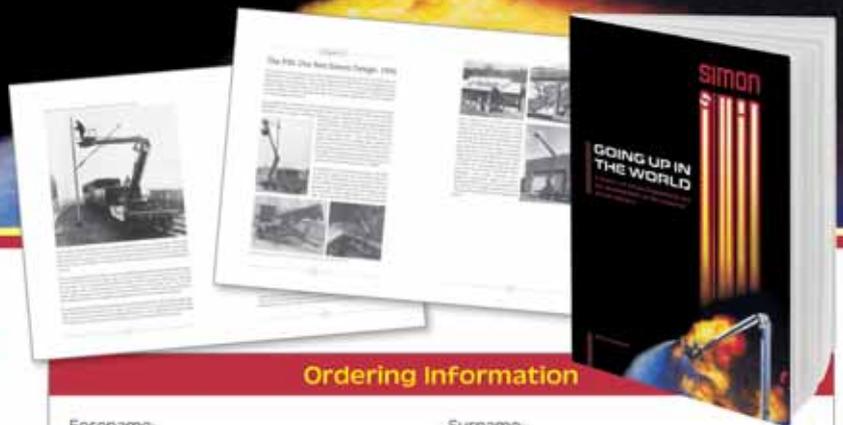
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

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

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

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

- Continental Europe €23 plus €6.50 postage & packing
- Rest of world \$31 plus \$10 shipping



### Ordering Information

Forename: \_\_\_\_\_ Surname: \_\_\_\_\_

Address: \_\_\_\_\_

Post Code: \_\_\_\_\_

Email: \_\_\_\_\_ Telephone: \_\_\_\_\_

**Please make all cheques payable to 'The Vertikal Press Ltd'**

I enclose a cheque for £24 (£19.50 + £4.50 p&p)

I enclose a cheque for €29.50 (€23 + €6.50 p&p)

I enclose a cheque for \$41 (\$31 + \$10 p&p)

Please invoice me: \_\_\_\_\_

Please debit my card:

Card No: \_\_\_\_\_ Issue No: \_\_\_\_\_

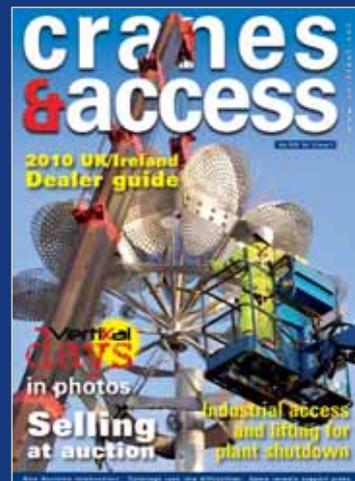
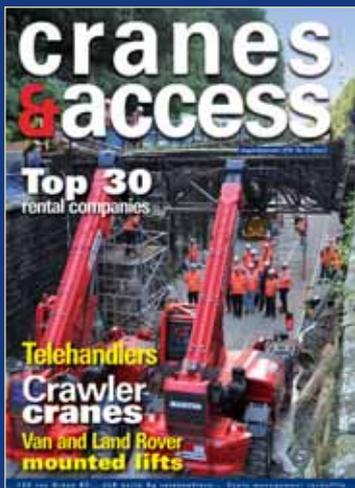
Issue Date: \_\_\_\_\_ Expiry Date: \_\_\_\_\_ 3 Digit Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please send completed order form to: The Vertikal Press, Box 699B Brackley, NN13 5WY, UK.  
Alternatively, fax it through on +44(0)1295 768223 or scan & email [info@vertikal.net](mailto:info@vertikal.net)

# Subscribe to

# cranes & access



The only way to guarantee that you receive every issue

## Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertical Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8448 155900

Name \_\_\_\_\_

Company \_\_\_\_\_

Job Title \_\_\_\_\_

Telephone \_\_\_\_\_

Address \_\_\_\_\_

Zip/Postcode \_\_\_\_\_

Country \_\_\_\_\_

Telefax \_\_\_\_\_

Email \_\_\_\_\_

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertical Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name \_\_\_\_\_

Card number \_\_\_\_\_

Expiry date \_\_\_\_\_

Security code \_\_\_\_\_

**Vertical**.net

Subscribe online at [www.vertical.net](http://www.vertical.net)

# Platformers' Days 2012

7 & 8 September 2012 in  
Hohenroda/Germany



**Mobile lifting and moving** — The leading show for lifting and access equipment in the German-speaking region with domestic and international exhibitors presenting a wide range of current and new technology: Aerial work platforms, cranes, hoisting devices, mobile scaffold towers, telehandlers, etc.

**When:** 7<sup>th</sup> and 8<sup>th</sup> September 2012

**Where:** Hessen Hotelpark Hohenroda (Germany)

For further information please email us at: [2012@platformers-days.com](mailto:2012@platformers-days.com)

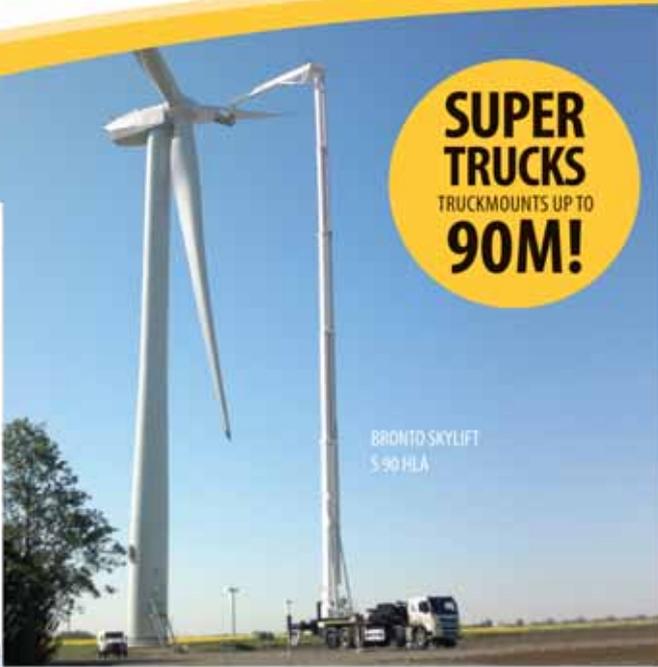
[www.platformers-days.com](http://www.platformers-days.com)



# Easi UpLifts

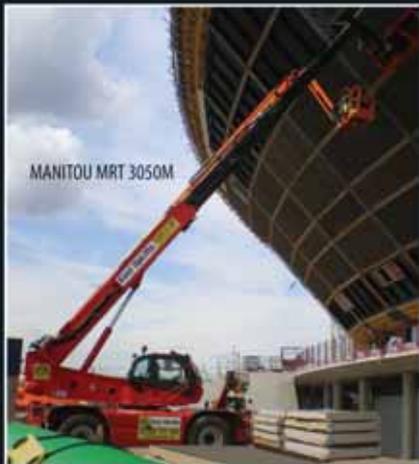


GENIE Z-135/70



BRONTO SKYLIFT  
S 90 HLA

**SUPER TRUCKS**  
TRUCKMOUNTS UP TO  
**90M!**



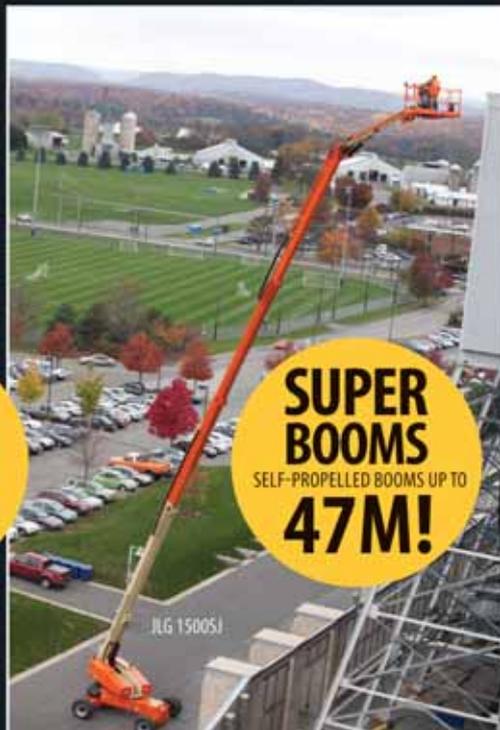
MANITOU MRT 3050M

## SPECIALIST PLATFORMS!



TCA SPIDER  
FS 520C

**SUPER SPIDERS**  
SPIDER LIFTS UP TO  
**52M!**



JLG 1500SJ

**SUPER BOOMS**  
SELF-PROPELLED BOOMS UP TO  
**47M!**

## DIAL DEPOT DIRECT!

UK	Glasgow	+44 (0)1698 308 899
	Midlands	+44 (0)1295 771 190
	London	+44 (0)1375 391 555
	Newcastle	+44 (0)191 461 1588
	Manchester	+44 (0)1942 877 439
Ireland	(NI) Belfast	+44 (0)28 908 33753
	Dublin	+353 (0)1 835 2835
	Limerick	+353 (0)61 330 233
	Cork	+353 (0)21 427 3707
Slovakia	Bratislava	+421 (0)2 4820 6666
	Košice	+421 (0)55 726 6444
	Hungary	Győr
	Kecskemét	+36 1700 00 60
	UK Training Booking Line	0845 600 1550
	ROI Training Booking Line	+353 (0)1 691 4008

COME AND SEE US AT

**Vertical days**

**STAND 140**





# SJ16 VERTICAL MAST LIFT

A compact footprint, superior maneuverability and zero inside turning radius.

ANSI model shown.

Skyjack's self propelled vertical mast lift features a compact footprint and superior maneuverability. The SJ 16 has a working height of 6,75 m. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering zero inside turning radius. The SJ 16 features a 0,41 m traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

**SKYJACK**

For information call +44-1691-676235 or visit us online at [www.skyjack.com](http://www.skyjack.com)